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This newsletter is the official bi-monthly publication of the Sports Field Managers Association of New Jersey.

For information regarding this newsletter, contact: SFMANJ at (908) 730-7770 or Brad Park at (732) 923-3771, x127
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MISSION STATEMENT:
Committed to enhancing the professionalism of athletic field managers by improving the safety, playability and appearance of athletic fields at all levels through seminars, field days, publications and networking with those in the sports turf industry.

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National Organization
Sports Turf Managers Association
www.stma.org
Email: stmainfo@sportsturfmanager.org
Phone: 800-323-3875

SFMANJ Board of Directors

Welcome New & Renewed Members
Member Form
SFMANJ Board of Directors
New Jersey Turf & Landscape Conference and Expo 2007:
Sports Field Managers Program
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New Jersey Turf & Landscape Conference and Expo 2007:
Sports Field Managers Program
December 4-6, 2007
Trump Taj Mahal Casino-Resort, Atlantic City, NJ

WEDNESDAY, DECEMBER 5, 2007
1:00-1:30  SMPANJ Business Meeting
1:30-2:15  Management strategies for high traffic fields
Dr. Dr. Mike Goatley, Virginia Tech
2:15-2:45  A cost-based approach to task management
Don Savard, CSFM, CGM, Salesianum School
2:45-3:30  Environmental turfcraft for Sports Fields
Kevin Trotta, North Rockland School District

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2:45-3:30  Environmental turfcraft for Sports Fields
Kevin Trotta, North Rockland School District

THURSDAY AM
7:00-8:00  Early bird Sports Field Managers Networking roundtable
8:00-8:30  Elements of Sports Field Construction
Dr. Mike Goatley, Virginia Tech
8:30-9:00  Renovation of a little league infield
Jim Hermann, CSFM, Total Control, Inc.
9:00-9:30  Grant writing: What you need to know
Beth Richmond, Bedford Recreation
9:30-10:00  Low-impact pesticides for turf
Brad Park, Rutgers University

THURSDAY PM
12:00-12:30  Bermudagrass use for Sports Fields in the Mid-Atlantic
Mike Kelley, Poty Tech
12:30-1:00  Selecting a synthetic infill system
Kem North, Brick Township Parks
1:00-1:30  IPM at a NJ high school: Myth vs. reality
Rich Watson, Pine Hill School District
1:30-2:00  Management of synthetic infill systems
Kevin Malone, CSFM, Columbia University

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DID YOU KNOW?

A complete fertilizer contains all three of the primary macronutrients - nitrogen, phosphorus, and potassium.
What Manual?

By Fred Castenschiold

I have been selling quality turf care equipment for over thirty years. I am still amazed how so few customers refer to their owners/operator manuals until it is too late or not at all. These manuals are a great source of information for the supervisor, operator and mechanic.

When taking in a trade on equipment, I try to always recover the original manuals from the account to pass on to the new owner. Often the condition of these manuals condition indicates that they have not been referred-to much! It is a good idea to always record the model and serial number of the equipment on the cover of the manual for quick reference when discussing the need for service or parts. It also a good idea to make sure you read and understand the operators’ manual for your machine before operating or servicing it. Become familiar with all safety signs (decals) on the machine. Some manufacturers provide operator training videos which help demonstrate procedures for safe operation and daily maintenance.

Preventative maintenance of your equipment will help you to get the most out of your investment. If you do not have a preventative maintenance program it would be good to start one soon. Sometimes we go long stretches between those rainy day opportunities. Doing scheduled maintenance and adjustments will prolong the life of your equipment, help prevent expensive downtime and give the best possible quality of cut and performance. Experience has shown that a high percentage of problems have developed over a period of time and could have been prevented by adjustment, lubrication, or other required maintenance.

When referring to the manual, take into consideration how harsh your conditions are and remember that manufacturer recommendations for service are the minimum requirements. If we have a long dry spell and your equipment is working daily in a particularly dusty environment you may wish to consider oil and air filter changes more often.

Some of my customers have come-up with great maintenance schedules which they live by. Keeping records for each machine insures that maintenance procedures are being performed at the proper time. These records could also help you predict parts to have on hand. By keeping blades, belts, filters, etc. on-hand, you will not be caught in a situation where important maintenance was not performed on-schedule because of a lack of parts.

Know what is contained in your manufacturer’s warranty. Most warranties are two years in the commercial field. When talking to a service manager regarding a possible warranty issue you will need to refer to those model and serial numbers. Remember? … The model and serial numbers you wrote down on the front cover of your manual!

Fred Castenschiold is Sales Representative, Storr Tractor Company and SFMANJ Vice President.

DID YOU KNOW?

The term subsoling refers to tillage of the subsurface without inversion for the purpose of breaking-up dense soil layers that restrict water movement and root penetration.

Use the Easiest Non-Verbal Communication Strategy to Enhance Your Professionalism

Sports Turf Managers Association Editorial Staff

Good communication is the cornerstone of great professional relationships. One communication strategy that is often overlooked is dress. How you dress is another way you communicate to your peers, your staff, your employer and the end users of your sports fields.

Dressing in a professional manner suggests that you are well organized and portrays self-confidence. The impression is of one who is knowledgeable and in control. (Wow, all of that from a pair of Dockers and a golf shirt!). Obviously, we aren’t talking coat and tie — unless the occasion calls for it. When you are physically working beside your staff on the field, of course you will be wearing work clothing, but think about keeping a change of clothing at your office for meetings or when you will be spending several hours in the office more visible to your employer.

Consider providing collared staff shirts to bring a more unified appearance to your crew, but wear a different color shirt so that you are distinguishable as the manager in charge. Be conscious of what your clothing says about you — faded tee shirts promoting old rock groups may bring a bit of nostalgia to your day, but they do not do much to position you as a professional sports turf manager.

Impressions do count. According to Ollie Stevenson, author of 101 Great Answers to the Toughest Job Search Problems, found that in an interview situation, interviewers make an immediate overall judgment about you in the first five seconds. That applies to first impressions. Five seconds isn’t long so you are being judged on what you wear and how you react. Make the first five seconds count. Be dressed appropriately and remember, professionals do shake hands. Be sure your grip is firm and sincere and you make direct eye contact when you greet someone.

How do you dress for your chapter meetings? What type of role model are you for those who are just entering the profession and what type of message are you sending to them?

The job of a sports turf manager requires a strong knowledge of agronomy, pest management, environmental issues, sports strategies, and intimate knowledge of rules and regulations so that you can manage safe playing surfaces for your athletes. Be recognized for the knowledge, skills and abilities you bring to the game and garner the respect you deserve. Don’t let a sloppy appearance downplay your importance when it is so easy to dress more professionally.

Sports Turf Managers Association (STMA), Lawrence, KS

Toro Groundmaster 4000; Storr Tractor Co.

Sisis Javelin 1500; Jim Gates & Co., Inc.

September/October 2007
**2007 Calendar of Events**

**SFMANJ District 4**
**Synthetic Infill Maintenance Demonstration Day**
September 19, 2007
Reccino Field Complex
Haddon Township, NJ
908-730-7770
www.sfmanj.org

**New Jersey State League of Municipalities**
**92nd Annual Conference**
November 13-16, 2007
Atlantic City Convention Center
Atlantic City, NJ
www.njslm.org

**NJ Turf & Landscape Conference and Expo 2007**
December 4-6, 2007
Trump Taj Mahal Casino-Resort
Atlantic City, NJ
www.njtvfgrass.org

**NJ Turf & Landscape Conference and Expo 2007**
December 4-6, 2007
Trump Taj Mahal Casino-Resort
Atlantic City, NJ
www.njtvfgrass.org

**SFMANJ Synthetic Turf Forum**
December 12, 2007
Rutgers University - Cook Campus Center
New Brunswick, NJ
www.sfmanj.org

**Sports Turf Managers Association 2008 Conference**
January 15-19, 2008
Phoenix, AZ
www.stma.org

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**Business Solutions: Learn More and Save Big.**

"The other supplier in town said that he could save me a dime a rotor, but can he save me $3,500 on my yearly cell phone bill...?"

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At this time it is necessary to gather information from outside sources. I used information gathered from the internet that was published by the Delaware Cooperative Extension Service and from the book “Sports Fields-A Manual for Design, Construction and Maintenance” by Puhalla, J; Krans, J; Goatly, M; John Wiley & Sons Inc.

Next I had to determine the average water holding capacity of my soil. Different soil textures have different water holding capacities depending on soil pore space. Sandy soils have large pore spaces between the soil particles, silt loams and clays have minute pore spaces. While sandy soils with their large pore spaces can absorb volumes of water quickly, the water also drains quickly. The soils such as silt loam and clays hold their water much longer. My soil type was silt loam which has an average water holding capacity of 0.17 to 0.23 inches of water stored per inch of soil; multiply by 12 to get inches of water per foot of soil (Delaware Cooperative Extension).

Following that, the next step was to find out how much water the turf needed and was using and figure out the irrigation volume and frequency. A turfgrass plant is more than 90% water and requires a different amount of water than a shade tree. Evapotranspiration, the process where available water in the soil evaporates into the atmosphere and transpiration the process where a plant gives off water vapor and oxygen as a byproduct of photosynthesis, is higher during the warmer parts of the year than other times. So, transpiration rates vary every month.

Monthly Potential Evapotranspiration (PET) values can vary slightly from year to year and PET values vary by month. The PET value for Delaware in May is 3.72 inches; for daily PET values divide the monthly PET value by 30 (Delaware Cooperative Extension). If you can measure the ET at your site, you can become very precise.

The water requirement Crop Coefficient ($K_c$) is a scale used as a multiplier in irrigation audit equations. The water requirement crop coefficient for cool season turfgrass is 0.6 to 0.8; the water requirement crop coefficient for warm season turfgrass is 0.5 to 0.70 (Puhalla et al., 2001).

Using the information found from my data collection as well as the information in the preceding tables, I was able to find the irrigation frequency using the following formula:

$$\text{Irrigation frequency} = \frac{\text{Potential evapotranspiration} \times \text{Water holding capacity} \times \text{Management allowable depletion}}{\text{Potential evapotranspiration} \times \text{Crop coefficient}}$$

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So what did I find out after all that work? Irrigation frequency is all about evapotranspiration which varies each month. Assuming average temperatures and humidity and no rain, I would only need to irrigate once every 7 days in May. Because there is less evapotranspiration in April, I would need to irrigate once in 14 days. In July there is more evapotranspiration so I would need to irrigate every 4 days.

I found that the run times would vary from about 108 minutes in April, to 113 minutes in July to 117 minutes in May. For convenience, I rounded up to 120 minutes for the audit in May. My Kifco water reels were calibrated to travel 60 feet per minute, applied ½ inch of water during the first run time. So, by pulling back out a second time immediately following the first run, I could supply the field with a full inch of water.

(continued on page 12)
As a result of conducting an irrigation audit on my site, I was able to save over $2,000.00 in my irrigation budget and over 150 hours of my personal time. Remember that the idea is to irrigate the soil, not the turf. Consider the concept of the soil as an $H_2O$ bank account for your turf. Just like your personal checking account, try to maintain a prudent balance of moisture in the root zone so as not to become overdrawn and stress the turf.

References
Delaware Cooperative Extension

Don Smard is a Certified Sports Field Manager (CSFM); Certified Grounds Manager (CGM); Director, Athletic Facilities and Grounds, Salesianum School; and member of the SFMANJ Board of Directors.

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**SPORTS FIELD IRRIGATION AUDITS - PART II**

(continued from page 8)

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August 1, 2007 Field Day Recap

- Water Wick; Jim Gates & Co., Inc.
- Toro Multi Pro 1250; Storr Tractor Co.
- Sisis Veemo Mk2; Jim Gates & Co., Inc.
- Toro Groundsmaster 7200 with Polar Trac System; Storr Tractor Co.
- Weidenmann Aerator; Aer-Core, Inc.
- Redexim-Charterhouse Verti-Quake 2516; Clarkton Sports Turf Services
- ASV RC-60 Posi-Track Loader; Binder Machinery
- ASV Scout SC-50; Binder Machinery
August 1, 2007 Field Day Recap

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References
Delaware Cooperative Extension

Dr. Henry W. Indyk
Graduate Fellowship in Turfgrass Science

As many of you know, the turfgrass industry lost a dear friend and colleague in September 2009. We will all miss Henry very much and would like to ensure that his legacy lives on. The Indyk family would like to establish a memorial fellowship to support graduate students interested in applied turfgrass science. This fellowship is designed to support students who possess the financial resources to get an advanced degree in turfgrass science. To make a tax-deductible contribution each year in Henry’s name, we will need to raise a total of $49,000. Your generous support at this time will bring us closer to realizing this goal.

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SPORTS FIELD IRRIGATION AUDITS - PART II

Don Savard, CSFM, CGM

Editor’s Note:
This article is a continuation of an article Sports Field Irrigation Audits – Part 1, which can be found on Page 6 of the July/August 2007 edition of SFMANJ Update

At this time it is necessary to gather information from outside sources. I used information gathered from the internet that was published by the Delaware Cooperative Extension Service and from the book “Sports Fields-A Manual for Design, Construction and Maintenance” by Puhalla, J; Krans, J; Goatly, M; John Wiley & Sons Inc.

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Using the information found from my data collection as well as the information in the preceding tables, I was able to find the irrigation frequency using the following formula:

$$\text{Irrigation frequency} = \frac{\text{average water holding capacity x root depth x management allowable depletion}}{\text{potential evapotranspiration x crop coefficient}}$$

I found the run time frequency using the following formula:

$$\text{Run Time} = \frac{\text{irrigation frequency x potential evapotranspiration x crop coefficient}}{\text{net precipitation rate x irrigation application efficiency}}$$

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(continued on page 12)
Business Solutions: Learn More and Save Big.

“The other supplier in town said that he could save me a dime a rotor, but can he save me $3,500 on my yearly cell phone bill...?”

— Joe Schill, Owner, Schill Landscaping

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(610) 770-6885
I have been selling quality turf care equipment for over thirty years. I am still amazed how so few customers refer to their owners/operator manuals until it is too late or not at all. These manuals are a great source of information for the supervisor, operator and mechanic.

When taking in a trade on equipment, I try to always recover the original manuals from the account to pass on to the new owner. Often the condition of these manuals condition indicates that they have not been referred-to much! It is a good idea to always record the model and serial number of the equipment on the cover of the manual for quick reference when discussing the need for service or parts. It also a good idea to make sure you read and understand the operators’ manual for your machine before operating or servicing it. Become familiar with all safety signs (decals) on the machine. Some manufacturers provide operator training videos which help demonstrate procedures for safe operation and daily maintenance.

Preventative maintenance of your equipment will help you to get the most out of your investment. If you do not have a preventative maintenance program it would be good to start one soon. Sometimes we go long stretches between those rainy day opportunities. Doing scheduled maintenance and adjustments will prolong the life of your equipment, help prevent expensive downtime and give the best possible quality of cut and performance. Experience has shown that a high percentage of problems have developed over a period of time and could have been prevented by adjustment, lubrication, or other required maintenance.

When referring to the manual, take into consideration how harsh your conditions are and remember that manufacturer recommendations for service are the minimum requirements. If we have a long dry spell and your equipment is working daily in a particularly dusty environment you may wish to consider oil and air filter changes more often.

Some of my customers have come up with great maintenance schedules which they live by. Keeping records for each machine ensures that maintenance procedures are being performed at the proper time. These records could also help you predict parts to have on hand. By keeping blades, belts, filters, etc. on-hand, you will not be caught in a situation where important maintenance was not performed on-schedule because of a lack of parts.

Know what is contained in your manufacturer’s warranty. Most warranties are two years in the commercial field. When talking to a service manager regarding a possible warranty issue you will need to refer to those model and serial numbers. Remember? … The model and serial numbers you wrote down on the front cover of your manual!

Fred Castenschiold is Sales Representative, Storr Tractor Company and SFMANJ Vice President.

**DID YOU KNOW?**

The term *subsoiling* refers to tillage of the subsurface without inversion for the purpose of breaking-up dense soil layers that restrict water movement and root penetration.

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**Use the Easiest Non-Verbal Communication Strategy to Enhance Your Professionalism**

Sports Turf Managers Association Editorial Staff

Good communication is the cornerstone of great professional relationships. One communication strategy that is often overlooked is dress. How you dress is another way you communicate to your peers, your staff, your employer and the end users of your sports fields.

Dressing in a professional manner suggests that you are well organized and portrays self-confidence. The impression is of one who is knowledgeable and in control. Obviously, we aren’t talking coat and tie — unless the occasion calls for it. When you are physically working beside your staff on the field, of course you will be wearing work clothing, but think about keeping a change of clothing at your office for meetings or when you will be spending several hours in the office more visible to your employer. Consider providing collared staff shirts to bring a more unified appearance to your crew, but wear a different color shirt so that you are distinguishable as the manager in charge. Be conscious of what your clothing says about you — faded tee shirts promoting old rock groups may bring a bit of nostalgia to your day, but they do not do much to position you as a professional sports turf manager.

Impressions do count. According to Ollie Stevenson, author of 101 Great Answers to the Toughest Job Search Problems, found that in an interview situation, interviewers make an immediate overall judgment about you in the first five seconds. That applies to all first impressions. Five seconds isn’t long so you are being judged on what you wear and how you react. Make the first five seconds count. Be dressed appropriately and remember, professionals do shake hands. Be sure your grip is firm and sincere and you make direct eye contact when you greet someone.

How do you dress for your chapter meetings? What type of role model are you for those who are just entering the profession and what type of message are you sending to them?

The job of a sports turf manager requires a strong knowledge of agronomy, pest management, environmental issues, sports strategies, and intimate knowledge of rules and regulations so that you can manage safe playing surfaces for your athletes. Be recognized for the knowledge, skills and abilities you bring to the game and garner the respect you deserve. Don’t let a sloppy appearance downplay your importance when it is so easy to dress more professionally.

**Sports Turf Managers Association (STMA), Lawrence, KS**
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SFMANJ would like to recognize the following vendors for purchasing booth space and/or demonstrating equipment at the Rutgers Lawn, Landscape, and Sports Turf Field Day held at the Rutgers Adephia Research Farm on August 1, 2007

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New Jersey Turf & Landscape Conference and Expo 2007: Sports Field Managers Program
December 4-6, 2007
Trump Taj Mahal Casino-Resort, Atlantic City, NJ

WEDNESDAY, DECEMBER 5, 2007
1:00-1:30 SFMANJ Business Meeting
1:30-2:15 Management strategies for high traffic fields
Dr. Dr. Mike Goatley, Virginia Tech
2:15-2:45 A cost-based approach to assess task management
Don Sauriol, CSFM, CGM, Salesianum School
2:45-3:30 Environmental turfcraft for Sports Fields
Kevin Trotta, North Rockland School District

THURSDAY, DECEMBER 6, 2007
THURSDAY AM
7:00-8:00 Early bird Sports Field Managers Networking roundtable
8:00-8:30 Elements of Sports Field Construction
Dr. Mike Goatley, Virginia Tech
8:30-9:00 Renovation of a little league infield
Jim Herrmann, CSFM, Total Control, Inc.
9:00-9:30 Grant writing: What you need to know
Beth Richmond, Bedford Recreation
9:30-10:00 Low-impact pesticides for turf
Brad Park, Rutgers University

12:00-12:30 Bermudagrass use for Sports Fields in the Mid-Atlantic
Mike Kelley, Poty Tech
12:30-1:00 Selecting a synthetic infill system
Ken Nieth, Brick Township Parks
1:00-1:30 IPM at a NJ high school: Myth vs. reality
Rich Watson, Pine Hill School District
1:30-2:00 Management of synthetic infill systems
Kevin Malone, CSFM, Columbia University

2:00-2:30 A cost-based approach to assess task management
Don Sauriol, CSFM, CGM, Salesianum School
2:30-3:00 Environmental turfcraft for Sports Fields
Kevin Trotta, North Rockland School District

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**Welcome New & Renewed SFMANJ Members**

Currently we have 307 new & renewed members. In November 2006, SFMANJ mailed invoices for 2007 membership dues to all current members. If you did not receive an invoice, please contact us at 908-730-7770 or download the 2007 membership form available at www.sfmanj.org. Remember to mail your renewal/payment direct to SFMANJ, PO Box 370, Annandale, NJ 08801.

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<td>Kathie Hopfel</td>
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**MISSION STATEMENT:**

Committed to enhancing the professionalism of athletic field managers by improving the safety, playability and appearance of athletic fields at all levels through seminars, field days, publications and networking with those in the sports turf industry.

**Contact us at:**
PO Box 370 • Annandale, NJ 08801
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CONVINCING YOUR EMPLOYER TO SEND YOU TO EXPO 2007

Brad Park

It’s time to begin planning your trip to Expo 2007. The New Jersey Turf & Landscape Conference and Expo 2007 will be held at the Trump Taj Mahal in Atlantic City, NJ on December 4-6, 2007. How can you convince your employer to send you?

Continuing education and industry connections are crucial to your success and the success of your sports fields. Here are some suggestions to help your employer understand how your attendance at Expo 2007 can add value to the overall operation of your facility.

EDUCATE YOURSELF ON THE CONFERENCE AND EXHIBITION
• Provide an overview of the size and scope of Expo 2007. It may be helpful to give your employer a copy of the brochure. This edition of SFMANJ Update provides the Sports Field Managers Program for Expo 2007.
• Pinpoint specific sessions you plan to attend, and tie their relevance to your sports facility. As part of the Sports Field Managers Program, presentations on management of high traffic fields and synthetic infill system selection and management are part of the 2007 program.
• Highlight the trade show and cite suppliers and equipment manufacturers you plan to meet.
• Discuss the networking opportunities you will have with peers who share challenges similar to the ones you have.
• Note that NJ DEP pesticide recertification credits will be available.
• Explain how innovations in products, new research, and cutting edge management techniques continually change, and why it is important to stay abreast of those changes.
• Reinforce how the success of your sports fields ultimately depends upon the continued professional development of you and your staff.

KNOW THE COST
• Make a case for efficient and effective use of your facility’s training dollars. By attending Expo 2007, you will be exposed to the most relevant education and technology in one place, making it the most effective use of training dollars.
• Research travel times and hotel costs. While Atlantic City is feasible day trip from almost anywhere in New Jersey, the New Jersey Turfgrass Association does its part to negotiate reasonable room rates at the Trump Taj Mahal to make staying a night reasonable. Expo 2007 will feature online registration at www.njturfgrass.org

HAVE AN ACTION PLAN
• Develop a plan for how operations will continue in your absence. Make sure you are accessible by phone or by page to address any concerns that might arise in your absence.
• Consider preparing and presenting a report on the information you learned and how you plan to put it into practice at your facility.
• Demonstrate how you will share the technical information learned with your staff for their continuing educational development.

Brad Park is Sports Turf Res. and Ed. Coor., Rutgers Univ.; SFMANJ Board Member, and Editor, SFMANJ Update

Turfgrasses in the Mist. In the early morning hours of August 1, 2007, the Rutgers Adelphia Research Farm awaits equipment, vendors, and attendees to arrive for the 2007 Rutgers Lawn, Landscape, and Sports Turf Field Day.

Scott Bills, Northern Nurseries, describes his products during the trade show at the Field Day held at Adelphia in 2007.