8 Playing Washington's game
Federal preemption will remain elusive this year; industry must continue to work at local and state levels.
Ron Hall

12 LM Reports: Hardscaping
Hardscaping projects, whether done in-house or by sub-contractor, are stylish add-on services.
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16 Renovation or reconstruction?
Though renovation may seem successful, an improperly constructed athletic field will rapidly decline again.
Henry W. Indyk, Ph.D.

20 Getting seasonal help
Seasonal workers can make welcome contributions. Determine your current job needs, and how they can fit into the company growth picture.
Ed Wandtke

22 Over/under billing
Here is a tool that identifies the difference between amount billed and actual monthly costs.
Kent Miller

24 Willing to pay more?
If your prices don't yield the earnings you might normally expect, you should consider raising them. But will your customers pay more?
Bess Ritter May

26 Phone logs: inexpensive info
Want to develop a powerful information-gathering tool for your business at surprisingly low cost? Implement a system to track and analyze all in-coming telephone calls to your business.
Ron Hall

28 Irrigation system efficiency
As a major user of water, the green industry is in the spotlight. Save money—and our resources—by checking out your irrigation system.
Jerry Roche

32 How much is risky?
Will you be reassured by this summary of insurance coverages? Or are there unknown gaps in your policy?
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Mole cricket and spittlebug control is getting most of the research. The future looks bright, thanks to nematodes.
Don Short, Ph.D.

50 Cool-season turf insect control
The wet summer of '92 suppressed much pest activity. But a normal weather pattern in July and August this year will bring the grubs back.
Harry Niemczyk, Ph.D.

56 Sodding vs. seeding
No matter how you intend to establish turfgrass, proper soil preparation goes a long way to assuring success.
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64 Pointing finger at supers
Superintendents and legislators all agree: environmental responsibility falls squarely into the lap of the super.
Jerry Roche
66 'Informational' posting
Golfers responded positively to a different kind of posting program in Nebraska. This program, using write-on, wipe-off signs, also served to inform golfers of other maintenance practices.
Ron Hall

74 'The right stuff' of franchisees
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80 More lawn care inspections
Industry says violation rate of 1992 inspections gives misleading impression of lawn care safety. EPA will try again.
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On the cover: verbena canadensis brightens up this landscape by Post Properties of Atlanta.