6 Going private?
Privatization: a term that strikes fear into the hearts of some landscape managers, but inspires dreams of new business among others. These green industry 'privateers' have learned along the way.

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Jerry Roche

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One company pays a 'tuition bonus' if the student stays on all summer.
Tom Langer, Jr.

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John B. Calsin Jr.

20 Don't be a casualty!
Consider if you can make money by travelling out of state for extra work, and remember that different regulations may apply.
Ed and Aaron Wandtke

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Learn from your conversations, and don’t be afraid to use body language to convey your points.
Jerry Roche

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As compost becomes more available to landscapers, more topsoil is being replaced.
James Wilkinson, Ph.D.

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Both are viable alternatives to repair damaged turf and establish new turf. Here’s how to choose which method is best, when.

6G Telling the 'good story'
While the number of golf courses keeps growing, the public still has environmental concerns.
Ron Hall

10G Sand-based field installation
Forty-eight years of play and a high-sodium clay soil lead to installation of a new field in Fremont, Neb.
Ken Walter

11G Problem solving on fields
Traffic, playability, field safety, species selection—and more—are all considerations when you have a problem with the turf.
Steve Cockerham, Ph.D.

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Better jobs go beyond the usual turf-related duties. They require a more methodical search and top-notch interview skills.
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READER ADVISORY PANEL

Joe Alonzi
Westchester Country Club
Rye, N.Y.

Charlie Racusin
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Evergreen Services
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Jack Robertson
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Alan Culver
Mahoney Golf Course
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Steve Wightman
Jack Murphy Stadium
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