COLUMBIA
balances your turf grass blend or mixture

COLUMBIA produces quick, dense, quality turf for better profit

For over 15 years Columbia Kentucky Bluegrass has built a reputation as the backbone of quality sod mixtures around the country. With Columbia's resistance to Fusarium blight, you'll often find it where other bluegrasses fear to grow. Its overall disease resistance gives your blend or mixture balanced performance throughout the year.

Columbia produces strong, vigorous seedlings that develop into dense, dark green, rapid spreading turf with excellent sod strength. This ensures a quick sod turnover. Columbia is a consistent performer that has topped turf trials in Manhattan, Kansas; Hubbard, Oregon; Urbana, Illinois; and Santa Ana, Camarillo and San Jose, California.
**FEBRUARY**

<table>
<thead>
<tr>
<th>Sun</th>
<th>Mon</th>
<th>Tue</th>
<th>Wed</th>
<th>Thu</th>
<th>Fri</th>
<th>Sat</th>
</tr>
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<tbody>
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<td>1</td>
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Turf and Grounds Maintenance Short Course, Jan. 23-25. University of Tennessee Department of Ornamental Horticulture and Landscape Design. Contact Dr. L.M. Callahan, Professor of Turf Management, Box 1071 University of Tennessee, Knoxville, TN 37901, (615) 974-7324.


Mississippi Erosion Control and Land Reclamation Seminar, Feb. 21-22. Holiday Inn Southwest, Jackson, MI. Contact Robin Borden, agronomist, Mining and Reclamation Section, Mississippi Bureau of Geology, PO Box 5348, Jackson, MS 39216, (601) 354-6228.


53rd Massachusetts Turfgrass Conference & 8th Industrial Show, Feb. 28 - March 1. Springfield, Massachusetts Civic Center. Contact Dr. Joseph Troll, Plant & Soil Sciences, Stockbridge Hall, University of Massachusetts, Amherst, MA 01003.

To insure that your event is included, please forward it, 90 days in advance, to: WEEDS TREES & TURF Events, 7500 Old Oak Boulevard, Cleveland, OH 44130.

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New, easily installed, inexpensive way to stop “off course” balls. Produced by the company that makes superior netting for tennis and industry.

- Fast installation – 3 times faster than wire.
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- Strong, tough – and priced right!
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**SPECIFICATIONS**

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Durability: 5 to 10 years

Resistance: Will not rot or mildew

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IBDU is available only in PAR EX® fertilizers. PAR EX products feature IBDU mixed in a variety of formulations designed to satisfy your turf and soil conditions.

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PAR EX and IBDU are more quality products of Estech, Inc., Professional Products Division, P.O. Box 1996, Winter Haven, Florida 33880.
issue." Proposition 13 in California cut public funding in many areas. It may be part of the reason for the success of contract golf course maintenance there.

AGC's Vice President Bill Brown recently announced formation of a "golf club" to spur rounds at 22 of its golf courses in California, Nevada and Arizona. For a $48 membership fee, golfers get a free round at any of the courses including preferred tee times and tournaments. Marketing the game of golf is one of the most difficult tasks for an owner or municipal course. AGC is using marketing tactics similar to those used by American Express and Diner's Club to increase revenues.

"We're finding group buying a great benefit to our clients," says Epchells with Golf Turf Inc." We specialize predominantly with newer golf courses and developers. We help them get established and then follow up with group buying and operational problem-solving."

**The future of multis**

The case for multi-course management is economic. Beside groups with ten or more courses, are many more with two or three courses. Many of these are owned by developers who built the courses to serve as the centerpieces for recreational communities. These developers eventually try to sell the golf course to the owners of the condominiums or homes in the development. Failing this, they seek other options.

Companies which once found owning a golf course prestigious, are also tempted by ways to lighten their burden. Municipalities faced with tight-fisted taxpayers and growing problems with basic services, labor, and schools, may be anxious to cut their loses and reduce management headaches by leasing their courses to multi-course operators. Even the private golf club, disappointed with superintendents and afraid to raise dues, may try contract maintenance or a consulting organization.

Of course, consulting is available from other sources, especially the United States Golf Association Green Section. The certification program by the Golf Course Superintendents Association of America can help superintendents document competence if needed.

The real foes of individual superintendents are management, labor problems, and size. To match the expertise and cost savings of multi-course operators, superintendents will require strong association and extension support, buying groups to gain quantity discounts, and a greater knowledge of managing and marketing their course.

It will be more difficult to stay a "greenskeeper" and leave the operation of the course to the club manager and the golf professional. Recreation is now a business and the superintendent will need to become a businessman as well as a skilled landscape manager to guard his future.

**"My Business Has the Competitive Edge... More Acres Per Operator Per Day."**

Ralph Starr
Starr Lawn & Garden, Inc., Dallas, Texas

... "I needed a machine that could get in and out of corners without having to stop and back up. Grasshopper's compact size, out front deck, and zero-turning radius keep me going even in the tight spots."

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Simple, Dependable, Foolproof.

Introducing the MC-3S Satellite Controller System from Rain Bird.

Based on two of the industry's most reliable controllers ever — the Rain Bird RC-1230 and RC-1260 — our MC-3S system combines flexibility and economy like never before. The best of both worlds.

It starts with three Turf Irrigation Start Clocks, with seven-day calendars and 1/2 hour starts. Add an RC-1260 type controller module that provides syringe times of 0 to 10 minutes. Next, up to 75 — that's right, 75 satellites, each one capable of handling up to 12 separate stations from greens to fairways to roughs.

The MC-3S system doesn't stop there, though. You'll also find plenty of Rain Bird extras to help make your job just a little bit easier. Extras like a digital clock that shows time of day. A flashing, loss-of-power display. Satellite pump starts. Manual override switches for each of three satellite groups. Pedestal mount flexibility.

It's a satellite controller system that gets the job done fast and effectively.

For complete information see your Rain Bird dealer, or write: Rain Bird Sales, Inc. • Turf Division, 145 North Grand Avenue, Glendora, California 91740.
MILWAUKEE from page 50

year to predict other problems and needs.

The golfization of turf grads

When Quast graduated from the University of Massachusetts turf program he knew little about becoming a superintendent. Leo Cleary, brother of W.A. Cleary of Somerset, NJ, hired Quast to work on the company course. He taught him the ropes of being a superintendent. Now Quast tries to do the same thing for recent turf graduates at MCC.

Each year Quast meets some of the best turf graduates in the country when he attends state and national turf shows and teaches at Jacobsen's student seminars. He picks one or two at a time to learn the ropes at his course. After two years they are ready to be superintendent almost anywhere says Quast.

Steve Blendell, a graduate of the University of Massachusetts, recently left the assistant superintendent position at MCC to be superintendent of another Milwaukee area course. Mike van Sistine, a Michigan State University graduate moved up to assistant superintendent. His previous responsibility was to manage the installation of the new irrigation system. Karen Bruning, a graduate of ABAC, Tifton, GA, is quarter-backing the Poa annua reduction program.

Quast believes strongly in the GCSAA certification program for superintendents. He is also editor of the newsletter of the Wisconsin chapter of GCSAA. He knows that much is gained by working with other superintendents and with suppliers, such as the Jake HF-5 basket arrangement which is now on the market. He not only wants superintendents to think for themselves, but to think together.

"No one chemical is a panacea for all turf diseases." Quast

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If you have recently done an unusual or challenging job, we'd like to know. Write Weeds Trees & Turf, 7500 Old Oak Boulevard, Cleveland, Ohio 44130.

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When you choose Banvel® herbicide products for vegetation management on roadsides, utilities, railroads, ditchbanks or in timber management, you . . .

- Leave native grasses intact.
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BUSINESS OPPORTUNITIES

WANT TO BUY OR SELL a golf course? Exclusively golf course transactions and appraisals. Ask for our catalog McKay Golf and Country Club Properties, 15553 N. East Street. Please fill out the U.S. Good to 500 psi, repairable, non-corrosive. Buy direct from manufacturer, $89.50 + Shipping. Arbor-Nomics, Inc., 5634-A Buford Highway, Atlanta, Georgia 30071. (404)447-6037.

FOR SALE: 1982 Bowie Hydro-Mulcher, 1.100Gallon Tank, Goose-Neck Trailer, 201' Hose & Reel Assembly. For further information please contact: A & F, Inc., P.O. Box 290, Hendersonville, TN 37075, (615) 822-0101.

GREAT 700 Gallon Beam trailer sprayer with big Royal 55 pump - Best pump ever made - Superb outfit only $5800.00. 513-432-2025.

For Sale: Finn T80S, 900 gal. HYDROSEEDER, 50 hrs. on rebuilt engine, trailer mounted, excellent condition, $11,250.00. FINN Bansom Straw Mulcher, with asphalt applicator, excellent condition, $6500.00. Call George, 317-873-5321 or 317-873-9373 even.


For Sale - Established sod farm in beautiful Western Colorado. 170 acres of sod plus equipment and 4 homes. Call (303) 858-7446 or write to Jim at 1268 18-1/2 Road, Fruita, CO 81521.

VERMEER TREE SPADE - TS44RH, Crawler mount, like new. Will consider cash or exchange for materials/services. Contact: Superintendent of Parks, (312) 420-4230.

For Sale: Five R-7 Motorized Rotary Spreader, 4 tires, live front axle, all under 100 hrs. $750.00 each. Turboquip Company, P.O. Box 618, Troy, OH 45373, 1-513-339-3835.

SOFTWARE FOR SALE: Tree & Landscape, Co. Multi-company General Ledger, Accounts Payable, Accounts Receivable, Payroll Order Entry/Processing Transportation and Billing. Written for Personal Computers - Documented. FOR INFORMATION CONTACT: J. Hetzel at (716) 436-2900. 2/84

BOBCAT, BUNTON REPLACEMENT PARTS. Main drive belt list $25.00 our price $17.00. DUMP CATCHER, basket only $125.00. Shipping only $2.00 on any size order. Dealers wanted. Call or write for catalogue. Precision Power Equipment, 112 Temby St., Springfield, MA 01119, (413) 782-4114.

NEW TREE FERTILIZATION GUN, tested on over a million square feet of trees and shrubs all over the U.S. Good to 500 psi, repairable, non-corrosive. Buy direct from manufacturer, $89.50 + Shipping. Arbor-Nomics, Inc., 5634-A Buford Highway, Atlanta, Georgia 30071. (404)447-6037.

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USED EQUIPMENT

Used Finn lawn feeder, 800 gal. w/hose, reel & spray gun. Reduced price; $3,000.00. (502) 782-2730, 1:00 pm - 4:30 pm.


TORO PARKMASTER TRACTOR with 7 Roughmaster Reels. Used only 730 hours. Excellent condition. BECK GARDEN CENTER, 5993 West Side Sagawau Rd., Bay City, Michigan 48706. Phone (517) 684-4210.


NEW AND USED EQUIPMENT Hi Ranger and Asplundh Forestry bucket trucks, Asplundh and Chipmore wood chippers, Stump Grinders, Log Splitters, Crane Trucks. Mtrk Inc. (216)669-3567, (216) 669-3562, 7629 Chippewa Road, Orrville, Ohio 44667.

HYDRO-MULCHERS AND STRAW BLOWERS New and used. JAMES LINCOLN CORPORATION, 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440, 7629 Chippewa Road. Orrville, Ohio 44667.


HELP WANTED

WANTED - landscape foreman, project supervisor and designer, nursery manager - Must be hard working, aggressive and knowledgeable in all phases of Horticulture. Duties include job bidding, selling maintenance contracts, dispatch and supervising crews. Excellent benefits including profit sharing for the right person. Send resume and salary requirement to: Nature’s Way Landscaping, 15025 Hall Road, Mount Clemens, Michigan 48044.

LANDSCAPE MANAGER - a growing Great Lakes firm is looking for an experienced person to take control of day to day operations of this full service company. Must have extensive knowledge of all phases of landscape maintenance and construction. Duties include job bidding, selling maintenance contracts, dispatch and supervising crews. Excellent benefits including profit sharing for the right person. Send resume and salary requirement to: Nature’s Way Landscaping, 15025 Hall Road, Mount Clemens, Michigan 48044.
General Manager for pest control business. Responsible, qualified experience, positive past performance required. Resume to Horticultural Service Center, 6609 Peacock Road, Sarasota, Florida 33561. 1/84

GOLF COURSE SUPERINTENDENT City of Dodge, WI. Seeks individual with excellent communication and public relations skills with a thorough background in turf management to manage its eighteen hole, eighty-eight acre Municipal Golf Course. Experience in personnel management, budget preparation and minimum 3 years supervisory experience required. Bachelor or Associates Degree in Turf Management desirable. Salary range $16,155 to $21,000 based on experience. Send application to Personnel Department, 705 First Avenue, Dodge City, KS 67801 by January 20, 1984. Equal Opportunity Employer. 1/84


LANDSCAPE MANAGER - a growing Great Lakes firm is looking for an experienced person to take control of day to day operations of this full service company. Must have extensive knowledge of all phases of landscape maintenance and construction. Duties include job bidding, selling maintenance contracts, dispatch and supervising crews. Excellent benefits including profit sharing for the right person. Send resume and salary requirement to: Nature's Way Landscaping, 15025 Hall Road, Mount Clemens, Michigan 48044. 1/84

URBAN FORESTER - Opening to head Forestry Division of New Orleans; excellent salary and benefits; degree plus 1 year of supervisory experience required; send resume to New Orleans Parkway and Park Commission, 2829 Gentilly Boulevard, New Orleans, Louisiana 70122. 1/84

WANTED: Large Lindig and Royer Shredders. Lewis Equipment, 320 Third Street S.W., Winter Haven, FL 33880. (813)294-5893. 6/84

ACCOUNTS WANTED — National chemical lawn care company seeks accounts to acquire. Selling price open for negotiation. If interested, send name, address, phone number and number of accounts available to WTT Box 317. 3/84

Wanted: Brouwer Sod Harvester and Spider Fork Lift. Floyd Sumrall, Rt. 3, Box 506, Sumrall, MS. 717-755-5307. 2/84


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WANTED: Hydro Seeder. Please send photo. Johnson Hydro Seeding Corp., I375I Travilah Road, Rockville, MD 20850, 301/340-0805. TF

POSITION WANTED

Chemical Lawn and Tree Manager—Seeks challenging management position for established chemical lawn and tree company in Florida. Six years experience, with extensive knowledge of turf grass, ornamental plants, and marketing. Resume upon request. Write WTT Box 319.

MISCELLANEOUS

DIESEL HI-RANGER TOWERS—48-100 Feet working heights. Daily, weekly, monthly rentals with or without operator. MATLOCK LEASING, Pottstown, PA (215) 326-7711 or (800) 345-7711.

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“Learn Sprinkler Irrigation: Professional Training” in Landscape Contracting - Golf Course Superintendents. Program 2 years - A.A.S. Degree, Western Texas College. Snyder, Texas 79554. 5/84

NO. ADVERTISER PAGE

101 American Minerals ... 34
102 Aquatrols Corp. of America ... 55
103 Barebo ... 86
104 Brouwer Turf Equip. Ltd ... 27
105 Bunton Co. ... 14, 15
106 Chevron Chemical Co ... 35
107 Ciba-Gaigy Corp ... 23
108 J. A. Cissel Co. ... 82
109 Country Mfg ... 63
108 Cushman ... 28, 29
109 Cushman ... 60, 61
110 Dedoes Industries ... 43
111 Deere & Co. ... 41
112 Ditch Witch Equipment ... 25
113 Dow Chemical ... 87

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LANDSCAPE MANAGER - First class expanding company desires a Branch Manager and Assistant Manager for the Midwest and Southern markets. Applicants must have chemical lawn care experience. Excellent salary and benefits. Send resumes to WTT Box 332. 1/84

COLORADO SPRINGS, CO, paints commercial and residential with quality assurances. Experienced applicators must have experience in landscape tree service company. Applicant must have well-developed sales and management skills, plus ability to expand existing operation. Mid-western location. Excellent salary and benefits with good opportunity for growth. Send resume outlining education, experience and salary requirements to WTT Box 331. 1/84

Horticulturist - Private Club 35 miles east of New York City on North Shore of Long Island, 300 plus acres. Experienced horticulturist to be responsible for the grounds and plantings at main clubhouse and five cottages. Work will interact with tennis and golf facilities. B.S. in horticulture or related field required. Must be familiar with insects and disease of ornamental plants and turf grass. Applicant should be capable of supervising others and possess good communications skills. Directly responsible to Grounds Superintendent. Excellent benefits. Salary commensurate with experience. Please send resume to: M. B. Lucas, Jr., Box 525, Locust Valley, N. Y. 11560. 2/84

LANDSCAPE MAINTENANCE SALES PERSON: Expanding, aggressive firm seeks sales representative for suburban Chicago market. Respondent must have experience in landscape maintenance on technical level as well as sales background. Degree person preferred. Send resume and salary history to: Manager, Route 2, Box 67, Elgin, Illinois 60120. TF

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January 1984/Weeds, Trees & Turf 89

AD INDEX
ZOYSIA from page 26

by itself without extensive pre-emerge or post-emerge herbicide
programs. It required little summer "pampering" and when fall
frosts came it went dormant near the time play fell off anyway and
besides, even dormant and off-color it still provided an excellent
playing surface with practically no fall care.

No overseeding, no fall fertilization, no widespread herbicide
treatments or even mowing -- it literally was one less turf area for
the golf course superintendent to worry about when it went dor-
mant.

Negative aspects
The negative aspects of zoysia management were far offset by
the positive benefits. Even the problem of fall, winter and early
spring color was solved by good communication programs with
the golfers.

By stressing the advantages of lower short and long term fairway
maintenance costs and zoysia's outstanding summer perfor-
mance, even the average golfer realized that there was no perfect
fairway grass for the transition zone, but, when all factors were
considered, zoysia made the best sense and was probably the best
compromise grass available.

There are some negative aspects of zoysia, namely cost and
speed of the establishment pro-
gram.

Zoysia is slow to establish when planted into existing stands
of cool season grasses. Depending
on the management program and
the weather, it sometimes takes
four to five years for the zoysia to
spread and provide a good turf
cover. Zoysia does not grow well
in shade.

Its performance on shady tees
and shady fairways is not very
good.

Commercially-grown zoysia sod is expensive to purchase.
Because Meyer zoysia must be
established vegetatively either by
stolons, plugging, row planting or
strip sodding and most of these
planting materials must at some
time be purchased, establishment
costs run high. The supply of
zoysia sod is limited and the
demand and cost of zoysia remain
high.

Another area where zoysia
does not perform well is when it is
planted into any area con-
taminated with patches of bermu-
dagrass. Generally, on a one-to-
one basis, bermudagrass, because
of its aggressiveness, will out
compete and tend to dominate
zoysia in a mixed stand. Only
when winterkill is experienced
on the bermudagrass or when a
very careful and precise zoysia
management program is followed
will zoysia tend to dominate in a
mixed stand with bermudagrass.

Zoysia is clearly not for all golf
courses in all situations and care-
ful consideration must be given
before establishing any zoysia
program.

WT&T