Talking about PennLinks is like talking about my kids... I could go on forever.

A few of Tom Walker's words on PennLinks:

"The first thing that impressed me about PennLinks was its pleasant color. And our longer 5/32" cut promotes good root growth and reduces chance of scalping."

"In less than a year, PennLinks' roots reached a depth of 14 inches in our compacted soil. This increased carbohydrate reserve helps carry PennLinks through stressful times."

"PennLinks' fine texture and upright growth allows a longer cut with less grain and a respectable speed. You just can't ask for a better putting green grass."

One of the 'Penn Pals'

And about his boys:

"I couldn't have done any better there, either."

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DECEMBER 1989, VOLUME 28, NUMBER 12

LANDSCAPE MANAGEMENT

COVER STORY: STATE OF THE INDUSTRY REPORT
by the Landscape Management staff with Ed Wandtke. What's in store for the green industry in the 1990s? How about more people, more work, and more money.

Cover illustration by Larry Kassell

THE STORY BEHIND BIO-CONTROLS
by Dr. John D. Briggs. The development of biological control agents has put the green industry on the cutting edge of the biotechnology boom. Part II of II.

THE IMPORTANCE OF ESTIMATING STRATEGY
by Charles Vander Kooi. One of the nation's most well-respected landscape consultants tells how not to make a wrong bid.

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THE STORY BEHIND BIO-CONTROLS

THE IMPORTANCE OF ESTIMATING STRATEGY

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by Edgell Communications, Inc. Corporate and Editorial offices: 7500 Old Oak Boulevard, Cleveland, Ohio 44130. Advertising Offices: 7500 Old Oak Boulevard, Cleveland, Ohio 44130, 111 East Wacker Drive, Chicago, Illinois 60601 and 3475 Lenox Road, N.E., Suite 665, Atlanta, Georgia 30326. Accounting, Advertising Production and Circulation offices: 1 East First Street, Duluth, Minnesota 55802. Subscription rates: $25 per year in the United States; $50 per year in Canada. All other countries: $100 per year. Current issue single copies (pre-paid only): $2.50 in the U.S.; $5.00 in Canada; elsewhere $10.00; add $3.50 per order for shipping and handling. Office of publication: Edgell Communications, Inc., 1 East First Street, Duluth, Minnesota 55802. Second class postage paid at Duluth, Minnesota 55806 and additional mailing offices. Copyright © 1989 by Edgell Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical including photocopy, recording, or any information storage and retrieval system, without permission in writing from the publisher.

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Welcome to the land of eagles, elk, bear and Deere

Spotting a Deere seems only fitting at Oregon's Sunriver Resort. Because here, where wildlife abounds, the resort has gained a national reputation for making people feel more like a part of nature than intruders upon it—even on the golf course.

Nine years ago, Robert Trent Jones Jr. brought Sunriver's natural beauty and golfers together at the North Course. Today, superintendent Bruce Toepel and assistant Tom Krpicak make sure that same ground stays beautiful every day.

“Helped build this course,” says Toepel, “so I take personal pride in trying to improve it each year. In fact, improving the appearance and playability of the course was our top priority a year ago when we decided to buy our first John Deere 3325 Professional Turf Mower.

“The 3325’s cut, speed, maneuverability, operator comfort and single-lever lift for cross-cutting impressed us then. Since then, our first 3325 has done such a beautiful job on our fairways that we decided to get another one.”

“It’s so precise,” adds Krpicak, “that it feels like a giant greens mower. It’s so easy to operate and mows in such straight lines that all you have to do is concentrate on what’s out ahead of you. And, as far as service access, there’s no other mower that even comes close.”

Talk to your John Deere distributor today for more information on all we have to offer. Or write John Deere, Dept. 956, Moline, IL for free literature. We know, like Bruce Toepel and Tom Krpicak, you’re going to like what you see.

Two John Deere 3325s help Bruce Toepel (right) and Tom Krpicak maintain the quality conditions it took for Golf Digest to rank the North Course at Sunriver, Oregon, as one of the top 25 resort courses in the country.*

*October 1988 issue
One for all; all for one

They're finally doing it. Three of the top professional organizations in the green industry are combining their conference/trade shows into one.

The Associated Landscape Contractors of America (ALCA), the Professional Grounds Management Society (PGMS) and the Professional Lawn Care Association of America (PLCAA) will hold the first “Green Industry Exposition” this coming October in Nashville, Tenn.

This consolidation was a long time coming. Too long, as a matter of fact; just ask your friendly local trade magazine editor, who’s flown hither and yon while family and friends savored his last four birthday cakes.

"Yeah, I was getting a little tired of those long road trips," he would say. "This year, it was four days in Lost Wages, Nevada, followed by four more at the Gateway to the West."

That's 10 days away from home and office, including travel time, podners. And that's enough to easily tucker out most of us old tenderfeet from east of the Pecos.

Suppliers, too, are breathing a sigh of relief. The consolidated conference, notes Bill Culpepper of Elanco Products, “will bring some economies into play which are critically important.” Major players in the industry like Toro, Jacobsen, Deere, Cushman and Lesco can cut expenditures 33 to 50 percent by attending one rather than two or three important trade shows.

“It’s also a good move for directors of the respective organizations. “For a change, I’m not coming off as the bad guy,” observes the PGMS’s Alan Shulder. (Shulder, you may know, isn’t really a “bad guy.” Never has been. But it’s understandable that he might have felt like one in years past when forced to ask suppliers if they would exhibit at yet another trade show.)

Finally—and most importantly—the consolidation better serves the fraternity of landscape managers. Each of the Green Team Expo’s three co-sponsors will hold separate break-out educational sessions. That means attendees will be able to see just about every major supplier plus visit sessions tailored especially for their interests, all in one place at one time.

We’re talking “aces around,” if you’ll forgive a metaphor left over from a recent western gambol. As ALCA president Ron Kujawa says, “It’s a win-win situation.”

And it’s about time. See y'all in Nashville.

Jerry Roche, executive editor
Ferry-Morse Gold Tag Brand Covers the 1988 Rose Bowl

New generation ryegrasses provide perfect playing surface on return to the Collegiate Football Classic.

PASADENA, CA - It's a thrill to earn your way into the Rose Bowl, the oldest and most prestigious collegiate football classic; but to return again and again is a mark of a tough competitor.

The Rose Bowl turf management team needed a fast-germinating, uniform growing and appearing ryegrass blend to overseed the dormant bermudagrass base. Because of its superior performance in the 1986 Rose Bowl, the combination of improved varieties Citation II, Birdie II and Manhattan II produced by Turf-Seed, Inc. were re-called to duty. Seeding began on November 16, 1987 and was 'perfect' for the kickoff on New Year's Day.

The dark green color and density provided a base that set off the colorful graphics in the Rose Bowl tradition. And after hard use, the playing surface looked great . . . even under television scrutiny. Ferry-Morse gave it their best . . . Gold Tag Blend, and the rest is history.

If this blend can look and perform this well under the most critical of conditions, think of what it will do for your athletic field!

Circle No. 122 on Reader Inquiry Card
Your high-value turf will never need to withstand the punishment of a cattle drive, but there's another kind of pressure your turfgrasses are facing right now: increased traffic. And it can make even the hardiest varieties more vulnerable to disease damage.

That's why CHIPCO® brand 26019 fungicide is the best investment you can make to ensure the quality and play-ability of all your turfgrasses. CHIPCO® brand 26019 fungicide delivers unsurpassed control of all the major turf diseases, including Helminthosporium Leaf Spot and Melting Out, Dollar Spot, Brown Patch, Fusarium Blight, and Red Thread. It even protects against Pink and Gray Snow Mold and Fusarium Patch.

The long-lasting protection of CHIPCO® brand 26019 fungicide makes it the perfect foundation for a season-long disease management program. Just one application protects turf for up to four full weeks.

And, because CHIPCO® 26019 is registered for use on a wide variety of high-value ornamentals, it's a versatile choice for your property.

As with any crop protection chemical, always read and follow instructions on the label. CHIPCO is a registered trademark of Rhone-Poulenc.
At thrives under pressure.

Mentals, you can depend on it to keep all the grounds you care for healthy and disease-free. Add the fact that CHIPCO® brand 26019 fungicide is available in two convenient formulations—wettable powder and smooth-pouring flowable—and it's easy to see why it has become the disease control of choice for quality-conscious superintendents across the country.

This year, invest in the best: CHIPCO® brand 26019 fungicide. For turf that thrives under pressure.

© 1990 Rhone-Poulenc Ag Company
LAS VEGAS, Nev. — Richard Steinau was installed as new president of the Professional Lawn Care Association of America (PLCAA) at its 10th annual convention and trade show here last month. In his acceptance speech, Steinau challenged the organization’s membership.

“The choice is yours: spectator or participant?” Steinau said. “I’m going to offer you the chance to get involved as you never have before—to shape your future and the future of an entire industry. We need to hear your thoughts; we need your participation.”

Steinau is president of Greenlon Lawn Care Services in Cincinnati, Ohio.

Bob Parmley, bringing an end to his one-year presidential tenure, pointed to advances in PLCAA affairs. “We raised dues a bunch,” he recounted. “It was truly a painful decision, (but) your organization is now better equipped to be proactive and cope with the issues facing the industry.”

Secretary David Sek’s report noted 184 new members during fiscal 1989 to bring the PLCAA’s total to 1259. The trade show, he said, was extremely successful with a pre-registration of 1101, 167 exhibitors and 67,000 sq. ft. of exhibition space.

Executive vice-president Jim Brooks said that even more members are needed. “We are colleagues, not competitors, at meetings like this,” he said. “I’d like us all to carry that colleagueship back to our communities. Do your part to bring other companies to be a part of us, and it’ll really pay off.”

New PLCAA president Rick Steinau (below photo) issued a challenge to LCOs, then past president Bob Parmley (top photo, with knife) joined founding members in celebrating the organization’s 10th anniversary convention and show.

“Our new competitors are the environmentalists and legislators. We set a goal in 1990 of having 2,000 members, but we won’t meet that goal without help from you, our current members.”

Former PLCAA president Russ Frith, president of Lawn Doctor and chairman of the new Education and Research Committee, reported pledges amounting to $118,500. Lawn Care Industry magazine led the way with a pledge equal to $50,000 over the next three years. The E&R Committee also realized $4,000 in profits from a pre-show benefit golf tournament.

Other officers elected unanimously at the annual meeting: J. David Fuller of Fullcare, Louisville, Ky. and Joseph L. Winland of Tru Green Corp., Alpharetta, Ga. as vice-presidents and Neal A. Deangelo of Lawn Specialties, Hazelton, Pa. as secretary/treasurer.

Directors elected to three-year terms are Edward J. Coia of Lawnmark, Hudson, Ohio; Denny Linnell of LawnLife Corp., Salt Lake City, Utah; Jerome L. Faulring of Hydro Lawn, Gaithersburg, Md.; Patrick J. Nibler of ProGrass, Wilsonville, Ore. and Daryl L. Johnson of All American Turf Beauty, Van