INSURANCE

Tank insurance required soon

ORLANDO, Fla. — Is underground storage tank insurance a big deal? It must be, since the Environmental Protection Agency has set an official deadline for financial responsibility for groundwater contamination caused by leaky containers: October 26, 1990.

Thankfully, the GCSAA has made the insurance for this latest government assault bearable with an affordable insurance program.

Financial Guardian of Kansas City is the underwriter for the insurance. Cost of coverage will range from $431 per year up to $1685. Premiums are reduced by seminar and self-audit credits. The coverage provides $1 million in aggregate coverage, and includes a $1000 minimum deductible and third party liability coverage.

Bare steel tanks more than 20 years old will not be covered. According to Richard Shanks, a Financial Guardian spokesperson, no company but Financial Guardian will insure a bare steel tank that is more than 15 years old.

"Make no mistake," says Robert Ochs, GCSAA legal counsel, "the EPA will enforce the law, and it will be very costly once it's enforced."

Richard Shanks: underground tank insurance deadline is October 26, 1990

EQUIPMENT

Avoid 'sticker shock' by buying used trucks

MIAMI — Many landscapers today can be torn between their need to replace or add trucks and their accountants' warning to conserve cash.

The cost of purchasing new trucks has resulted in a business version of the "sticker shock" so familiar to Americans shopping for new cars. An alternative to this problem could be purchasing used trucks.

"Postponing or foregoing the purchase decision is a form of Russian roulette," notes Glenn Schneider, vice president of Ryder Truck Rental. "Aging vehicles break down more often and are more costly to maintain. Moreover, customers can be lost when service is delayed because of disabled vehicles or insufficient fleet size.

"A truck that has been serviced at regular intervals can provide many years of useful, inexpensive service."

When considering the purchase of a used truck:

• make sure to see a dated maintenance log, showing when and what parts were replaced;
• match specifications with your intended use; and
• make sure the vehicle complies with local height, length, weight and emissions control regulations.

Savings for a well-maintained four- to five-year-old truck or tractor will typically range from 40 to 60 percent of its cost when new.

Ryder has a free brochure "How to Buy a Used Truck" available by calling (800) 446-5511 or writing: Used Vehicle Sales, P.O. Box 020816, Miami, FL 33102.

All around the customers' lawn...

Now's the time to remember Roundup® herbicide to keep your customers' lawns free of weeds. Remember that Roundup controls a broad spectrum of weeds, roots-and-all. Use Roundup for edging along driveways, fences, sidewalks—all around the lawn. For more information, call toll-free 1-800-323-1421, and REMEMBER THE ROUNDUP.

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Circle No. 224 on Reader Inquiry Card
Entry forms are now being accepted by the Professional Grounds Management Society and Landscape Management magazine for their fourth annual "Landscape Manager of the Year" award.

The purpose of the award is to recognize superior job performance among landscape managers, to challenge those involved in the industry, to achieve higher standards of excellence, and to bring national recognition to deserving managers.

Any person directly responsible for the professional maintenance of one or more landscapes is eligible to enter. Applicants will be judged according to job performance, honors and awards, procedures and philosophies, and contributions to the green industry. Applicants will be asked, at the time of entry, to submit four 5 x 7 black-and-white glossy photos and 10 color 35mm slides of current work areas with a short narrative on each.

First prize is round-trip airline fare to the Green Industry Expo, Nov. 11-14 in Nashville, Tenn., where the award will be presented.

(clip and mail)

Applicant's name

Title

Applicant's company

Official entry form should be sent to:

Name

Title

Company

Address

City/State Zip Code

Mail to: PGMS, Landscape Manager of the Year, 1201 Galloway Ave., Suite 1E, Cockeysville, MD 21030, 301-667-1833
"Get tough!" in negotiations for contracts, attorney says

ORLANDO, Fla. — An Atlanta attorney-at-law advises golf course superintendents to obtain as many advantages and benefits as possible during contract negotiations.

"You need to draft a contract," says Charles Palmer. "You'd be surprised how many things you can sneak into a contract...either by slanting a term in a particular way if you write the contract, or by including things that were never discussed during the negotiations but that look like they would be part-and-parcel of any normal contract."

Palmer further advises superintendents to be attentive to what, exactly, goes into their job descriptions.

"When you draft the contract," says Palmer, "make sure you include as many things as you can think of that you're going to be responsible for, the things that are going to be your duties."

Additional contract provisions Palmer finds important are indemnification clauses and arbitration clauses.

With an indemnification clause, says Palmer, "someone else is assuming any liability you may have for a personal injury or property damage you may have caused a third party."

According to Palmer, an arbitration clause basically means that "if there's a dispute under the contract, you resolve it in arbitration rather than in the courts." It is a clause which Palmer says "takes a lot less time and a lot less money."

He made his points on the subject at the Orlando GCSAA convention held in February.

Charles Palmer: Superintendents should draft employment contracts.
NO ONE TRAMPLES AN ALL☆STAR.

Put your sod farm, your athletic field, your fairway, park and lawn areas ahead of the times with All☆Star. Seed with confidence because this is a proven perennial ryegrass that grows in sun and shade, germinates quickly, forming an attractive turf that withstands heavy traffic.

Because All☆Star resists sod webworms and other turf insects as well as brown patch, leaf spot and crown rust, you have a low maintenance turf. And where else will you find such a uniform, richly textured, thick, dark-green turf? That's why it's named All☆Star! It grows well with bluegrasses and fescues.

All☆Star, The Grass of the future...here today.

FLOWERS from page 23
opportunities, new threats and more competition will follow in a narrow timespan.
According to de Boon, world urbanization will increase from 40 percent in 1980 to 47 percent by the year 2000. "That's a positive development for flower consumption," predicts de Boon.
"Another important factor is age distribution. There will be a shift in the age distribution in Europe and in the United States. There's a trend to fewer younger people and to more elderly people, and this trend gives an increase in consumption."

EQUIPMENT
Avoid pitfalls of bidding process

ORLANDO, Fla. — Bidding properly for golf course equipment requires much more than kicking a few tires and driving a mower out of the showroom.
The demand for quality equipment and better-looking golf courses is higher than ever before. Buyers are better educated and more concerned with getting the most for their equipment dollar.
"Conditions that used to be required by private clubs are now the norm for the public clubs," says Daniel Coffin, regional sales manager for Jacobsen Textron. "Therefore, the standards must be higher and the quality of tools must be higher."
Coffin believes that two pitfalls trip up buyers most often. "Not often enough are the correct people brought in during the decision process. Many times the superintendent or turf professional is not involved in the bidding process."
"Secondly," continues Coffin, "too much emphasis is placed on the initial cost; therefore the specifications are written with only minimal requirements. As a result, you get the minimal quality equipment trying to give you maximum quality results."
No. Turnpike gets beautification plan

HARRISBURG, Pa. — The Pennsylvania Turnpike Commission has begun a landscape architecture beautification project along two major expressways.

Landscape architect Donald T. Gilligan says safety, low maintenance, community appearance, roadside aesthetics and environmental sensitivity are motivating factors for the two projects. Work will commence along the proposed Beaver Valley and Amos K. Hutchinson Expressways.

Two major tenants of the proposed plan are:

1. Paved road shoulders and seeded areas will provide a 30-foot clearance allowing for sunlight to help de-ice. The proposed clearance areas will also reduce the threat of falling limbs and trees, and provide an adequate field of view for wildlife movement and safe sight distances.

2. Installation of plant material to provide a visual buffer near homes where construction will affect the overall appearance of the area. Efforts are being taken to advise and work cooperatively with the contractors so that maximum existing vegetation and trees at critical areas will not be removed.

“We hope to provide visual diversity, reducing monotony and enhancing views from the toll road,” says Gilligan.

“We’ll be using birdsfoot trefoil, switchgrass and wildflowers in roadside areas.”

The projects are to be funded directly by turnpike monies, and not by tax dollars. □

All around the house...

Remember that environmentally friendly Roundup® herbicide is biodegradable. It won’t build up in the soil, so you can use Roundup with confidence along customers’ driveways, sidewalks and fences, and — wherever trimming, edging or weed problems pop up. For more information, see your dealer, or call toll-free 1-800-323-1421 and REMEMBER THE ROUNDUP.

EVENTS

APRIL

21-25: South Florida Landscape Trade Show, Radisson Centre, Miami. Contact: Charlye Roberts, (305) 235-2035


25-29: San Francisco Landscape Garden Show, Piers 2 and 3, Fort Mason, San Francisco. Contact: Dick Turner, McLaren Lodge, Golden Gate Park, San Francisco, CA 94117; (415) 221-1310

MAY
10-12: California Council of American Society of Landscape Architects, Sacramento. Contact: Alison Dumas at (916) 621-2236.

16: North Carolina Turf and Landscape Field Day, North Carolina State University Turf Field Center and Arboretum, Raleigh. Contact: Bill Wilder, NCLCA, P.O. Box 400, Knightdale, NC 27545; (919) 266-1777.

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For years, they've been top performers on courses everywhere. Now they're in even better form — safer, easier-to-use liquid flowable.

New Vorlan Flo gives you superior control of Dollar Spot, Leaf Spots, and other tough diseases. The unique chemistry makes it both a curative and a preventive. And, protection is long-lasting — up to 28 days.

New Fungo Flo gives you broad spectrum control of most major turf diseases, including Brown Patch and Fusarium Blight (Summer Patch and...
Necrotic Ring Spot. Systemic action provides effective disease control for up to 14 days.

And, for unequalled control of the six toughest turf diseases—Dollar Spot, Brown Patch, Anthracnose, Red Thread, Leaf Spot, and Melting Out—simply tank mix Vorlan and Fungo at low rates. It's a twosome that can't be beat.

Vorlan and Fungo. Safe for use on all turfgrasses. Proven effective. And now available in liquid flowable form. Contact your Grace-Sierra distributor today and order new liquid flowable Vorlan and Fungo. Or, call us toll-free at 1-800-492-8255. And get their winning form going for you.

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Major league camps on hold at presstime

BASEBALL CITY, Fla. —
As this month’s issue of LANDSCAPE MANAGEMENT went to press, field managers at the major league baseball spring training camps were still waiting for the players’ strike to be settled.

“We just got the minor leaguers in,” notes Matt Taylor, assistant at the Kansas City Royals camp here, “but we’re still waiting around for the major leaguers.

“We’re still busy, working seven days a week, though.”

Baseball City has alternatives some other training campsites don’t: amateur, college and high school athletic directors like to use the facility to showcase their teams.

Nine people tend the major facility that hosts the Royals, plus the Class AAA minor league field, four cloverleaf fields and a half-field for infield practice. They are under the watchful eye of George Toma of the parent organization and field supervisor Ed Man gan.

The stadium itself is a unique story. The infield is synthetic turf while the outfield is natural bermudagrass overseeded with ryegrass. The field was built to those specifications at the request of the Royals, who play on synthetic turf. The infield allows defensive players to practice on the same surface they’ll be playing on during the regular season, while the outfield is easier on the players’ knees.

Grassy areas under less intensive maintenance—like the area containing 13 pitcher’s mounds and plates—are bahiagrass.

Taylor says the morale of field maintenance personnel this spring has remained high, despite the lack of major league stars like Bo Jackson and George Brett, and the closing of the adjacent “Boardwalk and Baseball” amusement park.

On the day LANDSCAPE MANAGEMENT/APRIL 1990
Management visited the facility, high school teams were squaring off in the stadium usually reserved for the Royals during this time of year.

Major league team owners locked out players from spring training camps in late February. By March 13, little headway had been made toward starting the season in earnest, due to conflicts between the owners and the Major League Players' Association.

"We're still on standby," notes Taylor, "so anytime the strike comes off, we're waiting for them."

Faubel elected to presidency
Gerald Faubel, superintendent at the Saginaw (Mich.) Country Club, was elected president of the Golf Course Superintendents Association of America during its February convention and trade show.

Faubel succeeds Dennis Lyon, who will serve for one year as association director.

New association vice president is Stephen Cadenelli. William Roberts was re-elected as a director and named secretary/treasurer.

Also re-elected as directors were Joseph Baiidy and Randall Zidik.

Charles Passios was appointed to the board to fill Cadenelli's vacated director's position.

Gary Grigg and Randy Nichols continue to serve terms as directors.

Other moves
Dr. Leah Brillman has joined Seed Research of Oregon as research director. She received her M.S. and Ph.D. from the University of Arizona in Agronomy and Plant Genetics. She was research director at Jacklin Seed Co.

Mickey Strauss of American Landscape, Inc., has been elected president of the California Landscape & Irrigation Council. The council is a trade association of union-affiliated landscape and irrigation contractors who specialize in large-scale commercial, industrial, housing and public works projects.

John Zoller, former senior executive director of the Northern California Golf Association, has been selected by the American Society of Golf Course Architects to receive its 1990 Donald Ross Award. The award is given to someone who has contributed to the growth, understanding and public awareness of the importance of golf course architecture to the game of golf.

Don Thill, weed scientist at the University of Idaho College of Agriculture, has been selected as the Weed Science Society of America's 1989 Young Weed Scientist of the Year.

Betsey B. Smith has been elected executive director of the North Central Turfgrass Association. Smith is an Ohio State graduate with lawn care experience in Texas and Ohio.

New officers of the New York State Turfgrass Association are: Stephen Smith, president; Michael Maffei, vice president and Timothy Madden, treasurer. Directors include Eugene R. Bowler, Jr., J.R. Brundage, Thomas Corell, John Fik, Steve Griffen, John Libardi, Karl Olson, Tom Strain and William Stark III.

The invasion is coming. An army of hungry insects, ready to destroy everything you've worked so hard to achieve.

But with new TEMPO insecticide, they're stopped dead in their tracks. On arrival. With excellent residual control. And all while using about 60% less chemical than most of the competition.

It's really a simple idea. Ornamentals need protection when insects mount their attack. With new TEMPO, the battle is over before it's even started. No contest.
THE MILLION DOLLAR MOWERS

Mowing/management companies in 1989 marketed smarter, survived heavy rains, and became more influenced by political issues. The challenge now is to capitalize on whatever the '90s have to offer.

by Terry McIver, associate editor

As the 1980s ended, U.S. mowing companies faced an interesting array of challenges: there were buckets of rain for some, increased legislation and economic uncertainty for others. But the true challenge these companies faced was to deal with adversity and still keep business profitable.

In interviews conducted for our survey of “Million Dollar Mowers,” companies related some of the obstacles they faced in 1989, how they worked smarter and what they plan for the year ahead.

Proceed with caution
Businesses in states with poorer economies are cautious and on the defensive, but still try to gain more customers with added services.

Robert Mann of Hunt & Hulteen, Brockton, Mass., says the company is trying to be more “prudent,” especially considering the condition of Massachusetts’ economy.

Mann reports the company has added an arborist to the staff to conduct pruning and spraying “on a full-blown professional level, rather than as a supplemental service.” One of Hunt & Hulteen's marketing strategies includes offering shallow-well drilling to power irrigation systems. Mann says this involves drilling 60 or 70 feet to the water table to reach an adequate water source.

Mark Arrimour of Pennink-Arrimour, Bryn-Anthyn, Pa. noticed a slowdown caused by a slower economy, and he notes the green industry's acute sensitivity to the slightest economic downturn.

"People are doing more renovation work instead of going out and buying new properties," explains Arrimour. "They're trying to use more of what they have due to budgets. When the economy slows down, landscaping is the first thing that gets nailed."

Arrimour says 1990 "will will be a drastic change from 1989," relative to customer loyalty and cost cutting. "We are on the high end of contractors (price-wise)," explains Arrimour. "Companies are saving dollars by going with someone who isn't as full-service. The site won't look great, but it won't look bad, so (companies will decide) to save the dollars."

More than mow
KT Enterprises, Alexandria, Va. is betting its customers will be attracted to the full-service concept.

President Scott Plein says, "Our emphasis in 1990 will be to integrate all of our landscape management services together to provide the best overall care for our client. We are a full-service company, from installation and management of irrigation systems to landscape design/build as well as lawn care. We are marketing all services to our main clients, which are our landscape maintenance clients."

Another marketing-influenced restructuring was undertaken in 1989 by Lancaster Landscapes, Arlington, Va.

Brent Mayberry, vice president and chief operating officer, says the company reorganized in order to branch out into new markets, and to prepare for growth in the '90s. Problems cited by Mayberry were also the tremendous amount of rain. "We cut more grass than we ever would, for a longer time than ever in the past."