It rex Short Interval Spray Schedule

Week After Week After Week.

program stops disease before it can start, and that's one reason this approach makes so much sense.

You also put down less fungicide at any one time, which club members will love. You can eliminate systemics to cut total fungicide use and save money. And above all, you get great looking grass. In fact, we guarantee you'll be happy with the results, or we'll give you enough Daconil Ultrex to respray your course using your old program. Just ask your distributor for all the details. And if you're still not convinced, ask to take the Daconil Challenge, and get enough free product to try this program on a green, tee, or fairway for an entire season. Daconil Ultrex reduced rate spraying. It could put you on a better course than ever before.
See For Yourself How The Stick And Stay Power Of Super Weather Stik Makes Reduced Rate Spraying Possible.

Scanning electron microscopy of treated plant samples lets you see for yourself just how much better the Super Weather Stik formulation of Daconil Ultrex sticks and stays compared to the generic competition. And it's that stick and stay difference that makes Daconil Ultrex reduced rate spraying possible. So if you're tempted to try a similar program with some generic, just remember that the very thing that makes these reduced rates effective is the very thing generics lack — the sticking and staying power of Super Weather Stik.

Of course, with Daconil Ultrex, you also get exceptional handling, superior mixing, and easy packaging disposal with no containers to triple rinse. And remember, too, there's never been a documented case of disease resistance to a Daconil brand fungicide in over 25 years, which means you can continue to count on Daconil Ultrex for top disease control — one more good reason to put our reduced rate Daconil Ultrex short interval spray program to work for you.

Always follow label directions carefully when using turf and ornamentals plant protection products.


For best results, we recommend using 20% lower application rates on a 7-10 day schedule. Section 12(a)(2)(G) of FIFRA provides that it is unlawful for any person "to use any registered pesticide in a manner inconsistent with its labeling." quoted language is defined in section 2(ee) of FIFRA and expressly excludes the act of "applying a pesticide at any dosage, concentration, or frequency less than that specified on the labeling unless the labeling specifically prohibits deviation from the specified dosage, concentration, or frequency." Thus, in the absence of specific label prohibitions, it is not unlawful under section 12(a)(2)(G) to use a registered pesticide at a dosage, concentration, or frequency less than that specified on the labeling of the pesticide.

For a copy of our Daconil Ultrex Super Weather Stik Guarantee, write to Daconil Ultrex Guarantee, ISK Biosciences Corporation, Turf & Specialty Products, 1523 Johnson Ferry Rd., Suite 250, Marietta, Georgia 30062

††Micrographs have been colorized for demonstration purposes.
Our irrigation source is a lake that is plagued by clay, silt and other debris during the year. The lake is 1.12 acres, and over the past 10 years, it has silted in from a depth of 15 feet to its current depth of four feet. Hence, the need for dredging. Here's how we did it:

Prior to dredging, permits had to be granted from the Army Corps of Engineers, the Environmental Protection Agency, Department of Environmental Quality, Unified Sewage Agency, Division of State Lands, the City of Beaverton and Washington County.

The permit acquisition stage took us about 18 months!

Bids were then received from three dredging companies, and ranged from $80,000 to $250,000.

The winning bidder brought in two 80,000-pound cranes to set the dredge into the lake. Pipes were laid in the lake to a settling pond about a quarter mile away.

A weir system was set up at the settling pond to allow silt and mud to settle out prior to returning the water into the lake.

Cutting heads on the dredge pumped mud and silt through the pipes to the settling pond for about three months.

During this same period, we were also installing a new irrigation system. The suction line for the intake to the irrigation system is a floating 18-inch screened head, placed in the middle of the lake. It needed at least three feet to set in and four-five feet of draw down. We elected to dredge the lake to a depth of 13 feet. According to our calculations, this depth would give us six days of irrigation resources without outside flow into the lake.

We pumped 7500 cubic feet of silt and mud out of the lake. Upon completing the dredging, the contractor returned one year later to smooth out the silt/mud settling ponds used for storage. We now have cleaner water and a greater storage capacity.

Forrest Goodling is superintendent at Portland Golf Club, Portland, Ore.

Want to be a Think Tank guest columnist? We want to know about a project you recently completed, or how you solved a particular management problem. Mail an inquiry to: The Editors, Landscape Management, 7500 Old Oak Blvd. Cleveland, OH 44130. Fax to 440-891-2675. LM

Earl Millett is the new president of the MetGCSA. Millett is superintendent at Ridgeway Golf Course, and has been involved in the association for 21 years. "I started on the ground floor and worked my way up through the chairs," says Millett. "This has enabled me to see how—and what it takes—to run one of the finest superintendents associations in the nation."

José Garcia is the superintendent at Borrego Springs Resort & Country Club, which opened on January 2. Garcia was last with Caba del Sol, a Jack Nicklaus-designed course near Baja, Mexico. Borrego Springs has 100 acres of turf and four lakes, and is landscaped with native desert vegetation, including 350 mature date palm trees.
We never said you wouldn’t see unattractive spots on your course. They just won’t be dollar spots.
Just a reminder that BAYLTON® Fungicide is still the most proven dollar spot control and tank-mix partner around. Because the last thing your course should do is clash with golfers. For more information, contact Bayer Corporation, Garden & Professional Care, Box 4913, Kansas City, MO 64120. (800) 842-8020. http://usagri.bayer.com

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Circle No. 104 on Reader Inquiry Card
Vinyl wall solves erosion problem

Look to this case study for a way to solve extensive creek erosion with long-lasting vinyl bulkheads.

Joe Stegman, superintendent of Bent Tree Golf Club, Columbus, Ohio, used vinyl bulkheads to solve a big erosion problem.

Bent Tree Creek curves close to the front side of the course's fifth green. Three consecutive rainy seasons caused the creek to cut a channel to within a few feet of the front edge of the green, 10 feet from its original course three years ago.

Portable Piers, Inc., Muncie, Ind., supplied the bulkheads. It had been installing vinyl bulkheads to control waterfront erosion problems for 10 years. Vinyl is better than concrete, wood or steel in these situations, says Dan Hickle, president of Portable Piers. "You can't keep going back every few years to take care of the maintenance problems, and erosion is getting to be an enormous problem."

Hickle recommended a vinyl bulkhead, backfilled with stone and sodded over, to complete an environmentally sound reconstruction of the creek bank.

C-LOC, made by Crane Plastics, Inc., Columbus, Ohio, was chosen for its strength, durability and cost-effectiveness. One-foot-wide exterior grade vinyl panels are recycled from 89 percent post-industrial regrind. They interlock to form rugged sheet piling walls that are attractive and do not need maintenance.

Easy transport

The C-LOC panels are much lighter than wood or steel, and can be delivered to a site without harming the turfgrass with heavy delivery trucks and pile-driving rigs. Hickle's crew moved the panels to the fifth green from the parking lot on a golf cart fitted with a pick-up bed.

According to C-LOC, the vinyl bulkheads cost less over its warranted, 50-year life than wood piling materials, and does not require heavy-duty pile-driving equipment for its installation.

The up-front cost is about 15 percent more compared to using non-warranted 2 x 10-inch tongue-and-groove treated timber. It is possible to buy 2x10-inch treated timber with a 20-year warranty, says C-LOC, but it is more expensive. C-LOC is close to the price of warranted, 2 x 10-inch treated timber.

Within three months, the repair was not noticeable, much to the relief of golfers who had started to dread the fifth hole as a "black hole" for golf balls.

Bent Tree was voted the Columbus area's best golf course in 1996. In 1997, Mid-Ohio Golfer magazine said it was the best conditioned course in central Ohio for that season.

After the fill had settled, it was topped with soil and sodded.
How Bent Tree installed vinyl bulkheads

1) 24-foot long, one-foot wide panels were cut to length, and driven six to eight inches into the silt with a sledge hammer. The panels interlock.

2) Panels were trued with a level and driven one at a time into the creek bed along the creek's original bank line, until they formed a large arc the length of the eroded area. Each panel was cut to a finished height of eight to 10-feet to bring them level with grade.

3) Deadmen were driven into the existing bank, and secured to tieback rods, which were also bolted at the other end to the two horizontal rows of wales that provide reinforcement to the exterior bulkhead wall.

4) Final step was to backfill the washed-out area between the new bulkhead and the eroded bank with 600 tons of #34 stone, fill dirt, finished with sod.

Dan Hickle specified the stone to make sure that runoff water that forms behind the bulkhead could find its way through the panels into the water course without building up back pressure that would stress the assembly. The four-man crew finished the job in eight days.
Greens fertility focus

Tennessee superintendents want control of how much nitrogen their greens get and when they get it.

By RON HALL/ Managing Editor

Superintendents must manage fertility to provide healthy bentgrass greens to their golfers. Even so, fertility’s importance shouldn’t be over-emphasized at the expense of other vital factors.

“It’s easy to zoom in on one thing,” said Lynn Ray, CGCS. “But, anytime you talk about bentgrass greens, I think it’s critically important to remember that our successes or failures are based on a multiple series of factors. That list is pretty lengthy.”

It includes a green’s exposure to sunlight, air movement, drainage, the amount of traffic it receives and many many others, said Ray.

Even so, a panel of turfgrass professionals, including several veteran superintendents, “zoomed in on” fertility for bentgrass greens at the Tennessee Turfgrass Conference earlier this year.

“Superintendents must manage fertility to provide healthy bentgrass greens to their golfers. Even so, fertility’s importance shouldn’t be over-emphasized at the expense of other vital factors.

Proper soil pH vital for fertility

Maintaining a soil pH between 6 and 7 on bentgrass greens allows the turfgrass to take up and use the greatest percentage of applied nitrogen, said Dr. Richard Large, A & L Analytical Laboratory, Memphis, Tenn. Theoretically, it should approach 100 percent, but some nitrogen is lost to factors like volatilization and leaching.

When the soil pH drops to 5.5 the nitrogen uptake drops to about 53 percent efficiency, and at 5 it’s just 35 percent, said Large at the Tennessee Turfgrass Conference.

“You’ve got to keep that soil pH in the proper range. If it’s not, you’re fighting a losing battle from the start,” said Large. “Of course, you can always put on more N, and you’ll get some improvement, but not the improvement that you’re expecting.”

Large also cautioned against approaching the summer with too much nitrogen on bentgrass greens. “You’re getting that plant susceptible to other stresses. Insect stresses. Disease stresses. Possibly even heat stress,” said Large.

Large said that when his laboratory averaged the percent of nitrogen in plant tissues from golf courses in several states, it discovered that samples from Tennessee and Kentucky ran 4 3/4 percent nitrogen in plant tissues, while those from Missouri averaged 2 1/2 percent.

“We feel it (amount of nitrogen) should be between two and three percent going into the summer,” said Large who also advised turfgrass managers that “you do need to experiment with different sources and see which sources work well for you.”

Lynn Ray, CGCS, says the greens on each course require a fertility program just for them.

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“Anytime you talk about bentgrass greens, I think it’s critically important to remember our successes or failures are based on a multiple series of factors”—Lynn Ray, CGCS.

plied in small doses, either weekly or bi-weekly. “We can always put down more,” he said.

Jeff Rumph, CGCS, follows a similar philosophy of “spoon-feeding nitrogen as needed, when needed” at the Gatlinburg Golf Club, Gatlinburg, Tenn. He said he wants “complete control” of the nitrogen on his greens.

“If I tried to use some sort of slow-release material I would not be comfortable as to when the nitrogen is releasing and when it’s not releasing,” said Rumph. The 4-year-old Pennlinks greens at his public course (about 35,000 rounds annually) got 4 lbs. N, 1½ lbs. P, 6 lbs. K in 1997.

Everett B. Holzapfel, III, superintendent at Jackson Country Club, Jackson, Tenn., said he learned a lot from a GCSAA’s 2-day Plant Nutrition and Fertility Seminar.

He said he has built his greens fertility program on four keys:
1) Knowledge of the needs of the grass plants.
2) Knowledge of the soil fertility, chemistry and soil test results.
3) Knowledge of fertilizer and the fertilizer carrier.
4) Amount of experience as a turfgrass manager.

From November through February, he uses an IDBU fertilizer on his greens. From March through mid May he will use some granular applications of Nutralene products which usually provide a 4-to-6-week feed.

Holzapfel said that once summer arrives, he will spray 1/10 lb. N about every 7-10 days, depending on conditions.

He said he constantly checks the clippings his crew brings back in. “It lets me know on a weekly basis what I need to do and how I need to change my program,” said Holzapfel.

Dr. Tom Samples, associate professor Turfgrass Management Extension, University of Tennessee, said that turfgrass plants take up nitrogen in both the nitrate and the ammonium form.

Microorganisms convert ammonium in the soil to nitrate in a process known as nitrification. This process is dependent on the warmth of the soil and the amount of biological activity in the soil. “I have some questions in terms of how quickly the ammonium is converted to nitrate in the soil,” he said.

Regardless, Dr. Sample said that nitrogen is taken up very quickly by plant tissue compared to the uptake of phosphorus.

Responding to a question from a superintendent in the audience wondering whether it’s possible to control Poa annua with applications of nitrogen, Dr. Sample responded, “Let’s keep the bentgrass healthy and fertilized based on the nutrient requirements of the bentgrass, and not jeopardize the performance of the bentgrass based on trying to control Poa annua.”

He also urged superintendents “to keep an eye” on secondary nutrients, particularly if the nitrogen is high in their turfgrass tissue samples.

“I think that magnifies the need to monitor what’s going on with calcium and magnesium,” he said. □
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Super puts the pieces together for grow-in

Sand Ridge opens soon in Chardon, Ohio. Superintendent John Zimmers has been active in the project from the first day.

by TERRY MCIVER / Editor-in-chief

John Zimmers prepares for Sand Ridge Golf Club's grand opening on June 1, and he says being on-site during the process has helped him learn the layout, save money, and spot potential problems early.

"I've learned a lot, and I wouldn't want to do a grow-in unless I could be there at the very beginning," says Zimmers of his first grow-in. "You avoid a lot of problems if you're there at the beginning."

Having a super on-site during a grow-in is vital if the site is environmentally sensitive.

"If you have a sensitive site, one that contains wetlands, (the superintendent) has to be there to oversee the construction. But it's worth it, because if that dozer operator makes one mistake, it could be over," as far as violation of federal or local wetlands protection mandates, says Zimmers.

"Federal and local authorities will come and inspect," he adds, "and if you have good rapport with them and show them you're doing things with positive intent, things will work out. People have the misperception that they're 'out to get you,' but that's not the case."

Zimmers says he's seeking Audubon Cooperative Sanctuary status for Sand Ridge.

A veritable beach

The soil profile at Sand Ridge does indeed contain sand, but not until you get through about eight feet of heavy clay loam. But there's plenty of the white stuff visible on the surface.

Sand is a key factor in the design of the course. That's not surprising in that the course was built by the Best Sand company, which has its quarry right next door.

"I think we have over 10,000 tons of sand out here," says Zimmers. "It's quite a different look, especially being in northern Ohio."

Two grades of sand are used for bunkers, a '530' and a '535'.

The greens were built of an 80-10-10 sand/topsoil/peat mix that meets USGA specs. "We took Best Sand's sand, mixed it with topsoil from behind the 14th fairway; shredded it and put in a little bit of the Dakota peat," says Zimmers.

Fertigation for carbohydrate

Zimmers used the course's state-of-the-art fertigation system to add a sugar/molasses product (Carbo-Aid 3-1-3 from AquaAid) to feed the turf.

"We fed the soil with carbohydrates to some microbial activity, since we disturbed the soil so much during construction."

"The fertigation system gets the carbohydrates out to the turfgrass. Then we use granular organics (Sustane and Nature..."
The relative size of fertilizer particles dramatically affects their performance. With Scotts' NEW CONTEC™ CONTROLLED RELEASE FERTILIZER you get MORE consistent particle sizing, contributing to uniform flow and improved spreadability. The result is a MORE consistent distribution of nutrients.

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Circle No. 106 on Reader Inquiry Card
With weather radar, Zimmers ‘stays ahead’ of coming storm fronts. People on the course are safer, and products aren’t wasted.

Safe). We used a United Horticultural Supply product (Groganic) for the pre-planting preparation."

The fertigation pump pre-mixes control products.

‘Flex-design’ works

The scenery at Sand Ridge shifts dramatically from heavily-wooded areas to open ground.

“This is a golf club, and the members are here for one reason—to golf. Tom Fazio designed the course. One of the criteria was to have a ‘world class’ facility,” says Zimmers.’

“You just can’t say enough about Tom Fazio and his two associates, Tom Marzsolf and Rick Horger,” he adds.

“They’re just a delight to work with. They stood out here, drew a picture, handed it to the shaper, and said, ‘build that.’ ”

Although they worked from a detailed plan, they modified it in the field when the terrain suggested a better option.

“Our original plan showed the 16th hole to have two greens; it doesn’t have that now,” explains Zimmers.

“The 5th hole was supposed to have a lake, and we pulled the lake out and put two greens there.”

Low stumps to start

Zimmers won’t push the greens speed too soon.

“I think if they stimp around 8 for opening day, I think that’s a realistic goal considering that they’re so young. Too much emphasis is put on green speeds right away. If they’re consistent and we have healthy turf, I think we’ve done our job. The rest of the things will work themselves out.”

Greens will probably be cut at ½ to ¾ inches.

The course is seeded entirely with bentgrass (L-93 for greens; a 50-50 mix of L-93 and Southshore for fairways and tees); roughs are primarily Baron and Preakness bluegrass.

“Alan Mark and Dr. Rich Hurley (of Lofts Seed) have done a great job of servicing us,” says Zimmers. “Before we were even planting grass, they took a great interest in the project and gave us some great insight, to make sure we have the right grass in the right place.”

Zimmers also credits Bob Brame, director of the USGA’s North-Central region for his help with greens specs.

“On greens, tees and fairways we used 1½ lb./1000 sq. ft. seed rate, and seeded in two different directions: ½ lb. in one direction, ¾ lb. at right angles. We’ve seeded all of our greens and tees ourselves with walk-behind drop spreaders and then we ran a Sand Pro and dimpled it in. The tires dimpled it in. That was a great turning point. We saw tremendous results with that dimpling.

“I wasn’t a true believer till I tried it. It was remarkable.”

During the seeding, Zimmers maintained consistent seeding patterns by having one man (John Krebes) be responsible for the project.

Zimmers gives extra credit to Jim Roney (last with Merion Golf Club) for his help during the entire grow-in.

“He’s put a lot of long, hard, dedicated hours in,” says Zimmers, who gives still more credit to his wife, Tracey, who endures his long days at the course. LM
FACT: There is no status quo in grounds management. You either move ahead or fall behind.

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Question No. 2: So, what are the steps to getting ahead?
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- discounts — books, rental cars
- membership directory (Who’s Who In Grounds Management)
- awards
- information clearinghouse

*Conferred by PGMS, grounds manager certification is a program of developing and administering a program of voluntary peer review to establish acceptable competence levels, and to help the grounds professional attain his personal goals.

BOTTOM LINE
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Quelanr-Ca is normally applied as a foliar spray and may also be applied through fertigation. Either way, it is tank-mix compatible with herbicides, soluble fertilizers, insecticides, fungicides and plant growth regulators. It will even help improve the efficiency of most of these treatments by increasing their absorption and translocation within the plant.

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AGRICULTURE DIVISION
Baltimore, Maryland

Circle No. 124 on Reader Inquiry Card
Days are getting longer. It's no trick of our imagination. This mild El Niño winter is teasing us with dreams of an early and soft spring, something we haven't enjoyed for three, maybe four years here in northern Ohio.

But, no matter when bluebird weather returns, we're going to be moving at warp speed in a few short weeks. We have to be. We can't wait.

Most of us, because our businesses are seasonal, only have 150-170 working days to generate an entire year's income. For ourselves and for our employees too.

So when the ground thaws, we're right on top of it and going 100 mph.

That's why now, right now, we must re-energize ourselves for the approaching season. It's time to refurbish our trucks. To attract whatever seasonal help we'll need. To get sales efforts rolling.

But, above all, let's take one last opportunity to find a quiet place and review with ourselves, or with our family or closest associates, what we want to get done in 1998.

Many of us will start with our financial goals and that's understandable. We know we can't just line up the trucks and equipment and tell our employees to get at it. We can't just sit back and wait for revenue to come flying in. We've need to have a plan, and practical strategies to accomplish it.

The next few weeks give us one last calm time before season's start to lock our goals into our minds, to write them down, to set up a schedule to return to them and to review them regularly.

This will help us begin the spring going in the right direction. Because once the season starts, everything seems to start happening at once.

February gives us one final chance to look over all that we want to get done this year. LM
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EXPAND INTO irrigation contracting

By BRUCE F. SHANK/Irrigation Association

Never before has knowledge of irrigation been more important. It can help you take advantage of competitive pressures in the marketplace while expanding your service mix.

Opportunity knocks for contractors who install commercial landscapes that include irrigation.

While our dependence on automatic irrigation varies by region, even systems for supplemental irrigation are more common at the commercial and high-end residential level. The connection between image and landscaping has never been stronger.

There are three ways to protect a landscape investment:

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- hire skilled maintenance personnel;
- and install an automatic irrigation system. Exclude any of these three from the landscape budget and you risk the entire investment.

From a landscape contractor’s perspective, whether or not he hires subcontractors for irrigation, a knowledge of irrigation is increasingly important. Growing competition among manufacturers and suppliers is depressing prices and shrinking margins. Smaller margins often translate into less design and technical support from the distributor. The contractor with irrigation expertise, who stays in touch with irrigation distributors and designer/consultants, has the advantage because he is aware of opportunities for profit.

“Irrigation represents almost a third of the cost of most landscape projects for us,” says Jon Ewing, president of Landtrends Inc., of San Diego, CA. “You either accept the consequences of subcontracting irrigation or make the decision to buy the equipment and learn the business yourself. Most landscape projects that go out for bid include an irrigation plan and specifications. From our standpoint, the most important thing is to make sure our landscape installation is backed up with a reliable irrigation system, one we can both install and maintain.”

Trust has a lot to do with it, says Glenn Moore, owner of Glenmore Landscape. “We install primarily golf course irrigation systems. If I hadn’t grown up on a golf course (as the son of Sherwood Moore, former golf course superintendent at Winged Foot and the Captain’s Club) and installed and retrofitted systems since the age of 18, some people would question my credentials. Superintendents don’t hire me because they don’t understand irrigation. They hire me because they do, and they’d prefer that my company do it.”

“We got tired of losing jobs to contractors with irrigation crews,” states Jerry Maldon-
The connection between image e and landscaping has never been stronger. Properly installed irrigation builds strong curb appeal.

Jon Ewing, Landtrends, San Diego: “Most landscape contracts that go out for bid include an irrigation plan and specifications.”

Ado, vice president of Maldonado Nursery & Landscaping, Inc. of San Antonio, TX. “Coordinating our schedule with an irrigation contractor’s schedule was frequently complicated. A package deal carries more weight when bids are compared. But, once you commit to a contract that includes irrigation, you’d better have the equipment and skill to pull it off. Just remember to judge irrigation as a separate profit center that stands on its own.

Unfortunately, on the small residential end of the landscape business, irrigation is still considered so simple that anyone with a can of glue and shovel can do it. On any given Saturday morning, you can find a line of unlicensed “irrigation contractors" lined up at the special contractor check-out line of the discount hardware store. Forget about local building codes and backflow prevention device regulations. Who’s going to inspect a homeowner’s irrigation system to see if it meets code?

The do-it-yourself and pseudo-contractor market can’t

Billion-dollar business

More than 20 million acres of residential and commercial landscaping are irrigated in the United States, according to the Irrigation Association. This includes more than 10 million single-family residences and 450,000 commercial establishments. Each year, contractors receive $1.2 billion to install residential and commercial landscape irrigation systems, not including another $600 million spent by retail hardware store customers (many of whom are small or part-time contractors). Each year, irrigation systems are installed on more than 15,000 new commercial projects and 500,000 new residential landscapes. This does not include installations on existing commercial and residential properties or retrofitting older systems. While the number of companies that concentrate primarily on irrigation installation and maintenance is small (roughly 8,000), about half of landscape contractors either install or maintain irrigation systems. From a regional standpoint, involvement with irrigation ranges from 15 percent in the Northeast and north central United States to 80 percent in the Southeast and Southwest. Reliance on landscape irrigation is obviously greater in warmer regions of the country. However, irrigation contractors and consultants in cooler regions of the country have found a comfortable business niche. Supplemental irrigation systems are gaining respect and popularity. Landscape architects in these regions are not as familiar with irrigation system specifications as those in the South and West, so they depend more on irrigation consultants and experienced irrigation contractors. This reduces the number of low-budget, under-designed systems.

The prospect for irrigation is bright for both cool- and warm-season regions of the country. Higher standards in housing development favor quality landscaping and irrigation. Even though the number of housing starts is greater in warmer climates, the percentage of existing homes and businesses without irrigation in cool regions represents a great opportunity. Retrofitting older irrigation systems has considerable potential in all regions.

The 600 irrigation distributors in the nation are undergoing the largest transition in the industry. Irrigation contractors used to depend heavily on distributors for product and design support. Today, contractors buy irrigation components from three or more different wholesale sources in their area. Competition is consequently greater and distributors’ profit margins won’t allow for the type of support they used to provide.

Retail stores that offer wholesale prices to contractors are also putting pressure on prices of irrigation compo

cont. on next page
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...nents. Brands fight for shelf space like supermarkets. To compete in the retail outlet, manufacturers frequently produce a second, lower-priced grade of product. Check model numbers before you buy. If you need commercial-quality components, stick with the wholesale distributor. You can match mass merchandisers’ prices and still get the support of the distributor by buying case lots instead of individual components. Retail outlets rarely have a sufficient assortment of controllers, valves and nozzles for commercial or larger residential work. They also might not have knowledgeable personnel on staff to provide accurate information on meeting codes for irrigation in your area.

Many irrigation distributors offer training seminars for their customers. These are frequently co-sponsored by manufacturers and focus on specific products. Distributors can also introduce you to design software so you can generate plans and takeoffs for common irrigation projects. In other words, you’ll need to develop a good relationship with one or more irrigation distributors.

Irrigation as a profit center

Irrigation is a specialty type of contracting more than a separate business. Most irrigation contractors have the word landscape in their company name and treat irrigation as a division, even though irrigation represents the majority of their income.

Irrigation installation typically begins after rough grading. Any changes between plans and the final landscape must be resolved before irrigation crews start. Plant location will be limited by the irrigation in place. Changes add to cost.

One reason to treat irrigation as a separate profit center is to gauge and reduce the cost of changes. A change on the landscape installation might not be worth the resultant cost of the change on irrigation. One way to control these types of changes is to manage both landscape and irrigation portions of the project. Close coordination between the landscape contractor and irrigation subcontractor also can produce a higher profit.

As a contractor, you have the option of training one crew or all crews for irrigation installation or maintenance. If your landscape installation business is running at full speed, you might want to limit the diversion in energy and attention to a few key irrigation specialists. Of course, it is always very important for an irrigation specialist to have a superior knowledge of plant materials and

be ignored. Retail sales of irrigation components almost matches sales of professional landscape irrigation components through distributors. Sales clerks are designing irrigation systems on paper bags, soon to be filled with fittings, glue, pop-up sprayheads and a four-station controller. If you’re lucky, he’ll remember to include valves that include pressure vacuum breakers to provide some level of backflow protection. Ask yourself, is it worth chasing a $600 irrigation installation job?

The purpose of this special section is to put all this into perspective for the landscape

• Irrigation is a specialty type of contracting more than a separate business. Many contractors also do landscaping.

landscape construction. Mistakes or misjudgments in irrigation can cause maintenance problems later. Unique plant water needs must be considered in all irrigation systems designs. Also be alert to "microclimates" that impact water use, such as shade, slope, soil, or wind exposure.

The difference between landscape crews and irrigation crews is mainly the vehicle and specialized equipment, such as trenchers or bokers. The vehicle has to carry many different tools and fittings not generally needed for other landscape work. Efficiency and profit are based on having the materials with the crew at all times so trips back to the office are eliminated.
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Fleet maintenance from the pros

By RON HALL/Managing Editor

Landscape companies can’t deliver services without motorized equipment like trucks, mowers, backhoes, and sprayers. The efficient use of these tools allows a landscape company to generate production which, in turn, produces revenues.

Considered from a different perspective, production equipment (let’s include service delivery vehicles too) is often a landscape company’s largest capital investment. Does a grounds care operation need any better reason to keep its motorized equipment maintained and repaired?

Michael Rorie, Groundmasters, Inc., Cincinnati, says fledgling landscape companies usually can’t afford a lot of hardware. “But once you get to a certain size you start to collect trucks and other equipment.” He says that business owners must then make a choice—whether to buy another truck and extra equipment for backups, or to invest in a maintenance facility and mechanics to extend the working life and keep present equipment in serviceable condition.

“Equipment is what we use every day. I, as the president of our company, don’t want to spend a lot of my time worrying about equipment,” says Rorie. He says most owners’ or managers’ time is better served focusing on sales and production.

A support role

Rorie and several other landscape professionals and equipment experts discussed fleet and equipment maintenance at the ALCA Conference this past November in Charlotte. This report was compiled from their comments.

First and foremost, a maintenance facility’s purpose is to support production. A maintenance shop’s “customers” are the company’s supervisors and production employees, say the panelists.

“We recognize the shop as an integral part of a successful team,” says Steve Glennon, regional manager for Cagwin and Dorward, a successful San Francisco Bay area landscaper. “It’s essential that our mechanics are flexible and that they have a strong sense of commitment to the organization and to the other employees.”

“Our job is to get the equipment out onto the job, working and making money,” adds Ken Railey, fleet and safety manager for the Ruppert Landscape Company, Ashton, Md. “When the trucks and equipment perform well, they (production people) are happy. If the trucks and equipment don’t perform well, they get frustrated and customer service

Tips for a productive shop

Ron Turley is a former fleet and safety director at United Parcel Service (UPS). He was responsible for 48,000 vehicles. Today he operates Turley Transportation Consultants, Dewey, Ariz. He consults with government and private industry, including lawn/landscape firms, regarding efficient fleet and maintenance shop operation.

Turley says that managers can only control four things: time, material, space and tools. The best managers know how to blend all four into an efficient system.

For a smooth running maintenance shop, Turley suggests:

▶ Develop a good preventive maintenance plan. This is always at the top of his list.
▶ Get good people and train them.
▶ Make employees realize that you expect 6.9 hours of effort for every 8-hour day.
▶ Strive to keep vehicle and equipment availability as high as possible.
▶ Standardize as much as possible—equipment, including vehicles, and parts. Items like tires, lights, belts, and filters.
▶ Allow 1½ service bays per mechanic.
▶ Provide employees with enough tools and parts to do their jobs without waiting or searching.

—RH
The KEY question is, "Will this equipment make us money?"

Gerry Peddycord of Landcrafters in Walkertown, North Carolina, wrote us their answer...

"We purchased our first Walker Mower in 1995. Since then, we have added two more to our fleet. After Walker Mowers became a part of our operation, we were able to save valuable time and money by working more efficiently. Our investment in Walker Mowers has yielded the highest return compared to any other equipment purchased in 23 years of operation."

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—Gerry Peddycord

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A Zero Turn Rotary Mower is also available with a 52” deck, and three 21” trim mowers round out the selection.

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and the tools they use.

and feature a new sealed gear box. To tame any size job, choose from a full range of sprayers, from backpack to fiberglass and poly tank sprayers with up to 300-gallon capacity.

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To do this efficiently, says Mark H. Neidich, owner of Fleet Consultants, Cincinnati, each company must develop "a system" for performing tasks such as preventive maintenance and repairs.

**Workable system**

Many maintenance shops operate under systems that prioritize maintenance tasks and the order of repairs. For instance, work on large equipment may take precedence over smaller equipment. Or, the system may spell out which equipment gets immediate repair, and which must wait.

Many maintenance shops also use computer programs, while others use simple checklists to monitor the status of equipment and parts inventories, and to keep track of maintenance and repair. Some post large bulletin boards where all equipment is listed and its maintenance and/or repair status immediately viewable by anyone in the shop.

Apart from its obvious purpose of keeping production equipment working at job sites, the system must also foster cooperation between the repair shop and operations.

**Monitor your system**

Any such system must be regularly monitored, emphasizes Neidich. This includes providing proper shop personnel training, the proper tools and parts, and vendor support. A workable system allows a shop to function efficiently. It also allows a company to keep up with its growth.

For example, Ruppert Landscape now has eight locations supporting 13 branches. To meet equipment needs at its eight locations, says Ken Railey of Ruppert Landscape.

"Our job is to get the equipment out onto the job, working, and making money"--Ken Railey

Railey, it employs two administrative people, 25 repair/maintenance technicians, plus several mobile painters. Shop managers at each Ruppert location regularly report to Railey who joined Ruppert Landscape in 1982 as its first mechanic.

Cagwin and Dorward uses a slightly different system. Its corporate office is in Novato, Calif., with branch offices in San Jose and the East Bay area. It runs 8 satellite operations from these branches.

C&D's Glennon says that each of the three main offices have shop facilities, but the company also maintains a mobile repair capability. His company's shop personnel concentrate on equipment repairs and on manufacturing any specialty equipment the production crews need. An outside contractor visits the branch locations to regularly service the vehicles.

"There has to be somebody responsible at each location, and there have to be standards," stresses consultant Ron Turley, former fleet manager for huge UPS.

"You have to enforce the standards of your company, and that includes the fact that the equipment is, in fact, important, and that you will take care of it," adds Glennon. □
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Novartis also supports the long term goals of the GIE, and are proud sponsors of educational and supporting events at PLCAA, ALCA and PGMS.

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Fire Ant Control

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Fire ants are the target of a new community-based education and treatment program that centers on broadcast applications of insecticide rather than individual mound treatments with products such as diazinon.

Entomologists and other pest control specialists say the approach is the most cost-effective method to control these stinging marauders.

It also represents an opportunity for lawn care operators to contract with neighborhood associations, garden clubs, athletic organizations and city councils for application services.

In an effort to promote fire ant control by using products that won't harm waste water, the "Let 'em Eat Bait" program was started by the Fort Worth water department, to reduce the amount of diazinon showing up in waste water. (See LM, Jan. 1997).

Cites such as Fort Worth have been able to duck heavy EPA fines as long as they can demonstrate a sincere effort at reducing the pollution.

The program recommends that residents of entire neighborhoods select a dry day in the fall and one day in spring to make broadcast applications of fire ant baits in unison across entire neighborhoods and open spaces.

(The use of slow-acting baits allows the worker ants to carry the product back to the nest and feed it to the queen. Once the queen dies, the colony perishes.)

Keep off the grass! Fire ant mounds shown here are an example of what Texas homeowners have to contend with.

Less expense, less effort

"Baits provide for control with less expense and effort than contact products," says Mike Merchant, Ph.D., urban entomologists and other pest control specialists say the approach is the most cost-effective method to control these stinging marauders.

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mologist with the Texas Agricultural Ex-
tension Service.

"Broadcast applications of baits are eas-
ier and less expensive to use and are more
effective overall, since they treat mounds
both above and below the ground."

The county is hiring four new county
agents. A total of eight county agents will
specialize in fire ant control, in Dallas/Fort
Worth; Houston; San Antonio; Austin.

"The county agents will be the ones
who are going to try to set up the neigh-
borhood programs. Hopefully, come
spring, we'll be getting out and visiting
with neighborhoods to round up support
for the program," says Merchant.

"The idea is to let the homeowner groups
decide which product they're going to use.
We've got Amdro; Raid; Logic; Combat.
The neighborhoods will probably choose de-
pending on what's available and cost.
"We're not mandating any particular
bait; we may offer some observations on
the different types of baits."

"Logic seems to be the most effective,
long term controller; it does have the
drawback that it's real slow, and for treat-
ing smaller areas that's a big drawback. By
the time you get fire ants controlled in a
small yard you may have infestation from
other areas. I've recommended Logic for
people treating larger areas. But for small
urban back yard, you probably want to go
with a faster acting product like Amdro, or
Raid or Combat.

"All of these products are sold over-the-
counter. Award is sold to professionals as
Logic; Amdro is sold as Amdro. The Raid
product is sold to pest control operators as
Ascend; the Combat product is sold to
professionals as Max Force.

Merchant says Griffin Corp. might re-
lease a new product in spring for pest con-
trol operators.

Research sampling

"The number of products is increasing,
so we're not just sticking with Amdro and
Logic," says Merchant.

How to sell the service

Lawn care operators who want to increase their fire ant control business need to take
the benefits of large-scale broadcast bait applications to influential community leaders
and organizations.

These include homeowners associations, retirement community managers, garden
clubs, civic groups and local government.

The LCO's goal: generate attention on fire ants and the advantages of broadcast bait
applications applied by professionals.

► Consider a "fire ant information group." A spokesman for the organization—one
who is viewed as a fire ant control expert—would address various civic and homeowner
groups about fire ants, the problems encountered in controlling them and why broad-
cast bait applications work.

► A "Fire Ant Day" could be coordinated and include educational visits by the expert
to schools and other groups. Expand the format to include walks through open areas,
schoolyards and playgrounds to identify and treat problem areas.

► A key message is that contracting with a professional LCO ensures proper applica-
tion of the bait throughout the community, and that professional application frees
neighborhoods of the responsibility for coordinating the community-wide effort.

► Other publicity angles are possible as a result of this approach: TV, radio, newspa-
pers, all can bring your company some potentially valuable exposure.

Comparisons of new mound occurrence
prior to and after treatment with baits and
contact products were conducted recently
at Clemson University. Results showed that
areas receiving a broadcast application of
Amdro bait had only two new mounds
over the course of the eight weeks of study,
and brought more than 96 percent control.

Untreated areas and areas subjected to
mound applications of baits developed 11
to 12 new mounds.

"This is not abnormal considering that
mounds developing underground are not
treated and 'pop up' later," says Dr. Mac
Horton, professor and chair of Clemson's
Department of Entomology.

Plots on which mounds were treated in-
dividually had 22 to 28 new mounds.

"Ants that are not in the mound at the
time of application are not exposed [to the
insecticide] and, therefore, not controlled,"
explains Horton. "Our observations are
that these individual ants may not even
enter a treated mound, and must relocate
to a new domain." LM
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Dayton, Ohio: Are you frustrated by advertising that never makes the phone ring? By being beat out of good jobs by cheap bidders? Feeling like you’re starting your business all over again every season? Stuck at a certain level?

A million dollar per year “entrepreneur of the year” says that most of his peers’ and competitors’ marketing is anemic, me-tooistic, dull, full of costly waste, and ineffective. Arrogant? Egotistical? Marty Grunder says: “React to me any way you like—but one thing is for sure, if you are in the landscaping business or maintenance business, whether you are small or large, my marketing methods can easily double or triple your business in just one year, provide better customers, help you target and get exactly the kind of business you want, increase profitability and stability, and absolutely mystify and trump your competitor.”

Big talk? Yes, it is, but this Grunder wisecrak has been showing off—and blowing skeptics away—his entire life. As a freckle-faced, red headed Dennis-the-Menace type kid, he started his business with nothing more than a “push” lawn mower and chutzpah. That little business went to 75 regular customers almost overnight. As a full-time student at the University of Dayton, while his buddies drove to school in old “beater” cars and flipped burgers for pocket money, Marty arrived in his Grunder Landscaping Company truck and, at age 21, did over $300,000.00 in business. Last year he was named Young Entrepreneur of the Year by the Small Business Administration’s Midwest Region, in the 1 to 25 employees category. Currently, Marty oversees a staff of 30, 18 trucks, a backhoe, an assortment of other equipment, and a diversified business doing everything from basic residential lawn maintenance to complicated commercial landscaping projects—and, this year, breaking $1.5 million in annual sales. He’s also investing in land, lecturing from time to time, and working with other landscapers as their “marketing coach.”

Here’s the smart-aleck kid standing next to his first truck. Who’d have guessed he’d quickly create the biggest and best company in southern Ohio, confound established, entrenched competitors, and exceed $1.5 million in annual sales? Betcha he has a marketing secret or two in his pocket that you’d love to steal, if you could!

Million Dollar Marketing Secrets Revealed In A Free Report—If You Qualify!

Grunder DOES have “secrets” for building these types of businesses, too. Here are just a few examples:

1. How to spark referrals...how to turn “small accounts” into big business.
2. How to increase Val-Pak Coupon, direct-mail and Yellow Pages advertising results by 10% to 80%...make your advertising much more productive and be able to accurately measure its value.
3. The 5 biggest mistakes 95% of the people in this business make when advertising and how to avoid them.
4. How to stop the “price shopper” in his tracks. How to get good business without being the lowest bidder or offering cheapest price.
5. How to avoid the fatal mistake of confusing ‘marketing’ with ‘selling’. 
6. Forget wasteful “name recognition” or “getting your name out there”—learn to “target,” create and deliver a “market-matched” message, and attract exactly the type and size of clients you really want. 
7. Why your “service” should never be the #1 focus of your marketing.
8. Powerful but simple letters and things to say to existent customers to cause demand for a variety of additional, highly profitable services. 
9. The “secret” borrowed from the faddist business that sells high-priced, high-profit landscaping work like crazy.
10. How to get people working for you and with you to really contribute like a champion team!
11. How to use “automated, autopilot marketing” to bring in new business without you or anyone else even talking with prospects on the phone!
12. Even “poor boy” dirt cheap marketing strategies, like what to write on a simple postcard to bring in a flock of new customers.
13. The “4-Page” marketing tool used 6 to 10x a year that is guaranteed to increase your business by at least 30% year after year...automatically!
14. How to position yourself as a “famous expert” in your area, get a ton of free advertising and “fry” the competition.

And there’s a whole lot more. At the urging of a big-time, nationally respected direct marketing consultant and professional speaker who discovered and was “blown away” by everything Marty was doing, Marty prepared an easy-to-read but very complete, provocative Special Report—“How To Re-Invent Your Lawn-Garden/Landscaping Business With Million Dollar Marketing Secrets”—and you may be able to obtain a copy at absolutely no cost whatsoever.

Who Should Get Marty Grunder’s Special Report?

Marty asks that you call for his free Report ONLY if: (1) you own your own business or are the President, CEO, manager or marketing manager for the business; (2) you make the decisions about advertising, marketing, and customer service investments; (3) you are currently unhappy with some aspect(s) of your business; (4) you recognize that in today’s competitive environment, just “doing a great job” isn’t enough to sustain a business; and (5) you are willing to make progressive innovative changes in your business if convinced, even reasonably assured that doing so will dramatically improve sales, profits, customer satisfaction, referrals, growth, and community prominence. (Please do NOT waste your time or Marty’s money getting this Special Report if you are close-minded, change resistance, fully satisfied with your income, or just a curiosity-seeker without sincere interest in changing your business for the better.)

**How To Get Your Free Report:**

Simply write “Report” on your business card or phone number, then attach it to your letterhead and FAX it to 937-847-8067 or, for even more information and to get your Report, call 1-800-399-7135, listen to a brief free recorded message, then leave your name, company name, and address as instructed. You can FAX or call anytime, 24 hours a day, 7 days a week. If you prefer having your report sent confidentially to your home address, just let us know. Incidentally, requesting your free Report does not obligate you in any way; no salesperson will call to follow-up, nothing of the sort.

However, this is a limited free offer, so please take care of it right now, while it’s fresh in your mind.

©1995 M. Grunder
Duncan leads OTF in '98
Joe Duncan, president of Ever-Green Turf and Landscape of Troy, Ohio, is the new president of the Ohio Turfgrass Foundation.
David Webner, Lake Forest CC is president-elect; Randy Tischer of Green Velvet Sod Farms was named OTF vice president.
Lin Dunaway of Walnut Grove CC is OTF treasurer for the new year.

ALCA promotes industry to managers
The Associated Landscape Contractors of America attended Workplace '97 in October, to explain to facility managers the environmental and economic benefits of plants in the workplace. ALCA brought together more than 35 ALCA member companies and suppliers in support of the theme “Hire a Professional Landscape Contractor.”

“Our displays and participation vividly demonstrated how plants reshape the work environment and why facility managers should hire a professional landscape contractor,” says Judy Guido, chair of the ALCA Public Relations Committee.

Seven earn CLP title
The following ALCA members recently passed the Certified Landscape Professional (CLP) exam:

- Lorne Hall, CLP, Western Lawns, Inc., Bethany, OK
- Thomas Moore, CLP, Environmental Care, Inc., San Jose, CA
- Shannon Parsley, CLP, Executive Landscape, Pensacola, FL
- Ronald Schmoyer, CLP, ISS Landscape Management Services, Tampa, FL
- Robert Schucker, CLP, R & S Landscaping, Millard Park, NJ
- David Snodgrass, CLP, Dennis’ Seven Dees Landscaping, Portland, OR
- Thomas Whidden, CLP, Community Landscape Services, Chantilly, VA

For general information on ALCA’s certification programs, contact Kimberly Pratt, Certification Manager, at 800-395-2522.
February 1998

This card is void after April 15, 1998

NAME (please print)______________________________

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Fill in ovals as shown:  (Circle ONE)

1. My primary business at this location is:  (Circle ONE only)
   O 01 Golf Courses (Also fill in Questions #3 & #4)
   O 02 Landscape Contractors (installation and maintenance)
   O 03 Lawn Care Service Companies
   O 04 Custom Chemical Applicators (ground and air)
   O 05 Tree Service Companies/Arborists
   O 06 Landscape Architects
   O 07 Land Reclamation and Erosion Control
   O 08 Irrigation Contractors
   O 09 Other (please specify)

2. Which of the following best describes your title? (Circle ONE only)
   O 26 Executive/Administrator - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
   O 27 Manager/Superintendent - Arborist, Architect, Landscape/Grounds Manager, Superintendents, Foreman, Supervisor
   O 28 Government Official - Government Commissioner, Agent, Other Government Official
   O 29 Specialist - Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
   O 30 Other Titled and Non-Titled Personnel (please specify)

3. Is your golf course?  (Circle ONE)
   O 31 Public
   O 32 Semi Private
   O 33 Private
   O 34 Hotel/Resort
   O 35 Municipal

4. If you work for a golf course, how many holes are on your grounds?  (Circle ONE)
   O 36 1
   O 37 2
   O 38 3
   O 39 4

5. How many acres are maintained at your facility?

6. SERVICES PERFORMED (Circle ALL that apply)
   O 400 Mowing
   O 450 Turf Fertilization
   O 410 Turf Insect Control
   O 460 Turf Disease Control
   O 420 Tree Care
   O 470 Ornamental Care
   O 430 Turf Aeration
   O 480 Landscape/Golf Design
   O 490 Irrigation Services
   O 500 Snow Removal
   O 510 Pond/Lake Care
   O 520 Ornamental Planting and Maintenance
   O 530 Landscape Design
   O 540 Snow/Ice Control
   O 550 Irrigation
   O 560 Maintenance
   O 570 Equipment Replacement
   O 580 Equipment Rental
   O 590 Equipment Repair
   O 600 Other (please specify)

7. Do you specify, purchase or influence the selection of landscape products?  (Circle ONE)
   O Yes
   O No

8. Do you have a modem?  (Circle ONE)
   O Yes
   O No

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Signature: ____________________________ Date: ____________________________

3. Is your golf course:
   31 O A Public 32 O B Semi Private 33 O C Private 34 O D Hotel/Resort 35 O E Municipal

4. If you work for a golf course, how many holes are on your grounds?
   36 O 1  37 O 2  38 O 3  39 O 4  40 O 5  41 O 6  42 O 7  43 O 8  44 O 9  45 O 10  46 O 11  47 O 12  48 O 13  49 O 14  50 O 15  51 O 16  52 O 17  53 O 18  54 O 19  55 O 20

5. How many acres are maintained at your facility?

6. SERVICES PERFORMED (fill in all that apply)
   40 O A Mowing 45 O B Turf Fertilization 50 O C Turf Disease Control 51 O D Landscape/Golf Design 52 O E Landscape Installation
   41 O F Turf Insect Control 46 O G Turf Disease Control 53 O H Ornamental Care 54 O I Irrigation Services 55 O J Tree Care 56 O K Paving, Deck & Patio Installation 57 O L Tree Care
   42 O L Landscape/Golf Design 47 O M Landscape Installation 58 O N Irrigation Services 59 O O Ornamental Care 60 O P Snow Removal 61 O Q Other (please specify)

7a. Do you specify, purchase or influence the selection of landscape products?
   O Yes  O No

7b. If yes, check which products you buy or specify: (fill in all that apply)
   55 O A Aerial Applicators 56 O B Aerators 57 O C Aerators 58 O D Aeration Equipment 59 O E Herbicides 60 O F Insecticides 61 O G Line Trimmers 62 O H Line Trimmers 63 O I Line Trimmers 64 O J Mowers (reel/rotary) 65 O K Mowers (reel/rotary) 66 O L Mowers (reel/rotary) 67 O M Mowers (reel/rotary) 68 O N Mowers (reel/rotary) 69 O O Mowers (reel/rotary)

8. Do you have a modem?
   O Yes  O No

9. SERVICES PROVIDED (fill in all that apply)

10. Do you have a fax?
    O Yes  O No

11. Fill in the following box: (fill in ONE only)
    11 O A Public 12 O B Semi Private 13 O C Private 14 O D Hotel/Resort 15 O E Municipal

12. Do you have a modem?
    O Yes  O No
Events

FEBRUARY


11-13: Turfgrass Producers International Midwinter Conference & Exposition, Westin Maui at Kaanapali Beach, Maui, Hawaii; 800/627-13156 for travel accommodations.


17-19: Landscape Contractors Assn. Winter Workshop, Univ. of Md. Shady Grove Conference Center; Kathleen Feehan, 301/948-0810; 301/990-9771


18: Connecticut Turf & Landscape Conference, for the Connecticut Grounds Keepers Assoc.; Hartford Civic Center, Hartford, Ct.; fax: 230/699-9912; e-mail: cgka@snet.net.

18-21: Outdoor Power Equipment Distributors Association (OPEDA) annual meeting, Buena Vista Palace, Orlando, Fla.; Julie Burns, 215/564-3484; 215/564-2175


23-27: Illinois Turfgrass Foundation,

Ind./Ill. Turfgrass Short Course, Holiday Inn, Willowbrook, Ill.; Tom Voigt, 217/333-7847; 217/244-3469.

24-26: Athletic Field Construction & Maintenance, Rutgers' Cook College Office of Continuing Professional Education; 732/932-9271.

25: NJ Landscape '98, Harmon Meadow, Secaucus, NJ; Mark Graser, 201/664-6310. LM

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AgrEvo now supports GOLFWORKS, a program created by the Metropolitan Golf Association Foundation, which provides summer employment in country clubs for poor and minority high school students. GOLFWORKS has placed more than 100 students in jobs since 1993.

Zeneca Professional Products has named Jerid T. Wendling as Territory Sales Representative for the western Florida. Wendling handles sales and distribution of turf and ornamental products. Formerly with Ciba Crop Protection, Wendling holds a degree in plant and soil science.

Rain Bird Sales now has Mitch Wood as a district manager for the southeast US. Wood works with company distributors in the region to increase sales and market share. Visit the Rain Bird web site at www.rainbird.com, for information on various topics such as: product specifications (with detailed drawings); common questions; technical support; product training schedules; irrigation design software (which can be downloaded from the site and links to other irrigation-related sites.

TRIMS Software International, Inc. has been awarded a contract to develop an Equipment Maintenance System for Jacobsen Division of Textron, Inc. The system will be installed at Jacobsen branch and distributor locations. The software provides preventive maintenance schedules, maintenance records, spare parts inventory, on-line illustrated parts catalog and electronic parts order processing for maintenance technicians.

Century Rain Aid has purchased Gulf Coast Pump, a wholesale distributor of irrigation and well drilling supplies, with four locations in Alabama and Florida. Century is the a leading distributor of landscape irrigation equipment. The company now has 68 locations in the US and Canada, and plans to expand its product line and training programs for drilling contractors, says Mike Stein, vice president of Century’s Southeast region.

Lofts Seed reports that its Triplex ryegrass blend will be used at Ericsson Stadium, home of the NFL’s Carolina Panthers. In December, the Lofts company presented a check for $822,522 to Rutgers University, for turf royalties.

Fairmount Minerals has agreed to purchase the Garrick Corporation, Cleveland-based supplier of bulk materials to the landscape, golf and nursery industries. Gary Trinetti will continue as general manager and vp of Garick. Chuck Fowler is president and CEO of Fairmount.

Helen Lucas is vice president of Seed Research of Oregon, Inc. Lucas manages the company’s warm-season turf grass program, professional marketing in the Southwest and foreign marketing and sales efforts. There is a new address for SRO: 27630 Llewellyn Rd., Corvallis, Ore. 97333.

James R. Collins is the new specialty products director for FMC Corporation.

At Jacklin Seed Co., the following promotions have been announced: Hiromi Yanagisawa is senior vp of marketing; Tom Stoeser is senior vp of finance, administration and acquisitions; Myron Lightbody is senior vp of plant operation; Glenn Jacklin is now senior vp production and grower services; Dr. Doug Brede is senior vp of research. LM
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New decks for Hustlers

Excel Industries introduces two new competitively priced side-discharge decks. With a choice of 60 and 72-inch models, the new decks are available for the 3000 and 4000-Series Front Mount tractors as well as the 2500 Mid-Mounts.

These new side-discharge decks can be easily converted to mulching decks and can also be adapted to the Hustler BAC-VAC collection system. Another important feature available on the front-mount versions is the tilt-up design which allows for easy blade servicing.

For more information, contact Excel Industries at 800/395-4757, or Circle No. 264

Toro's Z Master fast, rugged

Sporting a sleek, compact design, the new line of Z Master Outfront ZRTs are rugged, hill-hugging mowers. The Z325 and Z320 are equipped with huge 23-inch tires (the largest for competitive OFZ riders), a wide wheelbase and low center of gravity and weight directly over the rear wheel, which provides superior stability and exceptional traction on undulating turf.

The Z Master OFZ also features hydrostatic drive, and a choice of either a 20-hp (Z320) or 25-hp (Z325) Kohler Command vertical-shaft engine. With a forward ground speed of over 8 miles per hour and a reverse speed of 4 miles per hour, the Outfront Z riders are the fastest on the market.

The Outfront Z riders are available with 60-inch side-discharge deck or a 48-inch Recycler/rear bagger deck, a first in the industry. The deck converts within minutes with basic hand tools.

Circle No. 265

Commercial Clipper is tough cutter with lots of torque

The new zero-turning-radius Commercial Clipper from Country Clipper has a 25-hp Kohler V-Twin OHV Command engine and 23-inch drive wheels. The Kohler engine provides more torque and high fuel economy along with a reduction in noise and vibration.

Other improvements include a 10-gauge steel-reinforced deck. Both the 48-inch and 60-inch decks have steel plate reinforcement at the trim edge, spindle attachment area, front deck lip and skid lift discharge chute.

Contact Country Clipper at 800/344-8237, or Circle No. 266

Swisher ZTR is sleeker

Swisher continues to improve its Zero-Turning Radius Ride King Mower with a new easy, height adjustment system, wider wheels for better traction and ride, new seat for more operator comfort, and a new aerodynamic look.

Available with 8-hp Briggs & Stratton or 6-hp Tecumseh. Optional convertible mulching capability. Optional built-in sweeper bagger available. Contact Swisher Mower & Machine Co. at 800/222-8181, or Circle No. 264
Articulator stable in severe terrain

LasTec's Model 325E Articulator features three individual 25-inch cutting decks combined for a total cut path of six feet. LasTec combines its floating rotary mower deck with its own 25-hp hydrostatic drive unit, resulting in a true zero-turning-radius, high-ground-speed, contouring mower.

A wider wheel base and lower center of gravity provide greater side hill stability and safer cutting conditions on severe terrain. Add headlights for night cutting and taillights and flashers for safer road travel.

Phone 800/515-6798 for the LasTec dealer nearest you, or Circle No. 267

Bush Hog improves side-mount rotary mower

Performance of Bush Hog's SM-60 side-mount rotary cutter has been improved through several new features. The increaser housing has been eliminated by connecting the PTO driveline directly to the hydraulic pump. The hitch is now Cat II standard and CatII/III quick hitch. Available horsepower at the cutter head has been increased. The PTO shaft is included in the base unit. The hydraulic output of the pump has been increased.

"These improvements will help people who cut along roadways, lake dams, drainage ditches, embankments and sloping terrain do it more efficiently," said Robert O. Moore of Bush Hog. The SM-60 delivers a 5-foot-wide cut with a maximum reach of the cutter head of 12 feet from the tractor center line. Operation is all hydraulic.

For more information contact Bush Hog at 334/872-6261, or Circle No. 268

Scag STHM Hydro Rider runs cool

Scag has designed its STHM Hydro Rider for more productivity, performance and profits. The high-capacity hydro cooling system features a 13 quart nylon reservoir and heavy-duty cooling radiator for cooler running, resistance to contamination and longer component life. The state-of-the-art drive system provides smooth, even power to both wheels and single-pedal control.

The Scag STHM is available with a 52, 61 or 72-inch cutter deck and 20 or 22 hp Kohler Command engines. Optional accessories include a 44-gallon grass catcher with auxiliary engine, an easy-to-install mulching plate and an electric deck lift. Check with Scag Power Equipment at 414/387-0100, or Circle No. 269
Looking for pavers? These are new

The Florastone Collection has Calla Lilly, Tiger Lily, Rose, Orchid and Field Stone companion "Textured" Molds. These pavers are available in 16” x 16” x 1-1/2”, for garden pathways.

Molds are made from industrial strength urethane. Stones can be made in any color. Stones retail in California for $9.95 apiece.

Long-lasting molds are available in a minimum order of four flowers and field stones at $150 plus $15 shipping. Contact the Florastone Collection at 15840 Ventura Blvd., #201, Encino, CA, 91436; 818-761-6959.

The DewEze for multi-terrain mowing

The DewEze ATM-72 (All Terrain Mower) is the safe solution for multi-terrain, cost-effective mowing equipment. It’s powered by a 27-hp, air-cooled diesel engine and features fully hydraulic, floating mower decks. A hydrostatic control and auto-leveling system keep the operator fully and safely upright on slopes.

Other features include: quick, tight turns with rear discharge, simple blade maintenance, and an operators seat designed for maximum safety.

Call 800/835-1042 for more information, or

Bunton BZT can cruise

The Bunton Division of Jacobsen Textron offers the BZT 31 Liquid-Cooled zero turn rider powered by a 31-hp Briggs & Stratton Daihatsu gas engine.

It features a 72-inch cutting width with forward travel speeds up to 9.5 mph. Other features include: electronic deck lift and height adjustment system, large tires and wider wheelbase, easy service access, and optional ROPS.

For the lowdown on the BZT 31, telephone 502/966-0550, or
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February 1998