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Fill in ovals as shown:

1. My primary business at this location is: (fill in ONE only)
   - CONTRACTORS/SERVICE COMPANIES
     - 02 Landscape Contractors (installation and maintenance)
     - 03 Lawn Care Service Companies
     - 04 Custom Chemical Applications
     - 05 Tree Service Companies/Arborists
     - 06 Landscape Architects
     - 07 Land Reclamation and Erosion Control
     - 08 Irrigation Contractors
     - ☐ Other Contractors/Service Companies (please specify)

   - INSTITUTIONAL FACILITIES
     - 09 Sports Complexes
     - 10 Parks
     - 11 Right-of-Way Maintenance for Highways, Railroads or Utilities
     - 12 Schools, Colleges, Universities
     - 13 Industrial or Office Parks/Plants
     - 14 Shopping Centers, Plazas or Malls
     - 15 Private/Public Estates or Museums
     - 16 Condominiums/Apartments/Housing Developments/Hotels/Resorts
     - 17 Cemeteries/Memorial Gardens
     - 18 Hospitals/Health Care Institutions
     - 19 Military Installations or Prisons
     - 20 Airports
     - ☐ Other Institutional Facilities (please specify)

2. Which of the following best describes your title? (fill in ONE only)
   - ☐ Executive/Administrator - President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
   - ☐ Manager/Supervisor - Arboret, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
   - ☐ Government Official - Government Commissioner, Agent, Other Government Official
   - ☐ Other (please specify)

3. SERVICES PERFORMED (fill in ALL that apply)
   - ☐ Mowing
   - ☐ Aeration
   - ☐ Turf Insect Control
   - ☐ Turf Disease Control
   - ☐ Tree Care
   - ☐ Ornamental Care
   - ☐ Irrigation Services
   - ☐ Weed Control
   - ☐ Paving, Deck & Patio Installation
   - ☐ Snow Removal
   - ☐ Landscape
   - ☐ Other (please specify)

4a. Do you specify, purchase or influence the selection of landscape products?
   - ☐ Yes ☐ No

4b. If yes, check which products you buy or specify: (fill in ALL that apply)
   - ☐ A Aerators
   - ☐ B Blowers
   - ☐ C Chain Saws
   - ☐ D Chipper-Shredders
   - ☐ E Fertilizers
   - ☐ F Fungicides
   - ☐ G Herbicides
   - ☐ H Insecticides
   - ☐ I Line Trimmers
   - ☐ J Mowers
   - ☐ K Mowers
   - ☐ L Sprayers
   - ☐ M Sweepers
   - ☐ N Tractors
   - ☐ O Tractors
   - ☐ P Utility Vehicles
   - ☐ Q Other (please specify)

5. Do you have Internet Access?
   - ☐ A Yes ☐ B No

5a. If so, how often do you use it?
   - ☐ A Daily ☐ B Weekly ☐ C Monthly ☐ D Occasionally

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much at one time. What is "excessive" depends on the soil type and condition, the turfgrass species and the climate. Any nitrogen that has been converted to nitrate but has not been absorbed by the plants is prone to leaching. "Spoon feeding" the turf with low rates of nitrogen on a more frequent basis (0.05 to 0.20 lbs. N/1000 sq. ft. per week) helps keep nitrogen levels more uniform throughout the season and improves their efficiency of use.

The placement of any nitrogen fertilizer on impervious surfaces increases the chance of nitrogen entering surface or subsurface water resources. Therefore, avoid applying granules or spray directly onto sidewalks, roads and driveways. You may need to use a drop spreader on turf areas next to these surfaces or remove any granules using a broom or a blower. Also, avoid applying fertilizer directly into any surface water such as streams, lakes or temporarily ponded water.

Foliar application of soluble nitrogen fertilizers may reduce movement of nitrogen in runoff and leachate compared to granular application. However, volatilization losses will be higher when using a sprayer or fertigation system. Soluble nitrogen granules, like uncoated urea, which remain on top of the turf canopy after application, have a greater risk of moving offsite in runoff compared to granules that have moved into the turf canopy by gravity or water.

Choosing an appropriate granule size for the canopy density will help granules move into the canopy. For example, on golf greens, smaller granules should be used so they can more easily move down into the highly dense canopy. Large or small granules can be used on lawn or athletic fields because the turf on those areas has a canopy that is less dense and more open than a golf green.

Although turfgrasses naturally do a great job of minimizing offsite movement of nitrate and other forms of nitrogen, there are certain management practices that can be used to even further reduce the chance for movement. The suggested practices are inexpensive to implement and should not decrease turf quality. Actually, some may even improve turf quality.

Educati yourself, fellow turf managers and your customers on this issue should give everyone a little more peace of mind when it comes to nitrate movement from turfgrass. LM —Douglas T. Linde, Ph.D., is an Assistant Professor of Agronomy and heads the Turf Management Program at Delaware Valley College, Doylestown, PA.

**Events**

**JANUARY**

20 Landscape Contractors, Turfgrass Managers & Grounds Maintenance Conference with Trade Show
Jamal Shrine Temple, Columbia, SC. Call SC Landscape & Turfgrass Association 803/772-9380

25-27: Central Environmental Nursery Trade Show (CENTS)
Greater Columbus Convention Center, OH. Call 800/825-5062, fax 888/665-2329

26-31 National Arborist Association Winter Management Conference
Weston Caesar Park, Cancun, Mexico. Contact Carol Crossland 800/733-2622, fax 603/672-2613, www.natarb.com

27-29 Midwest Turf Expo
Indiana Convention Center, Indianapolis. Contact Bev Bratton 765/494-2926, www.purdue.edu

28-30 New England Grows!
Hynes Convention Center, Boston. Call 508/653-3009, fax 508/653-4112.

28-30 Gulf States Horticultural Expo
Mobile Convention Center, Mobile, AL. Call Linda VanDyke 334/502-7777.

**FEBRUARY**

1-26 University of Guelph, Annual Turf Managers’ Course
Holiday Inn, Guelph, Ontario. Call 519/767-5000, fax 519/767-1114.

2 OSU Extension Annual School Tom’s Country Place, Avon, OH. Contact Charles Behnke 440/322-0127

3-5 Turfgrass Producers International Midwinter Conference & Expo
The Hyatt Regency Tampa, FL. Call 800/405-8873 or 847/705-9898

4-6 PLCAA Management Conference
Embassy Suites, Orlando, FL. Contact Heath Moore 800/458-3466, fax 770/578-6071, www.plcaa.org

4-7 American Nursery & Landscape Association Management Clinic

7-10 Fertilizer Institute annual meeting

10 JOB FAIR (Stockbridge School of Agriculture & the Univ. of Mass.)
Campus Center Auditorium, Amherst, MA. Call 413/545-2222.

12-14 GCSAA International Conference & Show
Orange County Convention Center, Orlando, FL. Call 800/472-7878, www.gcssaa.org
Echo CS-3450 chain saw comes field ready

The CS-3450 now comes with a protective carrying case, a quart of bar and chain oil and an extra loop of chain. The saw is powered by an Echo 33.4 cc, two-stroke engine with Pro-Fire® electronic ignition and comes with a purge-pump carburetor and a large-volume fan. A heavy duty, cartridge-type filter helps extend saw life and maintenance intervals. Other features include an automatic, adjustable chain oiling system that regulates the amount of oil according to engine speed and a proven vibration-reduction system.

The CS-3450 comes with a 16-inch bar, has a fuel capacity of 8.5 oz., an oil capacity of 5 oz., and the power head weighs only 7.8 lb. The saw has a one-year commercial warranty.

For more information contact Echo Inc. at 800/540-8400 or Circle No. 274

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For more information contact Woodfield Canada at 888/565-5584 or Circle No. 276

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For more information contact Mark Beecher at 864/322-8617, fax 864/244-0429 or Circle No. 277

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Pond Guy scores big frequent flier miles

Greg Wittstock, who describes himself as “The Pond Guy,” might be the ultimate road warrior.

Wittstock, founder and president of Aquascape Designs, West Chicago, IL, started a 3-month, 57-city tour earlier this month to help contractors and retailers install and sell water gardens and related water features. Wittstock will be offering a day-long seminar entitled “Growing Your Water Feature Business Seminars” at each of the stops.

Greg says he will personally conduct each seminar. His travels began Jan. 4 in Pittsburgh and conclude March 31 in Chatham, Ontario, Canada.

To find out when the water feature road show will be in your neighborhood, call Aquascape at 800/306-6227 or 630/231-3113. To learn more about the company, visit its website at www.aquascapedesigns.com

Commercial mowers to take slight dip

The Outdoor Power Equipment Institute (OPEI) forecasts a slight drop in shipments of commercial riding mowers and intermediate walk-behind mowers in 1999. For the 1999 season (units shipped from Sept. 1, 1998 through August 31, 1999), the OPEI says riders will decrease 3% to 64,933 units and intermediate walk-behinds will drop 3.2% to 48,116 units.

The forecast isn’t considered gloomy for several reasons. First, shipments for model year 1998 were robust—97,400 commercial walk behind units and 65,100 commercial riding units. Also, the OPEI expects a small upturn in shipments of commercial mowers again in the year 2000 with riders expected to rise by about 5% and walk-behind mowers by about 1%.

The OPEI Commercial Turf Forecast is prepared quarterly by Association Research, Inc.

Ruppert honored

Ruppert Company, now a part of TruGreen/ChemLawn, received a 1998 President’s Service Award in October, for its annual field days, working with the District of Columbia to renovate neighborhood parks and recreation areas. The award was established in 1982 to honor outstanding individuals, groups, businesses and/or organizations for their volunteer initiatives in addressing unmet human service, educational, environmental and public safety needs.

Wonderful winter wildflowers?

Plant breeders are doing marvelous things, but they haven’t yet perfected growing wildflowers like this in the dead of winter, at least not in Ohio where we write and edit Landscape Management. This photograph of wildflower trials in Rolesville, NC, was taken in June at a Turf-Seed, Inc. Field Day. This coming June 15 the company is again planning its Field Day in Rolesville.

Hollywood Impressions

“A Walking Tour Through History” is a one day course, Saturday, February 8, featuring visits to historical landmarks, old groves and hidden gardens. Landscape architect, Rhett Beavers, will lead the tour which examines the remnants of mythic Hollywood. For information contact UCS Extension Landscape Architecture Program at 310825-9414.

Grab Bag features brief observations and prognostications throughout the green industry. If you have an unusual photo or comment you’d like to share with us, please send it in...