

Have you ordered yet?



James I. FitzGibbon
Chairman and Chief Executive Officer
LESCO, Inc.

I'm offering substantial savings on the full line of LESCO equipment.

The program is simple. The earlier you order, the more you save. Take delivery at our option and don't pay until April 1, 1988. Or pay early and save more.

That's not all. Pick up your equipment at our Sebring, Florida facility and I'll deduct another 5%.

Use the chart to determine your savings based on the month you order and the month you pay.

Month	Early Order Discount	Early Payment Discount	Sebring Pickup Allowance
October	8%	5%	5%
November	6%	4%	5%
December	4%	3%	5%
January	2%	2%	5%
February	1%	1%	5%

The LESCO Equipment Early-Order Program ends February 29, 1988.

For example...

LESCO 500 Fairway Mower. Order in October. Pay in October. Pickup in Sebring.

\$12,500.00 Price of Mower.
1,000.00 8% October Early-Order
 \$11,500.00
575.00 5% October Early-Payment
 \$10,925.00
625.00 5% Sebring Pickup
\$10,300.00 Due Net by November 1, 1987

Note: Examples reflect total savings of 17.6%.
Sales tax not shown.

LESCO 300 Greensmower. Order in October. Pay in October. Pickup in Sebring.

\$ 8,400.00 Price of Mower
672.00 8% October Early-Order
 \$ 7,728.00
386.40 5% October Early-Payment
 \$ 7,341.60
420.00 5% Sebring Pickup
\$ 6,921.60 Due Net by November 1, 1987

Remember, this program applies to all LESCO equipment. These are just two examples of how you can save.

I can offer these discounts because it's to our advantage to manufacture and ship year round. And because LESCO sells direct, we have no dealers or distributors to supply. That means we do our own warehousing and carry our own inventory.

By leveling our production and delivery, we operate more efficiently. And we're passing the savings on to you.

Early-Order. It's the way you've been buying fertilizers and control products for years. Now you can exercise the same buying power for equipment.

Maximize your savings by ordering now. (800) 321-5325 NATIONWIDE



LESCO, Inc., 20005 Lake Road, Rocky River, Ohio 44116 • (216) 333-9250

**The LESCO
Equipment
Early-Order
Program**

is in full swing.

The Florida Green

The Official Bulletin of the Florida Golf Course Superintendents Association

Florida Green Phone: Days - (305) 793-2497

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ABOUT OUR COVER

The Moorings Club is located on the Treasure Coast at Vero Beach. Mike Perham is the golf course manager.

DANIEL ZELAZEK
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For reprints or other photographic needs, call Daniel at (305) 746-2123.



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The only thing that floats better than our Smithco Super Rake.™

Our exclusive adjustable hydraulic floating rake is the key. It allows superior raking quality and smoother uniformity than other raking systems. The rake actually follows the trap contours resulting in a perfectly raked trap everytime.

The Super Rake features a **3-wheel drive system with hydraulic motors on each wheel**. So you get the power you need to get the job done quickly and efficiently. The Super Rake is also a **standard weed cultivator** which is **completely adjustable** for compaction relief and totally separate from the rake. Its **fiberglass body** on a tubular steel frame reduces upkeep and retains the finish. And its **flip-up fiberglass hood** gives you easy access for service. The **powerful air-cooled 16 horsepower engine** limits the amount of travel time from one job to another and helps add to the life of the Super Rake.

EXCLUSIVE 2-YEAR WARRANTY. No one offers a 2-year warranty except Smithco and DeBRA. It's just one more reason why you should consider the Smithco Super Rake.

If you think there's a sand trap raking system on the market today that's better than the Smithco Super Rake, you're all wet!



DeBRA Turf & Industrial Equipment Company

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President's Message



I would like to take this opportunity to thank, and commend, the Board of Directors of the FGCSA, for the job they've done this past year.

Marie Roberts, our executive secretary, Dan and Irene Jones, "The Florida Green," Mike Bailey, "The Green Sheet," and last but not least, Mark Jarrel, our own "professional" writer for Florida Golfweek. All deserve and have our deepest gratitude for their outstanding dedication and jobs well done!

Each and every member of our Association can hold his or her head high and be proud. Through your efforts and foresight, an endowment fund has been established in the name of the Florida Golf Course Superintendents Association. This endowment fund is but a small part of the Florida Turfgrass Research Foundation, however it is the first.

By establishing this endowment fund, we leave a legacy for those who follow. Research is the key to the future. We have established the fact that we feel it is important by funding the endowment fund with fifty thousand dollars. This money has been raised by superintendents like yourself, and by the various chapters like your own.

Just because the fund is established, does not mean we can sit back and relax. The costs for research will continue to climb so we must keep adding to the fund in order to get the research we need so badly. Everyone will benefit from the work being done now, and the work that will be done, as the funds become available. There are many clubs who can help with this endowment fund, and the simple fact is that two dollars will buy twice as much as one!

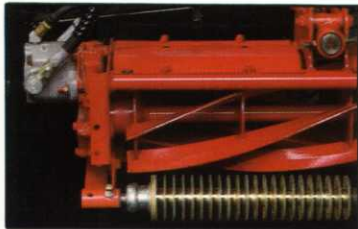
For those of you going to the GCSAA Convention in Houston, don't be surprised by the stature that superintendents from Florida are held in. Each year we gain more respect, and it's due in no small part to the efforts of each and every one of our members.

Thank you for a job well done.

Reed Lee Febvre

We, the People of DeBRA...

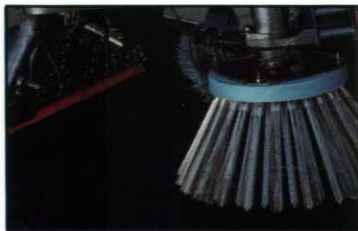
We Keep Our Promises. Unlike some companies which have just recently entered the turf and industrial equipment field, DeBRA keeps its promises. When DeBRA promises to deliver equipment to you on a promised date at a promised time, we deliver.



Because we know you rely on the equipment you ordered to be there when you expect it. And DeBRA delivers.

We Give Service.

DeBRA services what it sells. We have over \$1 million in parts inventory at all times. Which means we have the part you need, when you need it, thus eliminating downtime which can cost you money. And our repair service is done right the first time.



Including service on-the-job when you need it.

We Produce.

When you have a question, the people at DeBRA have the answers. Each and every one of our sales staff is completely versed in

each and every piece of equipment we sell. So you'll get answers on-the-spot from people who know.

We've Been

Around. People like you, all across Florida, have been relying on DeBRA's dependability for over 26 years. That's why DeBRA is the most trusted and relied upon name for turf and industrial equip-



ment you'll find anywhere.

When you need equipment, and you're looking for the company

that keeps its promises,

you need DeBRA. And our sister company, Turf & Industrial Equipment, Inc., lives by the same rules as DeBRA as it services its customers in northern Florida. Because We, the People of DeBRA, deliver.



DeBRA
The People Who Care.

DeBRA Turf & Industrial Equipment Company

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Letters to the Editor

Dear Sir:

I just noticed a very interesting article on pages #49 & #50 of The Florida Green, Fall 1986 edition entitled "Value of Golf Turf to Florida" by T.E. Freeman, C.H. Peacock and B.J. Austin.

Would you please send me information on how I can order a reprint copy of this article.

I would also like information on how I can obtain a subscription to the magazine.

Sincerely,
ROBERT D. POITZ
Golf Course Consultants, Ltd.
Tampa, Florida

Dear Dan,

Sorry I missed you at Beach Club. The same storm that hit Dick hit us also, with less force though, "thank goodness," but it did delay us several days.

Thanks for help on Theresa's article.

Much love and God bless all of you.

CLINT

P.S. *Florida Green* did something I thought it could never do, "getting better still." Look out U.S. News & World Report, here come Dan & Irene Jones.

Dear Dan:

I just received the summer issue of the "Florida Green" and my compliments on your continued excellence of this publication.

I wanted to give you a special thanks for your industry news article on the introduction of the Jacobsen diesel powered Greens King and Turf Groomer attachment, also the publicity of the Jacobsen College Student Seminar. Both articles in my opinion, are pertinent to your readership and exemplifies the progress of the turf equipment segment of our industry.

Very truly yours,
DAVID L. DeBRA
President
DeBra Turf & Industrial Equip. Co.

Dear Dan:

Denne appreciates your comments and encourages you to reprint his column from Sports Turf magazine.

It's hard to believe Florida Green is 14 years old. You've done an admirable job. How many times has Dick Morey offered you a job?

Respectfully,
BRUCE SHANK
Vice President, Sports Turf