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LESCO fertilizers feature sulfur-coated urea as a nitrogen source because years of research and performance have proven it to be the most efficient and economical form of controlled-release nitrogen.

We also offer sulfur-coated diammonium phosphate as a phosphorus source and sulfur-coated



The LESCO facility in Martins Ferry, Ohio is the largest sulfur-coating plant in the world.



sulfate of potash as a source for potassium to increase efficiency and safety of these nutrient sources.

Leading the industry in sulfur-coating technology and production.

LESCO was the first commercial producer of sulfur-coated urea in the United States and to this day is one of only a few producers in the world.

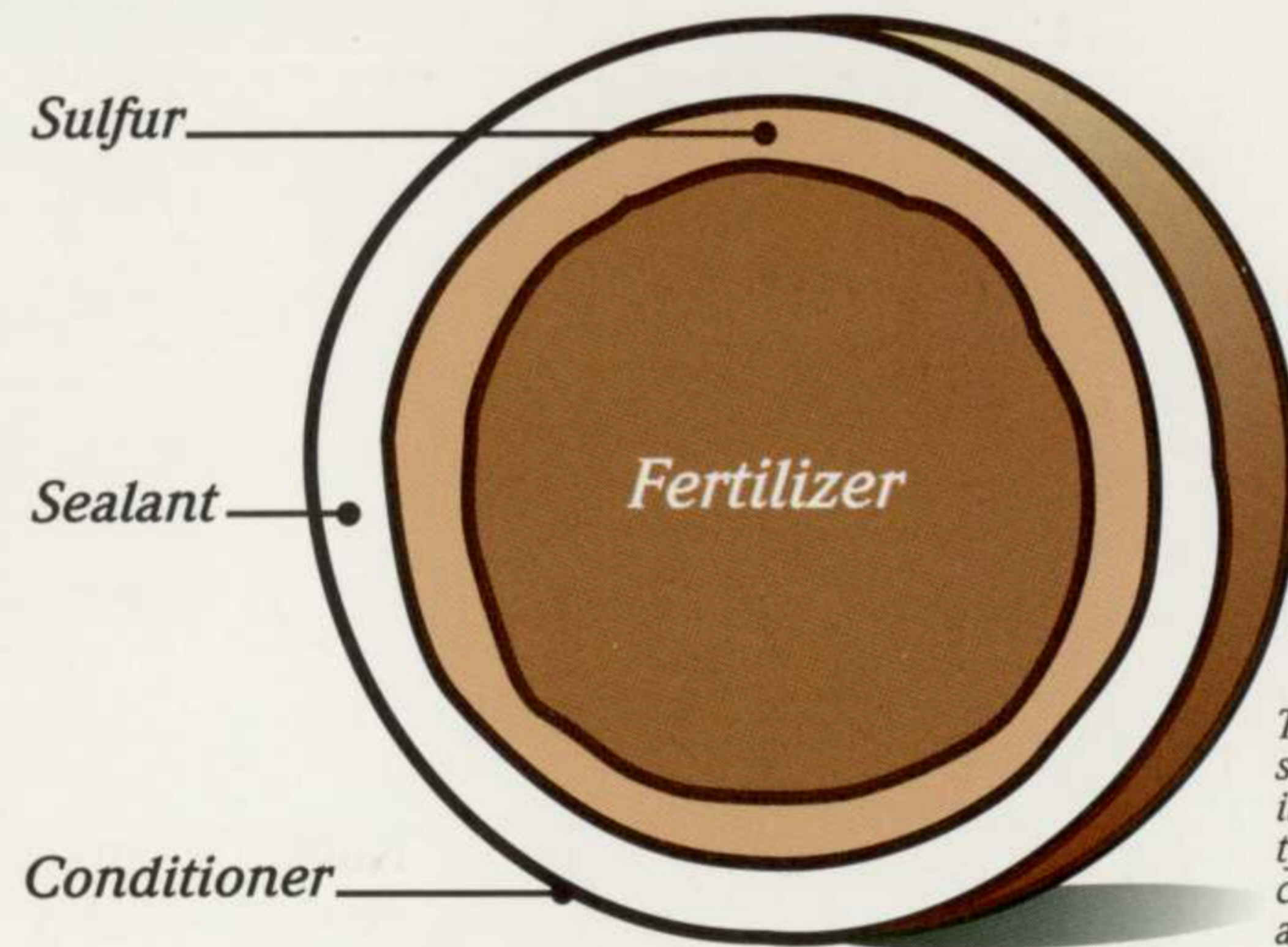
Today we produce sulfur-coated fertilizers at our state-of-the-art facility in Martins

Ferry, Ohio. The plant is fully automated for greater efficiencies in manufacturing and for a consistently uniform,

quality product. This enables us to offer our fertilizers at competitive prices.

The LESCO facility at Martins Ferry is the largest sulfur-coating plant in the world. Its products are shipped to fertilizer users worldwide.

The sulfur-coating technology was developed as a means of slowly releasing plant nutrients from water soluble sources over an extended period of time. The coating process involves spraying fertilizer particles with molten sulfur and then applying a



This cross section illustrates the typical composition of a sulfur-coated fertilizer granule.

coat of sealant. As the particles are cooled, a conditioning agent is added to keep the particles free flowing. The last step is a screening process that ensures uniform particle size.

The slow-release characteristic of a sulfur-coated fertilizer is determined by the thickness of the coating. Nutrients are released from sulfur-coated fertilizer by diffusion through pores in the coating and by natural breakdown of the coating.



Offering the most sulfur-coated fertilizer options in the industry.

By sulfur-coating different sized particles, LESCO has developed three distinct granular fertilizer product lines: Elite, Mini and Standard in a variety of analyses. Whether the turfgrass is a low-cut golf course putting green or a high-cut utility area, LESCO has a fertilizer that's right for the job.

LESCO formulates products for regional and seasonal needs and recommends fertilizers based on agronomic and cultural requirements.

LESCO Landscape & Ornamental Fertilizers.

LESCO Landscape & Ornamental Fertilizers are designed with a thicker sulfur coating for a much longer feeding duration than turf fertilizers. They feature 100 percent sulfur-coated nitrogen, phosphorus and potassium to provide superior nutrient availability and safety during all stages of ornamental plant production and maintenance. The steady, gradual nutrient release insures efficient uptake by plant roots.

LESCO Custom-Blended Fertilizers

If our wide selection of standard fertilizers doesn't meet your needs, LESCO can custom-blend a fertilizer to meet your specifications.

We can design fertilizers in a wide range of high analyses and high performance blends. Nutrient sources and release rates can be custom selected. Micronutrient packages can also be custom designed.

LESCO can also custom formulate and package private label fertilizer blends.

Delivering the benefits of sulfur-coated fertilizer.

Sulfur-coated fertilizers have several advantages over conventional water-soluble fertilizers. They offer slower and more controlled release of nutrients over a longer period of time for a more uniform growth response and a lower burn potential. There is also significantly reduced risk of volatilization, run-off or leaching from the root zone.

This slow-release feature enables you to make fewer applications at a higher rate, saving time and labor. Also, a more consistent growth rate reduces mowing requirements and the need to collect unsightly clippings.

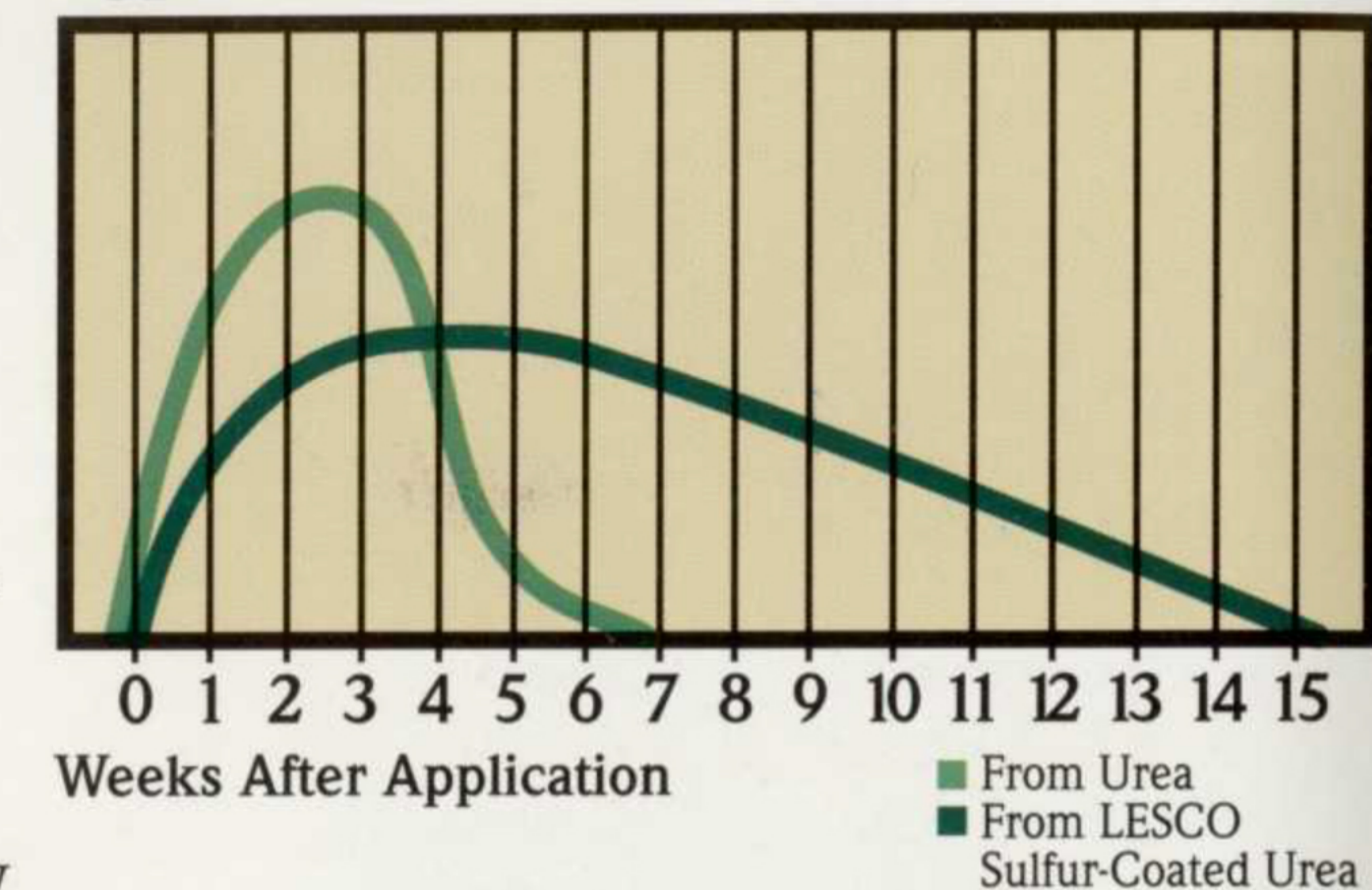
LESCO sulfur-coated fertilizers are produced in a uniform particle size that minimizes segregation in blends.

Sulfur-coated fertilizers also offer benefits over other slow-

release nutrient sources. For example, there is no significant delay in nutrient release following application so you begin to see results more quickly.

Nutrient release from sulfur-coated fertilizers is not adversely affected by excessive rainfall, irrigation or soil pH. It is also not dependent upon warm soil temperatures or bacterial activity.

Typical Growth Response



Buying results: fertilizers that work.

You can count on LESCO sulfur-coated fertilizers to perform. And you can count on the experts at LESCO to help you with all of your turfgrass challenges. Our team of fertilizer and seed specialists, golf course specialists and lawn care specialists are accessible and ready to help.

You can also be sure of the availability of LESCO fertilizers. Our products are warehoused in over fifty locations across the U.S. to serve your needs.

Contact your LESCO sales representative or call toll free (800) 321-5325 for more information on fertilizers or any other LESCO product.



*Elite Turf Fertilizers
(with micronutrients)*



Mini Turf Fertilizers



Standard Turf Fertilizers

LESCO fertilizer granules are formulated with a variety of phosphorus and potassium sources and are also available with iron, manganese and other micronutrients.

LESCO Elite Turf Fertilizers

This is the smallest particle size available and is designed for the most demanding turf management programs with turf cut below one-half inch. LESCO Elite Fertilizers provide 11 times as many particles per given area as the standard LESCO products.

The Elite Fertilizers are especially well-suited for use on golf course greens and tees or fairways cut with light-weight mowers. Particle size and density virtually eliminate mower pickup.

LESCO Mini Turf Fertilizers

The Mini Turf Fertilizers are designed for more demanding turf management programs with turf cut above one-half inch. They provide three times as many particles per given area as the Standard LESCO products.

LESCO Standard Turf Fertilizers

Designed for most turf management programs with turf cut above one inch, LESCO Standard Turf Fertilizers are produced in a wide array of analyses.

For more information contact your LESCO Sales Representative or call toll free **(800) 321-5325**. In Cleveland, call (216) 333-9250.

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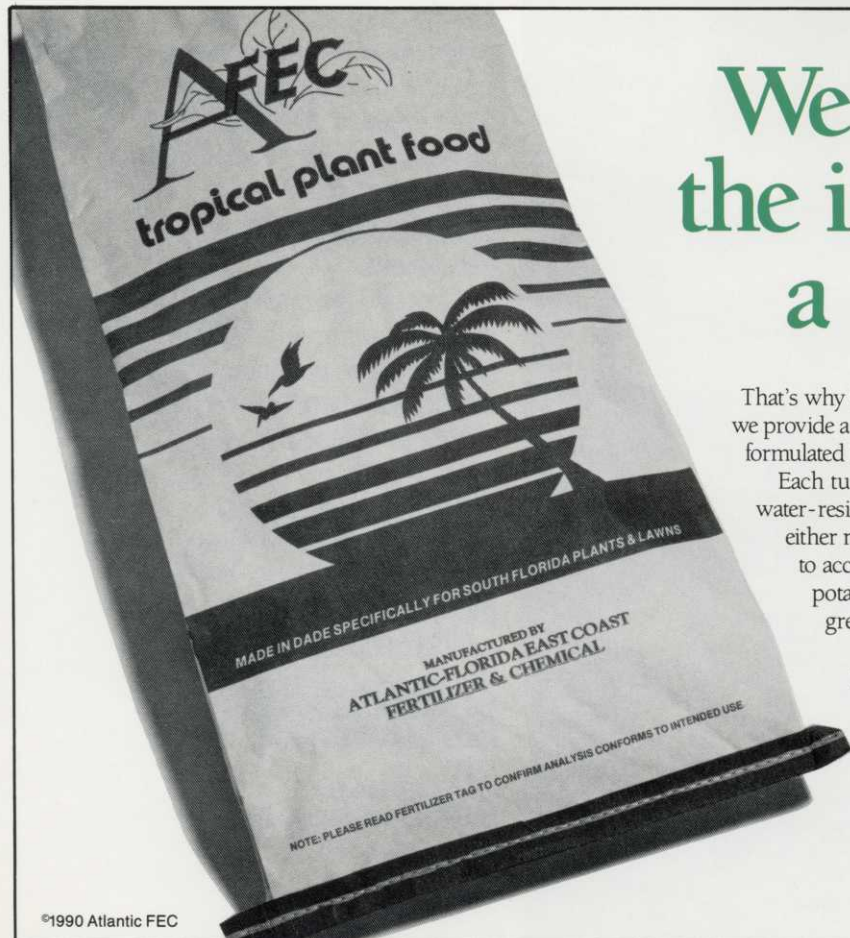
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Wilderness County Club was the second golf course built in Collier Country. Now in that county there are more golf courses being built than any place on earth. But we doubt you'll find one in Florida that's any prettier than the course developed by Paul Frank.

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Golfers have set such high standards for their golf courses that maintaining these standards is difficult, expensive and sometimes impossible to achieve. Yet golf course superintendents "bat" far better than superstars in other sports endeavors.

GREENWARD WETLANDS DEFINITIONS GET SOME REVISION 30

The feds have come up with a revised manual for identifying wetlands according to hydrology, vegetation and soil. Golf course developers and managers would be well-advised to learn the latest.

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It seems that even accomplished golfers can't understand the nature of the surface they're playing on. Editor Joel Jackson talks about nitpickers and tough critics.

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TURFGRASS QUIZ

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Problem:
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 bad lies

Answer:
 Please see
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For many years we superintendents have recognized the need for a strong lobby to represent us in Tallahassee. With conception of the Florida Golf Council and through its executive director, former Lt. Gov. Bobby Brantley, we have seen this lobbying process become a reality. But yet there is

trouble in River City.

The Florida Golf Council was envisioned to bring together all of the different facets of our industry to form one voice. This could be the most politically power-

ful voice in Tallahassee.

We have probably the best man on the job that we could hope to ask for. If you wrote a job description for this position, you would be describing Mr. Brantley to a tee. The Florida Golf Council has almost all the key ingredients to be successful: it has the vision, the direction and the right people.

What it does not have is the members.

At this time a small segment of our industry that is financially carrying the overwhelming majority. It seems that private member-owned golf clubs feel they are immune to the regulatory climate and they don't need to support the council. This self-deceiving attitude will surely lead to problems that could

well be the death of not only these private clubs — but the whole golf industry.

It is sad to see the Council hard at work on issues such as taxes on club memberships and minimum spending for the benefit of all the clubs and only being supported by a few dedicated clubs and groups.

It is time for the fence-straddlers to get off their derrieres and get into the battle. Never before has the very existence of our industry been threatened as it is today. Yet we see constantly an attitude of nonchalance from the very people, club members, who are going to be affected the most.

The FGCSA is convinced that the creation of the Florida Golf Council is the most important event to happen for golf's future in the last 20 years. We also put our money where our mouth is and have contributed \$7,500 this year alone.

We are thoroughly confused about club managers, club presidents and other elected private club officials not doing their part. For you see it is the club members who have the most to lose. The increased cost from new taxes and regulations will be paid by the club members.

Club members have a vested interest to become involved — especially through their financial support.

We must have this representation and if everyone does their fair part we will be successful. Pick up the phone and call the council at 904-893-9755. Talk to Bobby Brantley. We think you will see the Florida Golf Council is deserving of your support.

Tom Benefield

Florida Golf Council deserves support



Tom Benefield, CGCSA
FGCSA President

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TURF NEWS

ROUNDUP

Golf Summit helps identify apathy as major hurdle

From comments by state officials and bureaucrats who addressed a Florida Golf Summit in Tampa, Oct. 3-4, golf courses soon could be on the receiving end of several broadsides from water management districts and the Florida Legislature.

The industry may be easy prey unless the Florida Golf Council grows and gets stronger.

The council, a relatively new confederation of people who believe in the positive economic value of golfing and golf courses, sponsored the Summit with hopes of finding ways to effectively unify and mobilize concerned people to go out and recruit others to join the cause.

The summit, held simultaneously with the 16th annual Water Management Conference, heard ideas such as:

- All golf courses should be forced to use "recycled water" (sewage effluent) and pay the entire cost of installing distribution lines and pumping the effluent from the various public water facilities — plus pay a per gallon fee for using the recycled water. This notion was strongly voiced by David York, director of reuse for the state Department of Environment Regulation.

- A proposal by Rep. Sandy Safley (R-Pinellas County) to create a state water fee for all users of water at 10 cents per thousand gallons. Safley said his intention was that most users, including residential users and golf courses, would pay but agriculture would be exempted from about 90% of the fee.

Apathy and inaction, especially among golf course owners, shows the industry



Florida Golf Council Executive Director Bobby Brantley

may not be able to prevent the financial and restrictive disaster it faces — unless things change quickly.

Those conclusions were reached by many at the Summit.

The Council, which hopes to effectively lobby against unreasonable law-writing by legislators and over-restrictive rule-making by bureaucrats, has been served by leaders such as Chairman Raymon Finch, owner of Emerald Dunes in Palm Beach County, and Executive Director Bobby Brantley, former state lieutenant governor.

Even though there was concern about the slow response of many golf courses to join and support the council with membership fees, those present agreed to work hard to recruit new members and make the council work.

Among those making the strongest defense of the golfing industry and its positive benefits for the state were FGCSA President, Tom Benefield (see Page 31), and Tim Hiers, an FGCSA past president and committee chairman for governmental affairs.

Hiers was one of several individuals receiving special recognition from Brantley for his assistance and hard work over the past year — the first year — of the Florida Golf Council.

ALSO

Florida has more golf courses and more golf holes than any other state but it doesn't have the most golfers 10

Golf course design and maintenance practices are two factors which heavily influence the speed of play 12

The 63rd International Golf Course Conference and Trade Show sponsored by the GCSAA is expecting a record-breaking crowd to fill the New Orleans Convention Center, Feb. 10-17. 12

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State ranks fifth in total number of golfers but is a modest 24th in resident percentage

Florida has more golf courses and more golf holes than any other state — and its lead is widening — but it doesn't have the most golfers and the state's participation rate — percentage of residents who play golf at least once a year — barely makes the top half of the rankings, according to the 1990 Golf Participation Report recently released by the National Golf Foundation.

California has the most golfers with 2.8 million, according to the biennial NGF study. Florida ranks fifth with 1.37 million.

Minnesota leads the nation in participation: 21.2 percent — more than one resident in five play golf. But only 12.3 percent of all Floridians play the game, putting the state 24th in participation.

Nationally, the total number of rounds played in 1990 increased by 6.9 percent to 502 million.

"Core golfers" — those who play eight or more rounds a year — have increased by 4.4 percent to 11.8 million.

The NGF segments the U.S. golfing population into three categories — core golfers, occasional golfers (those age 18 or older who play fewer than eight times a year) and juniors (those age 12-17 who play at least one round a year).

Together these three segments total 27.8 million. Exactly half (13.9 million) are "occasional golfers," 42 percent are "core golfers" and 8 percent are juniors.

"Of these three segments," says NGF Senior Research Director Mike Russell, "the core golfer is undoubtedly the most important to the U.S. golf industry and economy."

"Occasional and junior golfers are important to the golf industry not only for what they already contribute to the overall golf economy, but also for the potential they hold for becoming core golfers."

Other highlights of the report:

- Since 1986, rounds played have increased at an annual compound rate of 4.6 percent (from 418 to 502 million)... participants at a rate of 8.7 percent (from 19.9 to 27.8 million).

- As in prior years, the 1990 survey shows that a majority (70.3 percent) of the rounds played in the U.S. are being

recorded at public facilities. By the same token, it shows also that, on average, private club players play more often (24.6 vs. 16.2 rounds per year) than do those who play at public facilities.

- Last year, the total U.S. golf population increased by 3.6 million (14.9 percent). Each segment experienced increases as well: core golfers by 500,000 (4.4 percent); occasional golfers by 2.5 million (21.9 percent); and juniors by 577,000 (40 percent).

- Hispanics comprise 2.5 percent (694,000) of the U.S. golf population, while blacks account for 2.3 percent (650,000) and Asian/Pacific Islanders for 0.7 percent (192,000).

- Of the 2.8 million people who played the game for the first time this year, 1.2 million or 43 percent were women. This compares to 1989 when 41 percent of all new players were women.

- Seniors (age 60 and older) constitute a much higher percentage (22.5 percent) of core golfers than of occasional golfers (9.1 percent). In addition, although the number of senior golfers is currently holding steady at approximately 3.9 million, they are on a decline as a percentage of the overall U.S. golf population... 14.1 percent in 1990 as compared to 16.5 percent in 1986.

- The national participation rate (percentage of U.S. population that plays golf) increased from 12.0 percent to 13.5 percent in 1990. The highest rates are found among those in their 20s and 30s. Participation in these two age groups are 16.3 percent and 16.2 percent respectively.

"One of the more intriguing statistics for 1990 is the 40 percent growth in junior golfers," noted Russell. "It prompted us to undertake a follow-up telephone survey of golf facilities and junior golf programs, and we discovered that there was indeed an upsurge in juniors taking up the game in 1990... especially among females."

The NGF's 1991 golf participation survey was conducted in January 1991 by Market Facts Inc. of Chicago. A total of 58,292 individual responses were obtained from more than 24,000 households.

Participation Rate

Percentage of residents who play golf

1.	Minnesota	21.2
2.	Utah	21.0
3.	North Dakota	19.3
3.	Wisconsin	19.3
5.	Wyoming	17.4
5.	Iowa	17.4
7.	Idaho	17.0
8.	Michigan	16.9
9.	Illinois	16.0
10.	Ohio	15.3
11.	Nebraska	15.0
12.	Colorado	14.5
13.	Massachusetts	14.3
14.	Kansas	13.8
14.	Indiana	13.8
16.	Arizona	13.7
17.	New Mexico	13.6
17.	Montana	13.6
19.	Washington	13.4
20.	Nevada	13.0
20.	South Dakota	13.0
22.	Oregon	12.9
23.	Connecticut	12.8
24.	Florida	12.3
25.	California	11.8
26.	Missouri	11.7
27.	Vermont	11.6
28.	Kentucky	11.1
29.	North Carolina	11.0
29.	New Jersey	11.0
31.	New York	10.9
31.	Rhode Island	10.9
33.	Pennsylvania	10.8
33.	Maine	10.8
35.	Texas	10.5
36.	Maryland	10.0
36.	South Carolina	10.0
38.	Oklahoma	9.6
39.	Georgia	9.5
39.	New Hampshire	9.5
41.	Virginia	9.4
42.	Delaware	9.3
43.	West Virginia	8.8
44.	Tennessee	8.5
45.	Alabama	7.9
46.	Louisiana	5.6
46.	Arkansas	5.6
48.	Mississippi	5.3
49.	Dist. of Columbia	4.0