# Introducing the First Complete Line of Potassium Nitrate-Based Turf Products.

# Supported by Research

You've read the studies. A desirable ratio of potassium and nitrogen makes stronger turf requiring less maintenance. You know this is a higher ratio of potassium to nitrogen than you're applying now.

### Controlled-Release: the Key

But what choice have you had? Controlled-release materials are the basis of advanced turfgrass fertility programs. And until recently, controlled-release potassium nitrate has not been available.

Now K-Power's MultiCote<sup>®</sup> controlled-release coating allows you to apply the benefits of potassium nitrate-based fertilization across your entire program: Greens Grade, Fairways, even Combination products.

# K-Power® Builds Stronger Turf

K-Power's potassium helps turf plants

better regulate water levels in their tissue and increase cell wall thickness. The plant is better able to resist temperature and drought stress as well as fungus and insect attacks. Without costly chemical treatments. Stiffer leaves support the A COMPLETE LINE OF POTASSIUM NITRATE-BASED PROFESSIONAL TURF PRODUCTS

# PREMIUM TURF

(It's about time.)

CIRCLE #101

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golf ball for better shotmaking. Even if you mow a little higher. Clippings are reduced because K-Power's desirable ratio of potassium to nitrogen reduces the rate of leaf growth.

And the low salt index of chlorine-free K-Power potassium nitrate makes it one of the safest turf fertilizers available.

# **Unique Formulas**

The Greens Grade line includes the only ammoniated homogenous products that combine the benefits of methylene urea and potassium nitrate.

The Fairway Blends provide a unique 50/50 ratio of controlled-release nitrogen to controlledrelease potassium. For the growth and green-up you need. When you need it.

# **Trial Programs**

Contact your distributor for more information on K-Power and the world's most perfect trial program. Or call us at 1-800-227-2798



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# Turf professionals choosing safer four-wheel work vehicle

About the independent study director



Dr. Paul Riedesel

Dr. Paul Riedesel has directed research studies for a variety of Fortune 500 companies.

He has more than 14 years of marketing research experience and knows the turf care industry well. As an independent consultant, he directed the Torosponsored survey on work vehicle roll-overs in June 1993.

Riedesel received a doctorate in 1974 from the University of Nebraska. He has published numerous articles in scholarly. business and trade journals, and has taught graduate courses in research methods. He is president of Action Marketing Research, a Minneapolis-based research supplier firm.

# Advanced Toro Workman<sup>™</sup> eliminates need for three-wheel configuration

URNING PERFORMANCE AND SAFETY. Turf care professionals have rarely used both words to describe the benefits of the industry's heavy-duty work vehicles, and for good reason. Until now, the vehicles have primarily had a three-wheel design that, although has offered needed maneuverability, is known to be a leading factor in work vehicle roll-overs.

The Toro Company wants you to know that three-wheel work vehicles used in turf applications can be dangerous and are not necessary today.

An alternative now exists.

To prove its point, Toro is publishing the results of objective, new research that confirms the danger of three-wheel work vehicles. After reading the research results that follow, Toro thinks you'll agree:

• The four-wheel work vehicle configuration is safer than the threewheel vehicle design.

• The need for three-wheel work vehicles is eliminated entirely with Toro's Workman<sup>™</sup> vehicle. It combines four-wheel stability with threewheel vehicle maneuverability.

TORO

WORKMAN

• In the remote chance that an operator mistake causes a roll-over, the Workman provides a standard roll-over protection system (ROPS) and driver's side hip and shoulder restraint bars to protect the operator.

### Majority of work vehicle roll-overs involve three-wheel vehicles

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The Toro Company sponsored an independent survey to measure the nature of work vehicle roll-overs.\* A telephone survey was conducted with more than 250 randomly selected golf course superintendents who geographically represented both nine and 18+ hole courses throughout the United States. The findings of the study are accurate within plus or minus 5 percent.

### ONE OUT OF EIGHT HAS EXPERIENCED ROLL-OVER IN LAST FIVE YEARS.

Superintendents were asked a series of questions regarding their own experiences with work vehicle roll-overs during the past five years.

• About 12 percent of the respondents recalled one or more roll-overs involving work vehicles. Altogether they cited 43 different incidents.

• Of approximately 12,800 U.S. regulation golf courses, it is projected that 1,500 courses have had a work vehicle roll-over in the last five years.

### THREE-WHEEL WORK VEHICLES ROLL-OVER MORE OFTEN.

The clear majority of roll-overs mentioned involved three-wheel work vehicles.

• Nearly 80 percent involved three-wheel work vehicles.

• Almost six out of 10 of the incidents involved a leading supplier's three-wheel work vehicle.

"It is very clear that a three-wheel work vehicle is inherently less stable than a similar four-wheel work vehicle," said Jim Seifert, senior attorney for The Toro Company.

To make an already dangerous situation worse, Seifert added, "many three-wheel work vehicle operators don't know of the vehicle's instability or the numerous opportunities to encounter unstable turf care conditions-holes, ditches, sand traps and sharp turns. Furthermore, work vehicles respond differently each time an attachment or accessory is added or a load is hauled."

### ONE OUT OF FIVE EMPLOYEES WHO HAVE HAD A ROLL-OVER MISS WORK.

The reasons to decrease the likelihood of such work vehicle accidents are obvious. Increasing worker safety is foremost. Second, is preventing costly downtime from employee absenteeism, having to replace a worker and/or equipment, or simply not getting the job done.

• In 28 percent of the roll-overs cited during the survey, a superintendent reported that someone was treated by a doctor as a consequence of that roll-over. (The severity of the accident wasn't revealed.)

• Nearly one out of five workers missed work as a consequence of the accident.

These statistics confirm what the industry has known all along, according to Bruce Lunning, a senior loss control specialist for the St. Paul Fire and Marine Insurance Company located in St. Paul, Minn. "Work vehicle roll-overs may not happen every day on a golf course, but when they do, they are the most serious accident that can happen with these vehicles," Lunning said.

"From an accident prevention standpoint, operators must be aware of the terrain they are operating on and the limitations of their work vehicle. They also need to know that these factors will change with every attachment, accessory or load that's added."

### FOUR-WHEEL IDENTIFIED AS MORE SAFE THAN THREE-WHEEL VEHICLE.

• Almost seven out of 10 superintendents believe that four-wheel vehicles are more safe than three-wheel work vehicles.

These results validate the industry's need for a work vehicle that combines the best feature of a three-wheel vehicle (maneuverability) in a highly capable four-wheel design.

### Toro offers operator safety education materials

The Toro Company offers many operator safety education materials produced in both English and Spanish, including the following:

• Workman 3000 Series Operator Training Videotape. This 25-minute videotape teaches operators how to use the Workman in a responsible and safe manner. A free copy comes with each Workman purchase.

• Turf Maintenance Equipment Safety Program. This program was designed specifically for golf course employees by Toro and the St. Paul Fire and Marine Insurance Company. It addresses 28 different safety areas related to commercial cutting equipment and incorporates a videotape, audio tape, written manual and follow-up tests.

Copies of the turf maintenance equipment safety program and the Workman videotape can be purchased for a small fee from your local Toro distributor by calling 800/803-TORO (8676) and touching extension number 152. For the Workman videotape, request Form 93-110-SV. For the equipment safety program, request Form 92-794-SV.



Supervisors can choose from many operator safety education materials offered by Toro.

\* Although Toro was the study sponsor, the research was designed and executed by an independent research company who also compiled the results. To achieve objectivity, neither the interviewing personnel nor the respondents were told who the study sponsor was.

# Conclusion: Toro Workman replacing three-wheel work vehicles

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The move from three-to safer four-wheel work vehicles is no surprise to The Toro Company. It was a logical evolution-not just a passing trend-that the company saw coming. That's why it made the decision to meet both needs-safety and turning performance-in its Workman vehicle.

In fact, in the survey regarding roll-overs, Toro found that a significant number of golf courses-projected to be more than 3,000-may have changed their mix of vehicle types within the past five years, at least in part from concerns about three-wheel work vehicle safety.

And with good reason, said Jim Seifert. "Superintendents fear the remote risk of a lawsuit if the employer has a history of work vehicle roll-overs and is found to exhibit gross negligence. In some instances, employers can be fined by OSHA, as well," Seifert said. "Depending on the nature of a roll-over incident, there is also the possibility of job loss for the superintendent, and a damaged reputation for the golf course. The result can be increased premiums for general liability insurance and workers' compensation, "he added.

### TORO WORKMAN OFFERS A CHOICE.

Work vehicle safety is a concern that doesn't have to be a distraction anymore. Now there is a work vehicle that meets those safety and performance needs. It's Toro's heavy-duty Workman vehicle. It offers a high-performance,

high-capacity design with features that mean greater safety and decreased liability risk:

• Four-Wheel Configuration-fourwheel design means greater stability (especially with different attachments and loads) than a three-wheel work vehicle.

Operator Forward

Design-large payloads are evenly distributed with enhanced balance and flotation.

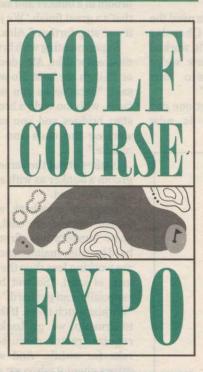
• Standard Roll-Over Protection System (ROPS) – all Workman vehicles come equipped with an unobtrusive ROPS, as well as standard driver's side hip and shoulder restraint bars for operator protection in the event of a roll-over.

 Supervisors' Third High Lockout Key– supervisors can limit the vehicle's maximum speed for a safer environment and to reduce operator misuse.

The Toro Company knows that as a turf care professional, you want to get the big jobs done fast but right by protecting the health of your employees. Toro believes a four-wheel work vehicle is the best choice for accomplishing that important mission. The research proves you agree.

Choose the Workman.

The Toro Company Commercial Marketing Services Dept. 8111 Lyndale Ave. S. Minneapolis, MN 55420-1196 An Exciting Show & Conference From the Publishers of *Golf Course News* 



ORANGE COUNTY CONVENTION CENTER Orlando, Florida November 11-12, 1994

A NATIONAL EXHIBITION AND CONFERENCE FOR OWNERS, Superintendents, Managers, And Developers Of Public-access Golf Facilities









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# STRICTLY PUBLIC-ACCESS. No need to translate private gourse solutions to your public operation

The growth in public-access is staggering: 80 percent of the 1,300 courses that opened for play between 1990-93 were either daily-fee or municipal.

Yet this astounding growth is a double-edged sword. Clearly, the market is booming—but the boom also means more competition. In a crowded marketplace, maintaining quality conditions on your course in the face of high traffic, and at a reasonable cost is even more important. Marketing your course takes on added significance. And efficient management doing more with less—becomes an absolute must.

The key to success in any business—including the business of golf—is staying on top of new trends, partnering with vendors, and finding creative solutions. And Golf Course Expo is a carefully designed event to provide all three—and give you the edge.

# IT ALL STARTS WHEN YOU TOUR THE EXHIBIT HALL

Save money and months of investigation by pinpointing the vendors who can help you on the trade show floor. Talk with the leading companies who'll be there for all your needs—equipment, chemicals, seed, builders, accessories, sod, golf cars, consultants, management software, fertilizers, architects, and marketing firms. Your free VIP Pass allow you entrance to the show floor.



# TALK SHOP—RIGHT ON THE SHOW FLOOR

While you're in the Exhbit Hall, attend Shop Talks free of charge, as part of the Expo. During these vendor-sponsored sessions set up on

the show floor, suppliers will showcase solutions, feature their products and services, and address critical industry trends. This is your chance to hear in-depth discussions from vendors on the use of their products.

# BRING THE WHOLE TEAM AND MULTIPLY THE BENEFITS

Golf Course Expo is a must-attend for superintendents, managers, owners, operators, general managers, golf administrators, directors of parks and recreation, builders, architects, and developers. This is a great chance for all of the individuals who make buying decisions at your course to find key products and services that will help your facility operate more effectively and efficiently.

# **GELEBRATED FEATURED SPEAKERS**



The opening sessions at 9 a.m. each day of the show are open to all Expo attendees—just show your VIP Pass. This year's keynote speaker on Friday, November 11, is Arnold Palmer. He'll kick off Golf Course Expo with a discussion on the blic access colf a growth backs

astounding growth of public-access golf—a growth he has witnessed first-hand. He will provide his unique perspective about where it's going, via the design of more daily-fee, municipal and resort courses—and their efficient operation.

Golf Course Designer Robert Trent Jones II will be the featured speaker on Saturday, November 12. Jones will discuss the practical aspects of public-access golf, and what course superintendents, owners, developers and operators must do to survive in today's everchanging marketplace.



# Orlando—America's favorite venue

Golf Course Expo will be held at the Orange County Convention Center, a world-class convention facility conveniently located on International Drive in Orlando, Florida. The state-of-the-art complex offers easy access, ample parking, and fully-equipped conference facilities. It's an economical and easily accessible location—and one of America's favorite destinations.

# This is one show you simply can't afford to miss!

Complete and fax the Free VIP Pass Registration Form to 508-778-7718 or mail it to Golf Course Expo, CDS P.O. Box 1328, Hyannis, MA 02601.

Better hurry—this is one show you don't want to miss!

# DON'T MISS THE CONFERENCE — PENCIL IN TIME TO ATTEND THE SEMINAR SESSIONS

Register for the 2-day multi-tracked conference that runs throughout the Expo. Golf Course Expo's three concurrent conference tracks zero in on solving problems and easy-to-adapt operational ideas that really work. You can design your own personalized program among the three concurrent tracks—check out the conference-at-a-glance chart to mix and match sessions to meet your needs. There is a fee to register and attend the conference—send for the complete program.

# Conference-at-a-Glance

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Friday, November 11				SATURDAY, NOVEMBER 12			
9:00 a.m.	Keynote Speaker: Arnold Palmer			9:00 a.m.	Opening Speaker: Ro	bert Trent Jones II	inter entre contra
10:00 a.m 5:00 p.m.	All Day Exhibits • Shop Talks			10:00 a.m 5:00 p.m.	All Day Exhibits • Shop Talks		
	Development Track	Maintenance Track	Management & Marketing		Development Track	Maintenance Track	Management & Marketing
1:00 p.m.	Trends in the U.S. Golf Market for New and Existing Public-Access Facilities	Maintenance on a Shoestring	Creative Golf Marketing: How to Boost your Bottom Line without Spending a Fortune	1:00 p.m.	How to Design New Golf Courses or Renovate Existing Ones to Boost the Bottom Line	Environmental and Turfgrass Research— What We've Learned	Creative Purchasing There's Strength in Numbers
2:00 p.m.	Water Quality Impacts for Golf Courses	Dealing with Traffic: Maintaining Quality in the Face of High Volume	Yield Management: Maximizing your Daily Tee Sheet	2:00 p.m.	Availability of Capital: Traditional and Non-Traditional Lenders	Maximizing Equipment Productivity	Agronomy for non-agronomists
3:00 p.m.	Alternative Golf Developments: Profits in Golf Complexes	Water, Energy and Wildlife Conservation Measures on the Golf Course	Anatomy of a Tournament Outing	3:00 p.m.	Innovative ways to Build Public Access Golf Courses	Staffing for Success	Maintaining the Right Operational Focus
4:00 p.m 5:00 p.m.	Exhibits			4:00 p.m 5:00 p.m.	Exhibits		

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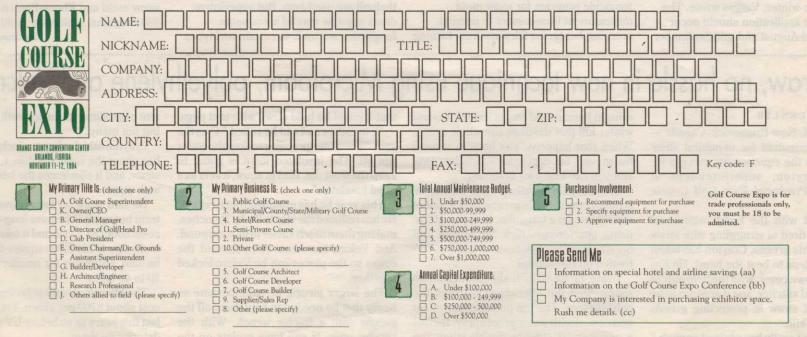
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# SECURITY

Job performance is judged on results not intentions. So it pays to use tools you can rely on. Like Barricade herbicide. Barricade gives you consistent season-long control of crabgrass, goosegrass, and other grassy weeds. Even better, Barricade's prescribed rates deliver the precision timing you need to accurately determine its length of control. So you can overseed precisely when you need. Barricade is safe on turf and doesn't stain or leach out of the weed germination zone. And Barricade's lower active ingredient makes it easier on the environment. Barricade herbicide. The cost-effective turf management tool that makes you and

your course look good. To receive your **FREE** brochure and product label, call **1-800-435-TURF** (8873).

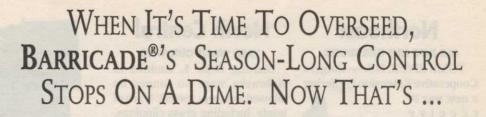
ENGTH OF CONTROL OF CRABGRASS

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Barricade Herbicide SEASON-LONG CONTROL THAT STOPS ON A DIME SANDOZ Read and follow label directions carefully. Barricade Herbicide is a registered trademark of Sandoz Ltd. © 1994 Sandoz Agro, Inc.



# CONFIDENCE

Yours is a precision business. So you need turf management tools that give you predictable results. Like Barricade herbicide. A single early application of Barricade provides consistent seasonlong control of crabgrass, goosegrass, and other tough weeds. And when you're ready to reseed - no problem. That's because Barricade's prescribed rates deliver the precision timing you need to accurately determine its length of control. Its low solubility keeps it near the surface, in the weed germination zone, and away from developing roots. And Barricade's low active ingredient makes it easier on the environment. What's more, Barricade eliminates the concern for staining. Barricade herbicide. Cost effective performance that builds

confidence. To receive your **FREE** brochure and product label, call **1-800-435-TURF (8873)**.





Barricade Herbicide SEASON-LONG CONTROL THAT STOPS ON A DIME

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From Shanghai to Bombay, the golf industry in Asia has experienced unprecedented growth over the past decade. As new markets emerge and existing markets mature, opportunities for those providing golf related products and services will continue to evolve.

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By the exhibitors' own estimates, more than US\$131 million in total sales have been concluded through their participation in Golf Asia over the last four years.

Golf Asia '95 will continue to cater to two broad segments of the trade. For those exhibitors in the Industry Section, attendees will include club owners, managers and superintendents. Exhibitors in the Commercial Section interface with the region's top retailers, club professionals, distributors and membership brokers.

Golf Asia '95 will further expand what is already the region's most comprehensive educational programme.



This will include the 5th Asia Pacific Golf Conference, the foremost golf course development and management seminar and, for the third year running, the Golf Course Superintendents Association of America (GCSAA) will conduct a series of seminars offering the trade targeted information.

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No surprises. A lot of fungicides promise that, but Sentinel delivers. That's because Sentinel is three ways better than the fungicide you're using now. First, Sentinel is the best broad spectrum preventative fungicide available with excellent control of brown patch, dollar spot, summer patch, and 11 other major diseases. Second, Sentinel's superior control lasts much longer than other fungicides - keeping you way ahead of the problem. And third, Sentinel's rates are the lowest of any fungicide a big plus for you and the environment. Sentinel Turf Fungicide. The most effective way to keep your course free from damaging

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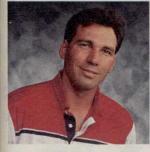
Sentinel Fungicide LONGEST CONTROL BEST PERFORMANCE LOWEST RATES

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# "WORST-EVER" SNOW MOLD DAMAGE HITS UNTREATED FAIRWAYS HARD; TEES AND GREENS "COME OUT CLEAN" WHEN TREATED WITH DACONIL 2787" FUNGICIDE.



The winter of 1993-94 was a tough one in Southern Michigan with bitter cold and snow cover that stayed put until March. Then, as the days warmed and the ground thawed, the Snow mold hit. "On the fairways, where I don't treat, it was the worst I've ever seen," recalls Dan Billette, Course Superintendent at Lenawee Country Club in Adrian, MI. On tees and greens, however, where Dan had used Daconil 2787° Flowable Fungicide from ISK Biosciences Corporation, "we didn't have any problem at all."

Dan Billette, Superintendent, Lenawee Country Club, Adrian, Michigan

Michigan Built in 1920, Lenawee Country Club lies on hilly terrain. It has mature trees and small, undulating, heavily bunkered greens that make very challenging targets. The turf is a 50/50 mix of bentgrass and *Poa annua*. Snow mold is always a concern. That's why Dan's been on a preventive program since 1990. And on the tees and greens treated with Daconil 2787, "I've come out real clean every year."

### Daconil 2787 all year long

You might say that Daconil 2787 is the cornerstone of Dan's turf management program. "I use it steadily through the growing season on tees and greens, and on fairways, too. It gives me excellent control on both Brown patch and Dollar spot. I've even used it for Red thread.

"What I really like about Daconil 2787, though," Dan continues, "is the sticker they use. It's incredible. Once it dries, it's on the leaf. And even after it rains, you can still see it. It's really impressive to me how well it hangs on. It's been a very reliable product for me."

For control of both Gray and Pink snow mold, Dan uses Daconil 2787 in a tank mix with Chipco\* 26019. He watches the long range weather forecast through mid-November and then, just before the first real snows, he applies 8 oz of Daconil 2787 and 6 oz of Chipco 26019 per 1000 sq ft. When possible, a second application during a mid-winter thaw is also recommended.

Do you rely on Daconil 2787? If you tell us your success story and we use it in an ad, we'll donate \$100 to your favorite charity. Write Jackie Tengler, ISK Biosciences Success Stories, 5885 Landerbrook Dr., Suite 215, Cleveland, OH 44124.

Always follow label directions carefully when using turf and ornamentals plant protection products. (B) Registered trademark of ISK Biosciences Corporation. \* Chipco is a registered trademark of Rhone-Poulenc Ag Company.

DACONIL 2787 DACONIL 2787 The cornerstone of your turf management program.



# No belts. No pulleys. No kidding.

The Jacobsen HR-5111's exclusive Multi-Motor deck design delivers a whole new angle on rotary performance.

Individual hydraulic motors drive each blade for unmatched cutting power, while eliminating time-consuming routine maintenance. This design also enables the blades to rotate in opposite directions for more even clipping dispersal. Team that with our floating-decks, and you've got a cut so clean you'd swear it was done by a reel mower.

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Individual hydraulic motors drive each blade for unmatched cutting power and reduced maintenance.

you mow up to 65 acres a day. Plus, agile rear-wheel power steering, a compact design and hydrostatic 4WD allow you to cover ground that other production rotaries simply can't.

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