

Buyers alliance reports continuing growth

WATERLOO, Iowa — VGM Golf, Inc., a buying alliance for golf course superintendents and others in the green industry, has added 22 new participating manufacturers.

Signing on with the Waterloo, Iowa-based company are the Adam Dean Group, Antigua, Black Rock, Burlington Golf, Bushnell, C.L.K. & Associates, Canterbury Belts, Capitol Cigar, Cobra Eyewear, Dann Dee Displays, DME

Rangefinders, Florsheim Shoes, Gold Eagle, Golfers Gallery, Maxfli, Miller Sports, Mobile Pro Shop, Pickseed West, Pro Shot Golf, Real Golf Vacations, Signature Concepts and Sport Haley.

VGM Golf now has 85 participating manufacturers who offer its more than 900 members competitive pricing, as well as programs that may include improved terms, lower minimums, extended dating, cash rebates and/or freight discounts.

EPIC offers 4th super's training video in Spanish

WEST BEND, Wis — EPIC of Wisconsin, Inc. has released "Safety Basics on the Golf Course," the fourth in a series of Spanish versions of the "Superintendent's Video Workshop."

The 26-minute video promotes and stresses personal responsibility for a person's safety, using examples from the maintenance facility, on the

course and with power equipment.

Other Spanish videos are "Greens Mowing Tips & Operation," "The Knowledgeable Operator I" (for ride-on equipment) and "This Is a Golf Course."

More information is available from EPIC of Wisconsin, Inc., 600 East Progress Dr., West Bend, Wis., USA 53095; telephone 414-338-3700.



Playability is a hard taskmaster. Getting it is a science. And an art. A business and a pleasure.

Day after day—and sometimes night after night—it all depends on the golf course superintendent.

Since 1922, we've known generations of them.

The best have always been easy to spot. You can see it in their courses. The way they look. The way they play. You can see it in the superintendents themselves. There's a passion, a drive and a huge pride in everything they do.

Over the years, we've been motivated, energized and inspired by these people to do our best work.

We invented and improved our best products, developed and sharpened our most important services, even expanded into other businesses because of them. All of Toro is dedicated to helping you put quality into play because, as one superintendent put it, "playability can be defined in just two words.

Everybody's happy."

Mole Crickets

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equipment designed to place the pesticide below the soil surface. This equipment is now commonly available for use with granular and liquid pesticide formulations. The advantages of this equipment are reduced surface residue of pesticides, less chance of drift and runoff, possibly increased effectiveness, and lower rates of pesticides.

Meanwhile, the most exciting research may be in seeking biological methods to add to our arsenal for managing mole crickets. Using the red-eyed fly as a cricket parasite in Florida has shown success and recently we put a lot of hope in the commercial production and use of insect parasitic nematodes. While the level of control experienced from these nematode products was modest, they provided superintendents with an option to conventional pesticides, which was particularly useful in environmentally sensitive areas.

However, the economics and frustrations of commercial production, as well as the limited range of conditions for maximum effectiveness, have seriously limited development of biological control.

More recently, there has been renewed interest in commercial development of the naturally occurring fungal pathogen of insects called *Beauveria bassiana*.

Conventional pesticides have also made significant advances in mole cricket management. Chipco Choice is available through custom application and has proven quite successful. Numerous new pyrethroid insecticides with low mammalian toxicities and low use rates, such as Talstar and Scimitar, are also finding use. Products such as Merit, given "reduced risk" status during registration by the federal Environmental Protection Agency, are also being used more commonly to battle this pest.

Our research continues, with more effort being spent on understanding how the mole cricket's behavior permits it to escape much of our control efforts and under what conditions this behavior is most effective. Gaining better insight into the adaptive skills of this pest is the ultimate secret to more effective management.

The Toro Site Management System™ provides all the software tools for golf management professionals to stay on top of the daily operations of their course.



TORO

It's about *playability*