

Sod producers donate \$62,000 for research projects

ROLLING MEADOWS, Ill. — Eight turfgrass sod research projects will receive a record-setting \$62,436 in grant money for 1998-99 from the 5-year-old International Turf Producers Foundation (ITPF). The not-for-profit foundation's previous one-year grant award record was \$20,500, set in 1995-96.

Specific grant recipients cannot be announced, pending formalization of each project's goals and objectives. However,

general areas of study to be undertaken include extension of sod's post-harvest "shelf-life," shaded turf management and various projects related to water and nutrient management. ITPF is now in the process of notifying the recipients.

This year's eight recipients were selected by ITPF's Research Committee from among 20 projects, seeking a total of over \$220,000. ITPF, created as a stand-alone foundation

in 1994 by Turfgrass Producers International, has established a long-range endowment goal of \$2 million which it is beginning to accumulate through contributions from annual campaigns and a silent auction conducted in conjunction with TPI's summer convention. Each year, a portion of the newly raised funds and direct support from TPI is used to support research projects directed at questions of specific interest to turfgrass sod producers.

Headhunter firms

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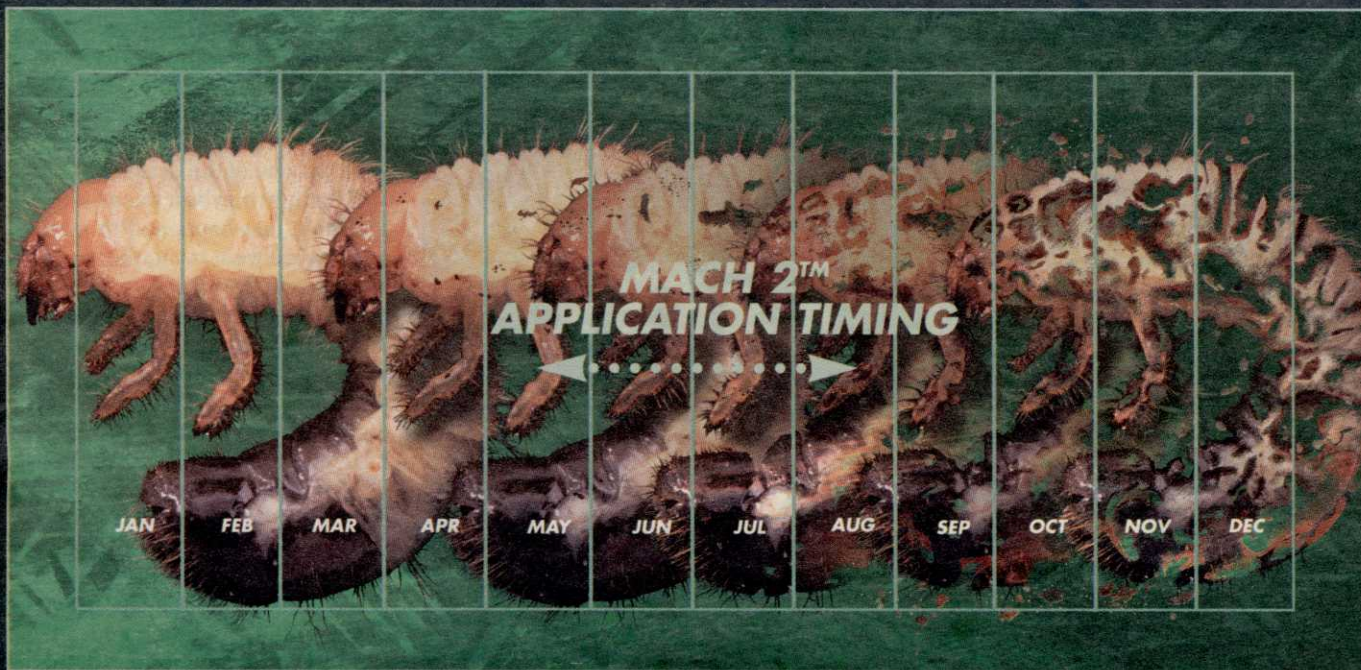
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Headhunters

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private clubs and 20 percent are management companies, resorts and other public-access venues — pay a fee, usually 15 to 25 percent of the superintendent's first-year base salary.

"We have contact for one year after the successful candidate is hired, to offer complete and total service," Faubel said. "Our fees are on a percentage sliding scale of between \$5,000 and \$12,000, based on the superintendent's first-year salary."

Kopplin uses a database of more than 3,000 resumes. Twelve to 24 resumes come into his office daily. The last three years, 25 percent of its business has come from superintendents, 25 percent from golf professionals and 50 percent from general managers.

"We are in business to help superintendents, to strengthen their professional careers," Faubel said, "and we do headhunting only for superintendents. Seventy-five percent of our business is with private clubs and 25 percent with public-access courses, and we place from six to 12 superintendents each year."