



Lori and Tom Russell leave their work at the office and carve out family time in the evenings.

*Continued from page 88*

For some couples, golf seemingly dominates their lives 24 hours a day. Others make an effort to leave it at the office.

"Tom discusses work very little at home and focuses on the family," Lori says. "He's very supportive of what I do and my time commitment."

Lori estimates she averages 45 hours a week on her job, a figure that can grow to 60 to 70 hours during certain times of the year.

"My slowest times are from mid-June to mid-August and a couple weeks in December," she says. "My busiest times are mid-August through mid-December, and January through May. My busiest times are when he is quietest. So we can work together to pick up the family piece. Having my office in the home helps. We always take time at the end of the day for our [three] children."

### KRISTEN AND JOE LIEBSCH

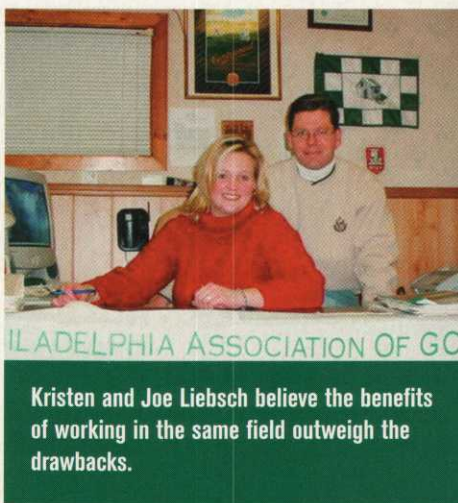
Kristen is executive secretary of the Philadelphia Association of GCSA. Joe has been superintendent at Kennett Square G&CC near Wilmington, Del., for the past six years.

Kristen began editing the newsletter at Joe's club several years ago. Eventually, she took on the association's newsletter. Impressed with her work, then association President Don Brown asked her to become executive secretary.

"Joe and I keep each other informed more than anything else," Kristen says. "I might find out where there is a job opening or who has moved where. Professionally, the only thing I do for him is offer advice. He keeps me in touch with people, their interests and needs."

Much of her practical knowledge and empathy for those in the profession, she says, comes from being married to a superintendent. "You have to see the expression on his face when he comes home and says, '[The greens] have anthracnose.' You actually develop an emotional attachment to something called anthracnose."

Kristen agrees that having two spouses in the golf industry can occasionally be overwhelming. "The other night, Joe got home from a grounds committee meeting at 10 p.m. I was stuffing envelopes for the association. He started to say something about the meeting, took one look at my face and said, 'I'll tell you later.'"



Kristen and Joe Liebsch believe the benefits of working in the same field outweigh the drawbacks.

**"You have to see the expression on his face when he comes home and says, '[The greens] have anthracnose'. You actually develop an emotional attachment to something called anthracnose."**

KRISTEN LIEBSCH  
EXECUTIVE SECRETARY,  
GCSA, PHILADELPHIA

But both believe the benefits far outweigh the drawbacks. "Having the office in our house helps me be a full-time mom," says Kristen, who is devoted to her two children, one a special-needs student.

"It's nice to work together," Joe agrees. "Few husbands and wives get that opportunity. When superintendents and their spouses have two separate professions, I'm sure it makes for some awkward situations. I'm at the golf course for long hours. Then I come home and we stuff envelopes together. There's always something to talk about. It's very positive." ■

*Blais is a free-lance writer from North Yarmouth, Maine.*

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# CORPORATE CAPABILITIES

Industry suppliers at a glance

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MIKE KLEMM

# AMVAC Chemical Corp.

## AMVAC Chemical Corp.

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## Product focus:

AMVAC Chemical Corp. is a subsidiary of American Vanguard Corp., based in Los Angeles. Founded in 1969, AMVAC manufactures and markets a wide range of fungicides, herbicides, insecticides and specialty products focusing on turf and ornamental management, and public health. The company's basic strategy is to acquire brand name, niche product lines from multinational companies that divest mature products as a result of mergers, acquisitions or to focus on new chemistries.

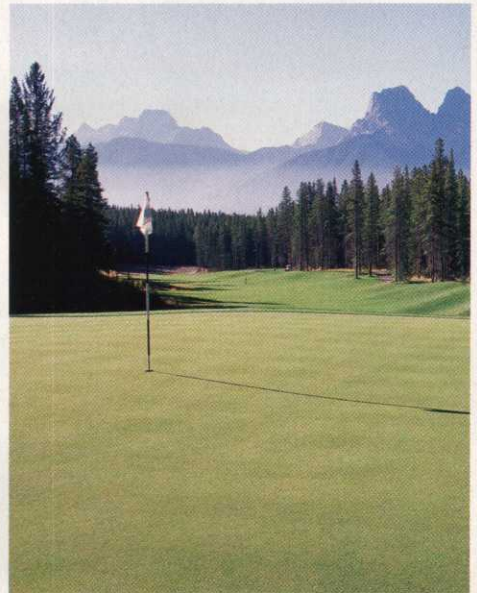
AMVAC is committed to building a portfolio of innovative and viable management tools for the golf, turf and other green industries. The company strives to continue making viable mature and niche products available to superintendents and other professions. The company has more than 200 employees nationwide to assist in the sales, marketing, development and technical service of its products.

## Manufacturing facilities:

AMVAC has major manufacturing facilities in Los Angeles and Axis, Ala., as well as manufacturing and formulations operations in Washington and Missouri.

## Technical support, sales, training and customer service:

AMVAC is committed to supporting all of its product lines with knowledgeable field representatives and a responsive home office customer service group. By hiring experienced experts in production agriculture and specialty crop and turf management, AMVAC ensures that customers and industry partners receive the highest quality product support. AMVAC extends its commitment into research and development by constantly striving to maximize the management tools available to superintendents and turf managers.



## Major product lines:

The AMVAC line of products provides superintendents with a variety of proven high-use and specialty niche products to help them manage the entire course, including fungicides, herbicides, insecticides botanical insecticides, and a variety of specialty products for controlling flies, mosquitoes and snails/slugs.

These products include:

**PCNB Fungicides** for the effective control of snow mold, brown patch and other turf diseases.

**ORNAZIN® 3% EC Botanical Insecticide** to manage certain species of beetles, caterpillars, aphids and other insects on turf.

**DIBROM® 8 Emulsive and TRUMPET® EC** insecticides with the active ingredient naled for mosquito and fly control.

**DEADLINE® and DURHAM®** brand of metaldehyde for snail and slug control.

**HINDER™**, a deer and rabbit repellent to protect trees and shrubs from damage.

**TURFCURE™ 376 Fumigant**, soil-applied biocide to control soilborne pests.



# BASF Professional Turf & Ornamental

**BASF Professional Turf & Ornamental**  
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#### Product focus:

This year, the BASF Professional Turf Group expanded its portfolio to include both patent and post-patent products to offer you more options for effective control and excellent value. BASF's products now include pre-emergents, fungicides, insecticides and a granular soil fumigant.

**BASF  
PROFESSIONAL  
TURF™**



With the addition of seven new products, the BASF Professional Turf Group experienced a period of rapid growth. People, products and customer service have been enhanced to meet the growing needs of turf professionals. In addition to a knowledgeable support team, BASF also helps *Make It Better* through educational programs, award-winning turf newsletters and industry stewardship.

BASF also continues to invest in research and development for new turf products, such as Emerald® fungicide, an entirely new class of chemistry for dollar spot control that recently received EPA approval. Emerald has consistently demonstrated unmatched performance against dollar spot in university-based and golf course trials throughout the United States.

#### Headquarters:

The BASF Professional Turf Group is headquartered in Research Triangle Park, N.C. It is a unit of the BASF Global Agricultural Products Division in Mount Olive, N.J.

#### Technical support, sales, training and customer service:

Our commitment to the turf industry includes a comprehensive technical and field support team. This includes 13 regional sales representatives, two regional sales managers and two senior technical specialists. In addition, BASF maintains strong relationships with leading university researchers, who provide



recommendations and advice for BASF and its customers. Turf professionals can locate answers to technical questions, industry articles and researcher opinions at [www.turfacts.com](http://www.turfacts.com).

#### Major product lines:

**Emerald® fungicide** has consistently demonstrated unmatched performance against dollar spot in university-based and golf course trials throughout the United States.

**Pendulum® AquaCap™**, the most recent introduction to the Pendulum line, is an encapsulated, water-based formulation of the industry's leading pre-emergent herbicide that eliminates odor, reduces staining and increases ease of handling.

**Curalan® EG fungicide** inhibits diseases such as leaf spots, melting-out, red thread, pink patch, brown patch, gray snow mold, pink snow mold and fusarium patch.

**Drive® 75 DF herbicide** is a broad-spectrum post-emergent herbicide for broadleaf and grassy weeds that offers overseeding flexibility.

**Basamid® granular soil fumigant** penetrates deep into the soil to quickly eliminate virtually all weeds, nematodes, grasses and soil diseases.

**Image® 70 DG herbicide** kills uncontrollable weeds including purple and yellow nutsedge, dollarweed and green kyllinga.

**Basagran® T/O herbicide** controls yellow nutsedge and annual sedges in established cool- and warm-season turfgrasses.

*Always read and follow label directions.*

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# Bayer Environmental Science

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Visit [www.bayerprocentral.com](http://www.bayerprocentral.com)  
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nearest you.

**Product focus:**

Bayer Environmental Science manufactures a full line of turf and ornamental products for use on golf courses, home lawns, sports fields, commercial landscapes, nurseries and greenhouses. Bayer Environmental Science continues a tradition of innovative research and top-of-the-line professional products, backed by highly trained sales and field development representatives.

**Manufacturing facilities:**

With manufacturing facilities worldwide, Bayer Environmental Science produces premier products for use in the turf and ornamental marketplace. In the United States, facilities are located in Pasadena, Texas; St. Louis; and Kansas City, Mo. Bayer Environmental Science supports its green industry products with a dedicated turf and ornamental research facility in Clayton, N.C., where industry experts develop and investigate new chemistries and formulations.

**Technical support, sales, training and customer service:**

Our focus at Bayer Environmental Science is the development and creation of innovative technologies and solutions for the challenges our customers face every day. Field development, sales and technical representatives located throughout the country offer regionalized support for all products. Visit [www.bayerprocentral.com](http://www.bayerprocentral.com) to find the representative nearest you.

**Major product lines:**

Bayer Environmental Science offers products to fit all areas of turf management and ornamental pest control. The well-regarded Aven-tis Chipco Professional products and the respected Bayer product group are now combined, forming the most complete product line in the green industry.

**Insecticides:** Merit<sup>®</sup>, Sevin<sup>®</sup>, DeltaGard<sup>®</sup>, TopChoice<sup>™</sup>, Choice<sup>™</sup>, Dylox<sup>®</sup>, Tempo<sup>®</sup> and Nematicur<sup>®</sup>

**Herbicides:** Ronstar<sup>®</sup>, Revolver<sup>™</sup>, Prograss<sup>®</sup>, Sencor<sup>®</sup>, Finale<sup>®</sup>, Illoxan<sup>®</sup> and Acclaim<sup>®</sup>

**Fungicides:** Signature<sup>™</sup>, Bayleton<sup>®</sup>, 26GT<sup>®</sup>, Compass<sup>™</sup>, Banol<sup>®</sup> and ProStar<sup>®</sup>

**Plant Growth Regulators:** Proxy<sup>®</sup>

Bayer Environmental Science



# Dow AgroSciences LLC

## Dow AgroSciences LLC

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Agronomist

## Product focus:

Dow AgroSciences markets professional turf, ornamental and technical products to formulators, distributors, superintendents, lawn care operators and landscape contractors.

## Facilities:

Dow AgroSciences, based in Indianapolis, is a global leader in providing pest management and biotechnology products. The company employs approximately 6,000 people in more than 50 countries and has worldwide sales of \$2.7 billion. Dow AgroSciences is a wholly owned indirect subsidiary of The Dow Chemical Co.

## Technical support:

Sixteen sales representatives, three technical product representatives, a customer agronomist and three field research biologists provide stewardship, training and answers to formulators, distributors, university researchers and customers nationwide. Specimen labels and material safety data sheets are available from the Customer Information Center or online. Publications include product fact sheets and Panorama\*, an eight-page newsletter for professional turf managers.

## Major product lines:

Key products include:

**Dimension\* specialty herbicide** — Provides premium, season-long control of problem grasses and annual broadleaf weeds.

**MACH 2\* specialty insecticide** — Provides unbeatable grub prevention for healthier, better quality turf.

**Gallery\* specialty herbicide** — The most effective pre-emergent herbicide for the control of broadleaf weeds without harming plants.

**Snapshot\* specialty herbicide** — Controls more broadleaf and grassy weeds than any other pre-emergence weed control product without harming ornamental plants.

**Eagle\* specialty fungicide** — Provides excellent preventive control of brown patch and dollar spot.

**Fore\* Rainshield\* specialty fungicide** — Cost-effective control of brown patch and other key golf course diseases.

**Curfew\* soil fumigant** — The most effective product to control nematodes for improved play surface endurance and positive visual impact. (Available in Florida)

**Confront\* specialty herbicide** — Offers superior postemergence control of dandelion, clover and other hard-to-control broadleaf weeds.

**Lontrel\* Turf & Ornamental specialty herbicide** — Provides excellent control of clover, thistles and dandelions in both cool- and warm-season turfgrass.

**Dursban\* Pro specialty insecticide** — Offers superior control of labeled pests.

**Team\* Pro specialty herbicide** — Crabgrass, spurge and oxalis control.

**Conserve\* SC specialty insecticide** — Effective chemistry for control of thrips, leafminers and spider mites.

**Turflon\* Ester specialty herbicide** — Controls annual and perennial broadleaf weeds and kikuyugrass.

*\*Trademark of Dow AgroSciences LLC  
Curfew is not for sale or use in Dade  
County, Florida. Always read and follow  
label directions.*



 **Dow AgroSciences**

# EarthWorks

## EarthWorks

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### Product focus:

EarthWorks is a manufacturer of a complete line of formulated dry and liquid organic products featuring the Replenish line of natural organic fertilizers. The focus of the company is the “Soil First,” and this name has been incorporated into the consulting, soil testing and liquids division of the organization. Using the soil testing services of Logan Labs, Soil First Consulting has run thousands of soil tests yearly for many of the top golf courses and sports fields in the country. The concept of “balance the chemistry and feed the soil” has made EarthWorks strong for more than 15 years. By evaluating and balancing soils, EarthWorks consultants have actually helped to open tight soils, allowing for better air and water movement and a better environment for soil microbiology. The strength of the EarthWorks product line is the elaborate and dynamic formulations, all designed to feed the soil. With more than 25 years of experience, no other manufacturer of natural organic products has the formulation and agronomic expertise that EarthWorks promises the industry.

### Manufacturing facilities:

The Replenish line of dry organic fertilizers utilizes compost from the Rose Acres Egg Farms in Seymore, Ind. The Liquid Organic products are produced in Pennsylvania on Amish Farm facilities.

### Technical support, sales, training and customer service:

EarthWorks employs a host of agronomists in



its Soil First Consulting division and performs thousands of soil tests yearly for golf courses, professional sports teams, lawn and landscape companies, schools and park systems. This “soil first” approach allows the superintendent to balance the soil and create a better environment for soil biology.

### Major product lines:

The **Replenish 5-4-5** Natural Organic Fertilizer is the flagship “formulated” granular organic. The Replenish line also includes an ammonium sulfate-based organic, **10-2-5**; a potassium sulfate product, **5-1-10**; and a straight and inexpensive compost topdressing, **3-4-3**. These are truly formulated natural organics, incorporating rich egg-layer compost, sugars, rock minerals and humic acids to allow for better microbial stimulation and soil conditioning.

The EarthWorks Liquid Organic line includes **Kick**, soil conditioner; **Cal-Vantage**, liquid calcium; **Potent-Sea Plus**, bio-stimulant; and **Base One**, a 1-10-10 formulation with traces of liquid fertilizer. These products can stand alone but are a great foundation for a complete liquid fertility program. Applied weekly or biweekly, they provide the plant what the soil cannot.

The EarthWorks construction program has been used in more than 75 new golf courses for amending greens and tees mixes and features **EcoLite**, the premier zeolite mineral on the market, and **Renovate**, an organic/mineral matrix designed to provide a soil-less medium with all the benefits of soil.

# EarthWorks™

## Natural Organic Products



# IVI-GOLF

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**INNOVATIVE PRODUCTS FOR  
GOLF COURSE CONSTRUCTION  
AND MAINTENANCE**



**About IVI-GOLF:**

Started in 1940, Indian Valley Industries has developed into a reliable supplier to the golf course construction and renovation market with its IVI-GOLF Division. The GOLF division focuses on innovative products like its cornerstone product, Sandtrapper, an advanced polymer for bunker renovation.

**New products, new markets:**

In addition to Sandtrapper, the product line now includes an innovative bunker rake and a new sod staple. An important course accessory, the bunker rake named The Trapper™ has a revolutionary design that promotes bunker protection while properly grooming the top sand layer. The patented design is competitively priced and comes as an attachment for most machine rakes.

The NEW sod staple, V-Staple, takes performance of such a simple item to a new level. Made of steel, the V-Staple's specially designed V-channel and staggered legs allow for easy driving and doubles the holding power of conventional sod staples.

Beyond course construction products, Indian Valley Industries is introducing a new consumer product, BoneDri, an innovative sports grip lotion. The company's new division, IVI-SPORTS, is selling the product through regional and national sporting goods retailers and international distributors.



**Bone Dri Sports Grip**

**Major product lines:**

The core of IVI-GOLF's product sales revolve around the Sandtrapper product. For different applications, it's manufactured in two versions. Sandtrapper I has been engineered with a tight matrix for shallow bunker grades and bowls. Sandtrapper II has been engineered with an open matrix for severe and demanding applications.

The full IVI-GOLF product line includes a wide range of erosion control products including silt fence, curlex and futerra.



**Sandtrapper for bunker renovation**



**The Trapper Bunker Rake**

**Technical support, sales and customer support:**

Much of the sales and technical support occurs through the corporate headquarters by calling the toll-free number 888-970-5111. National Sales Manager John Brauer is readily available to assist customers with their product inquiries and technical questions.

# John Deere

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**Product focus:**

The John Deere Worldwide Commercial & Consumer Equipment Division manufactures and distributes a full line of lawn care products for residential, commercial, and golf and turf applications. The John Deere organization is noted for more than 165 years of innovation, the highest quality products and its product and operator safety initiatives. John Deere Golf & Turf One Source is an initiative that brings together a variety of products and services to better serve the expanding needs of superintendents and grounds maintenance managers.

**Manufacturing facilities:**

The John Deere Worldwide Commercial & Consumer Equipment Division manufactures its line of golf and turf equipment at facilities in Fuquay Varina, N.C., Horicon, Wis., and Welland, Ontario, Canada.

**Technical support, sales, training and customer service:**

At [www.johndeere.com](http://www.johndeere.com), John Deere Golf & Turf One Source customers can find information on a variety of training and support functions, including online operator manuals, customer information bulletins, technician training courses and product information. In addition, customers can call the John Deere Customer Communications Center at 800-537-8233.

**Major product lines:**

John Deere Golf & Turf One Source manufactures a complete line of products for



**John Deere Golf & Turf One Source's product line includes a variety of reel mowers, front mowers, utility vehicles and machines, aeration and collection equipment, utility tractors and portable power equipment.**

superintendents and sports turf managers, including a variety of reel mowers, front mowers, utility vehicles, aeration and collection equipment, utility tractors and portable power equipment. In addition, One Source provides credit and financing options, irrigation products, landscape supplies, nursery stock and erosion control materials, and exceptional parts and service.



**JOHN DEERE**