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No News Is Good News

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says. "Superintendents are working to get their dependence on pre-emergent products down. It will become a permanent change in their habits over time."

But Kyle Miller, senior technical specialist for the turf and ornamental market at BASF, says he doesn't believe superintendents will ever get to the point where they sacrifice the overall look of their golf course to save a few bucks.

"The bottom line is that they still have to have the golf course looking good to their members, or they will be out of jobs," Miller says. "I don't ever see a time when superintendents will go strictly to postemergent herbicides."

Raymond agrees. "Pre-emergent products will always be there, particularly because superintendents don't like to change their programs if they're working."

Stable market

The pre-emergent herbicide market is fairly stable and has been for the past several years, according to the experts. Superintendents seem largely satisfied with the range of products on the market and aren't clamoring for new ones,



Although there's some anecdotal evidence of mild weed resistance, experts say it's unlikely to be a widespread problem.

restrictions on what chemicals golf courses can use.

"As more regulations are being put in place, companies have to get new chemistries approved on a national level and then on a state-by-state basis," Fearis says. "It's far more difficult than it used to be."

Raymond says the one occurrence that could dramatically change the pre-emergent equation was strong evidence



"I'd be hard-pressed to say there's anything new on the horizon on the pre-emergent herbicide front."

JOE DIPAOLO, SYNGENTA GOLF MARKET MANAGER

Raymond says. "The time, effort and expense to get new products registered have to be balanced against the size of the market," Raymond says.

Most chemical companies are focusing on markets that offer a quicker return on investment — say, fungicides — because the expense of bringing new chemistries to market has mushroomed. Fearis says costs have grown exponentially as more states impose tighter

of weed resistance. He says he's heard of minor resistance in some cases, but the issue isn't large enough to cause a full-scale revision of products the way it has in the fungicide market. Such problems are unlikely to become widespread for herbicides because weed populations don't reproduce as quickly as fungi. As a result, weeds have fewer opportunities to mutate in response to chemical applications.

So what's next?

BASF's Miller says companies will tweak their chemistries to extend their usefulness for superintendents. He points to BASF's encapsulation of one of its products to improve the ease of handling of the product and its crabgrass control.

Bayer's Raymond says superintendents will see more companies moving toward combination products to save superintendents time and money by allowing them to do two applications (say, fertilizer and herbicide) for the price of one. He also says companies will focus on trying to lower application rates.

"Superintendents are always looking for materials that will have a lower impact on the environment," Raymond says. "The residuals may not be as long as they were in the past, but the overall environmental impact will be lower. Companies are going to work on meeting that need."

Syngenta's DiPaola says the company will tweak some of its chemistries to meet specific needs in different regions of the country. It will also work to meet emerging uses, such as fall applications to prepare the course for the spring, *Poa annua* management in the mid-Atlantic region and overseeding in the South and West, he adds. "There are some clear regional applications that we intend to explore," DiPaola says.

PBI Gordon's Fearis says that one other factor has influenced the lack of development of new pre-emergent herbicide chemistries over the past few years: the incredible number of chemical company mergers. He says such mergers can often disrupt the research and development flows that existed over the pre-merger companies.

"Maybe after all the companies are integrated from these mergers, there will be a strong movement to create new technologies," Fearis says. "I'm always amazed at what people can do when they set their minds to it."

"Whatever happens, companies will continue to improve their product lines, and that's a good thing for the end-user," he says. ■



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What's New?

Here are some of the latest products that you'll find on the GCSAA trade-show floor this year

It's that time again — time for golf course maintenance suppliers to roll out new equipment and services for superintendents. The time is now because the GCSAA Conference and Show is set for Feb. 9 through 14 at the San Diego Convention Center.

Here are some of the items and offerings that superintendents will find on the trade-show floor this year:

New chemicals

Chemical companies will showcase their respective new products at the show.

Representatives from **BASF Turf & Ornamental** will answer questions about the company's new Insignia fungicide, which gives superintendents and spray technicians broad spectrum, extended control of more than 15 major turfgrass diseases as well as dollar spot suppression. The active ingredient in Insignia is pyraclostrobin, a member of the strobilurin chemistry class.

"Adding Insignia to the BASF fungicide and herbicide portfolio gives superintendents a single source for complete pathogen control," said Mike Toce, business manager of BASF Turf & Ornamental.

Likewise, representatives from **Syngenta Professional Products** will answer superintendents' questions about Monument herbicide for post-emergent weed control. The active ingredient in Monument, trifloxysulfuron sodium, provides control of sedges and green kyllinga in warm-season turfgrasses.

Dow AgroSciences will display its new product Spotlight, a postemergent specialty herbicide for improved clover control, and control of other annual and perennial broadleaf weeds. It controls white clover, ground ivy, chickweed, black medic, dandelion, henbit, buckhorn plantain and other tough weeds. Spotlight is labeled for use on warm- and cool-season grasses.



The Precedent features a rounded front cowl that makes it resemble an automobile.

"Spotlight is an essential tank-mix partner that widens the spectrum on hard-to-control weeds," says Scott Eicher, Dow AgroSciences senior product marketing manager.

A new Precedent

If your course is in the market for new golf cars, you'll want to check out **Club Car's** booth. The company will introduce its 2004 Precedent — the largest product introduction in the company's history. Club Car says the Precedent represents "the most dramatic transformation of the golf car since three wheels and a tiller gave way to the modern electric golf car more than 30 years ago."

"We started with a clean sheet of paper and asked ourselves, as well as golf professionals, course owners and managers, what we could do to make a quantum leap in golf car design and performance," said Phil Tralies, president and CEO of Club Car. "Five years later, Precedent is the answer."

The Precedent has a rounded front cowl that gives it an updated look and invites the first comparisons to an automobile, Club Car says. Prece-

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What's New?

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dent's AlumiCore chassis consists of an automotive ladder-style aluminum frame fused to a fiber-reinforced, friction-bonded underbody, providing added torsion rigidity and enhanced protection for the wiring, brakes and pedals.

Club Car says the car is easier to maintain, service, run, clean, inspect and diagnose because it has fewer parts. It operates off four 12-volt batteries, instead of a six eight-volt battery configuration, which makes it lighter.

New look

The **Toro Co.** will feature its new-look Workman at its booth. The redesigned utility vehicle has more features to help operators complete the hardest tasks. To sum it up, the updated Workman is simply easier to use, easier to operate, easier to maneuver, easier to get in and out of, and easier to maintain, according to Toro.

Toro reps will also talk about the company's alliance with **HydroPoint Data Systems**, a water-management solutions company, to co-develop and market a new generation of weather-based irrigation controllers built on HydroPoint's patented WeatherTRAK technology. Toro will incorporate the WeatherTRAK technology in select controllers.

A cornucopia

Two years ago at the GCSAA Conference & Show, **John Deere Golf & Turf** announced its vision for a new program called One Source. At this year's show, John Deere will market that vision, which it officially rolled out in December.

With One Source, Deere has teamed with a cornucopia of golf course suppliers from various industry segments, including Turf-Seed (seed), Hunter (irrigation), AquaMaster (fountains and aquatic aeration) and others to provide "a full-service platform that brings together a variety of products and services to serve the expanding needs of superintendents better." The program includes mowing and maintenance equipment, irrigation and landscaping supplies, credit, parts and service. In essence, John Deere

Golf & Turf says it has created a one-stop shop for superintendents' turf needs. Benefits for superintendents include competitive pricing and fewer vendor contracts, among other things.

"This program saves them time and allows them to build strong relationships with a trusted brand," says Gregg Brenningmeyer, director of marketing and sales for Golf & Turf One Source.

Battling localized dry spot

ProSource One will have two new products on display — the Blue Label Turf and Soil Penetrant, and the Gold Label Turf and Soil Wetting Agent — both additions to the company's Proforma line.

Blue Label reduces the effects of localized dry spot and helps reduce watering requirements when used regularly. Gold Label provides a long-term solution for the prevention of localized dry spots, according to the company. The non-ionic, nonburning formulation alters the properties of water droplets, enhancing the soil moisture content.

Valve boxes

Rain Bird will show off a new line of valve boxes. The company says the boxes offer irrigation contractors several innovative features that make installing valves easier. For example, the standard, jumbo and 10-inch round boxes have knockouts molded into their sides, which eliminates the tedious task of cutting openings for pipe in the sides of the boxes.

You want power?

Briggs & Stratton Commercial Power will showcase its new line of Vanguard V-Twin Big Block Air-Cooled and Liquid-Cooled commercial engines in the 25 horsepower to 35 horsepower range. These robust engines are the most powerful commercial V-Twin engines ever produced, according to Briggs & Stratton.

"The commercial market told us it wanted more power, and these Big Blocks deliver what [the market] asked for," said Phil Cappitelli, vice president and general manager of the Vanguard Business Unit.

The engines feature an advanced



The Big Blocks deliver what the commercial market wants, says Briggs & Stratton.

debris management system that is incorporated into the engine's air-cooling system and allows the engine to run cooler and cleaner, while enhancing durability and performance. A lightweight aluminum block increases the power-to-weight ratio by reducing the overall equipment weight. In addition, a centrifugal, multistage industrial air cleaner provides engine protection.

"Reel" cool knife

Jacobsen will show off its new Mag Knife reel changing system, a concept that relies on 11 heavy-duty magnets to attach bedknives instead of the 13 screws that hold traditional Jake cutters in place. The units, which the company says will fit all Jake reel models, will be commercially available this month for about \$300 per reel.

The half hour or so to change out the unit now takes about 15 seconds with a set of vice grips and a prying tool designed to simply lift it off the magnets and pop a fresh set of blades in place on dowels, says Jacobsen. In addition to labor-cost savings and convenience, the company also thinks superintendents will change and sharpen bedknives more frequently.

The Mag Knife was developed about three years ago by Jeff Buchko, a former Jacobsen rep who was working as a distributor at the time.

Safe water

Par Aide will exhibit a few new products, including Water Safe, a new system for

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What's New?

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supplying safe water to golf courses using existing water coolers. ParAide created Water Safe in partnership with **Safe-Tee-Water**.

Using a dedicated water source, the operator simply reverse fills an empty, one-use plastic liner with water. The system is sealed from any outside elements, including the cooling ice, until the water reaches the person's cup.

Par Aide will also show off its new Par Aide Tournament Jr. Flagsticks. The 35-inch-tall Tournament Jr. Flagsticks have the same design as the popular 8-foot Aluminum Tournament Flagsticks.

Underground rakes

WJ Christensen Enterprises LLC will exhibit its Underground Rake Caddie, a new way to store and retrieve bunker rakes. The rake is stored underground near the



Par Aide's Jr. Flagsticks

side of the sand trap in a protective holder that's easy to access. The Rake Caddie keeps the rake out of the way of golf cars, mowers, sprinklers and Mother Nature, the company says. The holders are placed strategically around the sand trap for optimum convenience.

The Underground Rake Caddie is activated by pressing the lid

with the end of a golf club, releasing the rake and raising it for easy access. After use, the rake is returned to the unit and depressed with the end of the golf club back to its resting position.

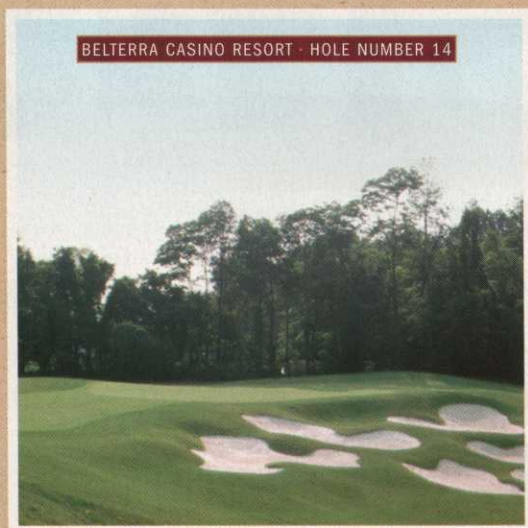
The tree doctor

Plant Health Care (PHC) will feature its reformulated Mycor Tree Saver, a comprehensive mycorrhizal fungal and microbial soil inoculant used to increase survival and growth rates of trees and shrubs after planting. It now contains formononetin,

a patented isoflavone. Formononetin commonly occurs in the roots of clover plants and has been proven to stimulate the growth and root colonization by vesicular arbuscular mycorrhizal (VAM) fungi on many plant species. Once VAM fungi inhabit roots, the fungi help the plant reduce stress caused by drought, compaction, high soil temperatures, heavy metals, soil salinity, soil toxins and extremes in soil pH.

Topdressing

Broyhill will feature its new GreensKeeper Brush Gas-Powered Trailer at its booth. Broyhill says the trailer is good for fast topdressing incorporation, turf grain management and heavy topdressing incorporation after core aeration. Soft, pliable bristles are firm enough to do the job without damaging grass plants, according to the company. Rapid brush rotation contacts grass from all directions, causing turf to stand up. ■



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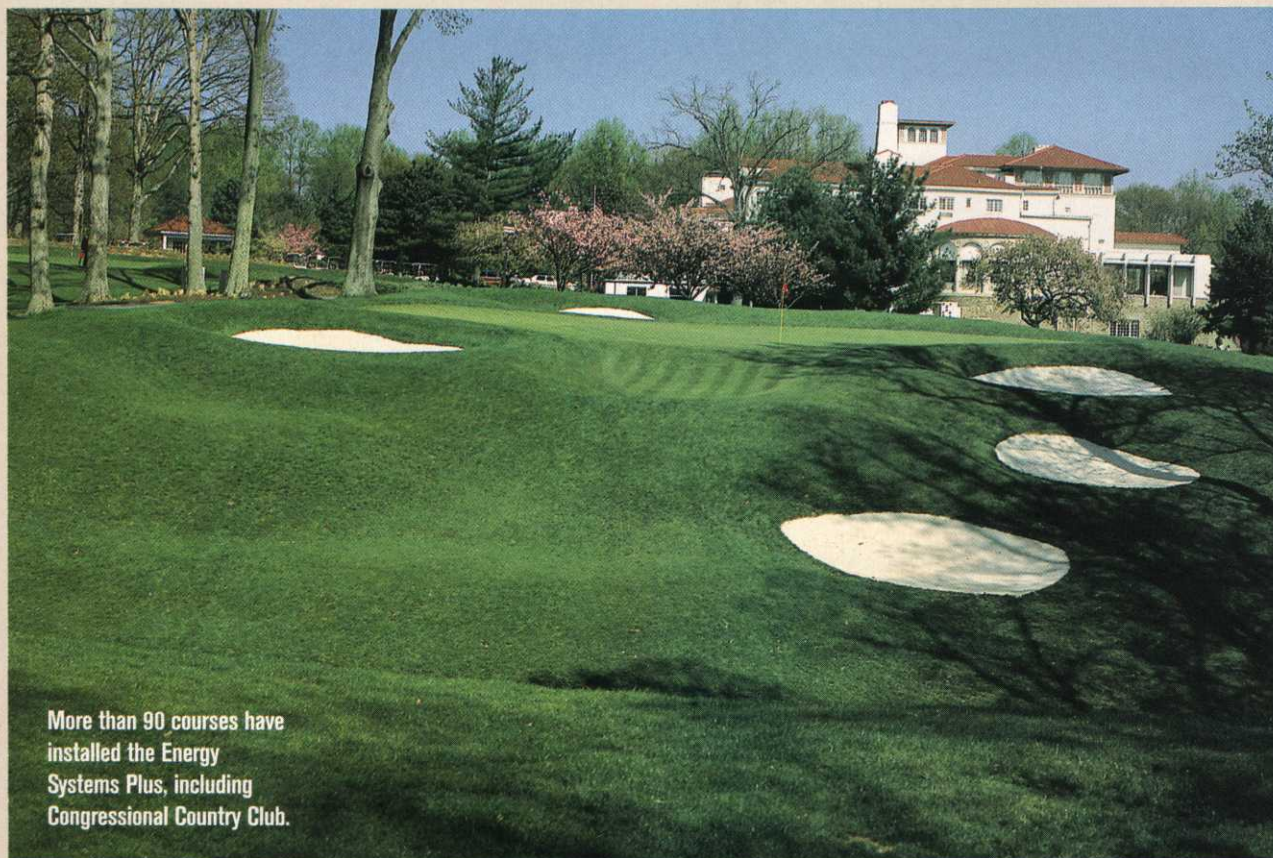
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MIKE KLEMM

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System uses frequency waves to ionize irrigation water to help improve turf

BY PETER BLAIS

Ron Streck has done just about everything in the golf industry, from working on a grounds crew as a youth to playing on the PGA Tour to owning a golf course to his latest endeavor — which brings him back to his course-maintenance roots. His firm, Complete Water Systems, uses sound-wave technology to improve golf course water quality.

“I was attracted to this part of the business because I thought I could help make superintendents’ jobs easier,” says the 49-year-old owner and president of the Tulsa, Okla.-based firm.

Basically, Streck’s Energy Systems Plus (ESP) equipment uses radio-frequency sound waves emitted from antennas placed within the course’s pump station. The 30,000 to 40,000 frequency waves ionize irrigation water as it passes by the antennas and disburse it through the irrigation system, where the treated water positively affects soil pH and salt levels, mineral uptake by grass plants, chemical application and irrigation effectiveness, according to the company. Streck says all the water running through an 8-inch pipe, typically around