

“Sponsor in the Spotlight”

Mendham Garden Center was established 45 years ago, in 1960 in the town of Mendham, New Jersey. We expanded to stores in Chester and Annandale, New Jersey. We are diversified in the lawn and garden business. Our business includes turf products, power equipment, chemicals and plants, to name a few.

Whatever product we sell, our staff takes the time to know about our products through education, training and seminars so that we can recommend the right products for the customers' needs. It is then up to the weather to cooperate, which makes all the difference whether or not a product works well.

With the help of distributor and manufacturer reps, we have taken the time to meet on field locations. We talk about the field and make a recommendation on how to best schedule product application. We understand the challenges you face today.

I invite you to stop by or call one of our stores. Get to know us, so we can get to know what your needs are! We can help!

Thank you,
Douglas Loth

SFMANJ thanks all our advertiser for their support and urge our members to use this newsletter and the directory to find the products and services you need. It's a one stop shop. You can become a "Sponsor in the Spotlight" too by advertising as a Proud Sponsor in this newsletter. Call for details today. ♦

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Contracting for Athletic Field Services - Do it with a Plan

By Ron Hall

Jan 22, 2005 Athletic Turf News

Bill Sturgill, City of Scottsdale

Phoenix, AZ — As the demands on our youth sports fields grow, the people in charge of managing and maintaining them often look to outside contractors to help keep the fields safe and attractive. They realize that their in-house staffs either don't have the time or the expertise to perform certain necessary tasks. Or, in some cases, these tasks require the use of specialized and often expensive equipment.

Bill Sturgill with the City of Scottsdale explained how he handles contracted services for the city's athletic fields to approximately 50 sports field and facility managers at the STMA Conference. His presentation, peppered with personal observations, offered practical advice on negotiating and managing contracts.

On the surface it would seem that you see a certain job that needs to be done, one that your staff, burdened with its day-to-day chores, can't get to, so you find and hire a contractor. It's not that easy. Not by a long shot.

First of all, your customers are children, and their safety is a huge responsibility, stressed Sturgill. Then there is a whole series of other steps you must consider and implement if you want a successful completion to a contracted service, any contracted service.

It starts, said Sturgill, with "writing a good solid contract." Ask and get answers to the following questions:

Why do we want this contract?

What is it expected to accomplish?

What are we going to ask for?

What are our contingency plans?

When are these contracted tasks going to take place?

How will we pay for it?

How are we going to manage it?

How do we introduce the need for the contracted service to our staff?

Crucial to the process, he emphasized, are the twin "Cs" — communication and cooperation "between all the entities involved. This includes governmental, school staff, contractors and parents," he said.

That is one reason why the person in charge of managing the contract (and all

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