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#### MISSION STATEMENT:

Committed to enhancing the professionalism of athletic field managers by improving the safety, playability and appearance of athletic fields at all levels through seminars, field days, publications and networking with those in the sports turf industry.

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This newsletter is the official bi-monthly publication of the  
Sports Field Managers Association of New Jersey.

**For information regarding this newsletter, contact:**  
**SFMANJ at (908) 730-7770 or Brad Park at (732) 932-9711, x127**

*Editor*  
Brad Park, Rutgers University  
Email: [park@aesop.rutgers.edu](mailto:park@aesop.rutgers.edu)

SFMANJ does not necessarily support the opinions of those  
reflected in the following articles.



# EXPO 2006 (continued from page 1)

A total of two core credits and four Category 3B credits will be available to the Certified pesticide applicators in attendance during the sports field managers' sessions. Offering applicators the recertification credits needed for their jobs is an important aspect of Expo.

Because synthetic surfaces are becoming a greater part of the sports field landscape, Expo has again been designed to address the issue of synthetics. Dr. A.J. Powell, University of Kentucky, will be speaking on cost comparison between natural and synthetic fields. Joel Taylor, Haddonfield Twp., will follow by describing his experiences with a synthetic infill system one year after installation. These synthetic talks are scheduled for Tuesday, December 5 as part of a session beginning at 9:00 am.

Expo 2006 will also feature an Early Bird Sports Field Managers Networking Roundtable. Based on its success in 2005, a similar Roundtable will be held on Wednesday, December 6 at 7:30 am. All are welcome and encouraged to attend.

A hallmark of the annual Expo is the trade show. The trade show grand opening will be at 3:30 pm on Wednesday, December 6 with free food and beverages to be served. The partnership between NJTA and NJLCA will have the effect of bringing many new vendors to Expo 2006. The trade show is also scheduled for Thursday, December 7 from 10:00 am – 2:00 pm. Lunch will be served on the trade show floor.

Registration for Expo 2006 is easy! Registration can be done online by visiting [www.njturfgrass.org](http://www.njturfgrass.org) or printable mail-in registration forms can be accessed on this site. Additional information can be obtained by calling 215-757-6582. See you in Atlantic City!

*\* Brad Park is Sports Turf Res. and Ed. Coord., Rutgers University; SFMANJ Board Member; and Editor, SFMANJ Update*



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# Expo 2006:

## New Jersey Turfgrass Industry Unites in an Historical Joint Venture

*New Jersey Turfgrass Association Press Release*

Two prominent New Jersey Associations, the NJ Landscape Contractors Association (NJLCA) and the NJ Turfgrass Association (NJTA), have signed an historical, long-term agreement which will benefit green industry representatives across New Jersey and the region. The two associations have agreed on a joint venture to co-host the New Jersey Green Industry Expo.

For over 35 years, NJTA has run a very successful annual trade show and conference in early December. By joining efforts and resources, growth and expansion of the show is virtually guaranteed. "NJTA is excited about the opportunities this partnership will offer and believes the Expo will develop into a regional conference and trade show attracting attendees from up and down the East Coast," says Chris Carson, President of the New Jersey Turfgrass Association.

Beginning December 5-7 of this year the show will be renamed the "Turf & Landscape Conference and Expo". It will remain at the Taj Mahal, Atlantic City, NJ. The confer-

ence has always had well attended educational seminars and will continue to expand on this success by adding seminars earmarked specifically for the landscape contractor.

"This joint venture will be the perfect vehicle for NJLCA to further develop the southern regions of the state," states Brian Phiefer, NJLCA President. He also announced the first annual NJLCA state convention, the Holiday Awards Dinner and the 40th Anniversary Celebration will be held at Expo.

"This partnership is exactly what the Expo needed to catapult it to new heights. We are certain it will benefit the entire Green Industry in New Jersey and we look forward to producing another first-rate Expo," says Chris Carson, NJTA President.

**NJTA will feature online registration for Expo 2006.  
For more information visit [www.njturfgrass.org](http://www.njturfgrass.org) or call:  
(215) 757-6582**

## New Jersey Turf & Landscape Conference and Expo 2006: Sports Field Managers Program December 5-7, 2006

**Trump Taj Mahal Casino-Resort, Atlantic City, NJ**

**TUESDAY, DECEMBER 5, 2006**  
**TUESDAY AM**

- 9:00** Principles of sports field drainage  
*Dr. Jim Murphy, Rutgers Univ.*
- 9:30** Effective pesticide applications with backpack sprayers  
*Dr. John Grande, Rutgers Univ.*
- 10:00** Cost comparisons between natural grass and synthetic infill fields  
*Dr. A.J. Powell, University of Kentucky*
- 10:45** A synthetic infill field: One year later  
*Joel Taylor, Haddonfield Twp, NJ*
- 11:15** Managing sports fields on native soils  
*Dr. A.J. Powell, University of Kentucky*
- 12:00** End of Session

**TUESDAY PM**

- 1:00** IPM procedures for turfgrass  
*Brad Park, Rutgers Univ.*
- 1:30** IPM procedures for indoor facilities  
*Dr. George Hamilton, Rutgers Univ.*
- 2:00** Break
- 2:15** School IPM Q&A with the NJ DEP  
*Bruce Reimbold, New Jersey Dept. of Environmental Protection*
- 2:45** Case study panel:  
Implementing a school IPM program  
*Moderator: Craig Tolley, County College of Morris, NJ*  
*Rich Watson, Pine Hill Schools, NJ*  
*Barry Imboden, Hunterdon Central, NJ*  
*George Van Haasteren, Dwight Englewood Schools, NJ*
- 4:00** End of Session

**WEDNESDAY, DECEMBER 6, 2006**  
**WEDNESDAY AM**

- 7:30** Early Bird sports field managers networking roundtable
  - 9:00** End of Session
- WEDNESDAY PM**
- 1:00** SFMANJ Business meeting
  - 1:30** Identifying and controlling common turfgrass diseases of sports fields  
*Rich Buckley, Rutgers Univ.*
  - 2:00** Overview of the Certified Sports Field Manager (CSFM) program  
*Don Savard, CSFM, Salesianum School*
  - 2:30** Managing infield skin surfaces  
*Ryan Radcliffe, Lakewood Blueclaws*
  - 3:00** Insect management update for sports fields  
*Dr. Albrecht Koppenhoffer, Rutgers*
  - 3:30** End of Session





**Dr. Henry W. Indyk  
Graduate Fellowship  
in  
Turfgrass Science**

As many of you know, the turfgrass industry lost a dear friend and colleague in September 2005. We will all miss Henry very much and would like to insure that his legacy lives on. The Indyk family would like to establish a memorial fellowship to support graduate students interested in applied turfgrass science. This fellowship is being created to help assure that tomorrow's graduate students have the financial resources to get an advanced degree in turfgrass science at Rutgers University. To fund a full graduate assistantship each year in Henry's name, we will need to raise a total of \$400,000. Your generous support at this time will bring us closer to reaching this goal.

**To make a tax-deductible contribution today, please send a check payable to the Rutgers University Foundation, 7 College Avenue, New Brunswick, NJ 08901. Be sure to indicate "Indyk Fellowship, Turfgrass" in the memo portion of your check. If you desire, you may provide a donation in the form of a pledge payable over several years.**

For information on other ways to support this fellowship, please contact Dr. Bruce B. Clarke, Director - Rutgers Center for Turfgrass Science (732-932-9400, ext. 331; or [clarke@aesop.rutgers.edu](mailto:clarke@aesop.rutgers.edu)) or John Pearson, Director of Leadership Gifts at the Foundation, by calling (732) 932-7899 or email: [pearson@wirants.rutgers.edu](mailto:pearson@wirants.rutgers.edu)



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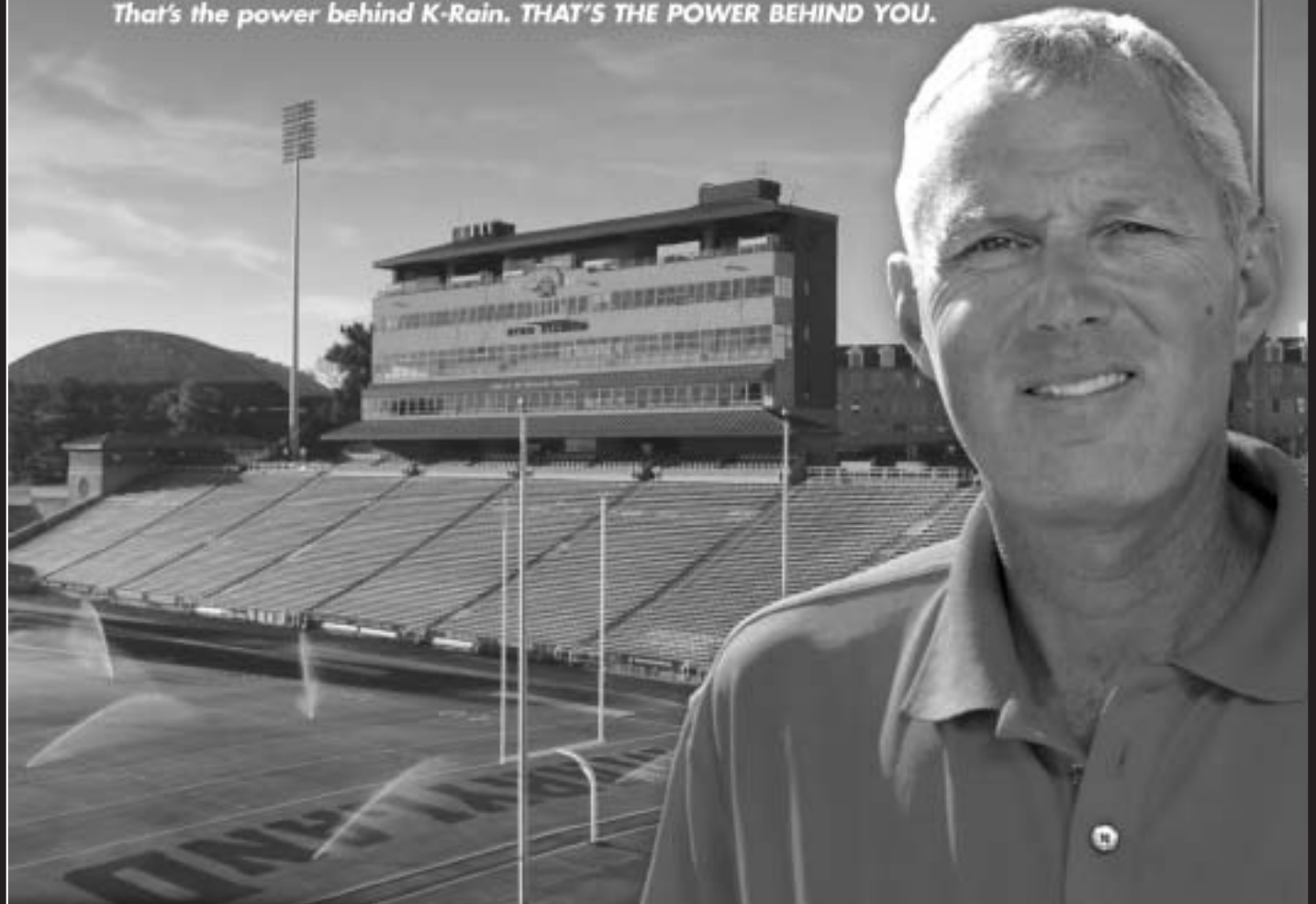


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# OUTSOURCING GROUNDS MAINTENANCE SERVICES

Don Savard, CSFM, CGM

One of the major items that must be considered when planning the construction of a sports field is the aftercare and day-to-day maintenance. The sports field facility manager must consider the amount of use, equipment and manpower needs, budget limits and levels of service to be provided. Often this leads to a considerable investment. Rather than hiring new employees and obtaining new or specialized equipment, some facilities have found it to be cost effective to outsource some or all of their grounds maintenance services.

Outsourcing grounds maintenance services gives the sports field manager certain advantages. The primary reason for outsourcing is that it saves money. It is far less expensive to hire an outside service provider to provide an infrequent task using specialized equipment than to own the equipment and have it unproductive most of the year. Another consideration is that any new equipment must be stored somewhere and possibly transported to the work site, adding additional overhead and capital expenses. Payroll is usually one of the largest line item expenses. By outsourcing certain recurring tasks (such as mowing), labor and benefits costs can be more effectively managed.

Outsourcing simplifies and streamlines the basic operations. It allows the sports field manager to *delegate* certain tasks to an outside service provider and concentrate on the *management* of his or her sports field facility, rather than become mired in details. By eliminating certain distractions, outsourcing allows the sports field manager time to concentrate on core activities. Outsourcing allows the sports field manager an opportunity to focus on *performance* and allows the operation more *flexibility* if change is needed.

Outsourcing is only the provision of a service that can be contracted for, not the outcome<sup>1</sup>. The ultimate accountability will always rest with the management<sup>1</sup>. But, service providers become partners, bringing a creative approach and technical expertise to the table<sup>2</sup>. They also share some of the risk. Because outsourcing relationships are results oriented, management role is now “what” issues, not “how” issues<sup>2</sup>.

Outsourcing does have its disadvantages. The sports field manager could lose control of the process or lose focus on the core business and focus instead on the outsourcing process; resulting in poor performance or quality. There is a possibility of creating poor morale within your organization as current employees view the

shift to outsourcing as an insult or a threat, possibly resulting in the loss of valuable, talented people. Your service provider could go out of business, or become too busy with other work and dilutes your service.

If outsourcing seems like a viable option for your situation, here are some Tips for Success:

1. Consider your budget, costs and needs as well as the scope of the work to be outsourced.
2. Make a strategic business decision.
3. Write clear, comprehensive contract specifications.
4. Establish a fair payment schedule.
5. Create contract administration process and structure.
6. Determine the appropriate structure of the contract document.
7. Manage the transition to the outsourced arrangement.
8. Agree to contract termination arrangements.
9. *Communicate, Communicate, Communicate*

Remember that outsourcing is a tool that works well in many situations and poorly in others. Sports field managers must identify whatever operational approach will offer the most cost effective, highest quality service and best results in a manner that is consistent with their organization's mission.

## References

<sup>1</sup> DeStefano, S. Contracting out Your Landscape Operations, Operational Guidelines for Grounds Management

<sup>2</sup> Dunn, S. Maintenance Outsourcing-Critical Issues, [www.maintenanceresources.com](http://www.maintenanceresources.com)

\* Don Savard is a Certified Sports Field Manager (CSFM) and Certified Grounds Manager (CGM); Director, Athletic Facilities and Grounds, Salesianum School; and SFMANJ Vice President.

## DID YOU KNOW?

Winter annuals are plants that initiate growth in the fall, live over winter, and die after producing seed the following season.



# Rutgers Corner - Seed and Fertilizer: How much was applied?

Brad Park\*

Having been given the opportunity to travel throughout the Garden State and visit numerous sports fields over the last several years, this author has often encountered sports field managers who are either unaware of how much seed/fertilizer they are applying on a 1000 sq ft basis or believe they are applying a particular amount but in actuality are only applying a fraction.

The responsibility of fertilizer and seed applications are often left to a contractor. When asked how much seed/fertilizer was actually applied to a sports field, more often than not, the sports field manager is either unaware of the amount or he or she presents a scope of work developed the contractor with no certainty as to what rates were actually made, let alone, whether any application was made at all.

One way of sifting through all of this confusion is to simply know how much area requires treatment and the number of bags of specific material required to treat that area. Using seed as an example, a typical overseeding recommendation for perennial ryegrass is 6.0 lbs seed per 1000 sq ft. To seed the area between the hash marks on a high school football field (approximately 16200 sq ft) at this rate, approximately 97 lbs of seed are required  $([6.0 \text{ lbs} \times 16200 \text{ sq ft}] / 1000 \text{ sq ft} = 97.2 \text{ lbs})$ . Seed is typically sold in 50.0-lb bags; therefore two (2) 50.0-lb bags of seed are required for order to complete this overseeding operation.

Applied fertilizer amounts can be calculated in a similar

manner. Assume 0.75 lbs nitrogen (N) per 1000 sq ft specified to be applied to an entire football field and the material to be used has an analysis of 35-0-0. This fertilizer contains 35% N; 0% phosphate ( $P_2O_5$ ); and 0% potash ( $K_2O$ ). A football field (including endzones) is 57600 sq ft. To apply 0.75 lb N per 1000 sq ft using a material that contains 35% N, 2.1 lbs of this fertilizer must be applied per 1000 sq ft  $(0.75 \text{ lbs N} / 0.35 \text{ lbs N per 1.0 lb fertilizer} = 2.1 \text{ lbs fertilizer})$ . To treat the football field at the desired rate, 121 lbs of the 35-0-0 fertilizer must be applied to the field  $([2.1 \text{ lbs} \times 57600 \text{ sq ft}] / 1000 \text{ sq ft} = 123 \text{ lbs})$ . Fertilizer is typically sold in 50.0-lb bags; hence, 3 (three) 50.0-lb bags will be required for order and approximately two-and-one-half (2.5) bags will be required to treat the field at the 0.75 lbs N per 1000 sq ft rate.

One way of exercising oversight on contracted work is to request to see the number of fertilizer and/or seed bags used to treat a sports field. Knowing the specified application rate, the area to receive the application, and, in the case of fertilizer, either the specified analysis or the analysis utilized by the contractor, one can calculate the amount of material required.

\*Brad Park is Sports Turf Res. and Ed. Coord., Rutgers University; SFMANJ Board Member; and Editor, SFMANJ Update

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