

# FIELD DAY RECAP



**Redexim-Charterhouse  
Verti-Quake 2516;  
Clarkton Sports Turf Services**



**Weidenmann Aerator;  
Aer-Core, Inc.**



**ASV RC-60 Posi-Track Loader;  
Binder Machinery**



**ASV Scout SC-50;  
Binder Machinery**

## SPORTS FIELD IRRIGATION AUDITS - PART II

(continued from page 8)

As a result of conducting an irrigation audit on my site, I was able to save over \$2,000.00 dollars in my irrigation budget and over 150 hours of my personal time.

Remember that the idea is to irrigate the soil, not the turf. Consider the concept of the soil as an H<sub>2</sub>O bank account for your turf. Just like your personal checking account, try to maintain a prudent balance of moisture in the root zone so as not to become overdrawn and stress the turf.

### References

Delaware Cooperative Extension

Puhalla, J., J. Krans, and M. Goatley. 1999.

Sports fields: A Manual for design, construction, and maintenance. Ann Arbor Press, Chelsea, MI.

*Don Savard is a Certified Sports Field Manager (CSFM);  
Certified Grounds Manager (CGM);  
Director, Athletic Facilities and Grounds, Salesianum School;  
and member of the SFMANJ Board of Directors*

## NATIONAL SEED PROFESSIONAL TURF PRODUCTS

Specializing in Quality  
Grass Seed to Meet All Your  
Turf Performance Standards

Call For a Catalog

**800-828-5856**

Carry a full line of quality mixtures  
especially formulated for:  
**SPORTS & ATHLETIC FIELDS**

LOW MAINTENANCE AREAS

GENERAL GROUNDS

GOLF, LAWN & RECLAMATION

**Technical Agronomic Support and  
Custom Blending Available**

<b>Beam Clay®</b> Baseball Diamond Mix Pitcher's Mound Mix Home Plate Mix Infield Conditioner Mound Bricks Mound Top-Dressings Permanent Pitcher's Mound & Batter's Box Pads Warning Track
Pro's Choice®
Diamond Pro®
Stabilizer®
Hilltopper®
Diamond Dry®
Nail Drags & Scarifiers
Drag Mats
Cocoa Mats
Infield Grooming Equip.
Mound Bricks
Mound Building Tools
Batter's Box Templates
Cleat Cleaners
Batting Practice Screens
Batting Practice Mats
Backstops
Batting Cages
Batting Tunnels

## YOUR "ONE-STOP SOURCE" FOR AMERICA'S BASEBALL & SPORTS TURF SURFACES & SUPPLIES!



A SUPPLIER TO EVERY MLB TEAM,  
OVER 150 MINOR LEAGUE TEAMS,  
OVER 700 COLLEGES AND THOUSANDS OF  
TOWNS & SCHOOLS WORLDWIDE!

**800-247-BEAM (2326)**

**www.BEAMCLAY.com**

OVER 200 INFIELD & SPORTS TURF PRODUCTS  
INCLUDING REGIONAL INFIELD MIXES & RED WARNING TRACKS  
BLENDED FOR EVERY STATE & CLIMATE  
FROM BULK PLANTS NATIONWIDE!

PARTAC PEAT CORPORATION - KELSEY PARK, GREAT MEADOWS, NJ 07838

*"The best infield mix I've ever used!"  
— GEORGE TOMA*

FenceGuards™
DuraPad™ On-Deck Circles
Hollywood® & Schutt® Bases
Rogers® Break-Away Bases
Soft-Touch™ Bases
Mautz® Athletic Field Paints
Athletic Field Stencils
MarkSmart™ Layout Systems
Jiffy® Line Strippers
Field Marking Equipment & Material
Permanent Foul Lines
Yankee® Rakes
Midwest Rakes
Rain Covers
Safety Fencing
Windscreen
Wall Padding
Ball & Barrier Netting
Benches / Bleachers
Watering Equipment
Water Removal Equipment
Geotextile Fabrics
Top-Dressing

# BEN SHAFFER & ASSOCIATES Inc.

many items available  
on NJ State Contract

Toll Free

1-800-953-2021

sales@benshaffer.com

www.benshaffer.com



PARK, PLAYGROUND & STREETScape SOLUTIONS



- Bleachers
- Benches
- Bases
- Sports Equipment

- Tennis  
Nets

- Sport  
Goals

- Water  
Fountains



and much more!

**Experience the Ben Shaffer Difference**  
**Serving NJ since 1921**



# 2007 CALENDAR OF EVENTS

## SFMANJ District 4

### Synthetic Infill Maintenance Demonstration Day

September 19, 2007  
 Reccino Field Complex  
 Haddon Township, NJ  
 908-730-7770  
[www.sfmanj.org](http://www.sfmanj.org)

### New Jersey State League of Municipalities

#### 92<sup>nd</sup> Annual Conference

November 13-16, 2007  
 Atlantic City Convention Center  
 Atlantic City, NJ  
[www.njslom.org](http://www.njslom.org)

### NJ Turf & Landscape Conference and Expo 2007

December 4-6, 2007  
 Trump Taj Mahal Casino-Resort  
 Atlantic City, NJ  
[www.njturfgrass.org](http://www.njturfgrass.org)

## SFMANJ Synthetic Turf Forum

December 12, 2007  
 Rutgers University - Cook Campus Center  
 New Brunswick, NJ  
[www.sfmanj.org](http://www.sfmanj.org)

## Sports Turf Managers Association 2008 Conference

January 15-19, 2008  
 Phoenix, AZ  
[www.stma.org](http://www.stma.org)



## Business Solutions: Learn More and Save Big.



“The other supplier in town said that he could save me a dime a rotor, but can he **save me \$3,500** on my yearly cell phone bill...?”

“When you can receive a savings like that, choosing a supplier isn’t that hard.”

– Joe Schill, Owner, Schill Landscaping

John Deere Landscapes wants to be more than just your supplier - we want to be a partner in your business.

That’s why we’ve developed the Partners Program Business Solutions. From cell phone discounts to a 3-year nursery plant protection plan, there’s never been a better time to be a member of the Partners Program. We are adding more Business Solutions everyday, so check out what we have to offer you!

- Sprint/Nextel Phone, Service & GPS System Discounts
- Moveable Cubicle Discounts
- GreenCAT® Electronic Catalog
- John Deere Credit
- Travel & Merchandise Rewards
- Lien Direct Online
- OfficeMax Volume Discounts
- 3 Year Plant Protection Plan
- Electronic Data Exchange
- Paychex Payroll Services
- Employee Training through GoTrain

For more information, contact the Concierge Hotline at **800-820-4848**, email us at [info@johndeerelandscapes.com](mailto:info@johndeerelandscapes.com), or visit us online at [www.JohnDeereLandscapes.com/BusinessSolutions](http://www.JohnDeereLandscapes.com/BusinessSolutions).



**JOHN DEERE**  
 LANDSCAPES



Sprint/Nextel Phones & Services



OfficeMax



3 Year Plant Protection



Travel & Merchandise Rewards

# Use the Easiest Non-Verbal Communication Strategy to Enhance Your Professionalism

*Sports Turf Managers Association Editorial Staff*

Good communication is the cornerstone of great professional relationships. One communication strategy that is often overlooked is dress. How you dress is another way you communicate to your peers, your staff, your employer and the end users of your sports fields.

Dressing in a professional manner suggests that you are well organized and portrays self

confidence. The impression is of one who is knowledgeable and in control. (Wow, all of that from a pair of Dockers and a golf shirt!). Obviously, we aren't talking coat and tie — unless the occasion calls for it. When you are physically working beside your staff on the field, of course you will be wearing work clothing, but think about keeping a change of clothing at your office for meetings or when you will be spending several hours in the office more visible to your employer.

Consider providing collared staff shirts to bring a more unified appearance to your crew, but wear a different color shirt so that you are distinguishable as the manager in charge. Be conscious of what your clothing says about you — faded tee shirts promoting old rock groups may bring a bit of nostalgia to your day, but they do not do much to position you as a professional sports turf manager.

Impressions do count. According to Ollie Stevenson, author of *101 Great Answers to the Tough-*

*est Job Search Problems*, found that in an interview situation, interviewers make an immediate overall judgment about you in the first five seconds. That applies to all first impressions. Five seconds isn't long so you are being judged on what you wear and how you react. Make the first five seconds count. Be dressed appropriately and remember, professionals do shake hands. Be sure your grip is firm and sincere and you make direct eye contact when you greet someone.

How do you dress for your chapter meetings? What type of role model are you for those who are just entering the profession and what type of message are you sending to them?

The job of a sports turf manager requires a strong knowledge of agronomy, pest management, environmental issues, sports strategies, and intimate knowledge of rules and regulations so that you can manage safe playing surfaces for your athletes. Be recognized for the knowledge, skills and abilities you bring to the game and garner the respect you deserve. Don't let a sloppy appearance downplay your importance when it is so easy to dress more professionally.

*Sports Turf Managers Association (STMA),  
Lawrence, KS*



Toro Groundsmaster 4000; Storr Tractor Co.



Sisis Javelin 1500; Jim Gates & Co., Inc.



The "Green Industry" Supplier

Randy Rider  
302-242-6848

Jeff Borajkiewicz  
609-532-4837

Mike Oleykowski  
609-410-0709

Brian Robinson  
484-886-0021



Superior Products for the Turf & Horticultural Professional!

110 Summit Drive • Exton, Pennsylvania 19341 • 610-363-5225 • fax 610-363-0563

www.fishersons.com

## Dual Slope Laser Grading



- Automated dual slope
- Accurate to .125" (1/8")
- 1 day service available
- Complete athletic field construction
- Bonded and insured
- Local references

Georgia Golf Construction, Inc.  
1441 Route 50  
Woodbine, NJ 08270  
Tel (609)-628-2597 or (404)216-4445  
Fax (609)-628-3087

www.georgiagolfconstruction.com

Increase your field's drainage and playability.

## DID YOU KNOW?

**A complete fertilizer contains all three of the primary macronutrients - nitrogen, phosphorous, and potassium.**



**Dennis DeSanctis, Sr.**

Cell: 610-608-3181

Office: 610-327-3390

Fax: 610-327-0581

ddesanctis@aer-core.com

1486 S. Hanover St. • Pottstown, PA 19465 • www.aer-core.com

### Specialized Turfgrass Services

- Deep Tine - Solid and Coring
- Drill & Fill
- BLEC Ground Breaker Linear Aeration
- Traditional Shallow Coring
- Sandmaster Drainage
- Top Dressing
- Seeding
- Verti-Cutting
- Total Regrassing

### Equipment

Wiedenmann Aerifiers • Dakota Top Dressers • Artificial Turf Groomers • BLEC

# ~2007 Proud Sponsor Directory~

## **US ATHLETIC FIELDS, INC.**

Sports Field Maintenance, Renovation & Construction  
John McKnight and Bill Siegel  
PO Box 38 – Skillman, NJ 08558  
609-466-2846 Fax: 609-466-1808  
john@usathleticfields.com

## **STORR TRACTOR COMPANY**

Turf, Irrigation and Ballfield Equipment  
Sales- Fred Castenschiold, Kevin Hoban, Steve Bradley  
3191 Highway 22 Somerville, NJ 08876  
908-722-9830 Fax: 908-722-9847

## **TOTAL CONTROL, INC.**

Athletic Field Consulting & Management  
Jim Hermann, CSFM  
PO Box 422 - Lebanon, NJ 08833  
(908) 236-9118  
totalcontroljim@earthlink.net

## **WILFRED MAC DONALD, INC**

Turf Equipment/Irrigation  
Sales-Bernie White, Mike Clifford, Tim Kerwin  
19 Central Blvd., S. Hackensack, NJ 07606  
888-831-0891 ex 114 Fax: 201-931-1730  
sales@wilfredmacdonald.com

## **PARTAC/BEAM CLAY**

Your "One-Stop Source" For  
Baseball and Sports Turf Surfaces & Supplies!  
Kelsey Park, Great Meadows, NJ 07838  
(800) 247-BEAM, (908) 637-4191  
Fax (908) 637-8421, partac@goes.com

## **FISHER AND SON CO., INC.**

Superior Products for the Turf and Horticultural Professional  
Agronomic Services, Fertilizers, Seed, and Control Products  
Jeff Borajkiewicz (609) 532-4837 • Bruce Cadenelli (732) 245-2599  
Brian Robinson (484) 886-0021

## **BEN SHAFFER & ASSOCIATES**

Park, Playground and Streetscape Solutions  
Serving NJ since 1921  
State Contract Vendor  
800-953-2021  
Website: www.benshaffer.com

## **COVERMASTER, INC.**

Baseball and football field covers and accessories  
Natural turf concert covers & EVERGREENTM turf blankets  
800-387-5808 • Fax 416-742-6837  
covermaster.com • info@covermaster.com

### **Put your ad here:**

To become a Proud Sponsor Call 908-730-7770  
\$150 for one year



## **PHILADELPHIA TURF COMPANY**

Fifty-five dedicated people with the best parts, products and service for the green industry in  
Eastern Pennsylvania, Southern New Jersey and New Castle County Delaware.

*Phone:* 215-345-7200

*Fax:* 215-345-8132

*Web:* [www.phillyturf.com](http://www.phillyturf.com)

*Mail:* Box 865

Doylestown, PA 18901-0865

*Ship:* 4049 Landisville Road  
Doylestown, PA 18901





Bannerman Super-Ject;  
Jim Gates & Co., Inc.



Club Car XRT 1550;  
Vic Gerard Golf Cars

## You're Always Ahead of the Game with a COVERMASTER® Raincover...

### "Great Service..., The Best..."

wrote **Chip Baker**, Asst. Baseball Coach,  
**Florida State University**, Tallahassee, FL

Chip's comments confirm what we hear from the many groundskeepers who use a COVERMASTER® raincover to keep their fields dry and ready for play.

Call us and we'll gladly tell you more.

#### The COVERMASTER® Advantage...

- Superior in strength and UV resistance
- Outstanding heat reflective properties
- Light weight - easy to handle
- Widest materials for least number of seams
- Largest choice of weights and colors
- Backed by truly dependable warranties

#### TARP MACHINE VIDEO!

Call, fax or e-mail for a free video, material samples and a brochure.



Covers for football and soccer fields are also readily available.



TARP MACHINE™ lets you roll the cover on and off in minutes.



TARPMATE™ roller comes in 3 lengths with safety and caps.

**COVERMASTER™**  
**COVERMASTER**  
**COVERMASTER**

MASTERS IN THE ART OF SPORTS SURFACE COVERS

CALL TOLL FREE  
**1-800-387-5808**

**covermaster.com**

E-MAIL: info@covermaster.com

MEMBER

**SportsTurf**  
ASSOCIATION



COVERMASTER INC., 100 WESTMORE DR. 11-D, REXDALE, ON, M9V 5C3 TEL 416-745-1811 FAX 416-742-6837



# Turf Specialties, Inc.

## Thatch Master Verti-Cut



- 4, 5, & 6 Feet Wide
- Carbide Tipped Blades
- Heavy Duty Construction
- Low Maintenance
- 2 Year Warranty



**IMPROVING TURF FOR 15 YEARS**

**For Additional Information or Product CD**

**Phone: 1-800-201-1031**

**Email: [ThatchMaster@turfspecialties.Net](mailto:ThatchMaster@turfspecialties.Net)**