



Yeats' Northwest Spray Fertilizes Home Lawns In Minutes.

Few homeowners would attempt to fertilize a lawn in three minutes—even if it contained only 6000 square feet.

But this is routine with John Yeats, owner of the Northwest Spray Company at Spokane, Wash. Yeats, a ground sprayman and a member of the Pacific Northwest Spraymen's Association, also handles turf fertilizer contracts.

One special job has been fertilizing home lawns for personnel at Fairchild Air Force Base in the state of Washington. This is a government contract bid. The one this last year called for putting fertilizer on 1566 lawns. The contract allowed him exactly 10 eight-hour days to cover the lawns which averaged 6000 square feet in size. That's roughly three minutes per lawn.

Yeats handled the job with a 4-man crew, using both hand and small tractor distribution equipment. The 36½ tons of fertilizer used was a 26-10-10 formulation; 23% of the nitrogen was derived from urea formaldehyde and 3% from ammonium phosphate. With 1200 pounds of urea formaldehyde per ton of fertilizer, an extremely dusty material, Yeats found it neces-

sary for his applicators to wear face masks and goggles.

For the uninitiated, bidding on a government contract can be a unique experience. Bids are made on regular government invitation bid forms. These are normally very specific as to materials used and the specified time when the work must be done. For example, once the fertilizer application bid was awarded Yeats, he had only 10 days from the date of notice to complete the job. The contract period could be extended only in event of adverse weather or spreading conditions, and then for only another 10 days. Most bid forms call for basic bids plus various alternates.

Subsequent to award of the contract and also prior to doing the job, Yeats was required to attend a pre-service conference at the Air Base procurement office, to become acquainted with all aspects and requirements of the contract.

This type operation, while routine for a government installation, may offer some suggestions for home owner community type projects. Homeowners as a group could no doubt attract more favorable service contracts if able to act as a group.

Pictured above, Yeats' spraymen don face masks and goggles when applying fertilizer. Supply truck and equipment are standard in Yeats' operation.