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## A fair price and a fair profit

■ In travels around the country our editors have heard turf managers say things like, "My distributor buys a new Cadillac every time I walk out his door after a purchase. His prices are killing me!"

We've also heard distributors say, "These turf managers beat me to within an inch of my life on price, and then they want service on top of it. I can't afford to do business at these prices."

The truth probably lies closer to the second statement, judging by a recent survey.

For every dollar of turf chemicals or equipment sold, the distributor walks away with only 2.2 cents—before taxes. That's tight. The survey also noted that gross profit is 26.8 percent and operating expense is 24.9 percent.

What's the moral of the story? Perhaps there is no moral, but one thing is for sure: if you expect service from your distributor, you have to expect him to make a fair profit on his sales.

## Compromise needed for peace on FIFRA

■ According to a recent story in the *New York Times*, the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA)—stalled for 13 years—could be renewed soon as the chemical industry and environmental groups reach a "rare peace."

The agreement did not stipulate how underground water supplies are to be protected, but it provides for an EPA review of health and safety studies submitted to this point, and possible new restrictions. "It also calls," the *Times* story said, "for regulation of pesticide ingredients not now subject to review."

This sort of compromise is long overdue. To serve the best interests of all parties involved, both sides must continue to give inches while not trying to take miles.

## Sports turf's brave new world

■ Who will be the first to grow turfgrass inside a domed stadium?

George Toma, chief groundsman for the Kansas City Chiefs, thinks quality turfgrass can be grown on portable pallets, then used as needed for a quality sports turf surface. New Jersey turfgrass expert Henry Indyk feels advances in lighting technology will allow turfgrass to be grown indoors. He says he will be around to see it. Dr. Kent Kurtz, turfgrass professor at Cal-Poly Pomona, maintains that "in the next five to ten years, domed stadiums are going to have natural grass growing in them." In Germany Dr. Max Losch designs, builds, and installs retractable roofs for sports halls. These facilities make money, England's SPORTS INDUSTRY reports.

Pieces to an intriguing puzzle. Who will be bold enough to profitably tie them together? Domed stadiums don't look too far away in Chicago and Cleveland.

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