

SHORT CUTS



Sure Is A Funny Looking Tee

It doesn't look like a tee, but in a way it's one of the best friends a golfer can have. Whether it's the fairway or the green, it's your job to provide and maintain the best playability for your golfers. Every golfer loves to walk up to that second shot and have the ball "teed up" on a lush green fairway. Every golfer looks for a true roll on the green.

Drift Reduction Is The Key

The Delavan Raindrop® nozzle helps you produce and maintain lush fairways and true greens. The Raindrop® is a wide-angle (120 degree), hollow-cone, drift-reduction nozzle.

- Driftable fines are reduced.
- The chemical goes where you want it.
- Larger orifice opening and passages minimize clogging.
- Color-coding makes selection and installation quick and easy.

Whether you are spraying insecticides, herbicides, fungicides, or fertilizer, the Delavan Raindrop® helps you maintain the type of playing surfaces your golfers expect.

Playability...that's what your job is all about. While our "tee" will never meet U.S.G.A. specifications, it will meet your specifications for even, controlled coverage that gives you the kind of fairways and greens you want. Choose the Raindrop®.

For the location of your nearest Delavan dealer, call toll free **1-800-621-9357**.

Colt Industries



Delavan

Agricultural Products Operation

Circle No. 119 on Reader Inquiry Card

AT LAST, AT LEAST...After years of bandying about a proposal that they unite for one large national conference and trade show, three of the green industry's top trade organizations have finally given the go-ahead. Last to embrace the idea was the Associated Landscape Contractors of America (ALCA), whose board of directors approved the plan in July. Also involved are the Professional Grounds Management Society (PGMS) and the Professional Lawn Care Association of America (PLCAA). The event is said to be proposed for October or November, 1990 in Nashville, Tenn.

TAKE HEED..."None of us has a crystal ball," notes industry consultant **Charles Vander Kooi**. But he's ready, via his newsletter, to do some predicting. "I feel that in 5 to 10 years, there will be 30 percent fewer companies in this business than there are today. This reduction in contracting firms will not be necessarily due to a poor economy. Rather, I feel it will be due to the fact that certain companies will become more advanced in their use of computers, more sophisticated in their estimating and job costing, and better managers of their businesses. As more companies become that way, they will take more of the available jobs away from those who are not advancing in the way they do their business."

BIO BOOM...Safer, Inc. reports that its sales of non-toxic, biodegradable pesticides more than doubled from April to June when compared to sales for the same period in 1988. And according to Safer's figures, yearly sales of non-toxic biodegradable pesticides by all manufacturers are now at almost \$31 million. "Biodegradability can be measured by examining the residual life of a product," says **Dr. Michael Atkins**, Safer's director of technical services and an entomology professor at San Diego State University. "The shorter the residual life, the more degradable the product."

NEW DIRECTIONS...The H.B. Musser Foundation, according to its president **Frank Dobie** of Sharon (Ohio) Country Club, is heading in new directions lately. "We're finally starting to put the concept of the Musser Foundation to work," he notes. "We've reorganized and have concentrated more on searching out more doctoral students for fellowships." He says the Musser Foundation, if it can increase its principal fund, hopes to eventually present multiple scholarships of \$10,000-\$12,000 each. "We're moving ahead," Dobie notes. For information on contributing to the foundation, call him at (216) 239-2383.