

## Landscape Equipment

Company	Revenues	Accounts	Acres	Walk-behinds, Push mowers	Riding mowers	Edgers, Trimmers	Blowers	Other	Mechanics	Budget
Butler Landscaping Cleveland, OH	\$250,000	80	36	11	3	3	5	1 Rototiller 1 Dethatcher	0	Buy as needed
Hickory Hill Atlanta, GA	Under \$100,000	25	5-6	8	1	5	5	1 Spray truck	0	\$6,000
Landscape Services Ft. Wayne, IN	More than \$1,000,000	38	25	11	2	3	5	1 Pickup 1 Dump truck 2 Trailers	0	\$10,000- \$15,000
The Plant Care Co. Dallas, TX	\$1,500,000	125	42	2	44	12	12	4 Vacuums 1 Tractor 2 Loaders	0	\$18,000
Summer Lawns Boise, ID	More than \$100,000	35	N/A	5	1	5	3	3 Tractors 2 Trenchers 1 Loader 6 Pickups 1 Hydroseeder	0	Buy as needed
Yardmaster Painesville, OH	\$6,000,000	130	N/A	50	16	47	10	14 Trailers 17 Pickups 10 Dump trucks 8 Loaders	5	\$100,000

## FOR GOLF SUPERINTENDENTS:

### SPRINGVALE COUNTRY CLUB North Olmsted, Ohio

Preventive maintenance begins with the operator, according to Springvale Country Club superintendent Bill Prest.

Riding equipment that doesn't require much physical labor is manned by an older, often retired worker. Prest swears that maturity counts. Older workers are more familiar with the equipment, and don't abuse it.

Seasoned workers also have a better ear for knocks and pings, and are flat-out more concerned and careful.

At Springvale, every operator reads the operation and maintenance manual first thing. Prest has four greensmowers, allowing for convenient rotation.

Prest is most concerned with service. The mower dealer he works with "will provide a backup piece if we have send the mower in for repairs. We try everybody's and pick the best one."

Prest looks at four things when buying equipment:

- ease of operation
- maintenance requirements
- parts availability



Bill Prest: Older workers care.

- availability of service

"This (part of the country) is competitive, so anytime we want a piece of equipment, (dealers) are more than happy to bring out a demo model."

### TREYBURN COUNTRY CLUB Bahama, N.C.

Dale Miller doesn't mess around when it comes to taking care of equip-

ment. He recently persuaded his membership board to allot him \$125,000 per year until he does a complete turnover. He initially wanted \$250,000, but settled for half. He annually spends \$36,000 for repairs.

Miller says equipment replacement occurs in cycles. "After the third or fourth year you have to start turning over equipment, and might need in the vicinity of \$50,000 to \$100,000 each year," he says.

"I like to maintain a parts backup. We service equipment regularly, so we spend quite a bit of money on service. Just taking care, making sure it's working absolutely perfect. If the equipment out here wasn't so old, I'd say we wouldn't have to spend but \$25,000 a year. Right now we'll spend a lot in engine repair.

"We maintain an incredible backup parts supply. We can immediately fix everything that might breakdown, short of major repairs. And we always have backups."

Care is the watchword at Treyburn. "Each piece of equipment is steam-cleaned and pressure washed, and parked where it belongs.

## Golf Course Equipment

Golf Course	Acres Mowed	Fairway Mowers	Greens Mowers	Aerators	Power Rakes	Trimmers, Whippers	Other	Mechanics	Budget
Springvale Country Club N. Olmsted, OH Bill Prest, superintendent	140	1	4 Ride 4 Walk	1	1	4	3 Rough mowers 2 Utility vehicles 1 Truckster 2 Tractors 1 Pickup 1 One ton dump truck	1	Buy as needed
Longview Golf Course Baltimore, MD Howard Gaskill, superintendent	160	2	3	3	1	6	4 Utility vehicles 1 Fairway aerator 1 Backhoe 2 Tractor-drawn leaf blowers	1	Buy as needed  \$18,000 for repairs
Rock Island Arsenal Golf Course Rock Island, IL Jon Scott, superintendent	150	3	2	2	2	4	1 Rough mower	2	Buy as needed  \$17,000 for repairs
Treyburn Country Club Bahama, NC Dale Miller, superintendent	100	2	10	2	2	8	3 Rough mowers 4 Drop spreaders 2 Triplex trimmers 5 Fly mowers 1 Overseeder 2 Tee mowers	2	\$125,000 for total turnover 3-years  \$36,000 for repairs

"We do keep track of (abuse) problems, and if we notice an employee is having trouble, he's usually terminated. But most of the time, once they get their hands on new equipment, something that'll do the job for them, they'll take care of it."

In this and his past two superintendent posts, Miller has found that women workers take better care of equipment than do men. "I hire as many women as I can just for that reason," he says. "They do a hell of a job." Miller's 25-person crew includes three women.

### LONGVIEW GOLF COURSE Baltimore, Md.

Howard Gaskill's responsibilities extend over three 18-hole county owned courses. All average about 160 acres, and Gaskill has his equipment divided up pretty much equally among the three.

"We put most of our equipment away in the winter, whether it needs it or not," says Gaskill. "We repair every seal, bearing, shim and spacer."

Along with regular maintenance, Gaskill has new workers familiarize themselves with the equipment before they read the manual. Then, after a supervised ride, they sit at the controls and go through all procedures a second time.

"It's almost impossible to recruit retired people," says Gaskill, who has worked with them in the past, and admits that age counts for something when it comes to equipment care. Still, Gaskill thinks his training program does a good job in fostering responsible operation.

### ROCK ISLAND ARSENAL GOLF COURSE

Rock Island, Ill.

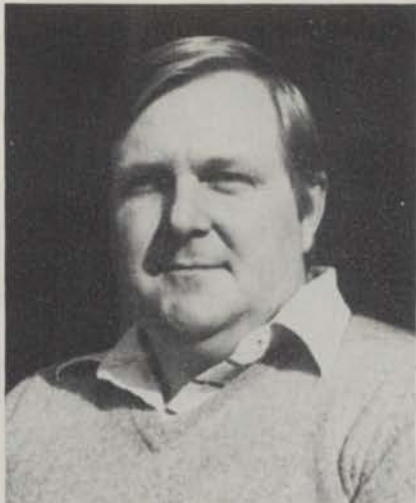
Jon Scott gets 10 good years of service



Howard Gaskill: Tear it down, whether it needs it or not.

out of his greens aerators, seven years out of his two power rakes, and five years of service from his fairway units.

His secret is "preventive maintenance, oil changes and a good winter



Jon Scott: Greens mowers converted to tee mowers after a few years.

overhaul." All equipment is ready for the new season by the end of March.

He extends the service life of two triplexes after three years by converting them to tee mowers for another four years.

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