

als that have not been evaluated or even discovered yet that may have a good fit as turf fertilizers.

4. Recycling of organic residues will provide new products in the future. There are currently thousands of tons of finished municipal compost piles with nowhere to go—but with the potential to become nutrient-rich, slow-release liquid fertilizers. As long as oil prices keep rising, so will the price of petroleum-based fertilizers, causing the use of organic residues and other materials in the waste stream to become more economically appealing as turf nutrient sources.

5. Computer technology will allow turf managers to more accurately predict levels of fertilizer to be applied, based on the measured rate of nutrient use in the soil during the growing season.

6. Methods of application will con-

stantly be improved to maximize availability and longevity of nutrient uptake. Foliar application technology will allow spoonfeeding, reducing the potential impact on the environment by minimizing exposure to leaching and/or volatilization conditions. As irrigation systems improve their accuracy, the opportunity to reduce fertilizer application costs through fertigation grows. Granular product application methods have also constantly been improving.

7. Combination products have a fit for the future as well: combinations such as fertilizer with plant growth regulators that could control uptake, storage and use of nutrients within the plants. Soil organism inoculants could be another, or perhaps the addition of a nitrogen fixing bacteria that would colonize the rootzone and be able to turn atmospheric nitrogen into a

form that the plant can use.

8. Soil testing will definitely become a more common practice in turf management. Information generated regarding the levels of nutrients needed at different stages of the growth cycle will help turf managers specify more accurate quantities and ratios of fertilizers.

9. Better service. Fertilizer companies will become even more responsive to the individual turf manager's needs, such as providing a greater ability to deliver custom blends, expedited delivery, etc. Sales representatives will also achieve a higher level of expertise, offering more product information and turfgrass management.

The future is difficult to predict, but there is one aspect that we can surely look forward to favorably: Information, products and service will make the job of managing turf an even more rewarding one.

LM REPORTS

Seed: Production exceeds demand

A bumper crop of turfseed, combined with decreased demand, means good prices for those buying turfseed this year.

■ Heavy rain and cool weather during much of May and June resulted in a late West Coast turfseed harvest. On a positive note, the harvest was a good one, with some companies reporting surpluses for select species.

The cool spring/early summer weather was called a first by some in the seed industry, and caused crops to come in about two weeks late, depending on the species.

Fine fescues were reported as experiencing a slight imbalance between supply and demand, light, with production giving way slightly to a higher demand for hard fescues.

It's also a good year for new varieties, with companies reporting numerous new offerings. (See story on page XX.)

Tall and fine fescue yields were considered to be below average, with yields varying, depending on the region. In the southern valley near Albany, Ore., tall fescues were reported as no more than average.

Bentgrass yields appeared to be about average.

Yields for common Kentucky bluegrass were down a bit. Prices for common were also down between 10 and 20 cents per pound.

Prices for creeping red fescue and common bluegrass are up. Creeping red fescue acreage in Canada is down, and common Kentucky bluegrass is feeling the effects of last year's sell-out and the fact that farmers last year plowed out much of their bluegrass acreage.

Conditions are reported to be "ideal" for fall planting.

SEED AVAILABILITY ESTIMATES, 1991-92

The following information is based on surveys conducted in July-August, 1991. Supply and price estimates may have changed since publication.

(A=Surplus/B=Adequate/C=Limited)

BENTGRASS

Variety	Marketer	Supply	Price
Carmen	Vander Have	B	Stable
Dominant blend	Seed Research	B	
Exeter (colonial)	Pickseed West	C	Stable
National	Pickseed West	B	Stable
Penncross	Lesco/Northrup King/ Tee-2-Green/Roberts Seed	B/A/B/B	Stable
Penneagle	Lesco/Northrup King/ Tee-2-Green	B/A/B	Stable
Pennlinks	Lesco/Northrup King/ Tee-2-Green	B/A/B	Stable
Pennway	Lesco/Tee-2-Green	B/B	Stable
Prominent	Seed Research	C	Stable
Providence	Seed Research	B	Stable
Putter	Jacklin Seed Co.	B	Lower
Reston (red top)	Pickseed West	B	Lower
SR 1020	Seed Research	B	Stable
Southshore**	Lofts Seed, Inc.	C	Stable
Tracenta	Van Der Have	B	Stable
V.I.P. blend	Turf Merchants	B	Stable to Lower

KENTUCKY BLUEGRASS

Variety	Marketer	Supply	Price
Adelphi	J&L Adikes/Northrup King Jacklin Seed Co.	B/A/B	Stable
Alpine	Pickseed West	n/a	n/a
American	Pickseed West	C	Higher
Amazon	Jacklin Seed Co.	C	Stable
Argyle	Roberts Seed Co.	B	Stable
Aspen	Northrup King	A	Stable

More than 30,000 acres have been plowed in the Albany, Ore. area, as there are not many new tall fescue contracts being made with farmers. Consequently, more of that acreage could be used next year for wheat, rye or annual ryegrass.

Some comments solicited from seed professionals, on the state of this year's harvest:

Turf-type tall fescues: Production exceeds demand for the time being. "That is in part due to the reduced consumption in California due to lack of sod sales as well as general slump in economy nationwide...surplus is likely to exist for another growing season," says Art Wick of Lesco.

"...better than ever, as far as supply and quantity are concerned," says Mark Grundman of Northrup King/Medalist.

"Your customers will see some good prices this fall," adds Dr. Jerry Pepin of Pickseed West, Inc.

Perennial ryegrass: "The crop was good. Inventories are high. The newer varieties of the dwarf, slower growing dark green varieties such as Legacy and Assure continue to be in moderate sup-

ply with many of the unique, high endophyte varieties being in similar condition," notes Wick.

Mike Robinson of Seed Research reports lower prices on perennial ryegrass and tall fescue.

And Grundman says, "The anticipated harvests look good, but some isolated cases of winter kill and chemical damage may limit some varieties this year."

Fine fescue: Lesco reported its crop as "moderate."

"Inventories seem to be reasonable, do not expect any tremendous change in the fine fescue availability with the 1991 crop," reports Wick.

Hard fescue: Ray Brubakken of Van Der Have Oregon expects a sell-out of hard fescue. "Demand is growing, and prices may increase as spring '92 approaches," says Brubakken.

Kentucky bluegrass: Turf Seed, Inc. reports that Midnight and Blacksburg Kentucky bluegrasses have again topped the National Trials, resulting in high demand for those varieties.

—Terry McIver

KENTUCKY BLUEGRASS (cont.)

Variety	Marketer	Supply	Price
Aquila	Northrup King	C	Stable
Banff	Pickseed West	B	Stable
Baron	Lofts Seed Inc.	B	Lower
Blacksburg	Turf Seed, Inc.	C	Higher
Bronco	Pickseed West	B	Stable
Challenger	Turf Seed, Inc.	B	Stable
Chateau	Fine Lawn Research, Inc.	B	Lower
Classic	Jacklin/Peterson	B	Lower
Crest	Pickseed West	B	Stable
Columbia	Turf Seed, Inc.	B	Stable
Dawn	Lesco	B	Stable
Eclipse	Jacklin	B	Stable
	Peterson	B	Lower
	Zajac	C	Lower
Estate	Roberts Seed Co.	B	Stable
Freedom	Northrup King	A	Stable
4 Aces**	Turf Seed, Inc.	C	Stable
Fylking	Jacklin Seed Co.	B	Stable
Georgetown	Lofts Seed, Inc.	B	Lower
Glade	Jacklin Seed Co.	B	Stable
Haga	Burlingham	C	Stable
Harmony	Seed Research	C	Lower
Huntsville	Jacklin Seed Co.	B	Stable
1757	Lofts Seed, Inc.	C	Stable
Indigo	Pickseed West	C	Higher
Julia	Lesco	B	Stable
Kelly	Northrup King	A	Stable
Kenblue	Jacklin Seed Co.	B	Stable
Liberty	Zajac	B	Lower
Marquis	Roberts Seed Co.	B	Stable
Merion	Jacklin Seed Co.	B	Stable
Midnight	Turf Seed, Inc.	C	Higher
Monopoly	Peterson	B	Lower
Mystic	Lofts Seed, Inc.	C	Stable
Nassau	Lofts/Jacklin	B	Lower
Newport	Jacklin Seed Co.	B	Stable
Nugget	Pickseed West	n/a	n/a
Nu Star**	Jacklin Seed Co.	C	n/a
Park	Jacklin Seed Co.	B	Stable
Ram 1	Lofts/Jacklin	C/B	Stable
Rebel	Lofts Seed, Inc.	C	Lower
Rebel Jr.	Lofts Seed, Inc.	B	Lower
Rebel 3D**	Lofts Seed, Inc.	C	n/a
Rugby	Northrup King	B	Stable
	Roberts Seed Co.	B	Stable
S-21	Jacklin Seed Co.	B	Stable
SR 2000**	Seed Research	C	Stable
SR 2100**	Seed Research	C	Stable
Shamrock**	Lesco	C	Stable
Suffolk	Lofts/Jacklin	B	Stable
Touchdown	Pickseed West	B	Stable
Trenton	Northrup King	A	Stable
Tribute	Lofts Seed, Inc.	B	Lower
Welcome	Seed Research	B	Lower

TURF-TYPE TALL FESCUE

Variety	Marketer	Supply	Price
Advent**	Jacklin Seed Co.	B	Stable
All-Star	Jacklin Seed Co.	B	Lower
Amigo	Northrup King	B	Lower
Arid	Jacklin/Northrup King	C/B	Lower
APM**	Jacklin Seed Co.	B	n/a
Apache	Turf Seed, Inc.	A	Lower

TURF-TYPE TALL FESCUE (cont.)

Variety	Marketer	Supply	Price
Arriba**	Northrup King	B	Lower
Bonanza	Proprietary Seeds	A	Lower
Bonzai (dwarf)	Turf Merchants	B	Lower
Brahma	Roberts Seed Co.	B	Lower
Chieftan	Roberts Seed Co.	B	Lower
Cimarron	Lesco	B	Stable
Confederate**	Turf Seed, Inc.	C	Stable
Crew-Cut (dwarf)	Proprietary Seeds	B	Lower
Crossfire	Pickseed West	B	Lower
Eldorado	Turf Seed, Inc.	B	Lower
Emperor	Zajac	B	Lower
Falcon	Burlingham	B	Lower
Finelawn SGL	Fine Lawn Research	B	Lower
Finelawn 1	Fine Lawn Research	B	Lower
Finelawn Petite**	Fine Lawn Research	C	Stable
Galway	Northrup King	B	Lower
Guardian	Roberts Seed Co.	B	Lower
Jaguar	Zajac	B	Lower
Jaguar II	Zajac	B	Lower
Lancer**	Lesco	B	Stable
Leprechaun**	Roberts Seed Co.	C	Lower
Maveric II	Pickseed West	B	Lower
Maxim blend	Roberts Seed Co.	B	Lower
Mesa	Jacklin Seed Co.	B	Stable
Micro**	Turf Merchants	B	Lower
Mini-Mustang	Pickseed West	B	Lower
Monarch	Turf Seed, Inc.	B	Lower
Mow-Less**	Turf Seed, Inc.	C	Stable
Murietta	Turf Seed, Inc.	B	Lower
Mustang	Pickseed West	B	Lower
MX-86	Jacklin Seed Co.	C	Higher
Olympic	Turf Seed, Inc.	B	Lower
Olympic II	Turf Seed, Inc.	B	Lower
Pixie**	Jacklin Seed Co.	C	n/a
Recycler**	Turf Merchants	C	Lower
Shortstop	Pickseed West	B	Lower
SR 5000	Seed Research	B	Stable
SR 5100**	Seed Research	C	Stable
SR 8200**	Seed Research	C	Lower
SR 8300**	Seed Research	C	Lower
Safari**	Turf Seed, Inc.	C	Lower
Sapphire**	Vander Have	A	n/a
Shenandoah**	Willamette	B	Lower
Silverado	Turf Seed, Inc.	B	Lower
Sundance	Turf Merchants	C	Lower
	(dwarf)		
Survivor blend	Seed Research	B	Lower
Taurus (dwarf)**	Turf Merchants	B	Lower
Thoroughbred	Pickseed West	C	Lower
Thunderbird**	Burlingham	C	Lower
Titan	Seed Research	B	Lower
Tomahawk	Turf Seed, Inc.	C	Lower
Trailblazer II**	Lesco	B	Stable
Trailblazer	Lesco	B	Stable
Trident	Seed Research	B	Lower
Triathlawn	Turf Seed, Inc.	B	Lower
Trophy blend	Seed Research	B	Lower
Turf Gem	Turf Merchants	B	Lower
Turf Gem Jr.**	Turf Merchants	B	Lower
(dwarf blend)			

TURF-TYPE TALL FESCUE (cont.)

Variety	Marketer	Supply	Price
Twilight (dwarf)	Turf Merchants	B	Lower
Willamette	Willamette	A	Lower
Winchester**	Burlingham	B	Lower
Wrangler	Jacklin	B	Lower
	Lesco	B	Stable
	TMI	B	Lower

FINE FESCUE

Variety	Marketer	Supply	Price
Dawson	Northrup King/ Vander Have	B/B	Stable
Estacada	Turf Merchants	C	Stable
Flyer	Fine Lawn Research	B	Lower
Hector**	Vander Have	B	Stable
Revere creeping**	Northrup King	B	Stable
Ruby creeping	Northrup King	A	Lower
Shademaster	Lesco	B	Stable
Silvester	Vander Have	C	Stable
Virtus	Turf Merchants	B	Stable
Vista creeping**	Zajac	B	Stable

CHEWINGS FESCUE

Variety	Marketer	Supply	Price
Atlanta	Vander Have	A	Stable
Camaro**	Fine Lawn Research	C	Stable
Center	Turf Merchants	B	Stable
Dover**	Northrup King	B	Stable
Jamestown	Lofts Seed, Inc.	B	Lower
Jamestown II **	Lofts Seed Inc.	B	n/a
Koket	Burlingham	B	Stable
Mary	Vander Have	B	Stable
Molinda	Vander Have	A	Stable
Shadow	Lesco	B	Stable
Waldorf	Vander Have	A	Stable
Wilma	Burlingham	B	Stable

HARD FESCUE

Variety	Marketer	Supply	Price
Atila	Turf Merchants	C	Stable
Aurora	Turf Seed, Inc.	B	Stable
Aurora**	Turf Seed, Inc.	C	Stable
Biljart	Vander Have	C	Stable
Eureka**	Fine Lawn Research	C	Stable
HF 9032**	Northrup King	C	Stable
Reliant**	Lofts Seed, Inc.	B	Stable
Scaldis	Vander Have	C	Stable
Silvana	Seed Research	A	Stable
SR 3000	Seed Research	B	Stable
SR 3100**	Seed Research	C	Stable
Scaldis	Northrup King	B	Stable
Spartan	Lesco	B	Stable
Waldina	Vander Have	C	Stable

PERENNIAL RYEGRASS

Variety	Marketer	Supply	Price
Allaire**	Turf Merchants	B	Stable
Alliance blend	Turf Seed, Inc.	B	Lower
All-Star	J&L Adikes/ Northrup King	B	Lower
	Northrup King	C	Stable
Aquarius	Turf Merchants	B	Stable

PERENNIAL RYEGRASS (cont.)

Variety	Marketer	Supply	Price
Birdie II	Turf Seed, Inc.	C	Lower
Brenda	Vander Have	A	Lower
CBS blend	Turf Seed, Inc.	B	Lower
Caddie	Northrup King	C	Stable
Caliente	Willamette	A	Lower
Calypso	Roberts Seed Co.	B	Stable
Champion	Seed Research	B	Lower
Charger	Turf Seed, Inc.	B	Lower
Citation II	Turf Seed, Inc.	A	Lower
Competitor**	Burlingham	B	Lower
Cowboy	Lofts Seed Inc.	B	Lower
Dandy	Northrup King	B	Stable
Delray	Northrup King	B	Stable
Dimension	Vander Have	A	Lower
Envy**	Zajac	B	Stable
F.puccinellia	Northrup King	B	Stable
Goalie	Northrup King	B	Stable
Legacy**	Lesco	B	Stable
Manhattan II	Turf Seed, Inc.	B	Lower/
	TMI	C	Stable
Manhattan II* **	Turf Seed, Inc./TMI	C/B	Stable
	Mondial		
	Vander Have		
NK 89001**	Northrup King	C	Stable
Nomad**	Turf Merchants	C	Lower
Nova	Seed Research/ Vander Have	B/A	Lower
Omega II	Zajac	B	Stable
Palmer	Lofts Seed, Inc.	B	Lower
Palmer II* **	Lofts Seed, Inc.	C	n/a
Patriot II**	Turf Merchants	C	Lower
Pebble Beach*	Fine Lawn Research	B	Lower
Pennant	Burlingham	B	Lower
Playmate blend	Roberts Seed Co.	B	Stable
Prelude	Lofts Seed, Inc.	B	Lower
Prelude II* **	Lofts Seed, Inc.	C	n/a
Quickstart**	Turf Seed, Inc.	B	Lower
Ranger	Vander Have	A	Lower
Repell	Lofts Seed, Inc.	B	Lower
Repell II* **	Lofts Seed, Inc.	C	Stable
Riviera	Roberts Seed Co.	B	Stable
Rodeo**	Turf Merchants	B	Lower
Rodeo II**	Turf Merchants	C	Lower
SR 4000	Seed Research	B	Lower
SR 4100	Seed Research	B	Lower
SR 4200	Seed Research	B	Lower
SR 4300	Seed Research	C	Lower
Saturn	Zajac	B	Stable
Seville	Willamette	B	Lower
Stallion *	Fine Lawn Research/ TMI	B	Lower/
	TMI		Stable
Sunrye 246	Turf Seed, Inc.	B	Lower
Target	Northrup King	B	Stable
Vantage	Proprietary Seeds	B	Lower
V.I.P. blend	Turf Merchants	B	Lower
Yorktown III* **	Lofts Seed, Inc.	C	Stable

*Contains endophytes

**New variety

† Final year of production. To be replaced by Shademaster.

Leadership by listening

■ To be a successful leader, you need the traits and characteristics of a leader and you have to emphasize skills that make leadership possible, says O.M. Scott's Gerry Sweda.

Managing through leadership requires five character traits:

1) the ability to visualize—a clear idea of what you want to do;

2) the ability to communicate “the vision;”

3) the ability to make decisions and give directions;

4) the ability to do the right thing in the right way in the right amount of time;

5) and the ability to reward and recognize subordinates.

“Are they not all in the realm of possi-

bility for all of us?,” Sweda asks.

In order to attain these traits, the leader must first master four skills:

1) the skill of communicating;

2) the skill of interviewing (questioning your following);

3) the skill of listening; (“The most important and hardest to perform day in and day out,” Sweda notes. “You must manage by wandering around and listening with your eyes.”)

4) and the skill of negotiating (attaining a win-win situation for two parties).