# LANDSCAPE MANAGEMENT

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#### COVER FEATURE

# 10 Cover story: Your 'super' future

Technology, communications, our changing society. All will have an impact on 'the keeping of the green.' Here's a look into the not-so-distant future of the golf course superintendent.

Jerry Roche

## 11 Seeing the future

Communications, water and the environment, and safety. These are the future of golf course management, according to superintendent Michael Tellier of La Quinta Hotel Golf and Tennis Resort, La Quinta, Calif.

Suz Trusty

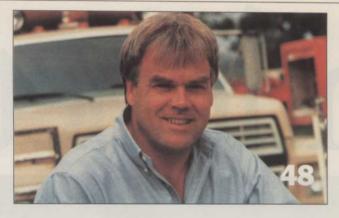
#### FEATURES

## 13 LM Reports: Reel mowers

Budget cuts and time constraints make the reel mower the most important piece of equipment you own. Here's a rundown on the newest greens and fairway mowers for 1994.

Terry McIver





## 19 Smart scheduling

Versatility is the key to this super-efficient maintenance agency in Gainesville, Ga. The city's parks and athletic fields are thus kept pristine.

## 20 Rainy day training

Video training sessions may not be as entertaining as 'Tool Time,' but—when properly conducted—are much more informative.

Jerry Roche

## 24 Selecting an accountant

Rule No. 1: There are no set ratios for what you should pay. It depends on your location and volume of work. Shop for value.

Dan Sautner

## 28 Time-saving PGRs

PGRs are used for growth management, trimming and edging. They can be valuable time- and money-saving materials.

## 29 Making the cuts

Landscaping maintenance budgets everywhere are being cut. But in the upscale Upper Arlington, Ohio school system, public support and versatile crews help stretch shrinking dollars.

Jerry Roche

## 32 1993 Article index

## TECH CENTER

# 38 Ferti(lization with irri)gation

Imagine being able to fertilize an entire golf course or commercial landscape overnight with no labor. Imagine prescription feeding turfgrass with a predictable degree of efficacy and efficiency. Imagine fertigation.

Ed Nash

## 40 Seashore paspalum

Great for its salt tolerance, this sub-tropical grass can answer water restriction woes. It does, however, have a problem resisting some weeds.

#### GOLF 'SCAPING

## 44 Retrofitting for effluent

Golf courses in southern California, Arizona and south Florida find effluent water for irrigation the best way to go. But it's not an easy process to convert from potable water irrigation.

Ron Hall

#### LAWN CARE INDUSTRY

## 48 Design/build from the top

Gary Kinman gets the big jobs—\$250,000 properties and more—because he educates clients to the value of well-designed, well-built landscapes. *Ron Hall* 

## 50 Selling the benefits

To win commercial accounts where there are in-house crews, stress the low cost, high efficiency and high level of expertise you can offer. Terry McIver

## 52 Helping a friend

It took Doug Tyrrell 10 years to build a lawn care company, and it almost ended in an instant on July 10th of last year.

Ron Hall

#### HOT TOPICS

### 56 A new GCSAA chief

Steve Mona is named executive director for the Golf Course Superintendents Association of America. Other positions are also named. Jerry Roche

#### DEPARTMENTS

1 As We See It 8 Ask the Expert 53 LM Grapevine 59 Events 60 Info-Center

**62 Product Showcase** 

67 Classified

**68 Ad Index** 

On the cover: Springvale Country Club in North Olmsted, Ohio, a semi-private course run by LM advisory panel member Bill Prest.

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