

HOT TOPICS

South, led by Atlanta, best new home market while Central is 2nd

DES PLAINES, Ill.—If you're into new home lawn installation/maintenance, the southern part of the country is the best place to be located in.

According to Professional Builder magazine, of all homeowners in the continental U.S. seeking new homes, 44 percent reside in the South, including 24 percent in the eastern seaboard states from Maryland/West Virginia to Florida.

Areas where homeowners are most likely to buy new homes, from most frequent to least frequent:

DE, WV, MD, VA, SC, NC, GA, FL	24%
OH, IN, IL, MI, WI	17%
TX, OK, AR, LA	14%
CA, OR, WA	14%
ME, VT, NH, CT, RI, MA	12%
NY, PA, NJ	9%
AZ, NM, CO, UT, NV, ID, MT, WY	7%
KY, TN, MS, AL	7%
ND, SD, MN, KS, IA, NE, MO	6%

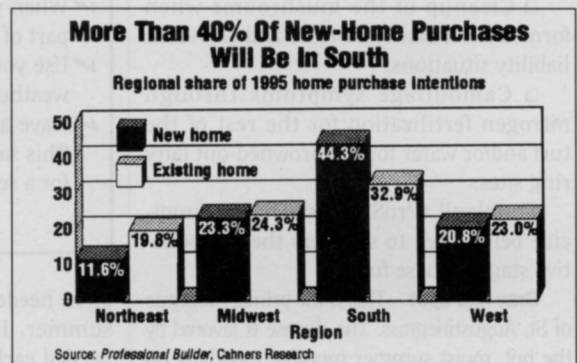
Home shoppers living in a metro area with a population of 2 million or more are most likely to choose new construction, according to the survey, which was conducted by National Family Opinion, Inc. Least likely to buy a newly-built house are home shoppers in areas with a population between 100,000 and 499,999.

Among major U.S. cities, Atlanta led the way in 1994 with 48.0% of its residents purchasing newly-built homes. According to Chicago Title & Trust's "Who's Buying Homes in America," the top cities in new-home buying in 1994:

Atlanta	48.0%
Phoenix	36.1%
Minneapolis	30.0%
Orlando	29.6%
Dallas/Ft. Worth	29.5%
Seattle/Tacoma	24.8%
Washington, D.C.	24.7%

The information appeared in the April

issue of "Professional Builder," a Cahners Publishing Company magazine located here (telephone 708-635-8800).



Dr. Bill Daniel: teacher, inventor

WEST LAFAYETTE, Ind.—One of the giants of the turf industry passed away Feb. 24: Dr. William H. Daniel, professor emeritus at Purdue University, author, inventor and—most of all—friend to the industry.

Dr. Daniel, who had been semi-retired in recent years, remained active almost until the end. He was a frequent visitor at national and regional conventions of golf course superintendents and athletic field managers.

He developed both the Purr-Wick Water Management System and Prescription Athletic Turf (PAT), which is used in many major college and professional stadiums. He was senior author of the popular "Turf Managers Handbook." He was a Fellow in the American Society of Agronomy and received distinguished service awards from the Golf Course

Superintendents Association, USGA Green Section and Midwest Regional Turf Foundation.

Dr. Daniel is survived by his wife of 51 years Gwen, son Donald, daughter Sue Eiler, two brothers and a sister.

Memorial funds, according to the Midwest Regional Turf Foundation, can be sent to the Daniel Scholarship Fund at Purdue University or the Endowment Fund of the Federated Church, West Lafayette.

—Jerry Roche



New bermuda, centipedegrass

ATHENS, Ga.—Two new turfgrasses will be released this summer by plant breeders at the Coastal Plain Experiment Station in Tifton, Ga. They are TifBlair centipedegrass and Tift MI40 bermudagrass.

TifBlair is a cold-tolerant centipede that grows well in acid soils. Its color, quality and green-up characteristics are similar to common centipede.

"This cultivar tends to grow faster and produce better quality turf than common centipedegrass at low soil pH in the 4 to 5 range," notes its developer, Wayne Hanna,

a USDA research geneticist. "Winter-hardiness is one of the greatest needs for bermuda, especially on golf courses where the grass is cut short and frequently."

Tift MI40 is a fine-textured, cold-tolerant bermuda adapted to close mowing and resistant to mole crickets. It is intended for use on golf course fairways, athletic fields and home lawns, according to Hanna. Tift MI40 grows well as far north as Lexington, Ky. and Stillwater, Okla.

"This bermudagrass has nice color and a much finer texture than Midiron," notes Hanna.

For more information, contact the University of Georgia Ag Experiment Station, Athens, GA 30602.

Publishing veteran named to head LM

CLEVELAND—Less than a week after he was named publisher of *LANDSCAPE MANAGEMENT* magazine, John D. Payne was sitting in the office of Crowley Lawn Care in eastern Cleveland. He spent two hours exchanging ideas with owner Phil Fogarty, and that's the type of active role Payne likes to see his magazines take.

"Our goal," says Payne, "is to serve landscape professionals throughout this industry by providing valuable insight and practical how-to information. We also want to tackle the tough issues—as you would expect an industry leader to do. We'd like to make a difference in our readers' businesses."

"The work done in the green industry has a tremendous impact on quality of life and the environment. That's why we see our magazine's role as so important."

Payne brings 20 years of publishing experience to Advanstar Communications.

He's worked at Stagnito Publishing, Gorman Publishing, the former Gralla Publications, PennWell Publishing and Hanley-Wood. He spent 12 years in the \$340 billion food industry, as publisher of "Prepared Foods" and "Food R&D." For two years, he was associate publisher of "Architecture."

"We're delighted to have John here," says group publisher Alex DeBarr, "He's got a great track record of managing business publications, and he's a very creative person."

If you should find yourself at the other end of the phone with the new publisher, it's because he wants to visit with you and learn more about the industry. "And that gate swings both ways," he notes. "I want everyone to feel free to pick up the phone and call. And if you're going to be in Cleveland, we'd love to see you."

Advanstar Communications publishes 54 other specialized magazines and journals; produces and manages 70 exposition and conference events around the world; and sells database, reference and direct marketing products.

—Jerry Roche



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SUPPLIERS CORNER

PBI/Gordon has a new president and chief executive officer, **Richard E. Martin**, who has been with the company since 1982. **Everett Mealman** will continue as chairman.

The Scotts Company has become a supporting sponsor for the GCSAA television show "Par for the Course" on ESPN.

Gary Clayton is new business manager for turf and ornamental products at **Sandoz Agro**. He has previously worked in the green industry at Perma-Green, the PLCAA, PBI/Gordon and Pro Turf Specialties.

Harmony Products expanded its product line to include biosolids (mechanically dried sewage sludge) with its poultry manure-based products for the pro turf industry. The biosolid's analysis is 4-2-0.

Bob Leslie, a commercial representative for **W.A. Cleary Chemical Corp.**, was "senselessly murdered in the Montclair,

N.J. post office robbery" in March, according to company president **Barbara Cleary**. "We will all miss Bob very, very much and will remember him fondly." Donations for the education of his two young girls can be made to: GCSANJ Bob Leslie Fund, 66 Morris Ave., Suite 6A, Springfield, NJ 07081.

Feldmann Manufacturing promoted **Clifford Feldmann** from vice president to president. Former president **Myrtle Feldmann** is semi-retired, serving as secretary and treasurer.

Century Rain Aid irrigation company has added six branch offices/warehouses with the acquisition/merger of an Atlantic Irrigation outlet in Virginia and Professional Turf Supply in Atlanta. In addition, president **Wayne Miller** has been named to the board of directors of the Irrigation Association.

INFO CENTER

Useful videos and literature for the green industry

PESTICIDE CONTAINMENT... Advanstar Communications' new book, "Containment System Design: Chemical Storage, Mixing and Recycling," costs \$74.95.

The book, written by Frederic R.

Haskett, contains information that allows both large and small operators to design and construct an affordable, viable and safe pesticide handling facility. The book also explains how to prepare for the scrutiny of government regulators and how to comply

with new regulations. To order a copy, phone (800) 598-6008.

CUSTOMER INFO... The Professional Lawn Care Association of America is offering a new brochure, "Tips on Choosing a Lawn Care Service" to members and non-members alike, though members receive a discount.

Other brochures that are available from the PLCAA cover a wide range of topics, from turf benefits to grasscycling to specialized videos. For more information, phone the PLCAA at (800) 458-3466 or fax to (404) 578-6071. A free product sourcebook and order form is available.

SAFETY BY VIDEO... The Associated Landscape Contractors of America has a nine-step video program on landscape safety available to the industry. Each video costs \$75 (\$50 for members) and can be ordered in English or Spanish.

The safety topics are: general safety, trim mowers, mid-mowers, power edgers, string trimmers, power hedge trimmers and backpack blowers. The entire package costs \$450 (\$300 for members).

To order, write ALCA, 12200 Sunrise Valley Dr., Suite 150, Reston, VA 22091; phone (800) 395-2522 or fax (703) 620-6365.

SOD USES... Five informational four-color brochures about the best uses of turfgrass sod are available free from the Turf Resource Center. Titles are "Turf Installation Guide," "Why Are Most Lawns Now Sodded?," "The Dream Lawn Is Yours in Hours with Sod," "How to Establish a Lawn," and "Being a True Environmentalist Begins Right Under Our Feet."

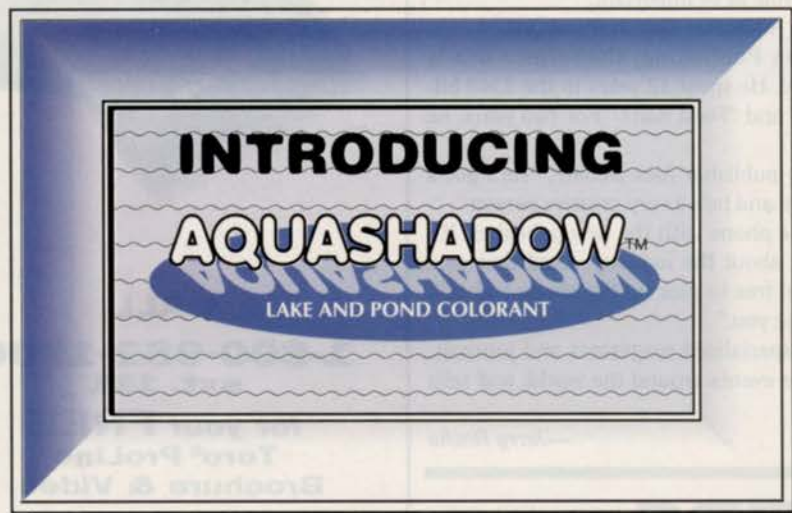
To receive any or all of the brochures, mail a self-addressed stamped envelope to Turf Resource Center, 1855-A Hicks Rd., Rolling Meadows, IL 60008. Indicate which brochures you want; if you request more than three, two stamps will be needed.

ON TEAMWORK... McGraw-Hill just published a book titled "Teaming Up: Making the Transition to a Self-Directed Team-Based Organization."

Authors Darrel Ray and Howard Bronstein focus on employee teams that not only manage themselves successfully in the workplace, but also create extraordinary gains in productivity, efficiency and worker satisfaction.

The 247-page book retails for \$24.95. To order your copy, phone the McGraw-Hill order department at (800) 262-4729. Request ISBN No. 0-07-051646-4.

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INFO-CENTER from page 50

FREE SPRAY GUIDE...Hypro Corp., a leading American spray pump manufacturer, has just released a new spraying guide for all sprayer operators and manufacturers. The full-color, 16-page brochure is an excellent source of information on pumps, calibration, nozzles and pump placement for all five families of ag sprayer pumps.

The guide is *free*; to order, call or write Hypro at 375 Fifth Ave. NW, New Brighton, MN 55112; (612) 633-9300. Ask for Form 226.

WORKERS' COMPENSATION...Order the "Worker's Compensation Law Bulletin" and receive *free* of charge a "1995 Checklist for Cutting Workers' Comp Costs."

Now in its 18th year, the WCLB reports the most important, trend-setting court cases that, as explained, will help you defeat unjustified claims, avoid liability for negligence and prevent modification and reactivation of old claims.

The bulletin costs less than \$5 per month. It is available with a full-year

refund guarantee. For more information, write Quinlan at 23, Drydock Ave., Boston, MA 02211; or phone (617) 542-0048.

HERBACEOUS PERENNIALS...The Professional Plant Growers Association is offering the "Professional Guide to Herbaceous Perennials," a 28-page, full-color booklet designed to introduce landscape pros to using 63 recommended perennials. Authors are Dr. Art Cameron and Laura Coit of Michigan State University.

The brochures cost \$2 each for PPGA members, \$2.60 for non-members. Quantity discounts (more than 100) are available. To order, write PPGA, P.O. Box 27517, Lansing, MI 48909 or phone (800) 647-7742.

ON PESTICIDES..."The Users Reference Guide to Pesticides" is 200 pages jam-packed with information. Cost is \$27.95. To order, send check or Visa/MC number and expiration date to Thomson Publications, P.O. Box 9335, Fresno, CA 93791; or phone (209) 435-2163; or fax (209) 435-8319.

GREEN INDUSTRY EVENTS

JUNE

4-6: Park & Recreation Design Symposium, Kansas City. Phone: (414) 733-2301.

6: California Assn. of Nurserymen certification exam, Kings River College, Reedley. Phone: Laura Holybee, (916) 567-0200.

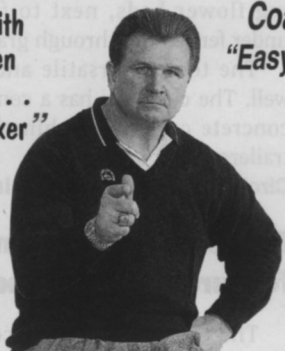
7: California Assn. of Nurserymen certification exam, American River College, Sacramento. Phone: Laura Holybee, (916) 567-0200.

15: California Assn. of Nurserymen certification exam, Marriott/Bishop Ranch, San Ramon. Phone: Laura Holybee, (916) 567-0200.

23-25: Plantec International Trade Fair for Horticulture, Frankfurt, Germany. Phone: (069) 7575-6357.

29-July 2: FNGA Annual Convention, Disney's Contemporary Resort, Orlando. Phone: Linda Van Der Zee, (407) 345-8137.

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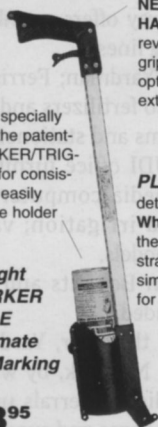
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