

SEED HARVEST STATUS\*, LISTED BY PROPRIETARY AND COMPANY NAMES  
 \*A indicates possible surplus; B indicates adequate supply; C indicates supply limited.

## KENTUCKY BLUEGRASSES

Adelphi	Adikes, Jacklin, NK	B	Merion	Merion Assoc.	B
America	Pickseed	C	Merit	Full Circle	B
Aquila	Northrup King	C	Midnight	Turf Seed	B
Arboretum	Mangelsdorf	B	Monopoly	Pioneer Hi-Bred	B
Banff	Pickseed	C	Mystic	Lofts	C
Baron	Lofts	B	Newport		
Bayside	Jacklin	C	Nassau	Jacklin/Lofts	B
Bonnieblue	Burlingham	C	Nugget	Jacklin	A
Bristol	Scott	B	Parade	Northrup King	B/C
Challenger	Turf Seed	C	Park	Northrup King	B
Cheri	Jacklin	C	Plush	FFR Corp.	C
Columbia	Turf Seed	B/C	Ram I	Jacklin/Lofts	C
Eclipse	Jacklin, others	C	Rugby	Northrup King	B/C
Enmundi	Seed Research	C	Scenic	International	C
Fylking	Jacklin	A	Sydsport	Burlingham	C
Georgetown	Lofts	C	Touchdown	Pickseed	C
Geronimo	Jacklin	C	Vantage	Scott, International	B
Glade	Jacklin	C	Victa	Scott	B
Haga	Jacklin	C	Wabash		
Majestic	Burlingham	C	Warren's A-34	Warrens	C

## PERENNIAL RYEGRASSES

Agree-Intermediate	Lofts	C	Goalie	Northrup King	B
All Star	Adikes, Jacklin	A	Jackpot	Jacklin	C
Barry	Turf Merchants	B	Linn		A
Belle	Burlingham	B	Loretta	Scott	B
Birdie II	Turf Seed	C	Manhattan II	Turf Seed	B
Blazer	Pickseed	B	NK200	Northrup King	C
Caravelle	Scott	B	Omega	Turf Seed	B
Citation	Turf Seed	B	Omega II	Turf Seed	C
Citation II	Turf Seed	C	Palmer	Lofts	A
Cowboy	Lofts	B	Pennfine	SPIC	A
Dasher	Pickseed	B	Pennant	Burlingham	B
Derby	International	B	Prelude	Lofts	A
Delray	Northrup King	B	Premier	Normarc, Seed Research	B
Diplomat	Lofts	C	Regal	International	B
Elka	International	C	Repell	Lofts	C
Eton	Northrup King	B	Tara	Hubbard Seed	C
Fiesta	Pickseed	B	YorktownII	Lofts	B
Gator	International	C			

## CREEPING RED FESCUE

Dawson	Northrup King	B	Ruby	Northrup King	B
Ensylva	International	B	Fortress	Turf Seed	C
Flyer	Turf Seed	C			

## CHEWINGS FESCUE

Agram	Pickseed	B	Jamestown	Lofts	B
Allianta	Northrup King	A	Koket	Burlingham	B
Banner	Scott	B	Shadow	Turf Seed	B
Highlight	International	B	Waldorf	Pioneer Hi-Bred	B

## TALL FESCUES

Adventure	Warrens	C	Jaguar	Garfield Williamson	B
Alta		A	K-31		A
Apache	Turf Seed	C	Marathon	Hubbard Seed	C
Astro	Green Seed Co.	C	Maverick	Pickseed	C
Bonanza	Cenex	C	Mojave	Mid-Valley	C
Brookston	Turf Merchants	C	Mustang	Pickseed	B
Clemfine	Lofts	B	Olympic	Turf Seed	B
Falcon	Burlingham	C	Rebel	Lofts	B
Finelawn 1	Fine Lawn Research	B	Tempo	Normarc	C
Galway	Northrup King	C	Willamette	Willamette Seed	C
Houndog	International	C			

## HARD FESCUES

Aurora	Turf Seed	B	Scaldis	Northrup King	B
Biljart	Scott	A	Tournament	Pickseed	B
Reliant	Lofts	B	Waldina	Turf Seed	B

## BENTGRASSES

Bardot Colonial	Lofts	C	Penncross	Tee-2-Green	B/C
Emerald	International Seeds	C	Penneagle	Tee-2-Green	B/C
Exeter Colonial	Pickseed	B	Prominent	Seed Research Inc.	B
Highland	Highland Com.	C			

## OTHER

Azay Sheep Fescue	Pickseed	B	Fuils, Puc. distans	Lofts	B
Beaumont Meadow Fescue	Lofts	C	Sabre, Poa trivialis	Int'l Seed	C

## WINTER OVERSEEDING MIXTURES

CBS	Turf Seed	B	Marvelgreen	Lofts	B
Dixie Green	International	B	Medalist	Northrup King	B
Futura Plus	Pickseed	B	PhD.	International	B

buyers are willing to pay three times more for improved turf-type tall fescue than K-31.

## Bentgrasses

A poor bentgrass seed crop in 1983 caused serious local shortages. Penncross and Penneagle were hit hard. Tee-2-Green offered a bentgrass blend called Penway to solve emergencies until the '84 crop came in. Seed companies started promoting other proprietary bentgrasses such as Prominent and Emerald to golf superintendents.

"Bentgrass growers are getting above average yields," says Glatt. Tee-2-Green started filling backorders on August 15 as promised in a promotional campaign this past spring. "There will be no surplus this year," Glatt said.

## Fine fescues

Growers of fine fescue are being hit from both sides according to Dave Nelson of the Oregon Fine Fescue Commission. Bad burns have lowered their yields while the export market, a major user of fine fescue, has dried up because of an unfavorable exchange rate caused by the strong U.S. dollar.

"The farmer is getting less than 30 cents per pound for fine fescue, the lowest it has been in years," says Bob Riches, a fescue grower in Silverton, OR. "We also face competition from Canada creeper imported into the U.S."

## Perennial ryegrass

Better than average perennial ryegrass crops are being attributed to new varieties of perennial ryegrass with increased rust resistance and new fungicides used by seed growers.

Concentration on better yielding varieties and rust resistance by researchers is paying dividends as long as rain doesn't hamper harvest. Pennfine is approaching surplus quantities whereas the supply of most new perennials will be adequate. Second and third generation perennial ryegrasses are now increasing in production.

Some growers infer that perennial ryegrasses are reaching the status of Kentucky bluegrasses with too many varieties and a good supply of each. They feel the same thing might happen to the turf-type tall fescue market as more companies enter the market.

Bottom line, according to Bob Peterson is, "By spring, you may not find what you want. Buy now." **WT&T**



Condominium and apartment maintenance managers have found the key to a successful working relationship is as old as the hills—keep the lines of communication open. In the rapidly growing condominium field, it is an integral ingredient.

## A Simple Formula

by Maureen Hrehocik, managing editor

There are no secret formulas for facility managers for having a good professional working relationship with condominium association boards. The formula is simple—communicate with each other.

That's the feeling of most of the respondents in an informal WEEDS TREES & TURF market survey among condo, apartment, and resort maintenance and management personnel. Most respondents were employed by condo associations and care for, on the average, 132.6 units.

"It's important to identify the key players (on a board) early in negotiations," explains one manager. "Some members are vocal, but may have little direct relation to decision-making."

Another suggested that a detailed

explanation of the work to be performed be given in advance of the maintenance agreement.

One manager took that one step further—have a written, specific contract and have all board members sent a copy of the contract, and where possible, a copy to every unit owner. They, in turn, should give a monthly written evaluation of the work being done.

Of those surveyed, three-quarters felt communication was their greatest ally.

Major complaints among respondents include finding qualified help, and on the other side of the coin, working for owners and boards who have no concept of landscaping and what it takes to keep the grounds the way they'd like them.

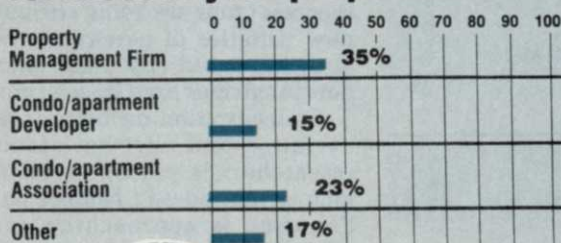
The quality of today's labor force, inexperienced staffers not paying attention to detail, and constant turnover of labor were all cited as trouble spots.

Another sore spot is integrity.

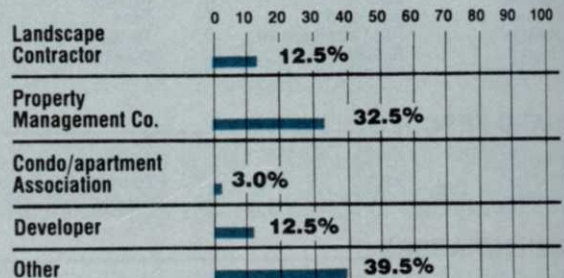
Says one manager, "Our largest problem is loosing large contracts to other contractors who we know are performing inferior work and not following specifications. Often cheaper chemicals or less quantity are used which may make a substantial difference in price. We hesitate to call this to the attention of the client though, since it would appear like sour grapes, and certainly unprofessional. We frequently find that purchasing agents or condo associations are not qualified technically to recognize the difference."

*continued on page 70*

### Who hires the landscaping crew or contractor for most of your properties?



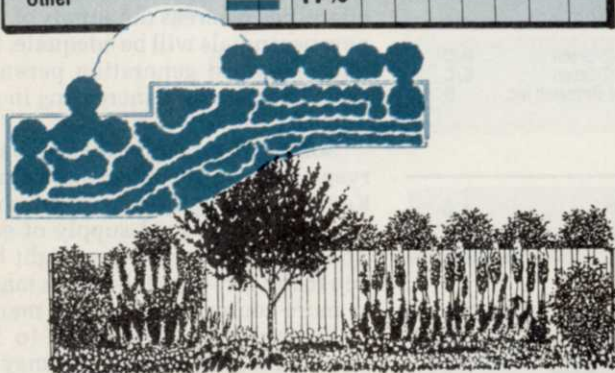
### Who specifies the landscape program?



### Do you plan and purchase chemicals?



\*Those surveyed were responsible for an average of 132.6 condominium and/or apartment landscapes.





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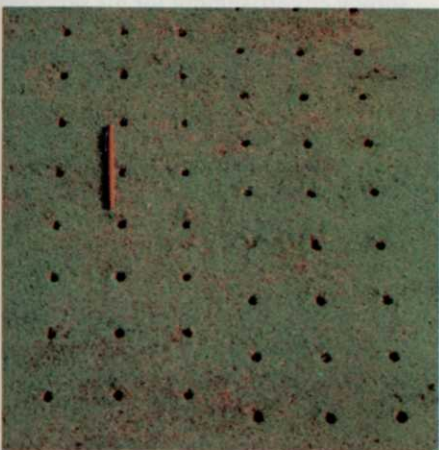
MAINTENANCE

# Making Heads Turn

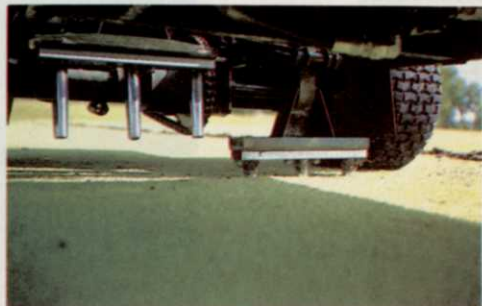
Steve Bizon is an aggressive 28-year-old who knows it takes innovation, commitment and new ideas to make a leading maintenance company a winner. The condos at Charbonneau are a testament to the kind of service Bizon delivers.



It gives the previous contractor the same job done is outsourced not to fit the



decreases surface runoff and irrigation frequency. It also breaks up thatch and compaction and brings up soil particles to reinoculate thatch with soil and microbes to enhance thatch decomposition. The Ride-Aire breathes new life into thick lawns and helps prevent the "5-year slump" in turf quality that causes customer dissatisfaction and turn-over. Whether regular turf maintenance or renovation, the new Ride-Aire adds a new dimension to the lawn care service industry.



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## Making Heads Turn

Steve Bizon is an aggressive 28-year-old who knows it takes innovation, commitment and new ideas to make a fledgling maintenance company a winner.

The condos at Charbonneau are a testament to the kind of service Bizon delivers.

by Ron Hall, assistant editor



Aerial view of Charbonneau condominium complex in Oregon. Photos by Larry Kassell.



Steve Bizon behind the Toro tee mower he modified to a walk-behind.

When complaints start zinging around the room during a meeting of a condominium board they can often pierce the hide of even the toughest maintenance contractor.

Steve Bizon, the 28-year-old owner of Bizon Maintenance Company near Portland, OR, tries to blunt the barbs with a simple formula; and although his ideas have yet to stand the test of time (he's been in business just five years), he's off to an encouraging start.

"Some of the other maintenance companies are already starting to copy some of the things we do," Bizon claims.

Young and aggressive, he attacks potential problems before they get to the gripe stage, then he makes sure word gets back to where it counts—to the condominium board, a philosophy that has worked beautifully in the 1½ years his company has held the maintenance contract for one section of the classy Charbonneau condominium complex on the banks of the Willamette.

Charbonneau, just outside of Portland, is practically a community unto itself, a 600 acre, 764-unit complex with an 18-hole golf course, tennis courts, swimming pools, and shopping center.

Bizon holds the maintenance contract for the Charbonneau Greens Town Home section of Charbonneau, with 49 units, the smallest of the the three associations.

As small as it is, it's not without a bite.

It gave the previous maintenance contractor the heave ho.

Bizon is determined not to let that happen to him.

### All important image

Charbonneau, even though condominiums make up just 20 percent of his business (the remaining 80 percent is strictly commercial), is a showy advertisement for his services, Bizon feels.

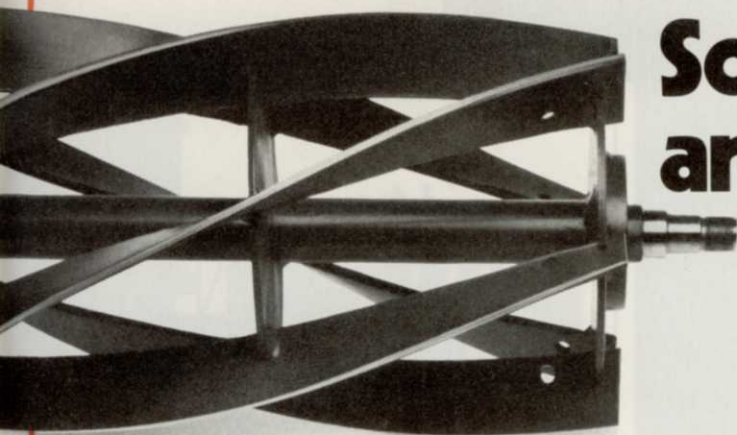
Also, he makes no secret he's eyeing the contracts from the other associations at Charbonneau, quite a plum considering the size and the variety of maintenance tasks in this community which was begun in the early 1960s.

"When we take a job we agree to provide all the maintenance from the front door to the property line. That includes the parking lot, the sidewalks, just about everything," Bizon says.

Charbonneau is his type of account. It has class, just the image he

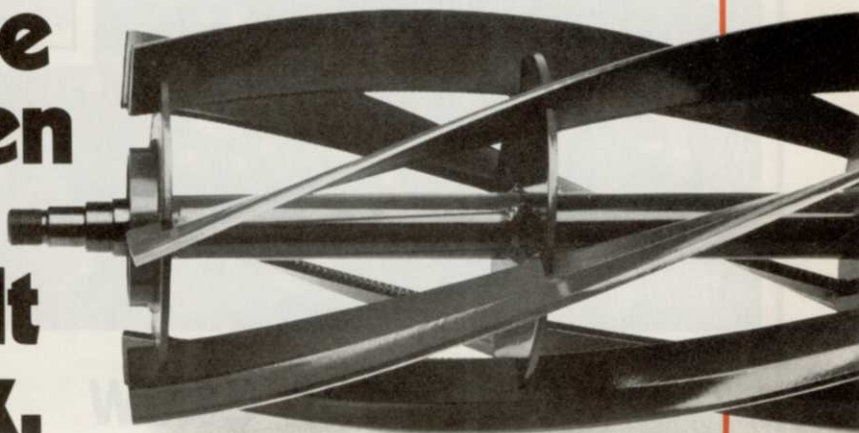
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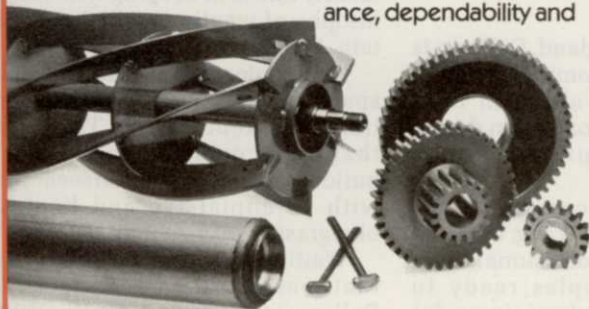
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Shown above, the Hitchin' Post condominiums, North Chelmsford, MA. At left, Joe Dallorso favors petunias for their hardiness and vivid color.

## One Man Show

Organization is Joe Dallorso's best friend to help him manage the grounds and buildings at the Hitchin' Post, a condo development in a rapidly growing condo area on the outskirts of Boston.

by Maureen Hrehocik, managing editor

Being a one-man maintenance crew can have its advantages and disadvantages.

For Joe Dallorso, maintenance manager at the Hitchin' Post condos in North Chelmsford, MA, his Lone Ranger status lets one of his strongest attributes shine through—organization.

Dallorso's small but neat office on the grounds of the 77-unit complex hints at his business style—books organized by height on shelves; screws, nuts and bolts in neat organizers, log books kept with a month to month, week to week schedule of fertilizing.

"Being a one person staff I have to be organized," explains Dallorso. "I also have to know what I can get away with not doing because there are only

so many hours in a day."

Besides the grounds, Dallorso also does building repair and maintenance which takes up about 20 percent of his time, takes care of a swimming pool and a tennis court.

### Condo hotseat

In his area of New England, Dallorso is in the hotseat of condominium development. In his area about an hour north of Boston, condominium developments are springing up everywhere.

Many high tech companies are locating there, such as Wang, bringing with them single professionals and newly-married couples ready to invest in a home. Condominiums, for a variety of reasons, are the obvious choice.

"Our Route 128 here is to North Chelmsford what the Silicon Valley is to California," says the 29-year-old.

Dallorso estimates that there are over a dozen condo developments in a five mile radius to the Hitchin' Post.

"Condominiums are the overall trend in New England," Dallorso says. "And sales of these condos ultimately comes down to how the property is maintained. It adds tremendously to resale value which potential consumers are concerned with."

Since he has been at the development for the past three years, Dallorso's plan of attack has been a slow, systematic upgrading of the facility and is in keeping with his philosophy of wanting not only to maintain, but improve the grounds.

"My major battle was and still is sparse grass," he admits. Dallorso inherited Kentucky 31 Tall Fescue that was custom blended by the builder. He has since overseeded that with perennial rye and Kentucky bluegrass.

Waiting on a new sprinkler system that was installed in August had Dallorso at an impasse. He has 250,000 square feet of turf to keep lush and green. With the area's sandy soil and



poor drainage, that was rather hard to do.

"I had reached a point where there really wasn't anything I could do without a new system."

And before getting that, he had to convince the three trustees of the condominium board that assessing each unit owner \$400 was in the best future interest of their property. When put to a vote, the measure passed with an 85 percent majority and only minimal grumbling.

He says he has no real problems with his \$60,000 a year maintenance budget and that within reason, all his requests are usually granted.

### Time for growth

With the new sprinkling system, he can now progress to a new level of maintenance; adding more flowers and making other site improvements. Along split rail fences, he has added roses and other flowering plants. Along the fronts of the condominium's he has planted various colors of petunias because of their hardiness.

One of his first orders of business

was getting the turf away from underneath shrubs and mulching around them instead. He planted about 1800 annuals around the buildings and 1200 tulips and daffodils to add color. Each resident was assessed \$12 and couldn't have been happier with the results.

Right now, Dallorso gets by with one 18 hp Mitsubishi Beaver III tractor. For it he has a rear-mounted, PTO-driven Woods RM48. The front end loader is a Johnson's Black Hawk No. 25. His Vandermolen fertilizer spreader doubles as a sand spreader in the winter.

He hopes with the increased level of maintenance, he can round out his machinery to give him varying and more precise cutting options.

In August, Dallorso was battling Japanese beetles with Sevin. He also has an ongoing battle with grubs (which he treats with Diazinon) and treats chinch bugs with Dursban. He uses Scotts ProTurf fertilizer. Roundup is used extensively for weed control and Surflan for pre-emergent control.

Dallorso feels he is lucky because he

has such a good working relationship with the trustees he reports to.

"Personality-wise we're very much the same," he says, "and that's important. We have no adversarial relationship."

To keep them abreast of Dallorso's activities, he gives them a weekly written progress report.

Things are looking so good that Dallorso is eyeing his own maintenance company and hopes to keep the Hitchin' Post as a client.

Professionalism is very important to Dallorso and he has strong feelings about it.

"It seems as though most people don't respect as a professional, someone who uses their hands in their jobs," he explained. "Just because I do manual labor doesn't mean I'm not a professional."

Dallorso had been studying pre-law until he started "to go insane under neon lights." He had always liked gardening and let his interests steer him in that direction. He became an apprentice laborer and learned about landscaping. He has been in the business ever since.

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## Condos in Sunriver: Oregon's Recreational Mecca Braces for Major Growth

Nestled in the shadow of the Three Sisters mountain range and the inviting ski slopes of Mt. Bachelor, are Quelah and Alberello. The two posh condominium complexes in the Sunriver resort area are harbingers of only the beginning of a boom in growth for this central Oregon area.

by Maureen Hrehocik, managing editor

Oregon is quickly changing from a lumber capitol to a recreation mecca. More and more condos will be built to accommodate the increasing influx of tourists.

Marvin Mix, in charge of landscape maintenance at Quelah, and Mike Dawkins, his counterpart at Alberello, both predict that the Sunriver area will explode in growth within the next few years.

"It's really the only growth going on in Central Oregon," says Mix.

A road has been completed from Sunriver that cuts about 45 minutes traveling time off getting to Mt. Bachelor, one of the premiere skiing mountains in the Northwest. It has opened the floodgates for skiers. The entire Sunriver area boasts about any sport you could be interested in—golf, tennis, rafting, canoeing, horseback riding and hiking.

Both Mix and Dawkins share some of the same landscape concerns. Both Quelah and Alberello are relatively new developments (especially Alberello).

They both have growing pains. Couple that with the extreme weather fluctuations of Central Oregon and you have one of the more challenging landscape situations in the country.

### Quelah

Marvin Mix got the maintenance contract to the 15-acre Quelah complex only a year ago.

He inherited a headache.

Mix is the owner of Marvin's Gardens, a private firm specializing in large, commercial landscaping projects. He also has a retail garden center and landscape architects and construction crews available to clients

who would like them. Marvin Gardens has also branched out into interiorscaping.

Landscaping, maintenance and the nursery each make up about 1/3 of his business. Mix also has the maintenance contract to Tennis Village, another Sunriver complex.

Quelah is a six-year-old, 92-unit complex. The last phase was completed a year-and-a-half ago, with an additional two phases planned.

Mix's biggest initial challenge at Quelah was the irrigation system. It was badly maintained with most of the lines lying bare on top of the dirt. The systems in all four phases were different.

"We redid the whole system," says Mix. "We had one good system out of those four."

Mix's next order of business was to plant \$10,000 worth of shrubs once the irrigation work was done.

### Tricky weather

The weather provides a real challenge

**Mike Dawkins, landscape manager at Alberello, is a strong proponent of native plants and drip irrigation for his complex.**



for landscapers in Central Oregon. Thirty-one degree nights in August are nothing out of the ordinary.

More often than not, we have a freeze every month of the year," explains Mix. "September is the first freeze and by November we have snow."

The snow can last until April. Ice damage on turf can be high. Mix's growing season is from April to October.

Quelah's lawns are fertilized four times a year. The soil is a sandy pumice that leaches nutrients readily. Mix uses a 12-12-12 fertilizing mixture.

"If I need a quick green-up I add ammonium nitrate."

Mowing on the combination bluegrass perennial rye lawns is done every week with Toro and Honda mowers.

Two of Mix's 40 employees put in about 10-12 hours a week maintaining Quelah.

Most of the units are rentals. The development only has four permanent residents. Because of the high number of transient residents, Mix says vandalism is high.

"People come in and fool with the controls on the sprinkler systems and try to reset them. With the turnover in guests, this happens often."

Mix is a great believer in the color flowers can provide. Among the native kinnikinnick groundcover, he uses perennials and wildflowers.

"I like staying with natural, indigenous plants," reports Mix. He has more perennials included in his 1985 landscaping plan.

"This year I'm just trying to get everything greened-up and up to a respectable level. Next year, we'll