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VOLUME 24, NUMBER 6





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Members of the WT&T Editorial Advisory Board take a look at the problems-and benefits-of thatch.

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Our exclusive survey shows the sports turf market is on the verge of exploding into a mega-buck, high interest segment of the Green Industry. The question remains of who will shepherd this "coming of age" of sports turf?



O Soccer Showcase **D** in Michigan

Ann Arbor's Fuller Park wasn't safe for soccer. Enter Gary Fichter who believes the impetus for good fields must come from the users.



58 "Pay for Play" in Tucson

The profit approach concept to softball is new with Tucson's Sports Park leading the way.

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42 Pro Baseball at RFK?

Move over Redskins ... Groundskeeper Tony Burnett is more than ready for the return of pro baseball to Washington D.C.'s RFK stadium.

Cover photo by Charlie Coppins, Charlie



STOP GRUBS FROM THE FIRST BITE TO THE LAST GASP.

Grubs are a hardy breed. They're tough to prevent and even tougher to get rid of once they start chowing down on the roots of your turf.

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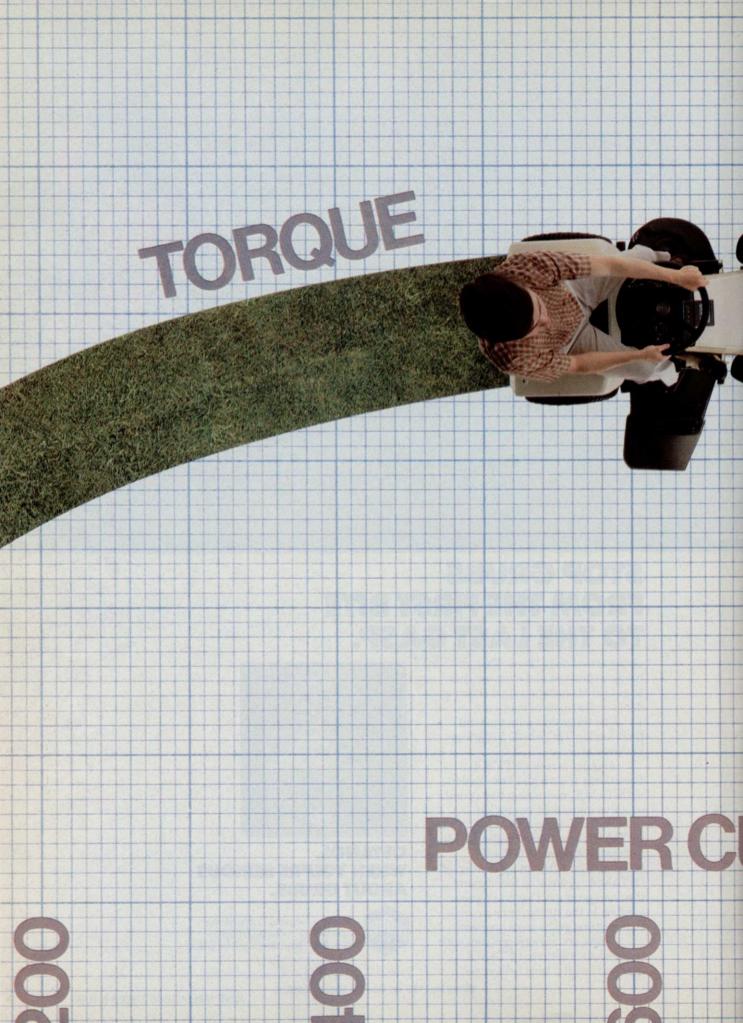


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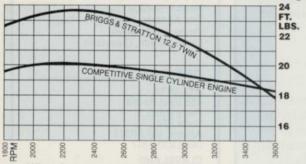
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NEWS/TRENDS

by Bruce F. Shank, executive editor

Chemical lawn care exceeds mechanical for first time

Lawn Care Industry magazine has revealed gross revenues for chemical lawn care exceeded those for mowing/maintenance for the first time in the seven-year history of the magazine's State of the Industry Report.

The survey questionnaire, mailed to 1,500 lawn care companies, places 1984 chemical lawn care gross revenue at \$1.5 billion, compared to \$1.3 billion for mowing maintenance. Chemical lawn care grew at an amazing 40 percent pace while mowing/maintenance grew at only 11 percent, which isn't bad compared to most other service industries. Combined, the overall lawn care industry grew 26.6 percent in 1984.

The survey also revealed a large increase in tree care equipment purchases by lawn care companies as they expand into tree and shrub care. Increases in spray tank and irrigation supplies purchases indicates trends toward liquid application and irrigation installation.

Open shops grow in California

William Burke, executive director of the San Diego Association of General Contractors, told the California Landscape & Irrigation Council recently 'open shops' are causing unions to rethink demands. Open shops employ both union and nonunion tradesmen.

Burke's group is now developing medical and other benefit programs for open shops. Such programs further weaken union strongholds in California. Unions, after winning major wage and benefit increases in 1983, have had to accept concessions in following years. LA landscape contractors refused to grant union demands last year causing a strike.

Burke warned the group of Los Angeles area landscape contractors that open shops that pay excessively low wages will only strengthen unions.

Garden centers join discounters

Garden centers are fighting falling consumer pesticide sales by aligning themselves with discount chains. A recent survey by Charles Kline & Co. showed discount stores have captured the largest share of the \$1.4 billion consumer pesticide and fertilizer market, 31 percent compared to 23 percent for garden centers and 21 percent for supermarkets and grocery stores.

In certain markets, lawn and garden centers have entered into agreements with discounters such as Gold Circle to recapture shares of the market. Garden center chains, like Petitti Brothers in northern Ohio, connect their yards to discount stores. Consumers shopping at the discount store are attracted by the plant material displays. Consumers benefit from trained sales people and better quality plant material without having to make an extra trip to a remote nursery.



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BY IBBI-TROL

MEG INC

GREEN INDUSTRY NEWS

SURVEY Women's landscaping role grows...slowly

Melissa Merritt's confidence in her groundskeeping abilities is solid. She's doubtful however, employers look at her in the same light.

When Dana Smithlin talks shop at a conference trade show she usually finds herself in the company of men. As a partner in Foothill Grounds, Tucson, AZ, she just doesn't find many other female business owners in the Green Industry.

Their story, if not typical, reflects some of the trends, often contradictory, uncovered by a recent survey by Lawn Care Industry magazine. A total of 2,000 questionnaires were mailed to lawn care and landscape companies.

Women are finding career opportunities in the landscape and lawn care industries the poll suggests, but the Green Industry is still male dominated. The acceptance of women workers (or more accurately the level of their involvement) has been steady. Steadily slow.

Of the 277 companies responding to the LCI survey, 168 (61 percent) "feel" landscape companies are hiring more women. But of the 139 companies that added additional employees the last five years, only 64 (about 26 percent) added women to their payrolls. And only 20 percent of the women in the landscape and lawn care industries work "in the field" as opposed to the office.

"I didn't have any problems getting on a landscape crew in Texas," Merritt tells WT&T. But when she returned to her hometown to get a job on a stadium grounds crew, she was turned down flat. "I think they were afraid I couldn't do the heavy work." Instead, she applied for and beat out 62 other applicants for the top grounds job at Penn Valley Community College in Kansas City, MO.

Says Smithlin, "it was hard, really hard. Obviously, I have the support of my husband Peter and my brother Ed (the other equal partners in Foothill Grounds), but for the longest time I guess I was kind of like a silent partner."

Smithlin says clients often tried to bypass her involvement in the company. "They'd say, 'Nope, let me speak to Peter,' That first couple of years I'd get very angry when this happened.''

But with more than 40 employees, Smithlin let it be known she takes an active role in the company's affairs. "Someone has to make the decisions," she says. "Many of the men in this industry don't know how to run their businesses. There are a lot of successful companies—probably more than you realize—that have a woman running the books."

Smithlin, who started in the business with a shovel in her hand, says the impact of females in the industry will grow fastest as managers, landscape architects, or through the nursery ranks; not as laborers or crew supervisors.

The LCI poll suggests many employers shy away from hiring women field workers because of the heavy labor of moving railroad ties or swinging a 16 lb. sledge; a point Merritt isn't ready to concede.

"I can operate trucks and tractors," Merritt responds. "Lots of times I've continued on page 66



Participants at the Sports Turf Summit include: (center to right), Dr. Fred Grau, Musser International Turfgrass Foundation; John Macik, sports medicine coordinator for the National Football League Players Association; Dr. William Daniel, professor emeritus, Purdue University; Dr. Kent Kurtz, executive secretary, Sports Turf Managers' Association; Allan Shulder, executive director, Professional Grounds Management Society; Tim Bowyer, president Southern Turf Nurseries; Michael Latino, eastern sales manager, Ransomes Equipment Co.; Eliot Roberts, director, The Lawn Institute; and Jack Murray, research agronomist, USDA

TURFGRASS

Sports turf leaders set research committee

The decision to create a Sports Turf Research and Information Committee was unanimous after two days of information sharing by 14 sports turf figures from across the country.

"A great amount of good information on sports turf field management exists," Eliot Roberts of the Musser Foundation told the group. "We need to get it in the right hands." The Musser Foundation is a non-profit turf research foundation.

Dr. Henry Indyk, professor of soils and crops, Rutgers University, New Brunswick, NY, urged the group to stress the liability of poor sports fields to schools and parks. "No one seems to take poor fields seriously until some child gets injured," Indyk stated.

"A good sports field has a positive impact on a football, soccer, or baseball team," Tim Bowyer, president of Southern Turf Nurseries, Tifton, GA, said. "We install more than 100 new fields each year and team records improve in nearly every case. We know this, but reaching the right people to continued on page 16