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systemically, inside the plant. And that means control is not only effective, but lasting—up to 30 days and longer.

To prevent or cure such diseases as powdery mildew, flower blight, leaf blight, and rust in both nursery stock and greenhouse plants, get BAYLETON. Powerful protection for fragile beauty. Always read the label before use.



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IT STOPS  
THE SPOILERS.**

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**STMA EDUCATIONAL CONFAB.....**Sports turf gets a boost at the GCSAA Conference & Show at the Moscone Convention Center in San Francisco. The Sports Turf Managers Association Educational Conference will run in conjunction with the GCSAA. For information about the Feb. 1 sports sessions contact: Dr. Kent Kurtz, 1458 N. Euclid Ave., Ontario, CA 91764. (714) 598-4167.

**SHOW SITES.....**The Professional Lawn Care Association of America (PLCAA) has announced its annual convention sites through 1988. The 1986 show will be at Baltimore's Convention Center Nov. 17-21. The 1987 show will be at the Dallas Market Center Nov. 29-Dec. 4. The 1988 show will be in New Orleans.

**INTERNSHIPS AVAILABLE.....**The Chicago Botanic Garden has 15 internship positions per year for "enthusiastic, self-motivated students who will question and challenge our staff, and will contribute what they have learned in school and prior employment," according to group literature.

For an application contact Kris Jarantoski, intern coordinator, Chicago Botanic Garden, P.O. Box 400, Glencoe, IL 60022, or call (312) 835-5440, ext. 17.

**NFSA MOVES SOUTH TO ST. LOUIS.....**The National Fertilizer Solutions Association (NFSA) moved from Peoria, Ill., to St. Louis.

"St. Louis was chosen over several other Midwestern locations because we believe it offers excellent air connections for our members coming to the area and our staff travel requirements," says Jay Vroom, NFSA executive vice president.

Vroom notes that St. Louis has hosted several NFSA conventions and committee meetings. NFSA was based in Peoria for 31 years.

**PLEASE REPLACE BALL MARKS.....**Standard Golf Co., Cedar Falls, Iowa, now markets the Shur-Way tool for repairing ball marks on golf course greens. The Standard Golf/Shur-Way beats the heck out of using a tee. Instead of just raising the sunken area of the ball mark, it utilizes six narrow aerification knives to force the grass and roots from around the injured area into the center of the ball mark. The company says the Shur-Way method allows the user to repair up to 12 ball marks per minute.

**IT KEEPS GROWING.....**The International Lawn, Garden & Power Equipment Expo in Louisville, KY, gets bigger each year. The management steering committee for Expo '86 is increasing show floor space by another 50,000 square feet. That adds up to 1/4 million square feet of show space. Expo '86 will run July 28-30.

**WATER CONSERVATION.....**"Turfgrass Water Conservation," a softbound book on the subject of using water to assure turfgrass survival and maintenance, is available for \$10 plus 15 percent for mailing. The 156-page fully-illustrated work is available from: ANR Publications, University of California, 6701 San Pablo Ave., Oakland, CA 94608-1239.

## ASSOCIATIONS

### NEDA formed to fill turfgrass void

A new trade association has been born to "fill a void" in the commercial turfgrass industry, says its board of directors.

The National Equipment Distributors Association (NEDA), boasting an early membership of 40 equipment distributors in the United States and Canada, will respond to "pressing concerns in these volatile times for our industry," says Robert G. Johnson, chairman of NEDA and president of Illinois Lawn Equipment Inc., Orland Park.

Johnson tells WT&T: "We're the greatest source of the knowledge in our industry. We need each other. Where else can we go?"

Johnson says members expressed a need to share ideas on internal operations such as computer systems, employee compensation, and better product and service marketing.

The pioneers who make up the NEDA board are David L. DeBra of DeBra Turf & Industrial Equipment Co., Hollywood, Fla.; M. Frank Higgins of Sawtelle Brothers Inc., Swampscott, Mass.; Robert Henshaw of B. Hayman Co. Inc., Santa Fe Springs, Calif.; G. Daniel Boyd of Boyd Distributing Co. Inc., Denver, Colo.; Charles M. Bolt of Porter Brothers Inc., Shelby, N.C.; and Harold L. Vogler of W.F. Miller Co., Birmingham, Mich.

DeBra also serves as vice-chairman and Higgins as secretary/treasurer.

The directors were to meet in late November to hammer-out group policy. One of the issues to be addressed was whether the group, at this writing made up exclusively of Jacobsen distributors, should open its membership to competitors, says Johnson.

Stay tuned to WT&T for details.

Want to know more? Write: National Equipment Distributors Association, c/o Wiken/Reich/Wilder, 75 E. Wacker Dr., Chicago, IL 60601.

## BUSINESS

### Landscape Expo hits on industry's needs

The Landscape Exposition—March 5-7 in Valley Forge, Pa.—will offer landscape professionals the opportunity to explore some of the acute business challenges in the most comprehensive landscape management program ever devised.

"We'll focus on the specialized needs of these professionals through sessions geared to practical, hands-on

# HAHN MULTI-PRO 44, IT WORKS. AND WORKS... AND WORKS...



Greens or fairways... the Multi-Pro 44 with its big high flotation tire to protect your turf, converts in minutes to a Sprayer, Spreader, Aerifier or Utility Bed. Designed for easy on, easy off switching and year 'round service.

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### the sprayer...

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### the aerifier...

Hydraulically controlled from operator's position. Cultivates a full 42 inch width. Cleanly penetrates to 3 inches, depending on soil conditions. Optional Slicing Blades to open the soil with a minimum of turf disturbance.

### the spreader...

Precise rate settings for a uniform pattern. Top dress sand in 12 to 20 ft. swath, apply seed, fertilizer and lime 20 to 40 ft. Up to 500 lbs. per minute.

### the utility truck bed...

Reinforced steel, 1500 lbs. capacity. Converts to dump bed with addition of Hydraulic Package.

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## EXPO from page 12

strategies, not vague overviews or platitudes," says conference director Carole Dornblaser.

Among the important topics to be covered are: effectiveness in hiring, equipment buying and costing, insurance and liability, and handling collections. Business-building strategies such as marketing, obtaining credit, assigning business value, and budgeting are also offered.

For more information, contact Dornblaser or Dawn Pratt, HBJ Expositions & Conferences, P.O. Box 5555, 50 Washington St., Norwalk, CT, 06854; (800) 243-2815.

## MAINTENANCE

### Landscape contractor assigned to Cairo

Marvin Gross, owner of Marvin's Garden & Landscape Service, Sarasota, Fla., will be getting a trip to Cairo, Egypt, early next month.

Gross will be visiting the African continent as a horticultural advisor to an Egyptian company that specializes in horticulture and landscaping.

The trip is being paid for under the auspices of the International Executive Service Corps, of which Gross is a member.

"I'm trying to do something more with my life than going in at 7 a.m. every day," Gross tells WEEDS TREES & TURF. "My management is in place, doing a good job, and I'm ready for something a little different."

Gross will be leaving for Cairo on Feb. 7 and spending two or three months abroad.

Marvin's Gardens is celebrating its silver (25th) anniversary this year. Gross has been in the business for more than 30 years. The business was featured in the February, 1985, issue of WEED'S TREES & TURF.

## TURF

### Grass growth regulator labeled for tall fescue

Stauffer Chemical's grass growth regulator Short-Stop is now labeled for use on tall fescue in 17 states east of the Mississippi.

The product is being marketed for highway and power line rights-of-way,

airports, industrial parks, schools, cemeteries, golf course roughs, public parks, and other utility turf areas.

Short-Stop is available in granular form. Stauffer spokesman Greg Bushman says it can greatly reduce the need for mowing by preventing seed head formation. It can be used around evergreens, deciduous trees, and ground covers without injury.

## RESEARCH

### Iron reduces chill injury to bermuda

One pound of iron in chelate form applied per acre has been shown to reduce chill injury to bermudagrass, according to research being done by Dr. R.E. Schmidt at Virginia Polytechnic Institute and State University.

"The trick with warm season locales is predicting when the chill will come," noted Dr. Paul Rieke of Michigan State University, explaining the research at the GCSAA's Mid-Year Turfgrass Conference.

According to Schmidt's work, the iron should be applied four to six weeks before the first anticipated light frost. "Iron preserves the plant's chlorophyll, keeping it active with a greener color and physiology," said Rieke. "Iron affects respiration, and that influences plants under stress conditions either cold or warm."

Schmidt experimented with iron rates of one-fourth pound per acre all the way up to four pounds per acre.

## INDUSTRY

### Toro's interest grows in Olathe

An increasing number of Toro distributors will be carrying products manufactured by Kansas-based Olathe Manufacturing, Inc.

Late in 1985, The Toro Company purchased "a significant but minority percentage of the voting stock of Olathe," Toro reports.

The agreement calls for Olathe to develop and produce accessories for Toro products with Toro providing marketing and distribution for Olathe products. Olathe produces seeders, spreaders, chippers, aerators, and mower accessories. That company, employing about 100 workers, was founded in 1971 by C.D. ("Buck") Rogers and Steve Rogers.

Says Toro President Kendrick B. Melrose, "Olathe produces a full line of turf care equipment accessories that will complement and round out our product line."



Marvin Gross



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# ARSENAL®. THE VEGETATION CONTROL BREAKTHROUGH EVEN A MOTHER CAN LOVE.

Controlling vegetation along railroads, highways, utility and industrial rights-of-way is not only necessary for safety. It's required by law. But there are other laws to follow. Mother Nature's. That's why Cyanamid developed ARSENAL® herbicide. Its advanced chemistry is environmentally sound as well as effective.

## WHY ARSENAL IS EASY ON THE ENVIRONMENT.

Because of its unique mode of action, ARSENAL, when used as directed, has no harmful effects on mammals, bees, fish, birds or earthworms. Because ARSENAL is non-volatile and does not move laterally in the soil, off-target vegetation is unaffected. ARSENAL is non-flammable, so it poses little fire hazard. Unlike tank mixes, ARSENAL introduces only one biodegradable product into the environment. And it's applied only once during a season, resulting in a lower chemical burden.

## CONTROLS MORE UNDESIRABLE VEGETATION.

ARSENAL has demonstrated control of a broad spectrum of weeds, vines and brush species. Tests in southern states showed that ARSENAL alone (at rates of two quarts per acre) out-performed several tank mixes for annual and perennial weed control. Even more impressive, ARSENAL was most effective on difficult species like Johnsongrass, trumpet creeper, kudzu and red maple.

## ONE APPLICATION GIVES SEASON-LONG CONTROL.

ARSENAL gives you full-season control for up to eight months in temperate climates. It fits your spray schedule, because it can be applied at any time

Always read and follow label directions carefully.

during the growing season. ARSENAL controls not only existing vegetation, but also new weeds that germinate after application. So you get residual control for the rest of the season. On hard-to-kill vegetation, ARSENAL keeps working on the roots until complete control is achieved. In spray solution, ARSENAL is stable for several days. That means no waste due to decomposition, and no chance of under-dosing target vegetation.

ARSENAL offers broad-spectrum control, including these tough species:

Johnsongrass	Blackberry
Trumpet creeper	Bindweed
Poison ivy	Canada thistle
Greenbriar	Foxtails
Redvine	Red maple
Kochia	Kudzu
Multiflora rose	Sumac

## DUAL ACTION CONTROLS IN A WHOLE NEW WAY.

Unlike most other herbicides, ARSENAL is absorbed through both roots and foliage to stop new cell growth. Vegetation absorbs ARSENAL in less than two hours, so rain won't wash off your investment. Within four hours, plant growth ceases. In perennials, ARSENAL translocates thoroughly in the roots to prevent regrowth. This unique chemistry makes the visible results of control more gradual. In some vegetation, loss of color and other outward signs may not be apparent for weeks after application. After a year or more, returning vegetation is mainly desirable annual grasses and legumes.

## ARSENAL IS RIGHT FOR YOUR RIGHTS-OF-WAY.

On railroad, highway or industrial rights-of-way, around power substations, signal boxes, bridge abutments, lumber or freight yards—wherever you need annual total vegetation control, ARSENAL is the smart new choice for the job.

**TOUGH ON WEEDS.  
EASY ON THE  
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**LANDSCAPE PROFILE**

**THE 'SUPER' SUPER**

It rains when it shouldn't. Equipment breaks down. Club members complain. The modern golf course superintendent faces problems from every direction.

by Jerry Roche, editor

**W**eather, turf and personnel: take your choice.

They're all problems today's golf course superintendent solves every day—or, at the very least, on a regular basis. They're three reasons why today's golf course "super" must be a "super" planner, organizer and executor.

The results of an exclusive WEEDS TREES & TURF survey reveal that unexpected weather conditions are the biggest thorns in the side of today's superintendents. When asked about "problem tasks" which they encounter, "coping with the weather" was listed on the reports of 56.5% of the respondents. And when asked about the challenges they face as individuals, a good portion cited weather problems.

"My greatest challenge is trying to maintain proper playing conditions under adverse weather conditions," wrote one respondent. Many of the

written comments came from superintendents of transition zone courses.

Personnel/labor was the most popular response to an open-ended (fill-in) question about the biggest maintenance problem. That is, employees—for one reason or another—simply are not doing their job well enough to suit many superintendents. Another question listed various problems supers might have; though "personnel" was not on the list, it received the most write-in votes.

"Managing people is the greatest challenge I face, be they summer workers or the club champion," noted one superintendent. "The turf can be managed with a proper budget, but people take a whole lot more."

Another agreed: "Dealing with both the people above you and the people below you is important. The

weather plays an important role in our job, but is a constant that can be dealt with. But working with people makes for an interesting profession."

And another: "My biggest problem is keeping the staff motivated. Toward the end of summer, everyone is 'grassed out:' sick of mowing, working on, and looking at grass. You really have to work to keep the crew motivated and create job enthusiasm."

**Other problems**

Other most-cited daily problems superintendents confront are, in order of importance: old equipment going bad, drainage (water) problems, too much traffic from golf spikes and golf cars, and irrigation system maintenance.

One super wrote: "My greatest challenge is convincing the golfing public that the spiked shoes they've been wearing for so many years are as detrimental to the greens as vandalism from carts, traffic, etc."

And the growing trend toward golf car rental doesn't help. According to the survey, 83.6% of the courses report an increase in golf car rental. Just 3.0% report decreases.

Superintendents' most difficult "problem tasks," after weather, are: turf maintenance (cited on 42.0% of the questionnaires), hazard maintenance (27.5%), dealing with members (26.1%), budget problems (21.7%), and tree/shrub maintenance (20.3%).

**A profile**


The 69 superintendents responding to the questionnaire have an average of 10.6 years experience, and have been at their current course an average of 9.7 years. Most (26.5%) come from the Midwest, followed by the Northeast (20.6%).

Most of the respondents work for private courses (47.8%), but nearly as many (43.5%) work for public courses. Just 8.7% identify themselves as working for daily fee or resort courses.

Almost three-quarters (73.9%) of the courses in the survey are 18 holes, 13.0% nine-hole, 5.8% are 27-hole, 4.3% are 36-hole, and 2.9% are more than 36 holes.

Courses are busier, too. They average 960 rounds per week: public courses 1,305 and private 657. Those figures represent an increase of 40%

*continued on page 24*



**WT&T SURVEY AVERAGES**

<b>Type of Course</b>		<b>Daily fee</b> ... 5.8%	
Public	... 43.5%	Resort	... 2.9%
Private	... 47.8%		
<b>Number of holes</b>			
Nine	.....	13.0%	
Eighteen	.....	73.9%	
Twenty-seven	.....	5.8%	
Thirty-six	.....	4.3%	
More than 36	.....	3.0%	
<b>Length a superintendent</b> .....		10.6 years	
<b>Length at current course</b> ...		9.7 years	
<b>Geographical distribution</b>			
Northeast	.....	20.6%	
Southeast	.....	16.2%	
Midwest	.....	26.5%	
Southwest	.....	8.8%	
Plains/Mountains	.....	16.2%	
Far West	.....	11.7%	
<b>Average number of rounds/week</b> .....		960	
<b>Average maintenance budget</b>			
1985	.....	\$235,270	
Projected 1986	.....	\$253,790	
<b>Average crew size</b>			
Full-time, year-round	.....	5.6	
Full-time, peak season	.....	10.4	