



**WE PACK A FULL SEASON
OF WORRY-FREE WEED
CONTROL INTO EVERY BAG.**

Only CHIPCO® RONSTAR® herbicide gives you safe, season-long control of crabgrass, goosegrass and tough broadleaf weeds.

Like most turf professionals, you want a herbicide that works the first time, every time. One that controls crabgrass, goosegrass and tough broadleaf weeds all season long...without damaging your turf.

But there's only one place you'll find that kind of control. Inside every bag of CHIPCO RONSTAR herbicide.

A single application of CHIPCO RONSTAR herbicide delivers the longest-lasting, most dependable pre-emergence control of crabgrass and goosegrass you can buy. In addition, CHIPCO RONSTAR herbicide keeps oxalis, carpetweed and many other broadleaves out of sight and out of mind.

Unlike most turf herbicides, CHIPCO RONSTAR herbicide controls weeds without harming turfgrasses. In fact, tests prove that CHIPCO RONSTAR herbicide will not cause the root pruning problems associated with other products.


CHIPCO RONSTAR herbicide can also be used near trees, ornamentals and ground covers without fear of damaging sensitive varieties. And, CHIPCO RONSTAR herbicide won't leach or move laterally like some other herbicides.

When it's time to plan your weed control program, remember the herbicide that has everything you need in one bag. CHIPCO RONSTAR G herbicide or new CHIPCO RONSTAR WP herbicide.

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RONSTAR®**
HERBICIDE

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Circle No. 150 on Reader Inquiry Card

tional hose lengths, 12 volt or 110 volt connections, flat fan nozzle, solution tank agitator and variable pressure control.
Circle No. 195 on Reader Inquiry Card

Cabinet maker branches into golf course market

Robert P. Marasco Cabinets has added golf signs to the company product line. The sandblasted, 1½-inch-thick vertical grain redwood signs come painted in a variety of colors indicating tees, hazards, distances, etc.

In addition, the company shoots distances for accurate installation of yardage markers. It will also install tee markers if requested.

Circle No. 196 on Reader Inquiry Card

Injection-molded products add to company's line

Five new injection-molded golf accessories have been added to Outdoor Products' line of golf accessories. Directional signs are sturdy plastic and 6x12 inches in size.

They are mounted on foot-long stakes. Two-inch lettering is easy to read from a distance.

Flat anti-rebound tee markers are made of high-impact plastic in red, white, blue and yellow. The one piece markers are five inches in diameter but just a quarter inch thick to virtually eliminate rebound from a dubbed shot.

Erasable ink makes for multi-pur-



pose directional signs for nearly any purpose. The company also manufactures proximity markers for closest to pin and longest drive contests, and 15-inch tall (when in ground) hazard stakes.

Circle No. 197 on Reader Inquiry Card

Boom sprayer mounts on back of golf cart

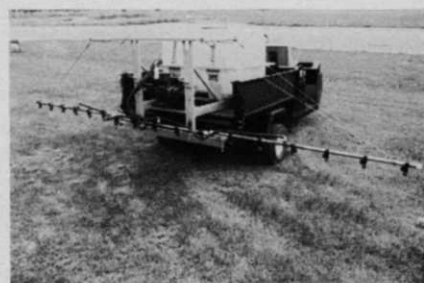
The Westheffer Company's newest golf cart sprayer features a "Cable-

flex" boom, a completely cable-suspended boom for less bounce and more even coverage. "Cable-flex" booms are available in 15- or 21-foot lengths.

The sprayer also features an adjustable boom height rack, three section boom control valve, an easy-to-read pressure gauge and a polyethylene corrosion-resistant tank with 100- or 150-gallon capacities.

In addition, it comes with a centrifugal pumping system and gas engine or PTO drive. The golf cart sprayer is also available with a 30- to 40-foot swath Boomjet. A handgun, hose and hose rack assembly for spraying trees and shrubs is optional.

Continued on page 74



Circle No. 198 on Reader Inquiry Card

Before you fertilize . . .

GET THE THATCH OUT!

According to turf experts, **excessive thatch** must be **removed** after a hard winter in order to have healthy turf in the spring. Thatch prevents **nutrients** from reaching down into the root structure. Result: the lawn cannot breathe and grow properly.



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flail reel

BlueBird has the **most complete line** of power rakes in the industry, a rake for every lawn and purpose. Spacings for every application. Interchangeable flail reels and knife reels are available for vertical mowing, and together they answer **every need** of lawn service professionals in every part of the country. Call your distributor **today** for a BlueBird catalog. For the name of your distributor call the BlueBird Action Center. BlueBird International Inc., 2778 South Tejon, Englewood, Colorado 80110. Phone (303) 781-4458.

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now that we have your attention...



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do you also know that...

Brouwer sod harvesters come in roll, slab or fold configuration.

They harvest "off the turf" and cut close up to pipes, ditches and the edge of the field, reducing waste.

Harvesting can be done in almost any conditions — wet, dry, soft, hard and all types of grasses and soils, with uniform thickness and minimum topsoil loss.

Standard tractors are used giving small tractor maneuverability, economy and excellent resale value.

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The optional Autosteer system eliminates waste, increasing yield per acre, and reduces driver fatigue. It also produces consistent, accurate width regrowth strips.

Brouwer products are quality engineered for superior performance and reliability.

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Company's complete line fits golf course needs

A complete line of golf course accessories from Rico Manufacturing & Supplies can outfit a golf course from the practice green to the 18th tee.

Fiberglass flag poles come in regulation and tournament sizes in seven- and eight-foot lengths and are highly flexible. Custom striping is available.

Fiberglass sand trap rakes have a flexible four-foot handle and will float if they encounter any angry golfers. Flags come in custom designs with ei-

ther numbers, course logo or both in tube or grommet styles. The silk-screened nylon flags also come in sizes for putting greens.

In addition, the company manufactures ABS plastic cups and other accessories like brooms and squeegies.

Circle No. 199 on Reader Inquiry Card

Hole designs etched in 'natural stone'

Tri Dimensional Designs puts numerous finishes and colors in a dis-

tinguished appearance on new Cylex Granite signs.

The signs won't crack or peel and have the look of real sandblasted granite. Raised or depressed lettering gives distinctive, multi-dimensional signs.

The company also makes tee, cart path and yardage markers in both Cylex granite and Cylex marble.

Circle No. 200 on Reader Inquiry Card

Jacobsen triplex works in tough conditions

Jacobsen's new Tri-King 1471 offers superintendents 3-wheel drive. The new option gives operators better traction and maneuverability. The triplex will perform on slopes or in wet conditions.

The turf manager can mold the mower to fit the property's conditions. The triplex is available with options including 5- or 10-blade reels, grass catchers, grooved or solid front wheels, front micro-height adjusters and traction wheel weights.



Circle No. 201 on Reader Inquiry Card

LANDSCAPE MANAGER OF THE YEAR

co-sponsored by



LANDSCAPE MANAGEMENT
Formerly WEEDS TREES & TURF



1987 Landscape Manager of the year
Michael Hugg

Entry forms are now being accepted by the Professional Grounds Management Society and Landscape Management magazine for their second annual "Landscape Manager of the Year" award.

Purpose of the award is to recognize superior job performance among landscape managers, to challenge those involved in the industry to achieve higher standards of excellence, and to bring national recognition to deserving managers.

Any person directly responsible for the professional maintenance of one or more landscapes is eligible to enter. Applicants will be judged according to job performance, honors and awards, procedures and philosophies, and contributions to the green industry. Applicants will be asked, at the time of entry, to submit four 5 x 7 black-and-white glossy photos and 10 color 35mm slides of current work areas with a short narrative on each.

(clip and mail)

Applicant's name

Title

Applicant's company

Official entry form should be sent to:

Name

Title

Company

Address

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Zip Code

Mail to: PGMS, Landscape Manager of the Year, 1201 Galloway Ave., Suite 1E, Cockeysville, MD 21030

Ball washer cleans up with six-pint capacity

The new Lesco Ball Washer has a six-



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#17



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New Tee Time with Team and Dursban controls weeds, kills pests and fertilizes in one easy application.

It can help you provide more effective, more efficient service. Because it lets you cut down on service calls, without cutting down on service.

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So to find out more about new Tee Time with Team and Dursban, just call 1-800-225-ANDY, or contact your local Tee Time distributor. And get the latest TurFact from your partner.

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The Andersons



1-800-225-ANDY

Circle No. 101 on Reader Inquiry Card

pint capacity and is constructed of rigid ABS plastic.

The helix-shaped agitator, unlike crank-type agitators, provides agitation for complete cleaning. A minimum of working parts keeps mechanical troubles down.

The red plastic body resists damage, can be painted as desired and can be personalized with decals.

Circle No. 202 on Reader Inquiry Card

Tee markers supported by national sponsorship

Tee markers manufactured by T-Graphics, Inc., are made of sand-blasted California redwood and painted in different colors for tees, fairways, greens and hazards.

The company operates on a national sponsorship program which allows golf courses to obtain the signs for free, and even get revenue sharing for each sign.

The company does this by attracting national sponsors such as American Express, for the signs. The advertising pays for the signs, which are supplied to golf courses at no charge under a five-year program. Courses get \$75 per sign per year in



revenue sharing.

About 400 courses receive the signs, which the courses must install. T-Graphics will be in booth 2653 at the GCSAA Show.

Circle No. 203 on Reader Inquiry Card

Controlled release nitrogen has low burn potential

Coron slow release nitrogen fertilizer from the Coron Corporation is an organic slow release fertilizer with low burn potential.

It is storage stable and has low volatility of nitrogen to the atmosphere to stay where it is put. Coron promotes quick green-up and even turf growth over a longer period of time.

It is compatible with commonly available turf care products and is easily

blended into N-P-K liquid fertilizer.
Circle No. 204 on Reader Inquiry Card

Repair tool cuts sod for all parts of golf course

The Turfgrass Repair Tool from Gordon Witteveen Enterprises cuts a square




piece of sod nearly four inches deep. It is ideal for repairing scars and scrapes, fertilizer burns or chemical spills.

The Repair Tool can be used on tees, greens and fairways. It is available in six- or nine-inch sizes.

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3030 Series
Broyhill's Deluxe
State-of-the-art
Turf &
Commercial
Sprayer



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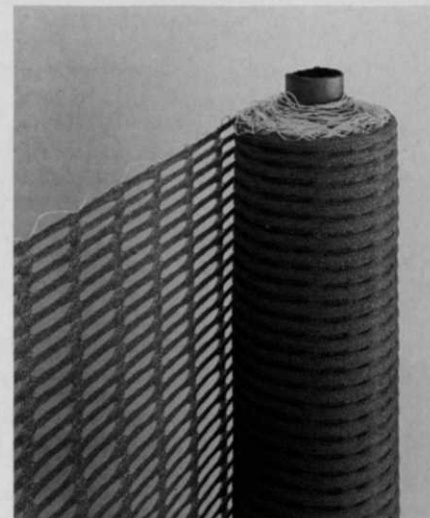
Phone: 402-987-3412
Telex: 438082

Versatile barrier fence available for crowd control

"Fence-it Plus," a barrier fence, is available from J.A. Cissel Mfg. The versatile Fence-it can be used for crowd control, as a snow fence or to protect newly-seeded areas.

It is highly UV-stable, has long life and is lightweight and easy to install.

It is available in rolls of 4x50 feet and 4x100 feet. See J.A. Cissel at booth 2838 at the Golf Show.



Circle No. 206 on Reader Inquiry Card

Circle No. 108 on Reader Inquiry Card

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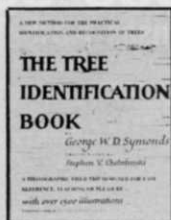
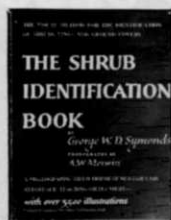
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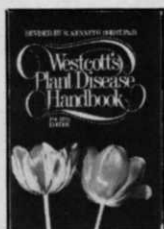
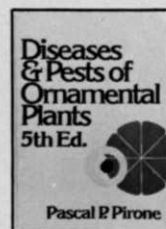
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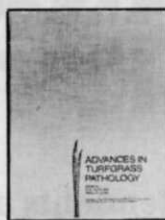
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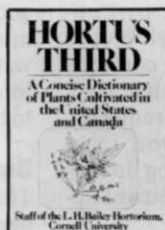
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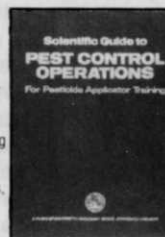
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MANAGEMENT COMMITTEES...YECCH

Golf course superintendents are consistently great about dealing with agronomic problems. But there are others problems.

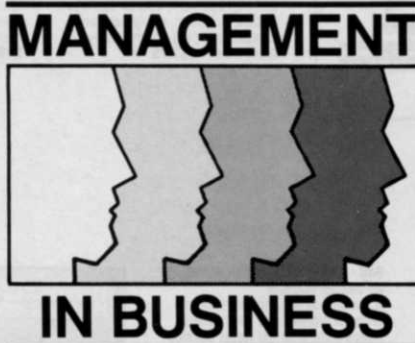
by Rudd McGary and Ed Wandtke

One of the hardest things about being a golf course superintendent is having to work with the various management committees. While this is a fact of life, many managers find that their time frame, particularly for new equipment or other major expenditures, depends on the committees approving a budget or unforeseen expenses arising from weather or climatic stresses.

Here are some factors to consider when working with these committees. The following suggestions may help to lessen the time between request and approval. They may also yield a better working relationship with the committee.

1. The committee generally isn't a full-time body involved in day-to-day operations. Because of this, you have to plan both your regular budget requests plus a plan for contingency spending. This can be done in the following manner.

2. Try to select an executive committee from your major committee. In



other words, select a smaller group from the larger one and agree that these people can vote on unforeseen expenditures. If you do this, you will at least have a smaller group with which you can work, which may help lessen the time needed for decisions.

3. A second way to deal with unforeseen expenditures is to have a second fund, clearly earmarked for use only in emergencies. You don't have to draw down on it during the year, but it will be there if needed.

4. Prepare any requests, particularly your major budgets, well before time. Then send them to the committee before the meeting so that they have time to consider your requests. This will generally save you from having to explain everything in the proposal at the time when you are actually making it.

5. After you send out the budget, call the people on the committee—at least the key people. Make sure they understand why you have made the requests and be prepared to answer any questions. It's always easier to have people on your side before you meet with the whole committee so that they can help in the discussions.

6. Remember that most committee members wouldn't know fescue from Bermudagrass. On many occasions, too much time is spent explaining technical agronomic information that doesn't mean much to committees.

The committees aren't chosen because of their agronomic background, so don't give them too much technical data with which to work.

7. Always have alternatives ready. By doing this, the committee can vote on fewer expenditures, thus feeling better about what is spent for your program. This means that you might offer them a "Blue Ribbon" program, which includes every type of turf management possible; as well as a second program, one that includes all you need for the year. If the committee approves the top program, more power to you. If not, you at least have all the essentials needed for the year. The committees like to feel that they have costs under control. Give them something to cut from the budget and they'll do it.

8. Finally, don't just talk to the committee once a year. Most superintendents can identify the key people on the committee, but occasionally don't keep the communication lines open during the year. The spring, when everything is greening up, is a good time to invite the various committee members to walk the course with you. Anytime the the course is looking green and lush is a good time to take a committee member on a tour.

Summary

The basic issue here is that committee people usually represent someone else. They may represent the whole membership. If so, they are generally more conservative than if they represented only themselves. So your job is to make them comfortable about the actions they take on behalf of others. In order to do this, you need to give them information on a timely basis, give them options, and continue communication with them throughout the year. If you do these things, you'll find that meeting with your management committees can be productive, and that these people are working with you.

LM



Wandtke and McGary are senior consultants with All-Green Management Associates in Columbus, Ohio. Dr. McGary focuses on marketing and management issues. Wandtke focuses on operations and financial questions.