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ever putted on'**

Harry Anderson, Greens Chairman
Wilmington CC, Delaware



David Kroll, CGCS, inspects one of 18 PennLinks greens at Wilmington CC, Delaware

PennLinks creeping bentgrass – working wonders at Wilmington

New bentgrass variety provides a truer putting surface at Wilmington CC.

When David Kroll, CGCS, was dealt the problem of bentgrass

This Wilmington green was seeded in early '60s with poor quality seed fraudulently labeled Penncross. All the greens deteriorated to the point that they had to be entirely renovated.



deterioration on the greens of this prestigious country club, he called in the experts to help. The greens could not be salvaged, so they were treated with methyl bromide and completely re-greened.

Dr. Joe Duich, Penn State University, suggested seeding with a bentgrass coded PSU 126.

Two and a half years later, the greens look great and with PennLinks' more upright growth pattern, putt like a dream. That experimental variety is now named PENNLINKS, and is available in limited quantities.

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The 756 and 856 both feature a Category 1 3-point hitch capability to carry attachments like the John Deere 206 Spreader or 260S Shatter Aerator.

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Here's what's new in cool-season insect control: Triumph has finally received a label; diazinon can no longer be used on golf courses; and nematodes may control insects biologically.

34 NOT SO FAST

Opinions on green speeds vary as much as the management practices themselves. In the following, a few superintendents reflect on the trials and tribulations of managing greens in the face of pressure from players.

40 A GUIDE TO LAWNGRASSES

Confused about which new turf varieties will work best for home lawns? The executive director of The Better Lawn and Turf Institute tells what to look for in choosing good grass.



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48 DISEASE GUIDE FOR COOL-SEASON TURF

No fungicide offers a complete spectrum of turf disease control. But, for most diseases, a range of reliable products is available and (in spite of enormous development costs), the introduction of new materials continues.

56 VALUING YOUR COMPANY

If you are thinking about selling your landscape or lawn care company, how do you determine how much to ask? Or to expect from the potential buyer? These formulas should help you get in the ballpark, anyway.

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ON THE COVER Japanese beetle larvae feeding at the soil-thatch level and sod webworms on thatch, by Dr. Harry Niemczyk

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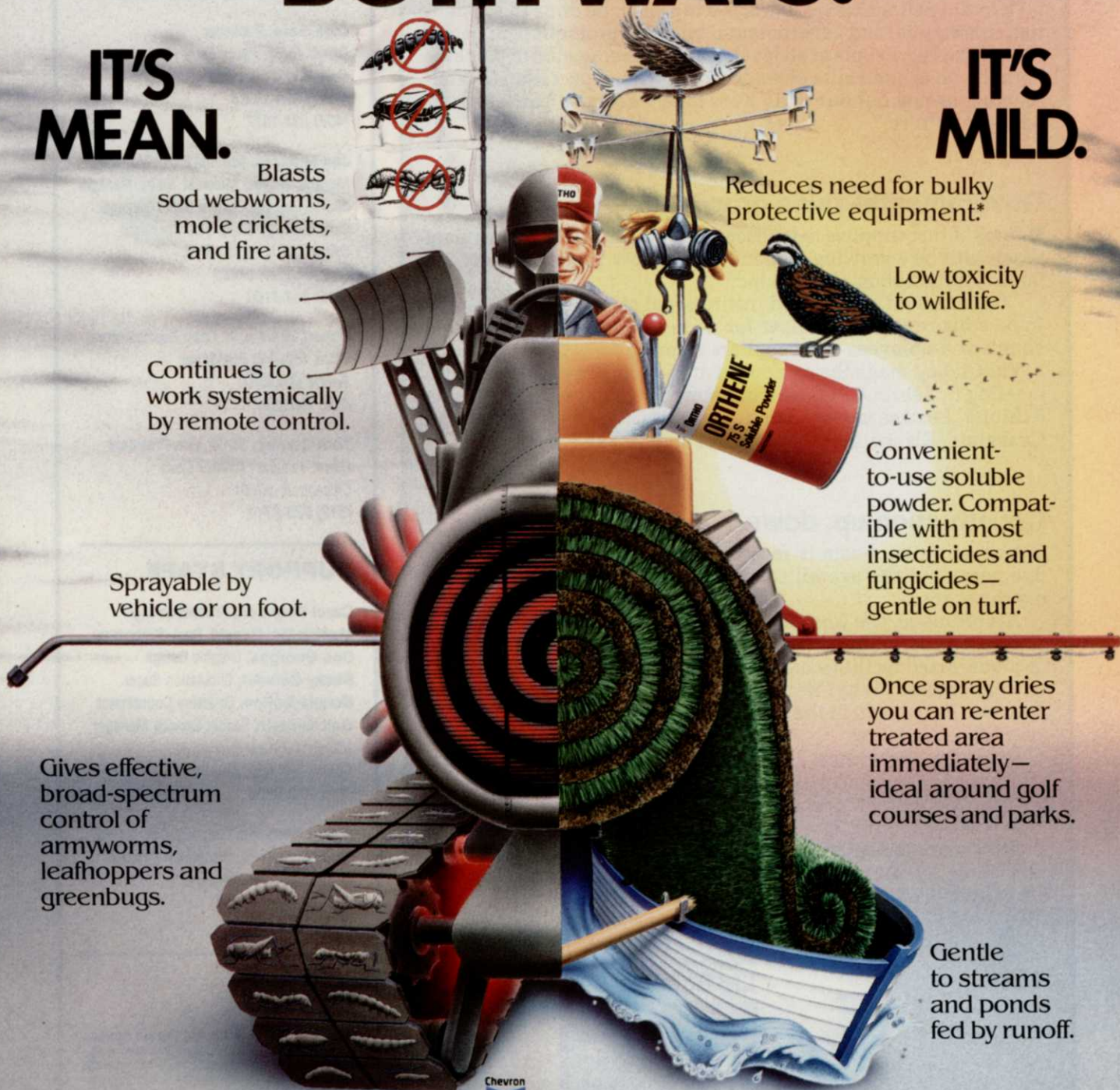
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Industry needs to join forces

■ Words from Larry Scovotto, executive vice president of the American Association of Nurserymen:

"A great deal of work needs to be accomplished on behalf of the landscape industry. The residential landscaper, the landscape contractor and the interior landscaper need to join forces in a unified business and marketing effort to make the commercial sector and the general consumer more aware of the value and necessity of landscaping.

"On the national level, there is a big job to be done in residential, commercial and governmental business promotion on behalf of landscaping. People at all levels need to be educated to perceive both the need and value of landscaping. The expectation of landscaping throughout our daily lives must become a part of a new national culture."

Governmental sales growing?

■ Sales of turf supplies to landscape managers in the government sector will be a growing area in the next few years, according to James I. FitzGibbon of Lesco Inc.

"Government, school and institutional sales has the potential to be a big revenue-producer for us in the near future," he told company employees and suppliers recently.

FitzGibbon made the comments at the company's annual sales meeting in Sebring, Fla. which featured two days of trade show exhibits. Seminars were conducted by Ciba-Geigy, American Cyanamid, Elanco, Hoechst-Roussel and Mobay.

Construction up, down

■ A construction boom is seen on college campuses in the next five years, but the overall construction outlook for 1988 doesn't appear as rosy.

According to *The Chronicle of Higher Education*, "a survey of college planners found that about 60 percent saw the need for new or modernized facilities on their campuses as 'extremely urgent' or 'very urgent.'" Why? Because the facilities built during the first post-war baby boom in the 1960s are reaching the end of their 25-year life expectancy.

However, the overall 1988 construction picture is not good, according to George Christie, vice-president and chief economist for McGraw-Hill Information Systems. "Lower interest rates, more than anything else, will make the difference between a shallow and a steep decline of construction activity" this year. Projection is that the total 1988 construction contract value will drop three percent lower than last year's \$248.4 billion.

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GOLF

Keeping your course secure

Vandals used to be a problem at Chicasaw Country Club in the Memphis, Tenn., area. No longer.

Jim Harris, Chicasaw superintendent, has some tips on how to keep undesirables off golf courses, especially in urban areas. They focus on "preventing rather than apprehending and prosecuting."

- If an incident takes place and the culprit is not apprehended, keep it out of the media. This takes away his satisfaction.

- Have members keep valuables at home or in the locker. A number of players on his course had been robbed during rounds.

- Hire highly visible, uniformed security guards.

- Cover drain ducts with grates to keep people from crawling in through them and enclose the course in fencing with barbed wire on top if possible.

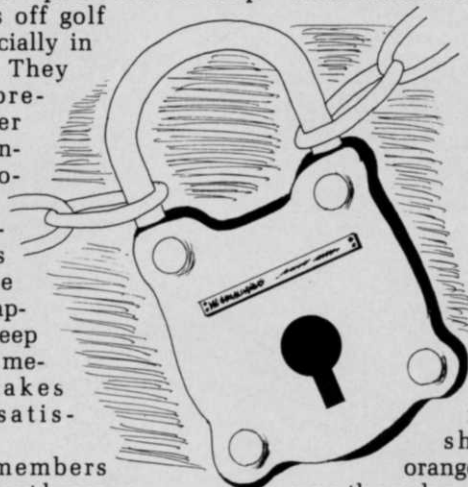
- Make sure everyone on the

course can be identified: members, maintenance crew and caddies. Uniforms for maintenance crews are a good idea, Harris says. Question any unaccounted for people on the course.

- Control all course entrances and hire 24-hour security for the front gate, closing almost all the gates.

There are, of course, some problems in taking these measures.

"Locked gates meant vendors had to go to the front office and then be let in," Harris says. Also, the pro shop couldn't sell orange shirts because this was the color given to the maintenance crew.



COMING IN JUNE

- Aquatic weed control
- Warm-season disease guide
- Aerification/dethatching



Dr. Robert Shearman

RESEARCH

Potassium prominence growing in turf care

As more research is conducted, results are showing more benefits of potassium use.

Within the turfgrass plant, potassium helps with sugar transporting, starch formation and enzyme activity. It also influences the opening and closing of stomata.

Studies conducted at the University of Nebraska on Fylking Kentucky bluegrass show that potassium increased root density and depth. "With increased potassium, wilting tendency is lower because of the decreased water use rate and deeper rooting," explains Robert Shearman,

continued on page 18

LANDSCAPING

'Million Dollar List' led by Environmental

Sixty-seven companies made Lawn Care Industry's second annual Million Dollar Mowers List, representing more than \$170 million in mowing/management revenue in 1987.

Mowing/management revenue is that which is billed for mowing, trimming and clean-up services. Billings specifically for chemical applications, landscape installation, design and tree/shrub care are not included.

Fourteen companies joined the list this year. Two companies dropped off. Environmental Care (Calabassas, Calif.), The Brickman Group (Long Grove, Ill.) and Lancaster Landscapes (Arlington, Va.) held their respective first, second and third place rankings

LAWN CARE INDUSTRY

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from last year. The rest of the top 10: 4. Northwest Landscape Industries (Tigard, Ore.), 5. Oyler Brothers (Orlando, Fla.), 6. (tie) Maintain (Dallas, Texas) and Cagwin & Dorward (Novato, Calif.) 8. Las Colinas Landscape Services (Dallas, Texas), 9. AAA Lawn Industries (Tucker, Ga.), 10. (tie) Shearon Environmental Design (Plymouth Meeting, Pa.), Pampered Lawns (Houston, Texas).

The companies averaged approximately 20 percent growth over 1986.

Company representatives attribute the growth to a continually wider demand for their services.

"I think developers are more aware of the need for curb appeal, selling their project as the people are walking in the door," says Scot Davis of Davis Landscape Contractors.

"Maintenance is a market that's really growing," adds Wayne Richards of Cagwin & Dorward.

—Elliot Maras

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112	126	140	154	168	182	196	210	224	238	252	266	280	294	308	322	336
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114	128	142	156	170	184	198	212	226	240	254	268	282	296	310	324	338

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