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That's where the Professional Lawn Care Association of America can help. PLCAA is the ProSource for over 1,000 businesses, large and small. PLCAA provides the benefits and resources you need regardless of the size of your company. Find out for yourself what so many other lawn care businesses have discovered, that PLCAA membership doesn't cost—it pays!"

JAMES R. BROOKS Executive Vice President, Professional Lawn Care Association of America

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Management Monograph Publications—Booklets that cover critical business subjects like getting a loan, developing a marketing plan, hiring and firing practices, and more.

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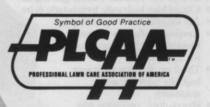
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Professional Lawn Care Association of America 1225 Johnson Ferry Rd., NE, Suite B 220, Marietta, GA 30068

INSURANCE INSIGHTS

Reducing liability from golf cart injuries

by James Leatzow, president, Leatzow & Associates

In this modern age it seems as though we take too many things for granted. Golf carts, as innocent as they may seem, are an example. These small, wheeled, mobile recreational vehicles hold the potential for significant lawsuits in today's litigious society.

If an accident occurs involving a cart, it's likely that the injured party will allege it was poorly maintained. Unfortunately, it's up to the owner/ operator to prove that the vehicle had been properly maintained and serviced. To prove this, you must be able to provide bona fide maintenance records as well as some form of formalized procedure manual covering the scope and frequency of the work performed to the golf cart in question.

You will help your case immeasureably by requesting a cart's maintenance procedures when you buy it. You should then follow its scheduled

maintenance to the letter. However, all of this effort is of little or no value unless you document and file records showing it-which should be standard procedure for virtually all golf course equipment.

Essential maintenance

Make sure that tires have enough tread to keep the cart from sliding on a slick or wet surface. Its pedals should be equipped with a rubber pad. Routine inspections should include checking for loose bolts, sharp objects and broken or missing parts-all of which could injure someone during a sudden stop or on rough terrain. Likewise, if the cart has shock absorbers to reduce its sway or roll, follow the manufacturer's maintenance instructions carefully.

It is also very important to replace safety placards on the carts. Though these stickers will be scratched and marred over time, it's still your re-



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sponsibility to make sure they can be read at all times.

There are other dangerous exposures that aren't attributable to the cart itself. For instance, a cart path that passes by a steep incline with no safety fencing may lead to an accident. It is very important to make certain that cart paths and other areas where carts may be used are safe and free from dangerous situations. Golf cart paths that are properly maintained go a long way to show that your operations meet the test of safety and care for public health and welfare.

Posting terrain

If the golf course you are designing or involved with has terrain that might be dangerous for the typical cart user, make sure they fully understand all exposures. During the rental process, have them sign a readable, printed form that states they will be the only operator of the cart, that they understand the terrain might be dangerous if the golf cart is not used properly and that alcohol and other drugs will impair their judgement and ability to operate the equipment.

Obviously, there are no foolproof precautions you can take, but you should be interested in trying to educate the routine user about the potential dangers of golf cart use.

Remember that if you are drawn into court because of an alleged injury, the burden is on you to show that your carts and environment are safe and that all common sense dangerous exposures have been addressed to prevent injury. Anything short of that can ultimately lead to a large payout against your professional or general liability policy. LM



James Leatzow is president of Leatzow & Associates, Glen Ellyn, Ill. He specializes in green industry matters.

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"On a busy day we'll handle more than 500 golfers. That's when we really see the value of Lebanon quality in action."

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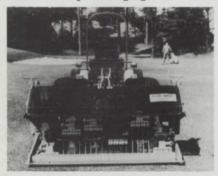


PRODUCTS

Deep-tine machines debut at GCSAA

The model 105.145 Verti-Drain Deep Tined Aerator is one of three new models introduced at the recent GCSAA show. Verti-Drain reports that its deep aerators have proven successful in alleviating the most difficult soil compaction problems, going more than twice the depth than other available aerators.

The Verti-Drain units are powered by the PTO of a category 1 or 2 tractor, and are capable of aerating up to four acres a day. Verti-Drain continuously drives solid or hollow coring tines into the soil to depths ranging from two to



sixteen inches. Tines pivot back and forth, causing a "lifting" effect in the soil, and combines penetration through the soil pan for vertical drainage with the shattering effect of the compacted layers for thorough aeration.

Circle No. 200 on Reader Inquiry Card

Power-take-off mowers for quality

Brouwer reports that its new transportable PTO-driven mowers give a fine, quality cut regardless of weather conditions. The standard Brouwer mowers with fixed mowing units give reliable and economic service, and can go the distance on long, tough grass.

Brouwer says the Fairway models have a unique floating mowing unit design that delivers an outstanding, quality cut, even in wet weather. All mowers are equipped with positive height of cut adjustment and optional quick height adjusters.

They are available in three-, fiveand seven-gang units, manual or hydraulic lift and a choice of four- to



eight-blade reels. Circle No. 201 on Reader Inquiry Card

Nematode control product approved

A new product for control of plant pathogenic nematodes is called ClandoSan, from Igene Biotechnology, Inc.

ClandoSan has been given EPA unrestricted use approval for all crops, turf and ornamentals.

ClandoSan, reports Igene, is completely safe, non-toxic and non-soluble and its mode of action is indirect. ClandoSan is composed primarily of

Sonar® covers your ponds against weeds.

Sonar cleans your ponds and lakes of problem weeds such as milfoil, duckweed, hydrilla, waterlily and

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pondweed for one year or longer. And Sonar won't harm the environment. No restric-tions on swimming, fishing or drinking after application. Its selective control allows desirable vegetation to establish itself as habitat for water life

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Team preemergence herbicide lets you take a season-long vacation from weeds with split applications. Controls tough weeds such as crabgrass, goosegrass and suppresses, oxalis and spurge. Without harming your turfgrass—even sensitive bentgrass. You can either spread it straight in granular form. Or spread it on fertilizer available from leading formulators.

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chitin, which is derived from shellfish waste through a patented process. The chitin stimulates normal soil micro-organisms to produce enzymes, which destroy the nematodes and their eggs.

Circle No. 202 on Reader Inquiry Card.

Total turf aerator proven in field

Salsco has introduced the TTA-550 Total Turf Aerator, which brings together the proven technology of the



TTA-60-24 aerator and a comfortably efficient riding unit.

Powered by a 20-hp Kohler engine,

the TTA is described as ideal for greens, tees, fairways, sports fields and other large turf areas. Variable core spacing from one to six inches enables the TTA-550 to aerate more than 60,000 sq. ft. per hour.

Tines are raised and lowered hydraulically and are driven by Salsco's patented "Camshaft Free-Floating Tine System." Hole spacing can be adjusted without stopping the machine.

Circle No. 203 on Reader Inquiry Card

High-rotation sprinkler quick, covers lightly

Hunter Industries has introduced the I-42 sprinkler, designed "for irrigation situations where a fast, light application of water is desired."

The gear-driven model can be used for syringing golf greens and lightly irrigating clay tennis courts, skinned baseball diamonds and horse race tracks. According to Hunter, the sprinkler also works well to control frost.

Its 4-inch pop-up stroke incorpo-

rates all the standard features of Hunter's Institutional Series, including a safety-cushioned rubber cover, locking body cap, and slip clutch pro-



tected drive system. An interchangeable nozzle-stator set supplied with each sprinkler allows the discharge rate to be adjusted from 6.5 gpm to 25.8 gpm. The I-42 is available in 17



Surflan® covers your ornamentals against weeds and grasses.

Spray Surflan directly over the top of your ornamentals Without fear of injury.

It controls over 50 different weeds before they start, including crabgrass, oxalis, chickweed and prostrate knotweed. All season. For less than \$3.00/1,000 sq. ft. Compare that to handweeding labor costs of \$30-\$50 for the same area.

Rubigan[®] covers your course against dollar spot, anthracnose and patch diseases.

Fusarium blight. Necrotic ring spot. Summer patch. Take-all patch. Spring dead spot. All patch diseases are difficult to tell apart, difficult to control. Only Rubigan is labolad to

Only Rubigan is labeled to prevent and treat all five. Not to mention nine other common turfgrass fungal diseases. So why take chances controlling only part of the patch disease problem? Rubigan gets them all.

Elanco Products Company, A Division of Eli Lilly and Company, Lilly Converse Center Dent EM 455 Ind anapoles in 45285 U.S.

fixed arcs of coverage and a full circle. Circle No. 204 on Reader Inquiry Card

Colorful shrubs introduced for '89

Hines Nurseries has introduces five shrub varieties for the upcoming season.

Hines Gold is a cultivar selection of the popular evergreen shrub, Gold Spot Euonymus. It features pure yellow-gold leaves bordered with dark green margins. Moon Bay (Nandina domestica) is globular in form, well-groomed and bright lime green color that matures to medium green.

Hines' Brazilian fuchsia (Justicia rizzinii) is a herbaceous evergreen covered with drooping tubular, oneinch flowers that are bright red and tipped with yellow.

Japanese Beauty Berry is a deciduous mounded shrub with arching branches, growing to as high as six feet. Metallic-purple fruit forms in late summer and remains in fall and winter.

Outstanding durability. Exmark's complete line of tough 21" mowers is better by design. Like every Exmark mower, these 21's are engineered, built and tested to endure years of rigorous commercial use. They stand up to the demands of 72-hour work weeks. Exmark guarantees it — with our two-year limited warranty.* For more information or the dealer *Engines warranted nearest you, call today: 402-223-4010. separately. RCIAI The mark of excellence in professional turf care equipment. When you demand durability, demand Exmark. MFG. CO. INC.

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EXMARK MFG. CO. INC. BOX 748

96

The Duck Plant is named for its papery, duck-like seed pods. Narrow curved flowers measure about an inch in length and bloom a bright brick red from January to June, followed by the pale green inflated seed pods.

It grows to a maximum height of six feet.

Circle No. 205 on Reader Inquiry Card

Line-striper is self-propelled

The All-Pro is a new self-propelled line striper designed exclusively for athletic field marking. Newstripe reports the product's design enables you to line your field up to four times faster than current models.

Capacity is 12 gallons, enough for an average size football field. A 3-hp, air-cooled engine powers the All-Pro along its $26'' \times 20''$ wheel base. Four



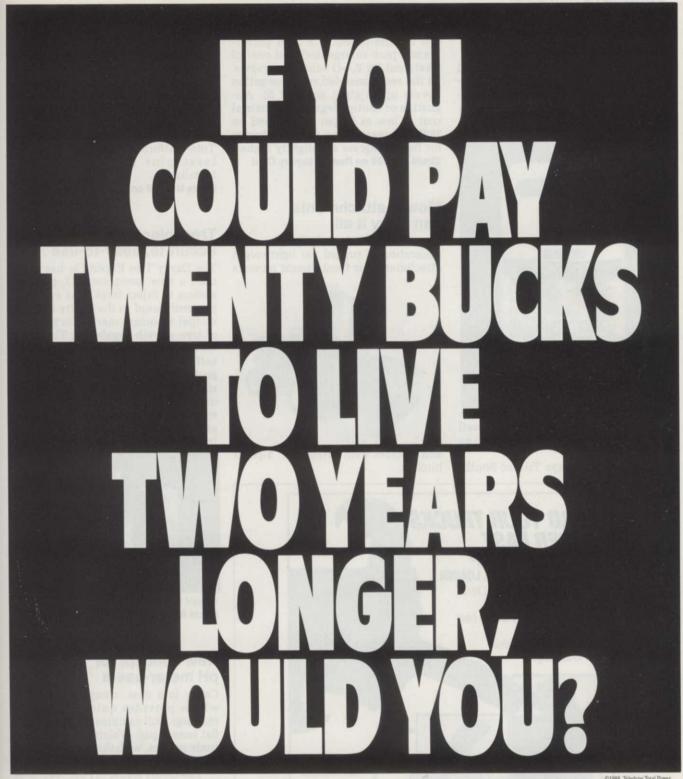
interchangeable nozzles are available. Paint flow is controlled by a spring-loaded valve and hand lever. **Circle No. 206 on Reader Inquiry Card**

Foam marker now for the turf market

A.D.J.A. Industries of Salt Lake City has designed a foam marking system specifically for the turf market to avoid overlaps and misses. No pumps or compressors are involved, thanks to a pre-charged cannister.



A solid state control unit sets spacing and mark length. Circle No. 207 on Reader Inquiry Card



Of course.

Yet that's pretty much the additional cost for an engine that outlives all others of its generation.

The Wisconsin Robin.

We've designed important components, like the automatic decompression system, with fewer moving parts. And greater size per part. Making the engine much better equipped to endure hardships, tribulations, and stresses without coming to an untimely end.

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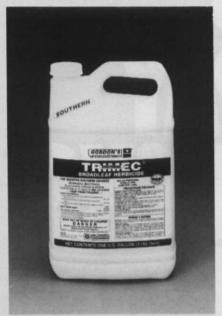


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PRODUCTS from page 96

Herbicide available for many grasses

PBI/Gordon Corp. has introduced Trimec Southern, a broadleaf herbicide for use on Bermudagrass, cen-



tipede and St. Augustinegrass as well as zoysia, fescue and other turfgrasses.

The company says Trimec South-

ern is formulated as a high performance, post-emergence weed control treatment for 2,4-D sensitive grasses. At the recommended rate, one gallon covers up to eight acres of St. Augustine or centipedegrass at a matrial cost as low as \$4 per acre, based on 1988 end user pricing. Cost and dosage for Bermudagrass are slightly higher. **Circle No. 208 on Reader Inquiry Card**

Mower attachments can carry it all

Lawrence, Inc. has designed a new generation of rugged yet lightweight attachments for front-mount mowers



and tractors with category 1, 3-point hitches.

You only need five minutes to change from a tote platform for transporting shrubs or fertilizer to a 12-cubic foot Hooper for hauling bark or debris.

Additionally the line offers an aluminum Hopper, Scoop and Tool Organizer along with a steel Fork Set and Tote Platform Bracket Kit. Quick release pins make for one-man installation.

Circle No. 209 on Reader Inquiry Card

Tree injector is safe, accurate, easy-to-use

The Davey Tree Expert Co. has developed a new four-point, CO_2 -powered system to inject trees. The system is presently used in the utility and municipal arborcare market for injection of tree growth regulators. The injection system and material reservoir are self-contained in one easily-transported case. Features include minimal injection time, no manual filling or measuring for each hole, a closed system, reduction of daily cleaning and immediate priming system. Cylinders are easily adjustable for dif-



ferent injection rates. Circle No. 210 on Reader Inquiry Card

New concept for pH meter-users

Cardy is a new, compact pH meter which provides quick, digital pH readings. Soil samples are placed on a flat sensor pad, which is a glass electrode system, with three or four drops of deionized/distilled water.

The Cardy liquid crystal reads 0-14 pH with a repeatability of plus or minus 1 pH.



Circle No. 211 on Reader Inquiry Card



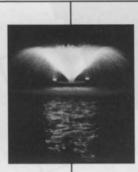
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345 - COST DATA FOR LANDSCAPE

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