

Answers to the seven most asked questions about SUPERSORB.[®]



When we introduced SUPERSORB[®] water absorbants a few years ago we were confident that they would be successful, but we had no idea that this practical and versatile water management tool would generate so much enthusiasm among landscape professionals.

We've compiled some of the most frequently asked questions and answers. If your questions aren't answered here, give us a call toll-free at the number below.

Q: What is SUPERSORB and what does it do?

A: SUPERSORB is a water absorbant. It consists of acrylic copolymer crystals which absorb water to increase the moisture holding capacity of soil. SUPERSORB crystals can absorb up to 200 times their weight in water and release nearly 100 percent of their reserves as the soil dries out or plants require it. SUPERSORB keeps on working for at least two years. It is non-toxic to plants, people and animals, and is eventually metabolized by soil microorganisms.

Q: What will SUPERSORB do for me in landscape installation and maintenance?

A: SUPERSORB C lets you and your customers extend the time between waterings. It helps trees, shrubs, bedding and container plants and ground covers survive moisture stress conditions. SUPERSORB F can be used as a rootdip for bareroot plants, added to hydroseeding mixtures or used to speed the establishment of sod. So SUPERSORB saves you time and water and gives you better plant establishment.

Q: What's the difference between SUPERSORB and other water absorbants on the market?

A: Aside from SUPERSORB's unique blue color, which is helpful when mixing it into the soil, you'll find that SUPERSORB's particle size is more uniform for more predictable performance. In addition, SUPERSORB is backed by AQUATROLS' customer service and 35 years of experience.

Q: Which particle size, Coarse or Fine should I use?

A: We recommend SUPERSORB C, Coarse Particle (1-2mm) for transplanting trees and shrubs, amending the soil in beds, containers and hanging baskets. SUPERSORB F, Fine Particle (<.5mm) is used for hydroseeding, installing sod, seeding and for root dipping bareroot stock.

Q: Will SUPERSORB waterlog the soil or take water away from plant roots?

A: No to both questions. SUPERSORB expands into discrete chunks; it doesn't form a soggy mass. As SUPERSORB expands and contracts it actually helps keep the soil or container mixes open and loose. Since water must be in a free state for SUPERSORB to absorb it, water clinging to soil particles or within plant root tissues cannot be absorbed by the crystals.

Q: How much does SUPERSORB cost to use?

A: It costs about \$.50 to amend the backfill for a tree or shrub with a one foot in diameter rootball.

Q: Where can I buy SUPERSORB?

A: From the turf and hort supply distributors throughout North America. If your distributor doesn't stock SUPERSORB, accept no substitutes. Call us toll free and we'll give you the name of the nearest SUPERSORB distributor.

Call us for further information, technical service or a free sample. 1-800-257-7797, in N.J. (609) 665-1130.

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Reroute roots and the ugly side of your

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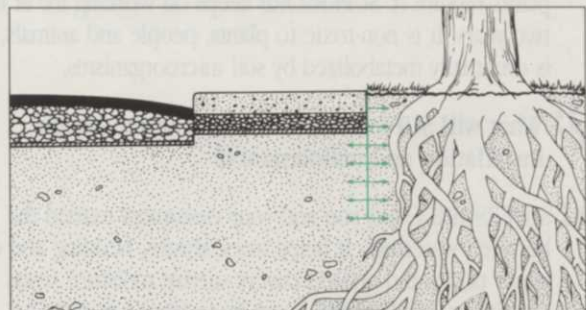
Give unsightly roots a new direction in life. Down. With new Biobarrier, the advanced root control system that sends your maintenance costs in the same direction.

Biobarrier combines two of the most effective, longest-lasting elements in root control. One is Treflan®, one of the most proven herbicides in the country, featuring new controlled-release pellet technology. The other is Typar® fabric, made with rugged polypropylene geotextile that's porous enough to let air and water through but holds the Treflan pellets in place.

Together, they reroute roots without harming your trees and plants. And preserve the beauty of your landscaped areas — golf greens, cart paths, sidewalks, curbs, walkways, parking lots, swimming pools, gardens and others — for years to come.

For 15 years or more.

Underground, Biobarrier sets up a solid rootproof zone that spans one to two inches on each side of the fabric. That's the Treflan controlled-release vapor zone. A zone so powerful, it repels roots at a controlled rate for 15 years or longer.



Top Without Biobarrier, tree roots penetrate paved surface and aggregate base, causing unsightly cracking and heaving.

Bottom With Biobarrier, a protective zone of Treflan vapor reroutes roots downward without harming roots or tree.

For half the cost or less.

By rerouting roots downward, Biobarrier protects your golf greens, cart paths, tennis courts, swimming pools and other recreational areas from unsightly roots. And helps keep your reputation in good standing among your customers.

Save your landscape.

The cost savings are just as dramatic. Over 50%, in fact, during Biobarrier's lifespan.

Without Biobarrier, you're spending plenty to trench, trim roots and replace damaged landscaping. And it has to be redone often to protect greens, cart paths and other landscaping.

But with Biobarrier, you'll only do the job once every 15 years — trim roots, replace damaged cart paths and install Biobarrier.

Easy on plants and landscaping.

Unlike other root control methods, Biobarrier won't harm trees or nearby landscaping. It doesn't kill roots, it just reroutes them away from your golf, recreational or landscaped areas.

Treflan's active ingredient is biodegradable. It can't be taken up by plant systems. And it stays put without leaching to keep rerouting roots for 15 years or longer.

Easy to install.

The Typar fabric in Biobarrier is flexible to make installation simple. Just install vertically along your golf, recreational or landscaped areas where tree roots threaten to bring out the ugly side of your landscape.

Call toll-free.

For the complete story on Biobarrier, see your Elanco representative. Or send for a free technical brochure from Elanco Products Company, Lilly Corporate Center, Dept. EM-455, Indianapolis, IN 46285, U.S.A. Or call toll-free: **1-800-352-6776**.

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Root Control System

Typar Biobarrier is jointly marketed by Reemay, Inc., a member of The InterTech Group, Inc., and Elanco Products Company, a division of Eli Lilly and Company.

Treflan[®] — (trifluralin, Elanco)

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a member of The InterTech Group, Inc.

ELANCO

cated that LCOs will pay a higher price for herbicides that are more effective, better at reducing callbacks or cancellations, safer and manufactured by a company that provides business training. □

TREES

'Tree Museum' opens in Dallas

GARLAND, Texas — Under the headline "A Tree Museum," the *Dallas Morning News* reported in December that a large tract of unspoiled forest land was purchased by Dallas County and will be preserved for viewing.

The 69-acre site is home to trees more than a century old and over 100 feet tall.

Plans for the forest are still incomplete, but a trail and interpretive signs are likely to be installed, said Jim Stone, design and development coordinator for the Garland Parks and Rec-

reation Department.

Still, the question remains, will they charge the people a dollar-and-a-half just to see 'em? □

INDUSTRY

Get a job!

DALLAS — Robert Leenhouts, general manager of Bent Tree Country Club here, recalls the time when he was involved in the process of looking for a new club superintendent. Among the dozens of resumes that made its way to his desk was a sloppily-typed sheet paperclipped to a picture of the applicant sprawled across the hood of a 1957 Chevy. He didn't get the job.

"You've got to remember that you're selling yourself, that everything you supply to a potential employer is a marketing tool," Leenhouts told attendees at the Texas Turfgrass Conference recently. That means you offer a well-pre-

pared, neat resume (note accompanying chart).

When you get to the interview stage, be relaxed yet enthusiastic, show up on time (if not a bit early), wearing a dark gray or blue suit. Know a little bit about the club and community, he adds. Also, anticipate the questions you're likely to be asked, such as "What are your career goals?" or "Why do you want to be superintendent of this club?"

Finally, follow-up the interview with a brief note of thanks.

When the job is offered, make sure you know exactly what it entails. "Don't fool yourself," says Leenhouts. "Don't take it if you don't think you can do it. You going to hurt yourself, you're going to hurt the club and you're going to hurt your association."

If you do accept, make sure you have negotiated the important aspects of the positions: when you start, the salary, benefits and in-

cidental expenses, vacation, use of facilities, etc. □

Resume dos and don'ts

RESUME DOS:

- Include name address, phone number (at work and at home).

- List professional experience in reverse chronological order.

- Stress the positive, de-emphasize the negative.

- Include personal information about your spouse, children and any organizations you may belong to.

- Include information on your educational background, accomplishments and references (or a statement that they'll be provided upon request).

- Be objective about your career goals.

- Include a recent picture.

RESUME DON'TS

- Don't include information about your race, religion or political affiliation.

- Don't create false impressions. ("Remember," says Leenhouts, "if you're hired under false pretenses you may soon find yourself out of a job.")

MANAGEMENT

Tips on selling design projects

NASHVILLE, Tenn — To be successful at selling your design projects, it's important that you—not the customer—remain in control of the sale, says green industry consultant Ed Wandtke, who discussed how to do that at the Landscape Exposition here.

Since 90 percent of your initial client contacts will be over the telephone, says Wandtke, start by having an experienced, professional person on the line that will give the caller a favorable impression of your firm. That person should put together a master list of data that includes the name and sex of callers, their addresses, phone

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- Model 718K - 18 hp Kohler Gas
- Model 721 - 21 hp Liquid-Cooled Gas

Of course, you will continue to find - and profit from the other popular Grasshopper features. Outfront PTO-driven decks and zero-turn-radius maneuverability let you trim under low-hanging trees and shrubs and between and around monuments or other obstacles. You can mow square corners or square out perpendicular to walls or fences. And, all is done quickly, easily and with totally unrestricted visibility.

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numbers at home and work and a time when you can call back or meet with them.

In addition, the phone person should have a checklist on hand of the types of projects you perform. That way, they can more accurately record what type of project the caller has in mind. If it's a commercial project, get the name of the purchasing agent or building manager you'll be working with.

"If you're not getting that information, you're missing the first chance you have to sell your company," says Wandtke.

On your initial visit, show up early, take morning, daytime and evening photographs of the site and never ask the question, 'how much do you plan on spending for this project?' "Who really wants to reveal that kind of information?" asks Wandtke, who advocates offering the client a more expensive design

they may finance over the course of several years.

If you're invited into the customer's home or office, make a mental note of their tastes in design. "Your mind needs to start building an inventory of ideas about what these people are like."

Here are some additional tips from Wandtke:

- When presenting the plan, let the drawing speak for itself. "Just let it happen," says Wandtke. "You can sell more effectively by waiting than you can by pushing them into an opinion."

- After the project is sold, always keep quality, price and time in mind. All your projects should be done well, but if the client wants the cheapest design possible, schedule the work for when your more important projects are finished or near completion. If they want it done right away, it should cost them more, and remember that the customer

is always right, says Wandtke. "If they say, 'I can get it done cheaper,' tell them that they could have bought cheaper clothes, a cheaper car or a cheaper house. Tell them 'I don't design cheap projects. I designed one for you.'" □

RESEARCH

Researcher after the truest green

RIVER FALLS, Wisc. — Some day, millions of golfers will owe a debt to Donovan Taylor.

The University of Wisconsin-River Falls professor has spent the last three summers conducting experiments at a Falcon Heights, Minn. golf course to determine bentgrass performance in five types of soil.

According to Taylor, bentgrass is usually planted in a sand/soil mix for less compaction and better drainage. Golfers prefer sand for its truer and faster putting results. The stumbling block has long been sand's inability to hold moisture, resulting in thinning greens.

Taylor's experiments involved five different mixtures:

- 80 percent sand mixed with 17.5 percent silt and 2.5 percent clay

- 94.5 percent sand with 4 percent silt and 1.5 percent clay

- 85 percent fine mortar sand, 15 percent reed-sedge peat

- 100 percent sand with sphagnum peat tilled into the first four inches

- 85 percent uniform medium sand and 15 percent reed-sedge peat.

Taylor reports that due to the dry summer of 1988, the grass grown in 100 percent sand experienced more water stress than other mixes with lower sand ratios. Grass grown in this mixture showed water stress after 24 hours without water. Constant turf growth was a problem, even though irrigation was used almost all summer long.

Taylor believes that with more water, the green with

sandy soil might have stayed as dense and healthy as the other sections. The mixtures other than 100 percent did the best and did not show any drought damage. □

INDUSTRY

Urban tree success not easy

SEA ISLAND, Ga. — Arborists should help local tree specifiers introduce the right tree into the urban environment, says Nina Bassuk, Ph.D., director of Cornell University's Urban Horticulture Institute.

The limit on space for tree roots causes compaction, which leads to nutrient deficiencies. Street salt, carbon monoxide, heat reflection from buildings and absorption of black masses such as asphalt also cause stress.

Dr. Bassuk advises planting trees adaptable to the urban environment and recommends diversification—planting no more than five percent of any one species. □

EQUIPMENT

Drought affects power equipment

OLD TOWN ALEXANDRIA, Va. — According to figures from the Outdoor Power Equipment Institute, the drought of 1988 has affected power equipment shipments.

Although fiscal 1988 shipments topped the 7 million units figure for the second straight year, a decrease of three percent over fiscal 1987 was recorded.

An OPEI press release stated, "The industry attributes the average decrease in shipments to the drought during the latter part of the shipment year (July, August).

Walk-behind mowers, in particular, showed a five percent decrease. Rear engine riding mowers remained steady while garden tractors increased 13 percent. □

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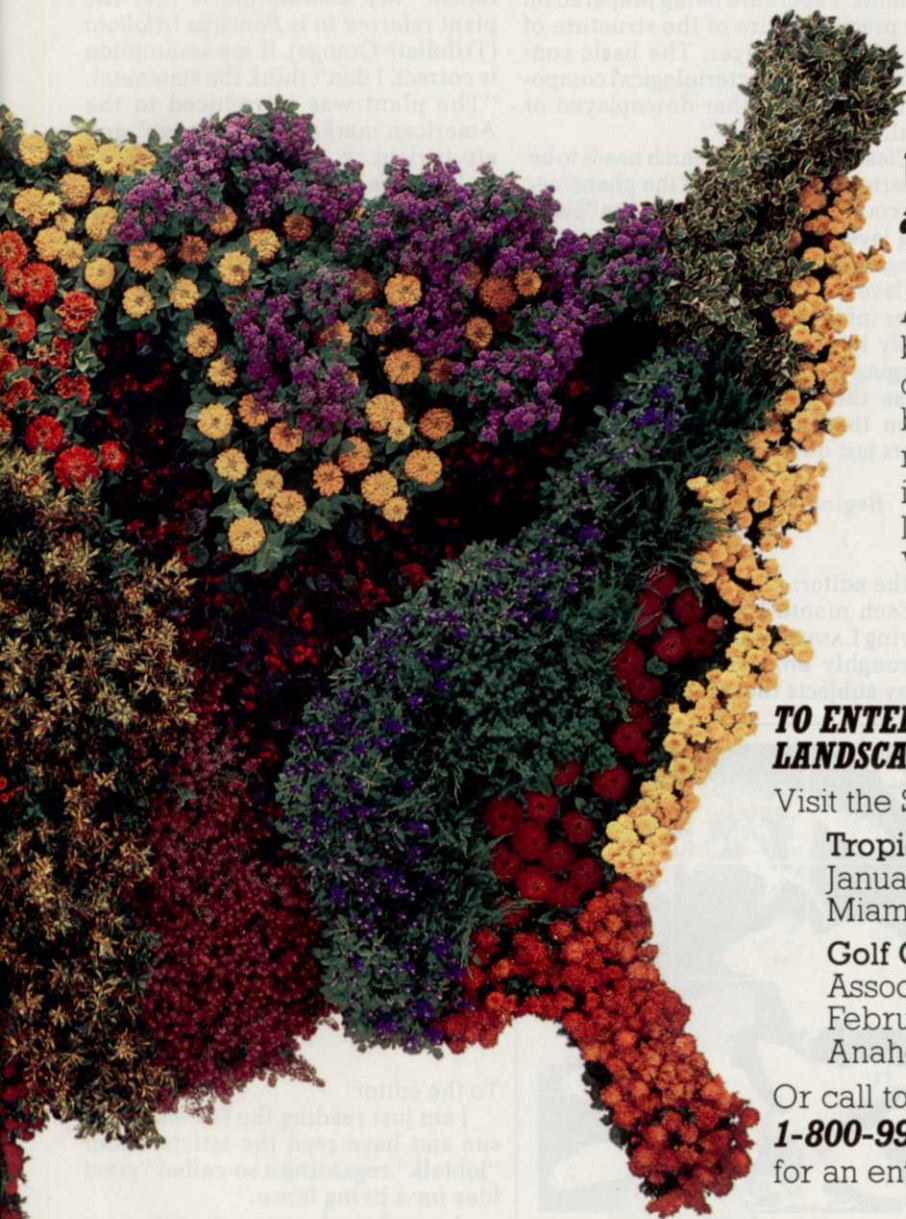
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You can also enter the Great American Landscape Sweepstakes by visiting the Sandoz booth at one of the upcoming trade shows listed below. All Sweepstakes entries received at the show will be entered in a "Show Special" drawing. On the last day of the show, you could win a Weber Genesis III deluxe gas grill.

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LETTERS

To the editor:

There has been a considerable debate on the topic of the "black death" (August, 1988 LM) and interest in the form of letters (November, 1988 LM) and articles being published in various turfgrass magazines.

As a microbiologist trained in agricultural science and presently practicing in the area of biofouling, this topic has considerable interest.

Events in 1987 at a relatively new golf course in Regina in which the black layer phenomenon occurred very rapidly led to my engagement as a consultant to determine the causes of this problem. It was clear that the rate of infiltration of water through the black layer zone was severely depressed and that both grass die-back and surface erosion was occurring in these high-sand putting greens. The nature of the black plug layer in the Regina golf course was found to be bacterial in nature. It was overlaid with molds and algae. In many ways, the type of plug that formed in the black layer resembled the plugs that occur around a water well.

In the laboratory over the winter of 1988, it became possible to synthesize

the black plug layer, indicating that a black layering could be generated using simply the bacteriological components. Papers are being prepared on the precise nature of the structure of the black plug layer. The basic concern is that the bacteriological component has been either downplayed or totally ignored.

Clearly, far more research needs to be undertaken, but perhaps the phenomenon could better be referred to as "black plug layering." Black because iron and manganese sulfides are present to make the layering obvious, plug because the water infiltration through the soil is severely impeded by the biofouling and plugging of the sand, and layering because the problem becomes severe when the bacteria generates lateral layers just under the surface of the soil.

Dr. D.R. Cullimore

Regina Water Research Institute
Saskatchewan, Canada

To the editor:

Each month I look forward to receiving *LANDSCAPE MANAGEMENT* and thoroughly enjoy reading about the many subjects that are covered.

This month, however, I became disturbed with statements made in the article "Thorny flora makes a good fence." My assumption is that the plant referred to is *Poncirus trifoliata* (Trifoliate Orange). If my assumption is correct, I don't think the statement, "The plant was introduced to the American market 2½ years ago" and etc. is right.

Poncirus trifoliata was grown and used as a barrier hedge 60 years ago in the neighborhood near Atlanta where I grew up. In fact, the plant was so easily grown from seed, it became quite prolific. Also, in Florida, this plant has been used through the years as a root stock for grafting citrus, making the plants more tolerant of colder temperatures.

The statement "its exact identity remains a secret," is rather asinine as it is so dispersed through the Southeast.

I also disagree with the flowering cycle. As I remember, the plants which I grew bore flowers and fruit every year after it became mature. The three I retained grew to 12 to 14 feet.

M.B. Garrity

Landscape Designer
University of Florida

ED NOTE: Stephanie Slahor, who wrote the article, reports that Barrier Concepts, which markets the plant, would not reveal its identity to her, thus her statement "it's exact identity remains a secret." Barrier Concepts did, indeed, begin marketing it 2½ years ago. But Garrity is exactly correct in his assumption and other statements.

To the editor:

I am just reading the December issue and have read the article under "Jobtalk" regarding a so-called "great idea for a living fence."

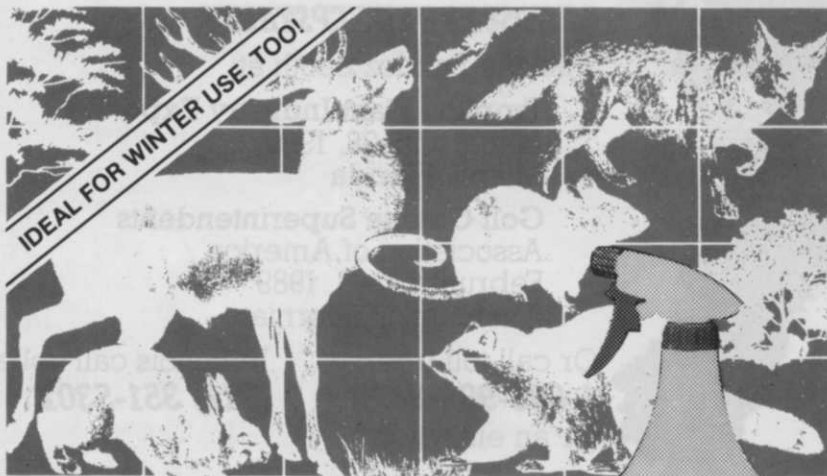
A number of years ago, our game commission in Pennsylvania encouraged people to plant a similar plant, Multi-Flora Rose, for nature's sake. This dastardly plant has now spread and taken over farms and every other area.

This new idea sounds to me to be another like problem and should be outlawed immediately by the federal government. Leave this stupid plant in China and let them keep the problem.

John Shimmel

Rolling Green Cemetery Co.
Camp Hill, Pa.

ED. NOTE: The people at Barrier Concepts report more than 200 responses to the "Jobtalk" article, all but a handful positive.



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