

MEMO

TO: Mike
REF: Equip. Budget
DATE: Jan. 16, 1989

Mike - I heard Salsco
has cut prices on
Aerators this year.
Better check it out.
Might be a good time
to get one!

Dave
P.S. Call 1-800-8-SALSCO
and get info.

To view our fine line of equipment, and obtain full details of our 1989 price reductions on Aerators, please visit with us at:

BOOTH 944
GCSAA SHOW, ANAHEIM
FEBRUARY 11-13

For complete information on SALSCO Aerators, Seeders and other fine products please call or write:

Salsco, INC.
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TURFCO METE-R-MATIC

Self-Propelled Top Dresser



Originators of
specialized
turf equipment

- 5 HP I/C Engine
- Endless Composition Belt
- Quick Adjust Belt Tighteners
- Compact and Maneuverable for small areas
- 11.5 Cubic Foot Hopper
- Convenient Controls all located within reach of operator
- Rear Bumper to protect the brush

Top Dressing levels existing turf on golf courses while stimulating growth. For larger jobs Turfco also manufactures **Tow Type** and **Truckster-Mounted** Top Dressers.

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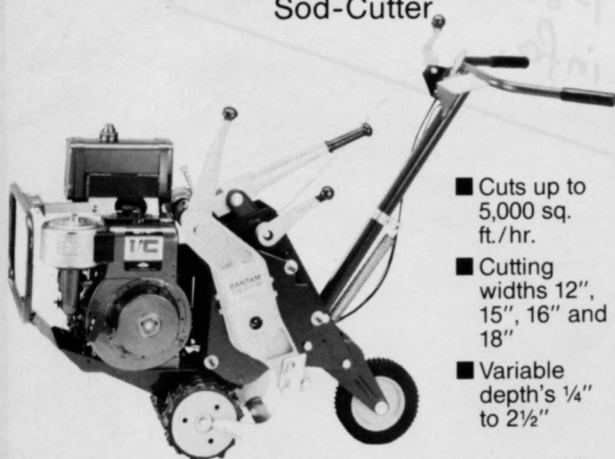
Write or call
for literature

TURFCO

Circle No. 167 on Reader Inquiry Card

TURFCO BANTAM

Sod-Cutter



- Cuts up to 5,000 sq. ft./hr.
- Cutting widths 12", 15", 16" and 18"
- Variable depth's 1/4" to 2 1/2"

As well as cutting new sod the Bantam is ideal for cutting dead, worn or weed infested turf and preparing the ground for installation of new sod. The design incorporates full complement of adjustment for blade depth and angle to meet the demands of different applications. The Bantam now features a 8HP Industrial/Commercial (I/C) engine.

TURFCO MFG. INC.
3456 N. Washington Ave.
Minneapolis, MN 55412-2688

Write or call for
more detailed literature

Ph. 612/588-0741
Telex 5106013762

TURFCO

Circle No. 171 on Reader Inquiry Card

PRODUCTS

2 new products for landscapers

O.M. Scott & Sons has announced a pair of new products, Weedgrass Control 60 WP and ProTurf Fertilizer Plus Insecticide/Pre-emergent Weed Control.

Weedgrass Control is packaged in handy 1 1/4-lb. packets which contain a pre-measured amount of pendimethalin. It controls six sprouting grassy weeds and nine sprouting broad-leaf weeds. It is for use on established Kentucky bluegrass, perennial ryegrass, fine fescue, tall fescue, *Poa annua*, Bermudagrass, St. Augustine, bahiagrass, zoysiagrass, centipedegrass and blends of these grasses. It's also compatible in the tank with most fertilizers and pesticides.

The fertilizer/insecticide/pre-emergence weed control product is formulated to:

- feed the turf;
- provide pre-emergence weed control of four sprouting annual grassy weeds and two sprouting annual broadleaf weeds; and
- control of armyworm, chinch bug, cutworm, sod webworm and the bluegrass billbug adult. □

LAWN CARE

Selling video now available

"Effective Lawn Care Selling," a video sales training program, was just released by Acme Ritz Productions in Columbus, Ohio. The course, designed by Rudd McGary, Ph.D. at All-Green Management Associates and Mike Hiller of Acme Ritz, is specifically for the lawn care industry.

The program costs \$295.00. Included in the package are one video tape, one instructor's manual and one participant's manual. Additional participants' manuals are \$9.95 each.

For more information, phone (614) 863-8586. □

scape management operators.

The organization is putting together its membership phone directory, newsletter and regular member campus meeting schedule and wants to include you. And remember, there are no membership fees.

For more information, contact Daryl L. Smith, Facilities Services, Colorado State University, Fort Collins, CO 80523; (303) 491-6564. □

ASSOCIATIONS

CLCA certifies maintenance

The California Landscape Contractors Association recently conducted its first certification tests for landscape maintenance personnel. It is the first certification testing for maintenance by a trade group.

The test fulfills the association's long-time goal of sponsoring separate field tests for landscape installation and maintenance. The maintenance test lasts two days. (CLCA has sponsored a certification exam for landscape installation for five years.)

The state requires all contractors to pass a written exam for installation, spokesman Larry Rohlfes says, but there is none for maintenance. CLCA exams are both hands-on and written. Applicants must prove their skills in the field under the eyes of industry experts.

John Nishizawa, chairman of the CLCA's Landscape Management Program, says the new test is designed to identify employees who have solid, all-around practical skills in landscape maintenance. "We believe those who successfully complete our test will soon get the industry recognition that Certified Landscape Technicians (those who pass the installation test) are beginning to receive." □

Troubled waters?

Otterbine Aerators

The prescription for troubled breathing, poor circulation, and changing temperatures in ponds and lakes is practical engineering that is esthetically pleasing.

These aerators range in power, circulating from 600,000 to 20 million gallons of water in a



24-hour period. Each complete, turnkey system is delivered fully assembled; no special pumps or foundations are required.

Striking patterns begin with the Starburst, Rocket, Sunburst, Constellation, or Phoenix working alone or mingled together. Add the Otterbine Fountain Glo™ lighting system for spectacular evening display as well as security or the Rock Float Cover for the illusion of natural spray.

Otterbine Aerators meet the water management needs of golf courses, parks, recreational lakes, office developments, and residential condominiums. Call or write for more information:

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WHY YOU SHOULD BUY HYDRO-TURF'S 1100



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**THE MODEL 1100 IS THE MOST ADVANCED
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Tests Prove Bio-Groundskeeper™ is Best for Thatch Reduction*



“Bio-Groundskeeper™ has shown excellent results...it makes our job easier...”

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“I'm very pleased with KLM
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Robert Hansen,
Groundskeeper, New York Jets.

* Michigan State University research
rated Bio-Groundskeeper™ most
effective for reducing thatch.



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Circle No. 132 on Reader Inquiry Card

LETTERS

To the editor:

The October 1988 *LANDSCAPE MANAGEMENT* contained an article, “Davey’s research examines safety question,” which in my opinion doesn’t paint a very clear picture of the problems with broadleaf weed control herbicides.

It is very important that good application techniques are stressed and encouraged. First, these herbicides are foliar-absorbed by most plants and it is important to keep them off desirable plants. Second, dicamba is root-absorbed and must be kept out of the root zone of desirable plants. In the container plant study, no mention was made of damage to grape.

We know that April is not the best time to apply broadleaf herbicides. April is when new buds are developing on many ornamentals and trees, and these herbicides distort growth in these buds (the most sensitive stage). The damage is usually seen three weeks after application. We don’t want to cause damage even though recovery does come in a few weeks or months.

This article leads less well-trained applicators to become sloppy when we should be encouraging superior applications with few problems.

Spray drift is a problem with broadleaf herbicides used in lawns. Volatility with present formulations is only a problem at extreme temperatures of about 95° to 100° and with ester formulations in particular.

I don’t think that articles with relaxed emphasis on good application techniques for these herbicides are good publication practice. In short, I would not have published this article.

Wayne Bingham

Professor, Weed Science
Blacksburg, Va.

In no way did the magazine mean to imply that anything less than safe application practices should be used. The Davey Company is in its second hundred years of service to the tree market and has an extensive training program for both its lawn and tree applicators. Applicator training should be standard practice for any lawn or tree care company, for both practical and legal purposes. We at *LM* apologize for any misconceptions arising from the article.—ED.

To the editor:

As a long-time extension weed management specialist, I must com-

pliment you on your *Pocket Guide* (October 1988). It is great! Just what our increasingly technical managers need.

As University of California budgets are diminished due to urban managers who think we should throw all our public resources at ppb (parts per billion) research, there is a good niche for you to provide what we used to provide—and do it better!

Privitization ain’t so bad!

Harold M. Kempen

Farm Advisor
Bakersfield, Calif.

We are pleased with the success of our first *Pocket Guide*, and have begun to plan for others in 1989. Extra copies of the original *Pocket Guide* are available for just \$5 each. To order, call Doug Dezso at (800) 225-4569.—ED.

To the editor:

The letter in the September issue by Robert E. Paryka was right on target. While I own and operate a tree service company, I have a degree in horticulture and I am a registered landscape architect. Over the years, I have seen literally hundreds of designed landscape, many of them award-winning, that required almost total renovation after five to 10 years as a result of poor plant selection.

The problem appears to be centered in the schools that offer degrees in landscape architecture. The strange fact is that many of these schools offer degrees in a plant science. A situation where an individual designs a landscape and specifies the plant material, both quantity and quality, specifies the bed construction and the installation of plants with no knowledge of plants other than the names is mind boggling.

Perhaps the saddest part of this story is that some of the worst offenders are some of the largest design companies. Many of their award-winning designs could not stand inspection beyond the first two years. Areas that are planted with 25 to 30 trees where five or six would be crowded at maturity is nothing more than a rip-off of the client.

Therefore, I think if a publication such as yours did follow up stories with photographs as suggested by Mr. Paryka, you might have quite an impact on the landscape design profession.

Ralph G. Martin

Tree Injections of Texas
Hurst, Texas.

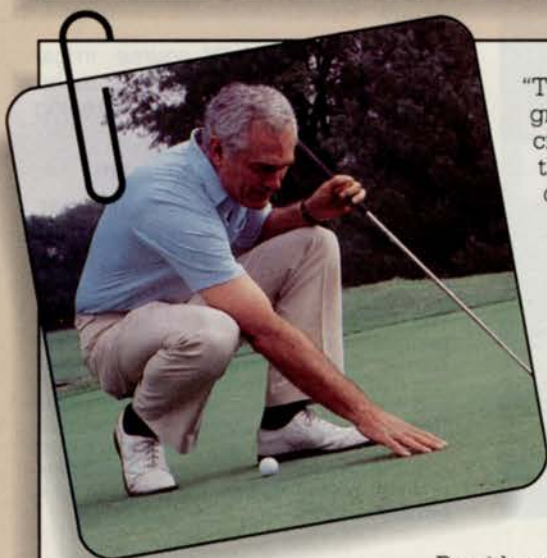
BENTGRASS



"We planted the 12th hole on Singing Hills' Willow Glen Course to SR 1020 two years ago, and it performed admirably. What's really significant is that members keep asking what we've done to the 12th hole that makes it putt so well! The members like SR 1020's performance from the players' point of view; we like that too, but we also value that we haven't had to change our normal greens maintenance program to achieve the results."

David Fleming

David Fleming, C.G.C.S.
Superintendent, Singing Hills Country Club
El Cajon, CA



"The newer golf course greens planted to Penn-cross look beautiful, but they don't putt like the old South German Bent greens. The putting surface of those old greens is fine-textured, not thatchy or grainy, and the old greens don't show the spike marks like Penn-cross. We've been needing bent-grasses bred for golf quality as well as turf quality for a long time, and it looks like SR 1020 and Providence fill the bill!"

Pete Trenham

Peter Trenham
President, Philadelphia Section PGA
St. David's Golf Club
Wayne, PA

Finally! New Cultivars Bred To Meet the Needs of the Superintendent and the Golfer!

At Seed Research, we listen to your needs. You've been wanting a bentgrass that's tough, looks great, and is easy to maintain . . . but one that's also fine-textured, with good putting green quality. And available.

So when the bentgrass shortage became apparent in 1983, we acted quickly and acquired parental germplasm from two of the finest bentgrass collections in the country – the University of Rhode Island and the University of Arizona. From those collections, we developed two exciting new creeping bentgrass cultivars, Providence (SR 1019) and SR 1020.

Evaluation on golf courses and at universities has shown that both these bents produce the kind of turf you demand: dark green, aggressive, competitive, easy to manage, good disease resistance, good stress tolerance, and compatible with existing bents for overseeding.

And, for real golfers like Peter Trenham, SR 1020 has proven it provides everything desired in a putting green bent: fine texture, uniform surface, and most importantly, an absence of grain, so the ball holds the line for true putting accuracy.

SR 1020 is already in production, and excellent quantities of certified seed are available. Providence will be available in August of 1989. With either of our exclusive new bent-grasses, you can look forward to a good-looking grass that will give you the performance you demand and the putting green quality your golfers prefer!

SEED RESEARCH
OF OREGON, INC.

644 SW 13th St. • Corvallis, OR 97333 • (800)-253-5766

How to reduce the cost of weed control today, tomorrow and beyond:

George Toma, Kansas City's own world-class groundskeeper, insists that most of us already know everything it takes not only to reduce the cost of herbicide but at the same time to improve the overall quality of the turf-grass. He contends that we simply need to keep reminding

ourselves of those things we already know. In this edited version of a recent visit with him, he reviews those basic reminders.

Everett Mealman, President
PBI/Gordon Corporation

Mealman: George, we hear reports from time to time that you say the best way to reduce the cost of weed control is to stop using herbicide.

Toma: Yes, I've said that. But it's like the duffer who, after a bad round, said he was going to quit playing golf

— not immediately, of course, but gradually over the next 20 years.

Mealman: You think a groundskeeper can gradually break the habit of using a herbicide to control weeds?

Toma: Yes, providing he can also break his turfgrass from the habit of associating with weeds.

Mealman: In order words, a herbicide program that is so good it eventually kicks out all the weeds, and a grass-growing program so good that the weeds can't get back in.

Toma: You've got it! At the Truman Sports Complex we're almost doing that right now. Today, we use no broadcast pre-emerge or post-emerge on the ornamental turf and landscaped islands around either stadium. All we use is some TRIMEC® Plus to spot treat for an occasional broadleaf or grassy weed.

Mealman: But, George, is this a realistic goal for a commercial lawn and landscape management company?

Toma: Absolutely! Of course, irrigation is a must, and you have to be involved in the sodding and seeding and fertilizing.

Mealman: What is the program?

Toma: Program isn't the right word. It's following through on the three

The Super TRIMEC treated turf on the perimeters of Arrowhead Stadium at the Truman Sports Complex is so immaculate that many visitors actually get down and feel it to find out for sure if it's real. George Toma tells Everett Mealman that the day he doesn't get a charge out of running his fingers through immaculate turf will be the day he hangs it up as a groundskeeper.



Super

basic fundamentals of cleaning up; keeping up; and building up.

Mealman: Can you enlarge on that?

Toma: Early spring is an excellent time to clean up . . . to clean out every weed, down to the very last root hair, so the turfgrass has a chance to thicken up. Whenever I am cleaning up some turf, I use Super TRIMEC® turf herbicide. I've never found a herbicide that does such a thorough job and yet requires such a small amount.

A big part of keeping up involves the green color you want in the spring and summer, and I always caution against using nitrogen during the growing season. Too much nitrogen in the spring and summer will result in too much top growth that weakens the roots and invites disease. To get color in the late spring and summer, I use Ferromec® Liquid Iron. Every year when they televise the Super Bowl, the announcers always rave about the beautiful color . . . that's no accident . . . that's Ferromec!

The time to build up is in the fall. That's when I pour on the fertilizer — and, if I reseed, I spray on Bov-A-Mura® (Natural Organic Activator). It does an excellent job of helping new seeds build strong roots . . . and I always use it whenever I lay new sod.

Facts turf pros should know about Super TRIMEC

Super TRIMEC is a remarkable breakthrough in herbicide chemistry. To make it, we combine several esters with dicamba in a synergistic and homogeneous complex in which every droplet is an exact mirror image of the total. No one except PBI/Gordon has ever been able to do this.

The esters have unparalleled penetrating power, which enables the complex to get through the cuticle and into the circulatory system of even the toughest weeds far more rapidly than other types of formulations. And once Super TRIMEC gets into a weed . . . that weed is terminal . . . period!

But please note: The dicamba in Super TRIMEC is in acid form and is virtually insoluble in water. Therefore it is less likely to migrate in soil and endanger off-target ornamentals.

Because Super TRIMEC is so powerful, one gallon will cover four acres. And



Dr. Jan Van Diepen shows a printout of a radioisotope tracer study to Everett Mealman and George Toma. The purpose of such studies is to determine the smallest possible amount of the strongest

possible chemical formulation that can translocate to the root system of a weed and result in total control. Toma says, "We constantly test herbicides, and nothing is as efficient as Super TRIMEC."

yet the spectrum is so broad that it controls even such tough species as ground ivy, oxalis and spurge.

The benefits of Super TRIMEC

- 1) **You can start earlier in the season:** Super TRIMEC gets into the weed so quickly that neither a sudden rain nor a quick freeze is a threat. This allows you to start earlier in the year.
- 2) **Dramatically reduces the need for retreatments:** Super TRIMEC does it right the first time. Saves time and labor.
- 3) **Reduces herbicide costs:** You use less herbicide per acre and you spray

fewer times per year. Both your weed control and your profits are better.

4) **Friendly to the environment:** Super TRIMEC uses less chemical. One gallon will treat four acres.

Yes, Super TRIMEC is a low-volatility ester. Yes, Super TRIMEC is labeled for professional use only. But you *are* a professional. Utilize your professionalism to increase your profits.

If you have any questions about Super TRIMEC, please call us.

Toll-free 1-800-821-7925

In Missouri, 1-800-892-7281

Ask for Sales Service.

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BROADLEAF HERBICIDE

716-1288

Reid is new President of Jacobsen

Robert W. Reid, Jr. has been named president of the Jacobsen Division of Textron, Inc. Reid joined Jacobsen in 1987, and was appointed vice president of marketing in early 1988.

Reid was previously with Outdoor Marine Corporation as a senior manager. He has served with Lawn Boy and other turf, commercial and marine product companies, as well as

Kimberly-Clark, in various market research and product management posts.

Martin McGinn has formed McGinn and Associates, a New Jersey-based consultant firm to provide research and solutions to the current



Robert Reid

and continuing problems facing turf companies and associations.

Long at the forefront of many of the industry's technological advances, McGinn was a pioneer in the formulation and introduction of the first fungicide to be packaged in a water-soluble bag and he has provided much manufacturing expertise in dry-flowable formulations.

McGinn is joined by his two sons, **Michael**—an insurance broker versed in product liability cases—and **Matthew**—an advertising executive.

Cheryl Van Vliet has resigned as communications director and trade show liaison for the Outdoor Power Equipment Institute to serve as marketing director for S & S Graphics, Inc., a printing concern located in Rockville, Md. While with OPEI, Van Vliet coordinated various seminar and promotional activities, and planned the institute's annual meetings.

Ken Chatham was recently elected president of the Metropolitan Atlanta Landscape and Turf Association. Chatham, president of Crabapple Nursery & Landscaping and Sudden Shade, is a member of the American Association of Nurserymen, Garden Centers of America and other organizations.

Immediate past president, **Roger Bregenzer**, will serve as chairman throughout 1989.

Other Malta officers are:

Rich Cordery, vice president; **Spence Rosenfeld**, secretary; **Jim Lanier**, treasurer.

Michael Kelty has been named director of research and development for O.M. Scott & Sons.

Kelty joined the company in 1979 as regulatory environmental specialist. He had

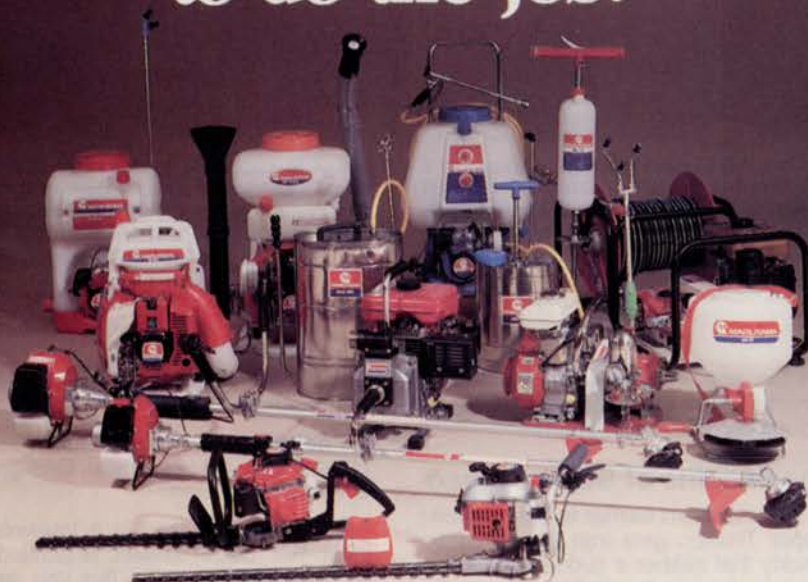


been director of chemical technology in 1987.

The National Roadside Vegetation Management Association has named the winners of its 1988 "Excellence in Roadside Vegetation Management Award."

William D. Johnson, Raleigh, N.C., won in the state category; **Bill H. Tidwell**, Anaheim, Calif., won the county contest. **Mayor Jerry E. Abramson** of Louisville, Ky. and the City of Boca Raton, Fla., tied for first place in the municipal category. **Dr. Ray Dickens** of Auburn University was the winner in the academic category.

Are you fully equipped to do the job?



We are.

When your livelihood depends on your equipment, you can depend on Maruyama.

Whether pest control, landscape maintenance, nursery or greenhouse operating, produce growing or farming, you can count on Maruyama equipment for durability, quality and performance.

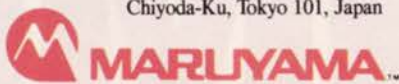
A Complete Line of Equipment:

- **Sprayers** — Manually or gas engine operated; backpack, cart, or frame mounted.
- **Brushcutters** — 5 models to choose from — 18.4cc to 40.2cc — low vibration, lightweight.
- **Trimmers** — Dual reciprocating blades 15.9cc or 24.1cc Mitsubishi drives, clean cuts.
- **Water Pumps** — Three models, 32gpm to 132gpm for irrigation or moving murky water.

- **Mist Dusters** — Handles liquid spray, dust, or granules.
- **Granule Spreader** — 18 ft. range, dry chemical or seed, with tank agitator to bust up clumps.
- **Blowers** — Powerful air blast makes cleanup jobs easy.
- **Soil Injectors** — For precise injection of chemicals.
- **And much more.**

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“Let **Blazon™** take the guesswork out of spraying!”



That's right! All of us have seen it before — that unacceptable area in our fairways or lawn. Just as important, an area where chemicals have been over-applied and a burned condition exists, and that can mean extra work for you. ❑ It's difficult to spray accurately and consistently on golf courses because every golf course is made up of countless slopes, contours, and bends. But with **Blazon™ Spray Pattern Indicator** you can take the **guesswork** out of spraying, **forever**. ❑ All you do is add **Blazon™** right to your spray tank; it's totally compatible with the chemicals you use. It reduces lost time by quickly identifying a clogged nozzle, untreated or overlapped areas. In addition, **Blazon™** is temporary and non-staining. ❑ **Blazon™ Spray Pattern Indicator** is the **new solution** to a never-ending problem. So contact the distributor nearest you for the product that has taken an art and turned it into a science—“**The Professional Solution for Professionals**”...



Blazon™



SPRAY PATTERN INDICATOR



The winning team 80 million people won't see at Super Bowl XXIII

Gary Morris and his John Deere turf team. Because most of their work will be done when the TV cameras come on—just as it has been all season at Miami's Joe Robbie stadium. Gary Morris supervises grounds care at the stadium. John Deere helps.

"We have 15 pieces of John Deere equipment that help us take care of the stadium inside and out," says Morris. "Everything from the 756 Turf Mower that cuts the field every day to an F935 Front Mower, 855 Tractor, 232 Aerator, 151 Vacuum, two AMT® 600 Transports and five rotary walk-behinds.

"The cutting units on the 756 are perfect for this kind of work," Morris says. "They deliver an excellent cut and stand up to a lot of abuse. When you're using a stadium for rock concerts, tractor pulls, and moto-cross races in addition to football games, you need something tough. I've seen the 756 cut right through coins and nails—things that would have ruined other mowers.

"Our most valuable machine is our 855 Tractor," he adds. "It saves us a lot of time by allowing us to use the loader and mower at any time without having to unhook the other one first. It's always ready to work."

Your John Deere turf distributor is always ready to work, too. Talk to him today, or write John Deere, Dept. 956, Moline, IL 61265 for a look at the full line of equipment designed to make your team a winner, too.

A John Deere 756 Turf Mower works daily at Miami's Joe Robbie stadium—site of Super Bowl XXIII.



Nothing Runs
Like a Deere®



SUPERINTENDENTS ON COURSE

Our 1988 survey results tell us what we've known all along.
Today's supers are exactly that.

by Will Perry, managing editor

“We can deal with the weather. We can take care of the turf and the weeds on our course. It's the people we're having trouble dealing with.”

That's the synopsis gathered from *Landscape Management's* year-end survey of America's golf course superintendents. And the people they're concerned about? For many it's their customers—the golfers. For others, it's their personnel—both full and part time, who seem as willing to change jobs as they are their shoes.

Almost 40 percent of our respond-

ents cited the hack golfer and/or low level crew personnel as their primary nemesis. “There are too many poorly educated golfers out there who haven't been properly instructed in the area of course etiquette,” says a veteran Oregon superintendent in his second season at a public course.

“Trying to get players to keep their carts off the fairways” is my biggest problem, responded another, adding that he's frustrated trying to “educate players about the use of disposable containers on the course. They're totally inconsiderate of property.”

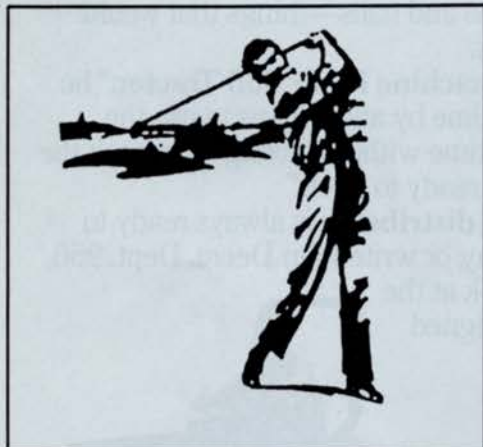
For most respondents complaining of difficulties arising from golfers, this lack of etiquette means ball mark and divot control, a general inconsideration of course property and improper golf cart use, which one super described as “our biggest source of revenue and our biggest source of problems.” For others, the problem lies in the golfers' expectations. “Too much is expected by golfers,” says an Illinois superintendent who has been at it for 10 years. His course, which is privately owned and has restricted membership, manages 18 holes on an annual budget of about \$520,000.

Employee management, particularly motivation, cropped up as a primary concern. In parts of the country where unemployment levels are low, supers are finding it difficult to attract quality lower-level employees. “We have 3½ percent unemployment in our area,” says the super of a private course in New Jersey, adding, “Big money is almost not a factor” when trying to attract employees.

Another major concern of supers is their annual budgets, which many feel don't grow in proportion to the type of course greens committees anticipate.

A Michigan superintendent cited his biggest problem as “Trying to produce a course comparable to those

Landscape Management Survey Averages



Length a superintendent	11.25 years
Length at current course	6.9 years
Geographical distribution	
Northeast	20%
Southeast	13%
Midwest	48%
Southwest	8%
Plains/Mountains	6%
Far West	5%

Type of course

Public	18.8%
Private	29.2%
Restricted membership	37.5%
Resort	16.7%

Number of holes

Nine	16%
Eighteen	73%
Twenty-seven	9%
Thirty-six	1%
More than 36	1%

Average number of rounds per week

Spring	1,454
Summer	2,122
Winter	1,545
Fall	827

Average maintenance budget

1987	\$254,334
1988	\$297,120
Anticipated 1989	\$334,114

Average Crew Size

Full time	7.25
Part time	5.83