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#### COVER: SPOTLIGHT ON GOLF.

In this issue we highlight golf course management, starting with Terry McIver's profile of D.J. Pakkala's role at the world-famous Peddle Beach courses. Managing roughs, calibrating sprayers and hydroseeding are also featured.

**TOUGH ROUGHS** 

course?

Does your golf course look a little rough around the edges? There's a way to polish that look, as proven by courses in Pittsburgh and Cleveland.

**WHO CALIBRATES YOUR SPRAYERS?** 46 by David Varner, Ph.D., and Robert Grisso, Ph.D. University of Nebraska researchers found that only one of six golf courses are accurately applying pesticides. What would they find at your

A COMPATIBLE PRACTICE

by Robert Stinson. Hydroseeding is becoming more and more popular with superintendents because it offers even, precise seed delivery and fast green-up.

BY THE LIGHT 60 by Jerry Roche. Landscapers on the cutting edge of the industry are beginning to offer nightlighting installation as a viable add-on service. Golf course superintendents are also taking advantage of the trend toward 24-hour beauty.

**MATCHING BIDS WITH JOB COSTS** by Dick Landis. Northwest Landscape Industries has found that the best route to the land of high profits is through efficient estimating and job costing.

FIGURING THE COST OF FERTILIZER by Steve Cockerham. Simple mathematics can tell if you're wasting money by applying additional fertilizer.

**USING DIRECT MAIL AS A MARKETING TOOL** by Ed Wandtke. A direct mailer may be one of the best marketing tools available to attract new customers in the landscape market.

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ABP



# The better you are at controlling w

Strange, isn't it, that the better as crabgrass and pigweed, you are at something, the more you've really created a monster. ment. And those underground difficult the hurdles become. Take grass and weed control in scape is where the dreaded yel-bomb shelters against most landscapes. The instant you lay waste to troublemakers such

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thwart its tenacious encroachnutlets of the weed act like postemergence and preemergence herbicides.



# eeds, the more you need Pennant.

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it also prevents any outbreak of lems by using a yellow nutsedge.

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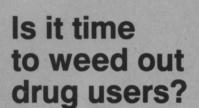
So don't create bigger prob- own success.

lesser herbicide.

Use Pennant. And protect yourself against your



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As we embark upon the 1990s, the green industry can feel confident of having made its voice known in the battle for fair pesticide application laws. Though regulatory problems continue, this start of a new decade could be the perfect time to take an industry-wide, active stance against drug abuse.

"One company can make a difference; many companies can have a major impact," says Jerry C. Moland of TurfScape Land-

scape Care, Chandler, Ariz.

Moland speaks from experience, having last summer begun a substance abuse program that includes the following policies:

- Prospective employees are required to submit to drug tests. Continuing employees are subject to random drug testing.
- A drug treatment program is available for interested employees.

• "Casual users" are no longer tolerated.

"Everybody in the industry is scared to death of losing people," Moland notes. "They're not sure how to deal with what could be a massive turnover. There were times I wavered, too."

Though eight good employees—one out of three—were initially lost, TurfScape's workforce has since grown from 24 to 30.

And Moland is ecstatic with worker performance.

"All new employees possess better skill levels and more experience, and perform much higher quality work," he notes. "All are at TurfScape because of their desire to work in a drug-free environment.'

There are other positive results of the company's new anti-drug policy: greatly reduced turnover, no accidents, no in-house thefts, no excessive damage to equipment, lower tardiness and absenteeism, good public relations.

And—oh yes—"the highest possible morale anyone in our

industry could expect."

Moland sees this policy as a small though not insignificant step that could eventually help rid the country of its drug problems. "All small businesses working together can make a far bigger difference," he observes. "If users can't find work, they can't buy drugs. If the customers dwindle, watch the dealers go away.'

TurfScape's credo, not surprisingly, is "TurfScape Truly

Cares."

Do you?

Jerry Koche

Jerry Roche, executive editor

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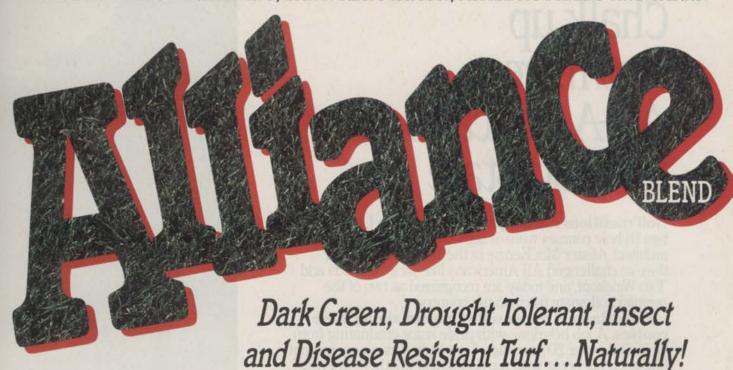
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- Very good resistance to leaf spot, brown patch, crown and stem rust, tolerance to red thread.
- Rich dark green color with good mowing quality.
- Excellent heat and wear tolerance.

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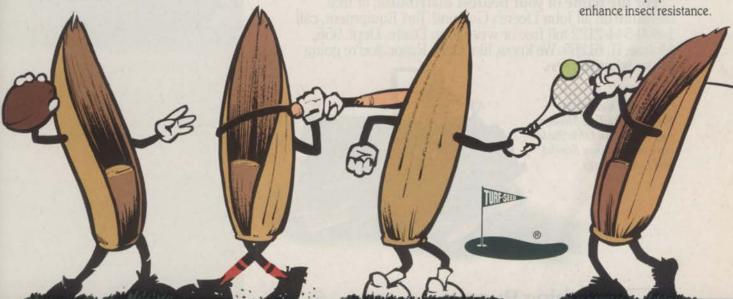
- The number 1 variety in the 1986 National perennial ryegrass trial.
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## Chalk up two more All-Americans for Ohio State

Golf traditions run deep at The Ohio State University. Its two 18-hole courses were designed by famous golf course architect Alister MacKenzie in the 1920s. Since then, they've challenged All-Americans like Jack Nicklaus and Tom Weiskopf, and today are recognized as two of the premier collegiate tracts in the country.

Gary Rasor is responsible for maintaining these courses. A job he's done with pride since graduating from Ohio State over 20 years ago. Last year, Rasor's equipment line got a big boost with the addition of another American standout—a John Deere 3325 Professional Turf Mower.

"We wanted a high-quality, high-volume mower that could collect clippings," says Rasor. "We bought our first 3325 after seeing it here on demo and have been so impressed with its performance that we've gotten a second one since.

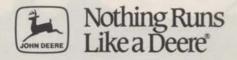
"The full-sized center grass catcher has been a real advantage because we have to mow 36 holes, and not having to stop as often to empty that center basket saves us a lot of time.

"The weight transfer feature has also been important. There are three or four holes on each course where we couldn't mow without it. It really makes a difference

For the name of your nearest distributor, or free literature on all John Deere's Golf and Turf Equipment, call 1-800-544-2122 toll free or write John Deere, Dept. 956, Moline, IL 61265. We know, like Gary Rasor, you're going to like what you see.

Two John Deere 3325 Professional Turf Mowers help maintain Ohio State's nationally-known Scarlet and Grav courses.











## GREEN INDUSTRY NEWS

JANUARY 1990, VOLUME 29, NUMBER 1

# LANDSCAPE

CONVENTIONS

## **GCSAA** honors Bengeyfield and Watschke at its show



ORLANDO, Fla. — USGA Green Section national director William Bengeyfield and Dr. Tom Watschke, Penn State University turfgrass researcher and educator, have won the GCSAA's 1990 Distinguished Service Awards.

The awards will be presented at the opening session of the 61st annual International Golf Course Conference and Show here next month.

Under Bengeyfield's leadership, the USGA/-GCSAA Turfgrass Research Committee has seen more than \$2.8 million raised and distributed for research to develop turfgrass cultivars that will reduce water usage and maintenance costs. A long-time GCSAA member, Bengeyfield also operates Frankfort Golf Course in Frankfort, Mich. He served as editor of Green Section Record for 20 years.

Watschke is coordinator for Penn State's Landscape Management and Water

synchronizing all field research for the five departments that cooperatively use the facility. His research has led to the use of growth regulators for Poa annua control, the development of new post-emergence crabgrass control compounds, advancement in broadleaf weed controls and, most recently, toward a better understanding of surface runoff on turfgrass.

Spotlight on...

The conference itself will explore the environmental impact of golf courses. It will feature seminars, speakers and forums for the more than 15,000 expected superintendents to enhance their understanding of environmental management.

Some of the environmental topics to be discussed are: water quality and conservation; integrated pest management; hazard communication; underground petroleum Quality Research Center, I tanks; and the storage, dis-

posal and recycling of chemicals. Expert presentations on these and other topics will be made during the Friday session on "Managing Today's En-vironment."

A special government relations forum will also be held at the conference. Attended by GCSAA members, federal regulatory officials and leading scientific researchers, the forum will detail ways to monitor regulation and inform and educate government personnel on the day-to-day management practices at golf courses.

#### Officer election

The GCSAA will also elect officers and directors at the show. Gerald L. Faubel has been nominated for the presidency in 1990-1991. He is superintendent at Saginaw Country Club, Saginaw, Mich. He currently serves as the organization's vice president.

Vice presidential candidates are Stephen G. Cadenelli of the Meteconk National Golf Club in Jackson, N.J., and William R. Roberts of the Lochmoor Club in Grosse Pointe Woods, Mich.

Three candidates for director will be elected for two-year terms. Nominees are Joseph G. Baidy of Acacia Country Club in



William Bengyfield



Dr. Tom Watschke

Lyndhurst, Ohio; Charles A. Clark of Broadmoor Golf Course in Colorado Springs, Col.; Cecil C. Johnston of Avila Golf and Country Club Hyannisport, Mass.; and Randall P. Zidik of Rolling Hills Country Club in McMurray, Pa.

For more information on attending the event, contact the GCSAA at (913) 841-2240.