

Is sulfur listing needed for 'complete' nutrition?

OVERLAND PARK, Kans.—The current definition of macro-nutrients (aside from C-H-O) for turfgrass fertilization consists of nitrogen, potassium and phosphorus, and represents those elements historically accepted as required for a "complete" fertilizer.

In this letter to **LANDSCAPE MANAGEMENT**, Dan Nason, marketing manager for potash products at Great Salt Lake Minerals Corp. here, thinks another should be added:

"As a turfgrass specialist for the past 15 years, I have been interested in the nutritional needs of turfgrass in order to maintain optimal health and minimize the negative impacts of a wide array of stressful situations.

"I suggest that in the specific case of turfgrass nutrition, there are four—not three—primary nutrients which are critical to the healthy completion of the normal life cycle. *Sulfur* should be the fourth

major nutrient required of turf fertilizers before they should be termed 'complete.'

"Sulfur is usually found in tissue analyses of healthy turfgrass in amounts greater than that of phosphorus. Sulfur in the plant-available sulfate form is also generally much more lacking in most soils than are the other two 'secondary nutrients,' calcium and magnesium.

"The nutritional value of sulfur in turfgrasses has been overshadowed for far too long by sulfur's use as a soil amendment to modify soil pH, yet sulfur is responsible for a great number of plant processes of particular importance to turfgrasses versus other crops. Sulfur is a major factor in turf's ability to provide for improved drought tolerance, winter hardiness, color and density; this is in addition to its important role in many metabolic functions which are commonly accepted as beneficial for other plant groups.

"Turfgrass management and so turfgrass fertilizers have evolved as an offshoot from strictly agricultural models. Maybe it's time we turfgrass managers recognize and treat turfgrasses as the unique 'crops' they are.

"The N-P-K-S designation for a 'complete' turf-type fertilizer will be of far more value to serious turf nutritionists. Consumers also should have every right to expect the 'complete' fertilizer they buy for lawn is just that: complete with the four basic nutrients most important and most often found lacking for optimum turfgrass health and nutrition."

IN COMING MONTHS:

JULY

Color in the landscape
Soil testing equipment
Being a better boss
Turf and iron

AUGUST

Recession-fighting tips
Landscape lighting

SEPTEMBER

Buyer's Guide



THE WORST PART ISN'T

THAT SHE'S CALLED BACK

THREE TIMES, OR THAT

SHE PROBABLY WON'T RENEW.

THE WORST PART IS THAT

SHE'S GOT NEIGHBORS.

If she's calling you about grubs, fire ants, or mole crickets, you can bet her neighbors are hearing about you, too.

Makes you wish you'd used Triumph[®], doesn't it? You could have delivered up to 90% control in just 2 to 3 days. Too bad.

Bet you'll use Triumph first, next time.



GREEN INDUSTRY SHOWCASE

Joint-venture subsurface products designed to save landscape water

Amid an industry-wide scramble for solutions to national and global water shortages, a new line of products from Toro Irrigation is designed to preserve landscape beauty and reduce water use.

"Water conservation and attractive landscapes are compatible," says Steve Snow, the company's retail and new business manager. "We think this is a major step in getting answers to irrigation problems from a single source."

Components of the new line are subsurface drip irrigation, drip irrigation, microspray, a high-flow shut-off device, a Rainswitch, new controllers, an adjustable

'There's a demand for irrigation solutions to odd shapes, against buildings and in high wind areas,' says Toro's Steve Snow.

stream rotor nozzle and Flo-Pro valves.

"We have formed strategic partnerships with a number of industry leaders so that we can offer a full selection of irrigation products," Snow relates. "Some of it is Toro technology. But the biggest part comes from strategic partnerships with companies like Netafim, the world leader in drip irrigation."

● Subsurface drip irrigation products put water at the plant rootbase, where it's most needed.

"Drip irrigation is coming up in conversations with contractors more and more," Snow contends. "There's a demand for irrigation solutions to odd shapes, against buildings and in high wind areas, for example. Square and rectangular landscapes are not as common as they've been in the past. And sprinklers are just not designed for some of those areas."

Both of Toro's surface and sub-surface drip systems offer a complete line of components, including fittings, pressure regulators, filters and tubing.

● The microspray is designed for use in

small or narrow planting areas with a radius of 3 to 10 feet, or in color beds with fragile plantings. Features include flush mount micro bases which retrofit to any Toro 570 pop-up body or shrub adapter. Other features are:

1) pressure compensation to provide uniform application over elevation changes and long runs;

2) low flow and precipitation rate to reduce runoff in tight soils; and

3) six nozzle patterns and color-coded bases.

● The high-flow shut-off device reduces water flow to a damaged or vandalized sprinkler without interrupting the remaining irrigation system. It delivers no more than 1/2 gallon per minute within 60 seconds and is easy to install.

● The Rainswitch, which requires no maintenance or cleaning, suspends irrigation during rainfall.

● Toro's new controllers include three commercial/government central control systems featuring radio capability. All controllers feature long run times for low volume irrigation.

● The new Omni adjustable nozzle for Toro's stream rotor sprinkler increases ease and flexibility in design and installation.

● And the company's Flo-Pro valves are

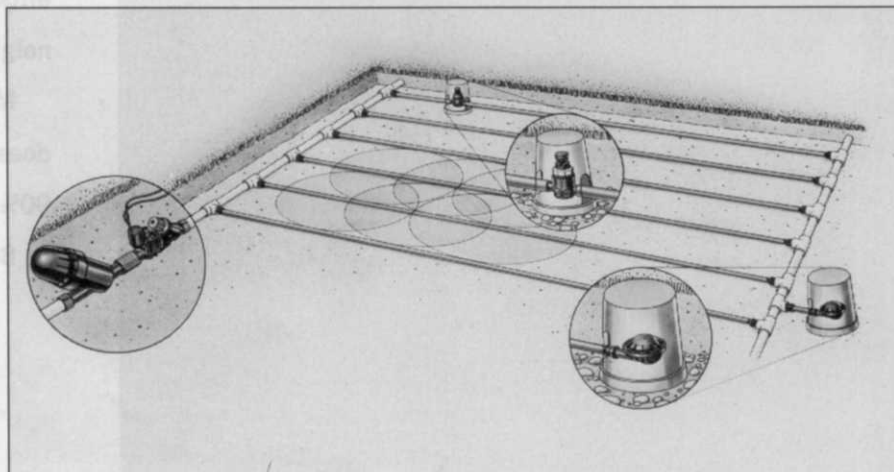
adjustable from 0.25 to 30 gallons per minute. Various body configurations are available.

"These give Toro Irrigation the most comprehensive product lines in the business," Snow concludes.

Circle No. 191 on Reader Inquiry Card



TechLine makes it possible to irrigate curved, angular, narrow median strips without overspray and water run-off.

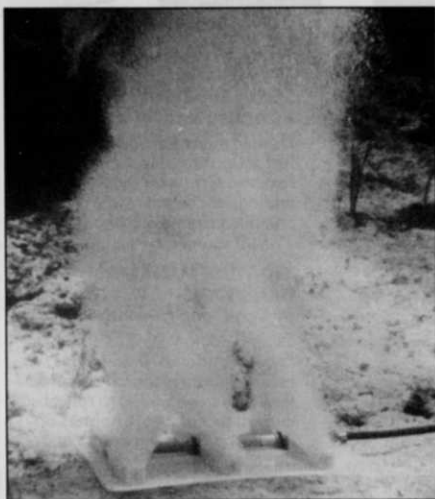


Toro/Netafim's TechLine is typically installed in a grid pattern, 4- to 6-inches below the surface. Tubing spaces 12- to 24-inches apart with emitters every 12- to 24-inches creates an even distribution of water.

SHOWCASE PRODUCT REVIEW

Diffused-air system cleans lakes of five or more acres

Otterbine/Barebo, Inc. now offers a diffused-air aeration system to its line of water management products.



Air-Flo aerates and circulates water in lakes that are a minimum 12- to 18-feet in depth and cover five or more acres, reducing aquatic weeds and algae without disturbing the natural surroundings of the lake environment.

Otterbine/Barebo says the diffused air aeration system is efficient and inexpensive in both capital and operational costs, and requires minimal maintenance. Operates at 115 volts.

The system is silent, with no splashing, electricity or moving parts in the water. The Air-Flo retains the integrity of the lake's natural surroundings, and provides effective bottom to top mixing, and, and breaks down thermal stratification.

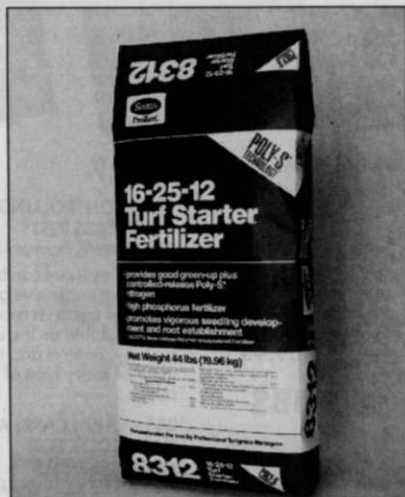
Circle No. 192 on Reader Inquiry Card

Turf Starter available, now with improved coating

O.M. Scott & Sons has marketed its 16-25-12 Turf Starter Fertilizer with the company's new POLY-S fertilizer coating.

The high-phosphorus product promotes vigorous seedling development and root establishment in new seedlings on all soil types. Readily-available potassium facilitates seedling development, and the POLY-S nitrogen meets the needs of growing turf, providing extended greening response.

According to the company, the product also fights purpling due to a cold-induced phosphorus deficiency on established turf.



Circle No. 193 on Reader Inquiry Card

New riding mower turns on a dime, recycles clippings

Ransomes newest riding mower, the Lynx 2000, features zero turning radius and optional clippings pick-up.



With the Lynx 2000, the operator has the versatility of collecting clippings or, by changing a pin and removing a quick-change panel, clippings can be discharged back to the turf.

Changing from side-discharge to blower pick-up of clippings takes just a few seconds and can be done without tools.

The Lynx 2000 is powered by a 16hp Vanguard Twin engine and features twin hydro-ground drive with individual steering control to each wheel. Ground speed is from 0 to 6 mph forward and up to three

mph in reverse.

The three-blade deep draft cutting deck cuts a 42-inch swath, and cutting height can be adjusted from 1.5 to 4.5 inches in 1/4-inch increments.

Circle No. 194 on Reader Inquiry Card

Utility truck equipped with many user accessories

Jacobsen utility trucks are versatile enough to accommodate a variety of operator safety and comfort accessories.

For all-weather protection, a full cab



with windshield wiper is available on all three-quarter and half-ton Jacobsen trucks. All four models can also be equipped with front and rear turn signals.

Jacobsen's gas and electric Express trucks can be fit with a canopy with a canopy and windshield or a protective ball cage with plexiglass windshield. For added safety, a light bar kit is available for both models. An hour meter can be added to both. A charge meter is available for electric-powered trucks.

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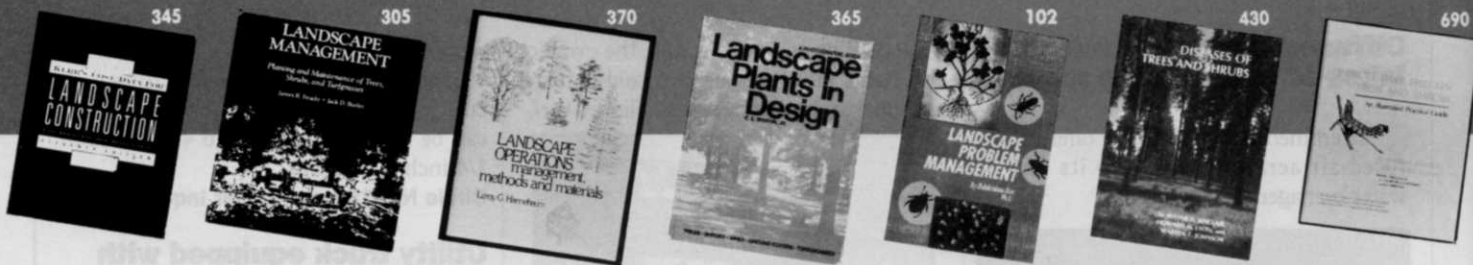
Fungicides now available in dry-flowable formula

Sierra Horticultural Products Company has introduced Vorlan turf fungicide and Fungo systemic turf and ornamental fungicide in safe and convenient dry flowable forms. New Vorlan DF and Fungo 85 DF provide excellent control of key diseases, including brown patch, fusarium blight, summer patch, necrotic ring spot and anthracnose. The dry-flowable forms are easy to dispense and packaged in small, space-saving cardboard boxes that do not require special disposal services.

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LANDSCAPE MANAGEMENT

BOOKS



LANDSCAPE

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by Norman L. Dietrich
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Gives you all the pricing data you need in one convenient source! Save hours on time-consuming research and calculations. Covers site, recreation and landscape development, plus specific data on materials, equipment, labor.

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by James R. Feucht and Jack D. Butler
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\$42.95

370 – LANDSCAPE OPERATIONS: MANAGEMENT, METHODS & MATERIALS

by Leroy Hannebaum
Combines technical training in landscape science with easy-to-understand accounting, business management, marketing and sales techniques – all in one handy volume! Covers lawn installation, landscape planting and maintenance.

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365 – LANDSCAPE PLANTS IN DESIGN

by Edward C. Martin
Annotated photographic guide to aesthetic and functional use of ornamental plants in landscape design. Trees, shrubs, vines, ground covers and turfgrasses are illustrated with over 1,900 black and white photographs. Contains a quick reference guide to particular design qualities, growing conditions.

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430 – DISEASES OF TREES AND SHRUBS

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by George Symonds
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615 – TURF MANAGEMENT FOR GOLF COURSES

by James Beard
Ideal reference and "how to" guide, this fully illustrated USGA sponsored text details all phases of golf course operations – design and construction, turf management, course administration, irrigation, equipment and disease and pest control.

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410 – DISEASES & PESTS OF ORNAMENTAL PLANTS

by Pascal Pirone
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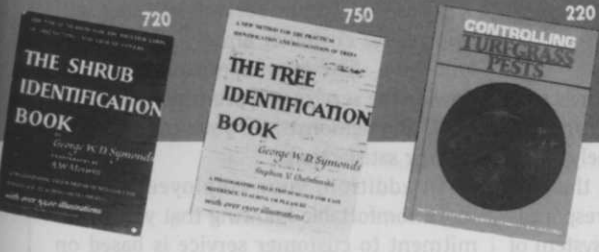
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By Balakrishna Rao Ph.D.



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CUSTOMER SERVICE TIPS

Make time for service calls

by E.T. Wandtke

■ One of the most difficult tasks for a lawn service company is making time to follow up on customer service calls during the busiest times of the year. These scheduling conflicts will not disappear, but the following tips will help you to weather the customer service pressure easier:

1) Use the team approach. The team approach means that any employee is able to solve a customer service problem that's brought to their attention. Whenever a customer who needs help calls, the office can dispatch the nearest available service technician, even if the customer is not his.

2) Review the nature of service requests. When customer service requests and service delivery requirements are the highest, it is important to review and rank the type of customer service request being received.

Take the time monthly or biweekly to review and discuss the nature of service call requests and what can be done to reduce them. Use this review period as a time to reinforce your company's commitment to delivering the best service the first time you are on a customer's property.

3) Focus on quick attention to a service

call. Much of a lawn service company's customer service pressure comes from not attending to service calls on a timely basis, or from not communicating with the customer. Implement a "minimum response-time policy." Then put in place a system of written follow ups for the service calls to make certain the customer is satisfied with what you did to solve their service call request.

These customer service systems will help relieve customer anxiety over delayed follow-up. The team approach helps you provide the service you promise in the contract, and demonstrates your commitment to their satisfaction.

In addition, your employees will be more comfortable knowing that your commitment to customer service is based on the trust and confidence you have in their ability to solve a customer's problem.

GREEN INDUSTRY EVENTS

JUNE

17: Sports Turf Field Day, Talbot Theatre, University of Western Ontario, London, Ontario, Canada. Contact: Sports Turf Association, 82 Rodney Blvd., Guelph, Ontario, Canada, N1G 2H3; (519) 763-9431.

17-18: Midwest Grounds Management Conference, Miami University, Oxford, Ohio. Contact: Professional Grounds Management Society, 10402 Ridgland Road, Suite 4, Cockeysville, MD 21030; (301) 667-1833; or K. Havens, Miami University (513) 529-6786.

17-18: "Systems Approach to Practical Tree Care," by Dr. Alex Shigo, Holiday Inn on the Lane, Columbus, Ohio. Contact: Lana J. Ahlum, Ohio Chapter/International Society of Arboriculture, P.O. Box 967, Hilliard, OH 43026; (614) 876-3694.

18: Tree Pruning Seminar, University of California, Riverside. Speakers include Donald F. Blair, Dan Condon, Ken Dyer, Alden Kelley, Ted Stamen, Seymour D. Van Gundy, Guy Witney. Contact: Hartley Bennett, U.C.C.E. Seminar Coordinator, P.O. Box 414, Wickenburg, AZ 85358; (602) 684-7308.

22: Fourth Annual Golf Tournament, to benefit scholarship and research, Normanside C.C., Delmar, N.Y. Contact: Northeastern Golf Course Superintendents Association, P.O. Box 391, Latham, NY 12110; (518) 783-1322.

22-23: Park & Recreation Design Symposium, Baltimore, Md. Contact: National Institute on Park and Grounds Management, P.O. Box 1936, Appleton, WI

54913; (414) 733-2301.

24: Turfgrass Research Field Day, Turfgrass Research Facility, South Deerfield, Mass. Contact: Dr. Rich Cooper, Stockbridge Hall, Univ. of Mass., Amherst, MA 01003; (413) 545-2353.

JULY

1: Cornell Turfgrass Field Day, Pine Island, Orange County, N.Y. Contact: Cornell Cooperative Extension Education Center, Dillon Drive, Community Campus, Middletown, NY 10940; (914) 344-1234.

8-9: Pennsylvania Pesticide Institute meeting, The Embers, Carlisle, Pa. Contact: Pennsylvania Nurserymen's Association, (717) 238-1673.

12-14: Summer Meeting, National Fertilizer Solutions Association, Peabody Hotel, Memphis, Tenn. Contact: Kelly O'Brien-Wray, 339 Consort Dr., St. Louis, MO 63011; (314) 256-4900.

15: Nursery Field Day, Hampton Roads Agricultural Experiment Station, Virginia Beach, Va. Contact: Dr. Bonnie Appleton, 1444 Diamond Springs Rd., Virginia Beach, VA, 23455; (804) 363-3906.

15: Maryland Turfgrass Field Day, Cherry Hill Turfgrass Research Facility, Silver Spring, Md. Contact: Dr. Peter Dernoeden, Dept. of Agronomy, University of Maryland, College Park, MD 20742; (301) 405-1337.

16-19: Florida Foliage Association Annual Convention, Jupiter Beach Hilton. Contact: Ann King, Florida Foliage Association, P.O. Box 2507, Apopka, FL, 32704-2507; (407) 886-1036.

IN THE GREEN

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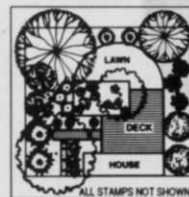
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