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AS WE SEE IT

JERRY ROCHE, EDITOR-IN-CHIEF



P is for professionalism, R is for respect, I is for...

WHEN HARD-DRIVING, tough-talking businessmen hold make-more-money clinics, they rant and rave, and project profit-and-loss statements on the wall.

They preach fire and brimstone, their faces turn beet red, and their voices thunder toward a litany of the "Seven Keys to Becoming a Modern Day Midas."

Thankfully, this is generally not the world in which you live. More often, in your world, grass rustles in the breeze and mums splash color across the landscape like a mad painter, while cicadas dryly chirp their song from the trees. Success in your world cannot be bought with flashy, crazy television spots or with massive clearance sales.

The key to success in this market—and I've seen it many times in travels from East to West Coast—is, quite simply, the intrinsic pride you and your employees exhibit.



SEDATE SOUTHWESTERN Ohio, for instance, is a far cry from the hustle and bustle of Wall Street. It's the home of tiny Cedarville College, where the very prideful but otherwise unassuming head groundsman is Paul Ware. His pride stems from his loyalty to the college.

"With repetitive tasks (like those in landscaping), you can't function day in and day out unless there are bigger reasons," Ware, a born-again Christian, said recently. "I'm self-motivated. But I have a responsibility not to fail. Other people depend on me to present the school and the cause of Christ in a good light."

Ware chooses his words carefully. He

doesn't want anyone to get the wrong impression.

"There are two kinds of pride," he says, "and there's a subtle line between them."

One kind of pride is the honest joy a person gets from doing a job well. The other, bad kind of pride, stems from an "I'm-better-than-you" attitude.

Take a look at the Cedarville College campus from any perspective, and you see the results that the good kind of pride can produce.

I'VE NOTICED five personality traits common to the most successful people I've visited in this industry during the past 10 years or so. Not coincidentally, their initials form a sixth trait—perhaps the most important of all: pride.

I thought you might like to see them in print:

P is for **Professionalism**, the alpha and the omega of success.

R is for the **Respect** that you must show for each client's desires and needs.

I is for the **Idealism** with which you determine each project's standards.

D is for the **Dedication** you must have, and which you must inculcate in all of your employees.

E is for the **Excellence** which you strive to attain on a daily basis.

IN THE publishing industry, you've got to have enough pride to affix your name to every article you write, as I've done below.

Would you affix your name to every landscape, every golf hole, that you maintain? Do you have the pride it takes to be successful in the green industry?

Jerry Roche

MIKE HOYLE TALKS:

BUNKER RAKES



"The John Deere 1200 Bunker and Field Rake is the first machine I've ever seen that actually performed better than the salesman promised," says Mike Hoyle, superintendent at the 27-hole Green Tree Country Club in Midland, Texas.

"We needed a machine to move sand and reshape our bunkers after hard rains," explains Hoyle. "When our John Deere rep dropped off the 1200 for a demo I asked him, 'Is it a bulldozer?' He said, 'no,' but still encouraged me to try it.


"After about 30 minutes of pushing, plowing, and raking sand, I went back and called him a liar. The 1200 had so much power it worked like a bulldozer! I called an emergency board meeting and we wound up buying two of them immediately.



"The 1200s were our first introduction to John Deere. Since then, we've purchased a number of other machines, including two 2243 Greens Mowers, two 3325 Fairway Mowers, two 4X2 Gator® utility vehicles, and one 1800 Utility Vehicle.

"The equipment has been great, but the best thing has been the way John Deere has supported us. They've worked with us on pricing, financing, and warranties, as well as providing parts availability that's unbelievable. If we order a part in the afternoon—it's rare if it's not here the next day. I've never seen anything like it in this business.

"In fact, the biggest problem now is that I'm spoiled. I expect all my suppliers to service me the way John Deere does—and some of them are starting to get a little ticked at me."

For the name of your nearest distributor, or free literature, call 800/503-3373. Or write John Deere, Dept. 956, Moline, IL 61265. 

The John Deere 1200 Bunker and Field Rake features a high-torque engine, a 164-to-1 gear reduction, and a differential lock to deliver exceptional pulling and pushing power.

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"I thought that the John Deere 1200 didn't have enough power because it was 2-wheel-drive," says Mike Hoyle. "It proved me wrong. You can plow with it, smooth with it, or move dirt and sand with it. It has tremendous power. It turned a reshaping job that used to take us 12 working days to do by hand into one that now takes a day and a half with our two 1200s."



Superintendent Mike Hoyle and his fleet of John Deere equipment keep busy 12 months a year supporting the nearly 60,000 rounds recorded annually on Green Tree Country Club's 27-hole layout.



LANDSCAPE MANAGEMENT

'WE KNOW YOUR TURF'

AUGUST 1994 VOL. 33, NO. 8

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You can never do enough to stop accidents before they happen. Production, liability and insurance concerns dictate more training and proper equipment.

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Aeration is the most important thing that can be done for multi-use athletic fields. Here are some more solutions to problems from the head groundsman at the University of Notre Dame.

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A quality company must have quality employees, insists Barclay Bullock of Portland, Ore. 'If we pay a higher wage and compensation package, we'll attract people who are more dedicated to the customer.'

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Landscape professionals can help customers conserve water while maintaining attractive lawns and landscapes with irrigation system advice and service. Residential clients, particularly, will appreciate this.

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Virtually all seed producers are accelerating efforts to put endophytes into as many varieties as they can. The demand is coming from the customers. This is something they want.

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As the golf course superintendent's job becomes more sophisticated, so does the technology. The weather station can be used to control irrigation, predict disease outbreaks, guard against liability issues, and much, much more.

Jerry Roche



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It's been credited for helping Midwest courses bounce back from the rains of 1993 and other problems. Here's how it can help your course.

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It's a matter of show and tell. Customers won't buy services they don't understand, so you—the LCO—have to make sure they understand, any way you can.

Steve and Suz Trusty

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There's no heat quite as intense as a mid-summer Texas scorcher, claims LCO Gary LaScalea. But LaScalea and others have some ways to cure the potential problem of employee burnout.

Ron Hall

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51 Homeowner survey

Seventeen million U.S. households spent \$12.5 billion on professional landscaping and lawn care services in 1993, according to a recent Gallup survey. Even though they don't realize the true benefits of turf.

Jerry Roche

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ASK THE EXPERT

DR. BALAKRISHNA RAO



Weeds in junipers

Problem: We find a lot of grassy and broadleaf weeds in a number of our clients' juniper beds. What kind of herbicides can be used to control these? (Michigan)

Solution: It is very difficult to manage weeds already growing in a bed of junipers. For selective control of grassy weeds, consider using products such as Vantage, which can be applied over the plants.

If the juniper plants are not too close to each other, you could use Roundup, a non-selective post-emergence herbicide. However, it can injure non-target plants, so avoid any contact or drift. Where feasible, consider hand weeding. It may be time-consuming, but if the weeds are already growing out of the bed, there is not much choice for broadleaf control.

Reports indicate that careful application of products such as Basagran (Lescogran) or Princep can also help manage certain broadleaf weeds. Generally, Basagran is recommended for nutsedge management. If you are considering this option, do a trial application in a small area where weeds are actively growing.

Once the existing weeds are taken care of, consider using products such as Snapshot, a pre-emergence herbicide, for future grassy and broadleaf weed management.

Weed seeds can remain viable in soil for up to 20 years, according to some reports. Therefore, consider using products such as Snapshot where a past weed history exists. Also consider good cultural and sanitation practices to minimize weed activity.

Read and follow label directions for better results.

Strike back at *Poa annua*

Problem: The problem of annual bluegrass in sodded Kentucky bluegrass lawns was not severe in past years, but this year it is very bad. It produces light-colored clumpy grass with seedheads. Since the lawn density looked good, we changed our program to using a crabgrass pre-emergence herbicide on a spot treatment basis instead of broadcast applications. This problem appears to be more in the backyards in shady areas. How do we control it? (New York)

Solution: The pre-emergence herbicide program you have provided in the past for crabgrass control must have also helped manage annual bluegrass (*Poa annua*). Since you now use the pre-emergent on an as-needed basis in selected hot spots, my guess is that you're missing the annual bluegrass.

Reports indicate that an application of post-emergence herbicides such as Cutless or Prograss should help manage annual bluegrass weeds. Prograss can be used as a pre- or post-emergence herbicide, if applied in September. Depending on the weed population, two to three applications may be needed at 21- to 30-day intervals. Sometimes, the result of fall applications may not be seen until the next spring. According to a AgrEvo representative, Prograss will work even under snow cover. Therefore, they say to wait, and evaluate the situation following spring.

In addition to the herbicide management approach, also consider providing a good cultural program to help improve the health of desirable turfgrass. Annual bluegrass plants are very surface-rooted and heavy seed producers. As a result, they can spread rapidly and establish in areas with moist ground. Provide proper watering and mowing to help minimize the weed problem. Selectively thinning branches of trees or removing lower limbs to increase sunlight will also increase the vigor of Kentucky bluegrass, which is not very shade tolerant.

Landscape fabric and weeds

Problem: We have used landscape fabric mulch to prevent weeds from growing near roadside ornamental plantings in commercial properties. We thought this would prevent future weed problems. To our surprise, we found a lot of weeds in this area last year. Where did we go wrong? How do we get rid of the existing weeds and also prevent future weed problems? (Pennsylvania)

Solution: Landscape fabric mulch can help prevent weed problems to a certain degree. Generally, it will help manage weeds as they emerge. However, reports indicate that there were failures in managing weeds using this method. In some cases, weeds grew through the sheets. In other cases, the weed seeds blew from nearby places and landed on the mulch bed and germinated. Therefore, the practical use of this system needs further study.

If you need to control those weeds this year, please refer to the previous solution above.

Beware the leafcutter bee

Problem: What would cause pieces of leaves—possibly cotoneaster—to come out of a water faucet outside of a home? What can we do to prevent this? (Ohio)

Solution: From your description, it appears that the problem could be created by a small insect called the leafcutter bee. It is known to cut marginal portions of leaves and carry them inside the pipes, sometimes causing the pipes to become quite full.

These insects often feed on roses. If there are rose or cotoneaster plants nearby, check for possible marginal leaf notching. This problem is also quite often seen near alfalfa fields.

To prevent this problem in the future, use some sort of screen, cap or lid to prevent the leafcutters from entering the pipe.

Dr. Balakrishna Rao is Manager of Research and Technical Development for the Davey Tree Co., Kent, Ohio.

Mail questions to "Ask the Expert," LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130. Please allow two to three months for an answer to appear in the magazine.

How good is LESCO's Cutless? Here's the Long and Short of it.



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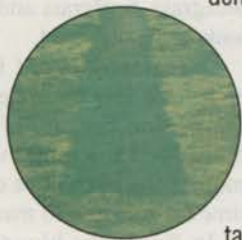
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'94 turfseed crops: ADEQUATE

■ Turfseed end users can smile at the 1994 crop. Barring unusual mid-summer rains in Oregon, adequate crops of almost all species and varieties are forecast.

Jerry Pepin of Pickseed West, Tangent, Ore., says, "We're expecting a pretty average perennial ryegrass crop and a slightly below average tall fescue crop yieldwise."

This year, more acreage was planted in perennial ryegrass than tall fescue, in about a 10-to-6 ratio. This is in line with demand and usage, he explains, and corrects, somewhat, over-production of fescues for several years.

"It's not going to be a barnbuster, but

there will be adequate supply," says Eric Nelson of Medalist America. There may be shortages in some varieties, however, he believes. "It's probably a good idea to start booking seed right now if you want it delivered. You may find out that the varieties you want are no longer available."

Advises Tom Stanley, marketing director at Turf-Seed Inc., Hubbard, Ore., "If I were an end user and planning to buy particular varieties I would talk to my seed supplier and see about getting locked in for this fall or for the spring of '95."

"You won't be able to go into the store and buy whatever you want."

Don Floyd, Pickseed West, Corvallis, Ore., predicts more rust tolerance in the next generation of turfgrass.

Even so, weather in the Pacific Northwest—specifically the Willamette Valley and the Columbia River basin, where tens of thousands of turfseed acres are concentrated—has been favorable to production this past year. The turfseed season basically goes from July to July.

"All in all, the crop looks generally favorable," reports Craig Edminster of International Seed, Halsey, Ore.

"We're really in good shape. So far, the weather has been good," adds Mike Robinson of Seed Research

It's probably a good idea to start shopping for the seed you want right now, experts claim.

of Oregon, Inc., Corvallis. About the only disappointment, he says, is that tall fescues didn't put on as many seedheads as anticipated.

Robinson reports some carryover of seed from the previous year although proprietary varieties moved briskly this spring and summer, particularly Providence bentgrass and chewings fescue. He says he's hoping for continued favorable weather so the crop can be swathed, combined, conditioned, tested and shipped as soon as possible.

In the Willamette Valley, fescues grown around the Silverton Hills are harvested first, then by July's end the ryegrasses, and finally bentgrasses in early August. This year, the harvest timing appears to be near normal, an improvement of two to three weeks earlier than last year, notes Dennis Lundeen of Great Western Seed.

"We've been dry here in the valley," says Lundeen. "That's had some effect. But bluegrass, bentgrass and fine fescue crops look, generally, good."

"Ryegrasses might be tight, though, and there may be some *Poa annua* contamination because of fields not being burned and the winter weather. However, most of the poa will be cleaned out by the time the seed gets to market."

In Kentucky bluegrass production country in eastern Oregon and Idaho, Glenn Jacklin of the Jacklin Seed Co., reports common Kentucky bluegrass swathing began in late June. That crop is a bit below average, while the proprietary crop looks good. Supplies of both should be adequate, he believes.

From the marketing end, Gayle Jacklin reports the price for perennial ryegrass should remain strong, tall fescue flat but steady, and creeping bentgrass about the same with limited availability and higher prices for the experimentals.

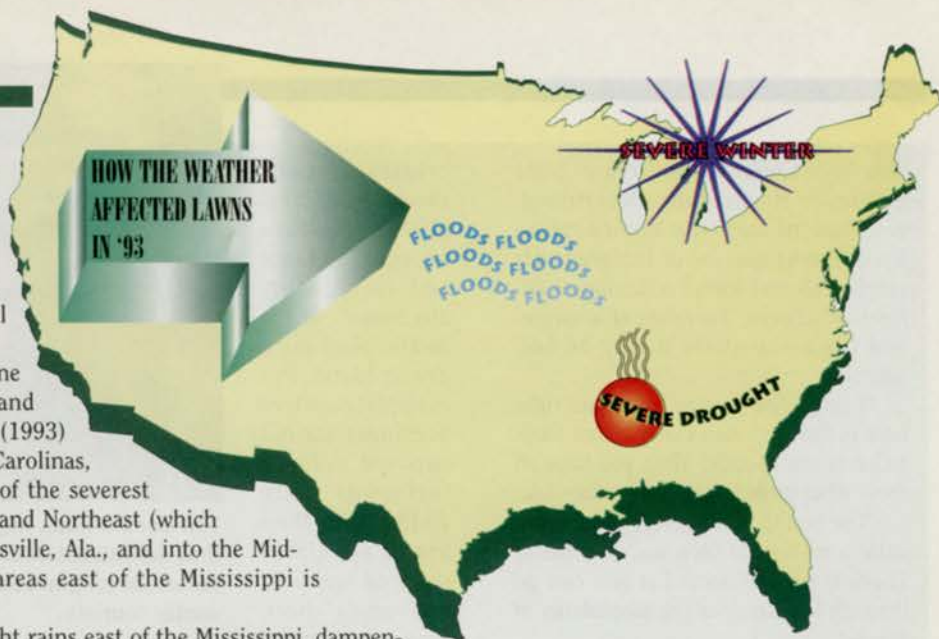


Common Kentucky bluegrass is trading in the 60-70 cent range, about half of what it traded for in the spring of 1993. A large supply of low-priced creeping red fescue from Canada last year reduced the amount of common Kentucky sold in retail mixtures, she reports.

Weather, as it always does, will determine demand for turfseed again this season, and demand could be strong. This past year (1993) saw a severe drought in Georgia and the Carolinas, floods in the upper Mississippi, and one of the severest winters ever recorded in the Great Lakes and Northeast (which killed bermudagrass as far south as Huntsville, Ala., and into the Mid-Atlantic states). Turf damage in many areas east of the Mississippi is almost epidemic.

A cool 1994 spring was followed by light rains east of the Mississippi, dampening seed sales somewhat and suggesting that turf renovations should be full bore early this fall.

—Ron Hall



Dr. Mike Richardson, right, confers with Mike Herod, Herod Seed, Richardson is the new research director at Turf Merchants Inc., Aurora, Ore.



Rick Williams, operations manager, says Jacklin Seed, Post Falls, Idaho, averages about 6,000 experimental varieties planted each year.

■ Lynn Ray says winter kill decimated Tifway 419 bermudagrass fairways in Nashville, Tenn. this past winter. Ray, director of golf maintenance at Nashboro Village, says this happens about once every five years there.

Ray's seen enough turfgrass maps to know that Nashville is in

Ray knows that these maps can't tell the whole story, however. One of the two golf courses he oversees, the one just north of Nashville, carried a snow cover through the bitter cold. It suffered just 10 percent winter kill. Fairways on the exposed course sustained 60 percent damage.

Stretching turfgrass adaptability



the so-called "transition zone." This imaginary 200-mile-wide strip is bordered, roughly, on the north by the Mason-Dixon line and extends in an arc west to the Mississippi, and several hundred miles beyond. It's too hot and humid in July and August for cool-season grasses here, not without an unacceptable chemical budget anyway.

Because his courses were also seeded with perennial ryegrass, golfers continued to enjoy them through the early part of the summer. When the summer is at its hottest, and the number of rounds traditionally declines, Ray says the Nashville course will be sprigged again with a combination of 419 and Quickstand.

"Best guesses," that's

continued on page 10

how Tom Cook, at the Oregon State University Horticulture Department, describes the maps that outline ranges for different species of turfgrass. He emphasizes that there's a significant difference between the range of a species and the areas where it may be *best* adapted.

"I can define four or five zones right here in Oregon," says Cook. "Grass adaptation is site specific. Then you have all these other variables that you manipulate.

"The reality is that every state, every little area has its own micro-climate. There is no five-point list you can go through to determine the adaptability of grasses."

Turfgrass breeders probably know this better than anybody. Their livelihood, in fact, focuses on improving turfgrass adaptability. The strides they make are small and, usually, incremental but they're vital nevertheless, like in the case of bermudagrass.

Says Ray, "just a few degrees difference in hardiness would make a big difference for us."

Susan Samudio, a plant breeder for Jacklin Seed, says, "initially I screen

crosses and (bermudagrass) plant introductions for cold tolerance and turf quality attributes" at the Jacklin plant nursery in Idaho. For example, SunDevil bermudagrass has survived in Idaho turf plots since 1989. Only then are selections screened again. So far, she's been focusing on seeded cold-tolerant varieties like the new Jackpot which scored well in the 1992 trials in Tennessee.

Actually, work has been focused on improving the cold-tolerance of bermudagrass since Dr. Felix Juska's efforts for the USDA in the 1950s, and continuing with Dr. Ray Keene's efforts at the Kansas Agricultural Experiment Site leading to the release of Midiron and Midway more than 25 years ago.

Oklahoma State University's Dr.



Turf-Seed's Russ Hayworth tells wagonload of guests that southwest courses seeding with higher rates of perennial ryegrasses to make courses greener for winter tourists.

Charles Taliaferro and Dr. Ken Diesburg at Southern Illinois University have now mounted ambitious programs to develop bermudagrasses with even finer textures and increased cold tolerance.

While researchers look for ways to stretch the boundaries of turfgrass adaptation, Cook's advice to the purchasers of turfseed is uncommonly simple.

"I look to see what's growing best in an area," he says. "Local knowledge helps a lot."

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