

7th Green, Highland C.C.

# "We Do See Eye-to-Eye on PennLinks"

#### Frank Gill III, Superintendent The Fields of Rosemont, LaGrange, GA

- Public 18 hole course
- Sand base greens
- Open prairie design
- Triplex-mowed greens
- Organic nutrients

"When the word was out that we had bentgrass greens, our numbers went up considerably. Players tell us our greens are fast and smooth as glass when compared with bermuda. PennLinks is the icing on the cake!"

Frank W. Dill, TI

#### Paul Cheplick, Superintendent Highland Country Club, LaGrange, GA

- Private 18 hole course
- Soil push-up greens
- Dense trees, limited air movement
- Walk-mowed greens
- Granular and sprayable nutrients

"The members and guests at our club have raised their perception of our facility dramatically since converting to PennLinks bentgrass. And we don't go through the inconvenience or transition of Winter overseeding."

Paul S. Cleshik

Tee-2-Green Corp.

PO Box 250, Hubbard, Oregon 97032 USA = 800-547-0255 = FAX 503-651-2351 Circle No. 137 on Reader Inquiry Card



is a proud member of these green industry professional organizations:



Associated Landscape Contractors of America, 12200 Sunrise Valley Dr., Suite 150, Reston, VA; (703) 620-6363.

American Association of Nurserymen (National Landscape Association), 1250 I St. NW, Suite 500, Washington, DC 20005; (202) 789-2900.

American Sod Producers Association, 1855-A Hicks Rd., Rolling Meadows, IL 60008; (708) 705-9898.

Golf Course Superintendents Association of America, 1421 Research Park Dr., Lawrence, KS 66049-3859; (913) 841-2240.

International Society of Arboriculture, P.O. Box 908, Urbana, IL 61801; (217) 328-2032.

International Turfgrass Society, Crop & Soil Environmental Sciences, VPI-SU, Blacksburg, VA 24061-0403; (703) 231-9796.



National Arborist Association, The Meeting Place Mall, P.O. Box 1094, Amherst, NH 03031-1094; (603) 673-3311.

**National Golf Foundation**, 1150 South U.S. Highway One, Jupiter, FL 33477; (407) 744-6006.

Ohio Turfgrass Foundation, 2021 Coffey Rd., Columbus, OH 43210; (614) 292-2601.



**Professional Grounds Management Society**, 120 Cockeysville Rd., Suite 104, Hunt Valley, MD 21031: (410) 584-9754.



Professional Lawn Care Association of America, 1000 Johnson Ferry Rd., NE, Suite C-135, Marietta, GA 30068-2112; (404) 977-5222.

**Responsible Industry for a Sound Environment**, 1155 15th St. NW, Suite 900, Washington, D.C. 20005; (202) 872-3860.



Sports Turf Managers Association, 401 N. Michigan Ave., Chicago, IL 60611-4267; (312) 644-6610.

Turf and Ornamental Communicators Association, 8400 Normandale Lake Blvd., Suite 500, Bloomington, MN 55437; (612) 832-5000.



# Natural turf, hort therapy and other musings for the month

The University of Missouri will soon replace its "concrete" football field with natural turf—good news for players and athletic department budget-balancers. Medical costs are high enough without avoidable sports injuries. The switch is happening at schools across the U.S.

How ironic: artificial turf was celebrated as being so much cheaper to maintain than natural turf (which, by the way, is not true) and look at what happened. Costs from injuries go through the dome.

Get ready for a rough few years if you're an athletic field manager. Enrollment is down at many colleges, and that means budgets ain't goin' nowhere but maybe town.

You've got to invent new ways to rais money from casino nights to field rentals. There should be a way to increase athletic field maintenance dollars, especially if field use is on the rise.

Dra Tim Bowyer of Southern Harr Nurseries, for instance, knows of atbletic departments that sell off pieces of the old field. According to Bowyer, alumni are happy to pay "big money" for a clod off the old field (not to be confused with a chip off the old block), especially if the school has a strong football tradition.

#### Hort therapy

When we first heard about "horticultural therapy," the term made me cringe from the "New Age" connotations it conjured up. But this is different. Douglas Airhart, associate professor at Tennessee Technological University, says horticultural therapy helps rehabilitate disabled or otherwise ill persons through contact with plants.

"Most gardeners know the soul-reviving powers of gardening, the excitement of the first bloom, and the therapeutic exercise involved in hoeing, weeding and pruning," says Airhart.

"Today, trainied horticultural therapists use the healing powers of gardening and horticultural activities to help people learn to help themselves, in hospitals, nursing homes, schools, prisons, botanical gardens and flower shops."

Airhart says hort therapy helps to improve self-esteem, social interaction, intellectual stimulation and emotional development.

Not to get all fuzzy wuzzy here, but working with plants—even if it's as simple as transplanting a fern to a larger pot (the extent of my own involvement and expertise in horticulture)—seems a pleasantenough thing to do.

Apparently, the therapeutic value of horticultural pursuit is "rooted" (sorry, couldn't resist the pun) in ancient Egypt. In the U.S., says Airhart, it was common for 18th century mental institutions to apploy patients in the growing and harvesting of crops on the farmland.

For more information, contact Dr. Airhart at (615) 372-3288.

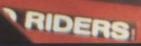
#### An industry's loss

Finally, the green industry lost an ally and practitioner of rational, educated debate on environmental issues with the death in December of Dixy Lee Ray.

Ray, a former governor of Washington state, wrote two books over the past few years dealing with common sense and environmental protection. "Trashing the Planet" is a well-written and fact-filled reference in the debate over what man is supposedly doing to the environment in the name of progress.

Ms. Ray and her common sense will be missed.

Deny The Jan



#### WHAT THIS MACHINERY DOES TO YOUR GRASS, PRIM

TO DE WHEN WHILE ENGINE IS RAMINE



#### DOES TO YOUR MAINTENANCE COSTS.

You already know that Primo<sup>®</sup> can reduce your fairway mowings by up to one-third. But what you may not have considered, is how fewer mowings can mean more free time for your crew to work on other projects.

And it goes without saying that if you can get more done in less time, you save money. It's all possible with Primo for turf growth management. Because Primo makes grass grow half as fast. And the cost of applying it is more than recouped by your lighter mowing schedule.

Contact your authorized Primo distributor or Ciba sales representative to learn more about how Primo can help you save time.

Because, as they say, time is money.



Circle No. 108 on Reader Inquiry Card



FEBRUARY 1994 VOL. 33, NO. 2

#### COVER FEATURE

#### **12 Rebuilding the soil**

Where do you start when you want healthy turfgrass and landscape ornamentals? With the soil. So if your soil isn't up to snuff, here's what to do. *Ron Hall* 

#### FEATURES

#### **14 LM Reports: Dethatchers**

Thatch build-up can rob turfgrass plants of valuable nutrients and siphon water from the root system. Here are some mechanical and chemical dethatchers you might consider. *Terry Mclver* 

#### **18 Mulching mowers**

Critics of mulching mowers have been too harsh, says this University of Georgia expert. They are here to stay, because they're helping save the environment in more ways than one. *Jerry Roche* 

#### **20 Budget woes**

Due to many changes—both good and bad—today's sports turf manager has to budget wiser, work smarter and communicate better. *Terry McIver* 

#### 26 Making the mega-deal

Can you visualize it, before it happens? That's the first step toward actually selling the deal of your dreams, says marketing guru Joel Lerner. *Jerry Roche* 







#### **28 Motivation and productivity**

'If you rule with an iron fist, you get either malicious obedience or gleeful insubordination,' this expert says. *Jerry Roche* 

#### 32 Bottom-up management

Ask your employees what they want and need for the company, solicit their suggestions—and then listen. *Ed Wandtke* 

#### 41 High services, low prices

Because of the way NatureScape is run, it can adjust to the needs of its clients, and keep them happy. *Jim Guyette* 

#### **44 Stopping financial leaks**

One leak in itself is not dangerous to the well-being of your company, but many leaks can lead to disaster. Dan Sautner

#### **46 Point and click**

Powering your business with the new computers is not hard to learn. With the advent of recent userfriendly programs, mastering computers is easier. Bess Ritter May

TECH CENTER

#### 50 Spring turf fertilization

Early spring is a time to review your fertilization program. Did your turf flourish last season, or was growth poor? Was it non-responsive to fertilization? *J.B. Sartain, Ph.D.* 

#### **51 Keys to pruning**

The key to pruning is knowing the difference between heading and thinning, says Dr. Gary Wade of the University of Georgia.

#### 54 Turf in shade

Turfgrasses need at least four hours of full sunlight per day. You, however, can make certain decisions that will help turf in shady areas stay healthy. *Joseph M. DiPaola, Ph.D.* 

#### GOLF 'SCAPING

#### **56 Forever open**

The Merit Club has been granted a government easement, preserving it as open space for perputity. The course includes 30 acres of wetlands, a 30-acre savannah and a two-acre tree nursery.

#### **60 Fertility management**

This is a difficult aspect of managing high sand content sports fields and golf greens, and the related problems can be as insidious as any faced by a turf manager.

James Latham

#### LAWN CARE INDUSTRY

#### 62 A vital part of profit-making

Consultant Charles Vander Kooi says you don't start making a profit until you pay your overhead, otherwise known as 'the bill in the night.' *Ron Hall* 

#### **66 Becoming certified**

Professional turfgrass certification is finally here, thanks to a partnership between the University of Georgia and the PLCAA. Here's the deal on CTPs. *Ron Hall* 

#### HOT TOPICS

#### 73 How goes the green industry?

According to statistics from various sources—the Outdoor Power Equipment Institute, Irwin Broh & Associates and Green Exports USA the industry goes well, thank you.

#### DEPARTMENTS

1 As We See It... 8 Ask the Expert 66 LM Grapevine 73 Hot Topics 78 Events 79 Info-Center

- 80 Jobtalk 82 Product Showcase 83 Product Review
- of Flourer Neview
- **85 Market Showcase**
- 86 Classified
- **88 Ad Index**

ISORY

*On the cover: The 1300 Parkwood Office Building, an upscale office building in North Atlanta; designed, installed and maintained by Post Landscape Services.* 

Ken Gerlack Contra Costa Landscaping Martinez, Calif.

LM READER ADV

Twyla Hansen Nebraska Wesleyan University Lincoln, Neb.

Tim Hiers Collier's Reserve Naples, Fla. Bill Prest Springvale Country Club North Olmsted, Ohio

Mark Schlossberg Pro-Lawn Plus Baltimore, Md.

Brian Storm Terrascaping Inc. Birch Run, Mich.



ADVANSTAR Communications, Inc., 7500 Old Cak Blvd. Cleveland, OH 44130 Phone: (216) 243-8100 Fax: (216) 891-2675

#### **EDITORIAL STAFF**

JERRY ROCHE, Editor-In-Chief TERRY McIVER, Managing Editor RON HALL, Senior Editor MICHELLE THERRIEN, Graphic Designer MAUREEN HREHOCIK, Group Editor

#### **BUSINESS STAFF**

JON MIDUCKI, Publisher RAY LENDER, Group Publisher ROBERT EARLEY, Group Vice President JUDY PAWLOWICZ, Production Manager (218) 723-9281

ROSY BRADLEY, Senior Production Manager DEBI HARMER, Production Director DIANE BIAS. Administrative Coordinator

ADVERTISING OFFICES CLEVELAND (HEADQUARTERS) OFFICE

7500 Old Oak Blvd. Cleveland, OH 44130 Phone: (216) 243-8100 Fax: (216) 891-2675 JON MIDUCKI, Publisher: (216) 826-2855

ROBERT OHLSEN, National Sales Manager (216) 891-2682

ANNE LANGHENRY, Promotion/Research Mgr. (216) 891-2739

BRIAN KANABA, Reprint Sales Representative: (216) 891-3155

DIANE BIAS, Administrative Coordinator (216) 891-2750

SEATTLE OFFICE 1333 N.W. Norcross

Seattle, WA 98177 Phone: (206) 367-5248 Fax: (206) 367-5367 BOB MIEROW, West Coast Representative

SUBSCRIBER / CUSTOMER SERVICE (218) 723-9477 FAX (218) 723-9437



President & CEO: Edward D. Aster Vice Presidents: Kevin J. Condon, William J. Cooke,

Robert E. Earley, Jane Edelstein, Brian Langille,

Brian Nairn, Bernard J. Rogers, Phil Stocker Treasurer & Controller: Adele D. Hartwick Secretary/Dir. Corp. Finance: David W. Montgomery

Reprints of all articles in this issue and past issues of LANDSCAPE MANAGEMENT are available (100 minimum). Call or write Brian Kanaba, LANDSCAPE MAN-AGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130; (216) 891-3155; fax (216) 826-2865.

LANDSCAPE MANAGEMENT (ISSN 0894-1254) is published monthly by ADVANSTAR Communications, Inc. Corporate and editorial offices: 7500 Old Oak Blvd, Cleveland, OH 44130: 1333 N.W. Norcross, Seattle, WA 98177. Accounting, advertising production and circulation offices: 131 West First Street, Duluth, MN 55802. Subscription rates: one year, \$39, two years \$56 in the U.S.; one year \$66, two years \$99 in Canada. All other countries: one year \$130, two years \$195. Current issue single copies (pre-paid only): \$4 in the U.S.; \$7 in Canada; elsewhere \$12; add \$3.50 per order for shipping and handling (Back issues, if available, \$10; add \$3.50 per order for shipping and handling (pre-paid orders only). Office of publication: ADVANSTAR Communications, Inc., 131 W. First St., Duluth, MN 55802 and additional mailing offices. Copyright © 1994 by ADVANSTAR Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any information storage and retrieval system, without permission in writing from the publisher. Canadian G.S.T. Number: R-124213133. POSTMASTER: Send address changes to Landscape Management, P.O. Box 6198, Duluth, MN 55806. Revised date: November 30, 1993.

ABP

**♥BPA** 

Printed in the U.S.A.

A trituled on recyclical paper.



# We've made cultiva

Good cultivation takes the right traction unit and the right implement. That's why most bunker rakes don't cultivate as well as the John Deere 1200. They simply don't measure up.

The 1200's mid-mount culti-

vator features 10 deep-penetrating blades that can be locked into five different positions.

A high-torque 10-hp engine powers the 1200 while a geardriven transaxle puts that power to work with an impressive gear reduction of 164:1. Combined, they deliver tremendous pulling power.

The result: A combination of power and depth control that results in a cleaner, more consistent playing surface than you

## ting a deep subject NOTHING RUNS LIKE A DEERE® get with other machines.

You get better bunkers, happier players.

For the name of your nearest distributor, or free literature, call 1-800-544-2122. Or write John Deere, Dept. 956, Moline, IL 61265. (







#### Determining tree health and stability

Problem: One of our clients has a large,  $3\frac{1}{2}$  ft. dbh oak tree in their yard close to a swimming pool. This tree has a basal root rot and the tree is leaning towards the pool slightly. Is there some way to find out how strong the tree is, and whether or not it can be saved? Another tree in the neighborhood died last year, possibly due to a similar problem. (Ohio)

**Solution:** Several disease-causing agents can cause root rot and make trees unstable. Depending upon the health of your trees, this could be a potentially hazardous tree and may be a liability problem.

To determine the tree's health, contact a certified arborist with experience in dealing with hazardous tree evaluations. The extended type of root rot and/or possible internal decay/cavity need to be examined before providing any preservation treatments.

After the evaluation, if the tree has good supporting tissues, then consider providing cultural treatments, including proper fertilizing, mulching, aerating and selective pruning to help improve the plant's health.

If the crown is very heavy, selective pruning should help air movement and reduce the risk from storm damage.

In general, root rot diseases are difficult to manage. If the disease is caused by fungi like *Phythopthora sp.*, Subdue or Aliette fungicide treaments might be beneficial. If the root rot disease is caused by *Armillaria sp.*, the causal agent of shoestring root rot, no known fungicidal treatments will manage this. General recommendations include removing the soil from the base of the tree and root flare, and opening the affected area to allow it to air dry. This will help the tree produce would tissue faster. Before winter, put the soil back on the root flare to protect it from low temperature injury.

For all practical purposes, in my opinion the tree should be considered unstable if there is any basal rot or decay. If it is a potential liability issue, then removing the tree might be a good idea.

#### Are pesticides weakened by high pH?

Problem: We understand that certain pesticides can break down rapidly if the pH of the water in the mixture is above 7.0. Is the insecticide Sevin subject to this problem? If so, what effect will it have on pest management results? Also how long can a treatment mixture be retained and used? Sometimes, due to rain or other problems, we may not be able to use pre-mixed solutions. (New York)

**Solution:** Many pesticides are sensitive to degraadation by the chemical reaction—alkaline hydrolysi—when mixed with water containing a high pH. This reaction and degradation is commonly experienced with carbamates or organophosphates. With some exceptions, the degradation process is generally faster with carbamate pesticides like Sevin than with organophosphate pesticides such as Dursban.

Since you are concerned with Sevin insecticide, the following

information should help you better understand the problem. Laboratory studies with Sevin brand carbaryl showed the following rates of degradation based on half-life of carbaryl under different pH ranges.

Spray pH	Carbaryl half-life
3.0	Stable
5.0	Stable
6.0	Stable at 25° C; 29 days at 35° C
7.0	10.5 days at 20° C
8.0	1.3 days
9.0	2.5 hours
10.0	15 minutes

In reviewing the above information, it appears that, for optimum treatment results, it is better to have a pH maintained closer to neutral or lower. As you can see, even at pH 8.0 the material;s half-life would be 1.3 days, which means it should be good for part of the following day if you mixed the previous day. However, if you can maintain the pH of 7 (neutral) the shelf life can be extended to 10.5 days at  $20^{\circ}$  C.

A Rhone-Poulenc company representative says that the more dilute the spray solution and/or the higher the temperature of the spray mix, the greater and more rapid are the effects of pH.

Read and follow label specifications for better results.

#### Dylox not labeled for chinch bugs

#### Problem: Can we use Dylox granular insecticide to manage a chinch bug problem in lawns? (*Pennsylvania*)

**Solution:** The Dylox 6.2 granular insecticide label does not include chinch bug. Although those who have used Dylox for grub control feel that it gives some level of control of chinch bugs also. However, Dursban has been known to better manage chinch bugs. I suggest using other insecticides since Dylox is not labeled for chinch bugs.

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.

# Right Products Right Advice Right Service

You'll find a single, convenient source for insecticides, herbicides, fungicides, adjuvants, fertilizers, micronutrients, turfseed and much more. All at competitive prices. Choose from a line-up that includes major brands as well as our own high-quality line of Terra Professional Products. All it takes is a phone call. You'll get the service you want. And you'll



For your nearest sales and service location, call:

1-800-831-1002 Ext. 225 get the agronomic advice, technical support and product information you need. From soil testing and plant-tissue analysis to complete fertility recommendations. From seed selection to pest control. Talk to Terra. For the right products. The right advice. And the right service. Terra International, Inc., P.O. Box 6000, Sioux City, Iowa 51102-6000

D Terra

Circle No.138 on Reader Inquiry Card

### IF YOU HAVEN'T USED **BARRICADE YET,** LISTEN TO THOSE WHO HAVE.

Bill Womac Superintendent Dunwoody Country Club Dunwoody, Georgia "Barricade's extra length of control is an advantage to us in the South, especially with our long, hot growing season. Overall, Barricade has proven to be more cost-effective for us than other preemergence herbicides we've tried. We plan to use more next year.



HERBICIDE The Precision Performer. Steve Carr Superintendent Pocassett Golf Club Pocassett, Massachusetts "Barricade makes it easy for us to fine tune our control program, as the length of control is determined by the rate used. We've found that one application is all it takes to keep us crabgrass free until the start of cold weather."

DISTRIBUTED BY:

AG RESOURCES, INC BRANDON, FL

AGRA TURF

SEARCY, AR

AGRI TURF, INC. HATFIELD, MA

THE ANDERSONS MAUMEE, OH

BENHAM CHEMICAL CO. FARMINGTON HILLS, MI

CANNON TURF SUPPLY, INC. INDIANAPOLIS, IN

ESTES, INC. WICHITA FALLS, TX FISHER & SON, CO. MALVERN, PA

E.H. GRIFFITH, INC. PITTSBURGH, PA

GEORGE W. HILL & CO. FLORENCE, KY

MILWAUKEE, WI

HOWARD JOHNSON'S ENT. KNOX FERTILIZER CO. KNOX, IN

KOOS/SHORE, INC. KENOSHA, WI