



**17  
NEW  
PRODUCTS**

## **Bush Hog's New 90-Inch Air Tunnel Mower BUILT FOR THE REAL WORLD**

Most finishing mowers aren't designed, or built, for the real world you work in. They just trim grass.

Bush Hog's new 90-inch Air Tunnel solves the problem. It's designed and built to quickly bring a finished look to large acreage at parks, commercial and municipal sites, airports and other locations where appearance is important. And it's designed and built to handle large volumes of material and also enables you to cut grass in early morning dew.

This 90-inch air tunnel mower features a strong Bush Hog® designed gearbox to provide reliability and efficiency to commercial operators. It features plenty of room and air volume under the deck to lift grass and weeds, cut them and discharge the clippings without streaking.

The ATH-900 completes the Bush Hog air tunnel line with 60-, 72- and 90-inch wide models, all designed and built for the real world. It's part of Bush Hog's full-time commitment to meeting modern support line equipment needs with 17 new products.

Choose the finishing mowers designed and built for the real world. See the new 90-inch, 72-inch or 60-inch wide air tunnel mowers from Bush Hog at your Bush Hog dealer or write for free literature.



**BUSH HOG®**  
**CORPORATION**

**Building the Legend.**

Dept. LM-1 • P.O. Box 1039 • Selma, AL 36702-1039 • 205/872-6261



page newsletter, "Shades of Green," goes to all customers, all past customers and any prospective customers. The reasoning is simple. Past customers may someday want another look at Laflamme, and the newsletter keeps them up on company progress. Current customers are impressed by the extra attention, and prospective customers are just that—prospective customers.

It's how they got the Clairol account.

"We had been sending the newsletter (to Clairol) every month," says Guido. "They never forgot about Laflamme."

A short time later, Laflamme had a large maintenance contract in hand. The Clairol buyer credited the newsletter and Laflamme's willingness to stay in touch.

"Shades of Green," is a cinch to produce, and even though it's only one page long, they fit in a lot of copy by going with a smaller type size.

The newsletter has been spun off into radio and television advice programs, starring company president Ed Laflamme.

As a last word, every newsletter has a section called "Welcome Aboard" which announces new or renewing clients.

Simple, but it works.

—Terry McIver

## Why sub it?

**1) Employee productivity.** Usually, in-house crews are not as productive as contract labor because contracted labor crews are not distracted by other jobs. In-house forces sometimes become tradition-bound. They want to stick to a comfortable routine and resist program changes.

**2) Inventory.** It's eliminated, including materials, parts, tools, equipment and operating costs. That's money to invest elsewhere.

**3) Storage concerns** are eliminated.

**4) Supervision** is provided by the contractor. One man reports to the business owner or plant manager on a weekly or monthly basis.

**5) Labor concerns**—hiring, firing, reviewing, scheduling, and seasonal ups and downs—belong to the contractor.

**6) OSHA compliance.** Judith Guido of Laflamme Services says one complaint to OSHA by an in-house employee could result in a complete investigation in which all facilities are inspected. Fines, as a result of such visits, can be high. A competent contractor meets all of the OSHA guidelines and therefore protects himself and the client. For example: If a gas can isn't clearly labeled "Gasoline," a \$2100 fine could be levied on the business. Why not let the contractor carry the ball?

**7) Overtime availability.** Not always so easy in-house. Contractors have the benefit of a larger labor force.

**8) Liability.** Direct liability for an accident, chemical spill, injury or any of the other potential accidents will fall directly on the contractor.

**9) Insurance costs.** The contractor has his liability spread over more dollars and accounts. Therefore, the contractor can better absorb a serious injury/accident.

**10) Innovation.** Many new ideas—like computer-aided landscape designs—can be generated at no cost to the owner. With a "constant improvement program," money can be spent at the highest visibility areas.

—T.M.

## Iowa LCOs chip in for hurt friend

**It took Doug Tyrrell 10 years to build a lawn care company, and it almost ended in an instant on July 10th, 1993.**

■ There's a place where people still know how to help each other. It's just about smack in the middle of the country. It's called Iowa.

Doug Tyrrell knows it as home.

Belmond, pop. 2500, in fact, is Tyrrell's home, which isn't too close to anything other than a handful of equally small north-central Iowa towns. This has allowed Tyrrell to build up a thriving little lawn care company over the past 10 years. "These towns are too small for the big guys to even think about," says Doug.

When Tyrrell starts talking about the area and his small-town customers, there's a smile in his voice. The rest of him doesn't feel too much like smiling though. That's because Tyrrell, owner of Tyrrell Lawn Care, and his wife Marilyn got banged up pretty bad this past July 10. They were riding Doug's custom soft-tail Harley-Davidson when it crashed into the front of a car near Columbus, Neb. Ironically, It was their 20th wedding

anniversary. They were on their way to a motorcycle tour of the Rocky Mountains.

"There was so much traffic, I didn't even know there was a corner there; I didn't see the guy sitting at the corner and he didn't see me," he tells LANDSCAPE MANAGEMENT.

Tyrrell, who broke just about every bone in his left leg (except for his knee) and lost part of his foot in the accident, figures the cycle was traveling about 40



Daryle Johnson of All American Turf Beauty, Van Meter; Shawn Edwards of Lawn of Leisure, Ankeny; and Les Wilshuson of Mike's Lawn Service, Storm Lake, were lauded by PLCAA for assisting Doug Tyrrell, Tyrrell Lawn Care. Also thanked was Myron Groat of ABC Lawn Care, Fort Dodge.

# LM GRAPEVINE

mph on impact. Marilyn broke an ankle. She's back to work as an x-ray technician, but Doug's still disabled with a full-leg cast. He's probably facing more surgery, and won't be mobile until June or July 1994.

This is finally the part where some good things finally start happening for the Doug Tyrrells.

A few of days after the accident, at the Iowa State Turfgrass Field Day, Mona Bond of the Iowa Professional Lawn Care Association (IPLCA) told other lawn pros about the mishap. Pretty soon offers to help started coming in, says Doug, a founding member.

"Three companies donated a truck, a man and product, and came up here and did my mid-summer applications," he says. "In fact, I had calls from people from four hours away asking if they can help."

Then, in the fall, another operator sent three trucks, applicators and equipment and helped complete Doug's season for him.

Marilyn and college-age daughter Sharon did all they could to keep the business going, too. In fact, Sharon mowed until she had to return to nursing school in Des Moines. Then Doug's father helped out.

Tyrrell will not be able to do much lawn work starting the 1994 season, although he hopes to be off crutches sometime in March. But fellow lawn care operators—even competitors—keep offering support.

"I've had several operators tell me to figure out what we need to do and they'll help us figure out how to do it," he says. "Everybody's been a great help."

As for himself?

He's hoping to be able to work again early this summer. "Cranking out a few lawns is going to be pretty good therapy," says Doug.

He also says he's considering becoming a motorcycle safety instructor.

—Ron Hall

## **NEXT MONTH:**

**Early-season  
turf fertilization**

**LM Reports  
on dethatchers**

The artificial turf in Philadelphia Eagles' Veterans Stadium is "unsafe," says turf consultant **George Toma**. According to an item in *USA Today* that was brought to **LM's** attention, Eagles owner Norman Braman asked Toma to take a look at conditions on the five-year-old turf. Toma said the fake field had been neglected. "There is so much dirt on the field, it makes it slippery and hard," said the Super Bowl turf expert. "There are ridges near the baseball sliding zones and football end zones." Recreation Commissioner Michael DiBernardinis plans to ask the city for \$1.6 million for new turf in 1995. 1995?!

The turf industry received sad news with the death of **Howard E. Kaerwer** on Nov. 10th. Kaerwer, 73, was a longtime contributing writer to **LM** and an excellent resource for its editorial staff. Northrup-King's retired director of turf research and development won the Distinguished Service Award from the GCSAA in 1988, and was named 1993 Man of the Year by the Minnesota Golf Course Superintendents Association. His breeding efforts yielded NK100, NK200, Goalie, Delray and Rugby. Memorials to the University of Minnesota's Landscape Arboretum Foundation are suggested.

Will 2,4-D become the Alar of the Clinton administration? "There's a damn good chance that if there's one product they go after, this will be the one," **LM** hears. The Administration may view the herbicide's continued use as a test case, an opportunity "to humiliate" a pesticide, and to placate anti-pesticide factions. More than 300 turf managers heard the prediction at the recent Ohio Turfgrass Conference.

A very determined lawn/landscaper has finally returned to the industry after a serious bout with cancer. **Vincent J. Acierno** tells **LM**, "I have fought my way through illness and recession." Acierno, owner of Environmental Maintenance Services, Staten Island, N.Y., twice had radical surgery to remove 30 tumors. After three years of chemotherapy treatments, Acierno can now market three of his business operation manuals and a proprietary computer program. If you're interested, see this month's classified ads.

Mark Light Stadium is another high-profile baseball field converting from synthetic turf to natural grass. **LM** hears through McGovern Construction that Light Stadium, home of the University of Miami Hurricanes, will have a sand-based field, under-drainage, automated irrigation and Bermuda 419 turf. McGovern Construction also built seven similar fields in Fort Myers, Fla., spring home of the Boston Red Sox.

Got an item for "LM Grapevine"? Phone us at (216) 826-2830, 8:30 a.m. to 5 p.m. EST, M-F.



In the South, where weeds are a problem most of the year, you don't get much of a break from using



Surflan is very mild on all warm season grasses. When used properly on established turf, university studies show it doesn't harm root systems. So Southern turf stays strong and healthy.

Surflan allows you the applica-

tion flexibility you need to control 50 weeds including goosegrass, crabgrass and *Poa annua*. The season-long residual of Surflan lets you take care of these problem grassy weeds and troublesome broadleaf weeds, making Surflan a very cost-

# People use a herbicide. Mild usually

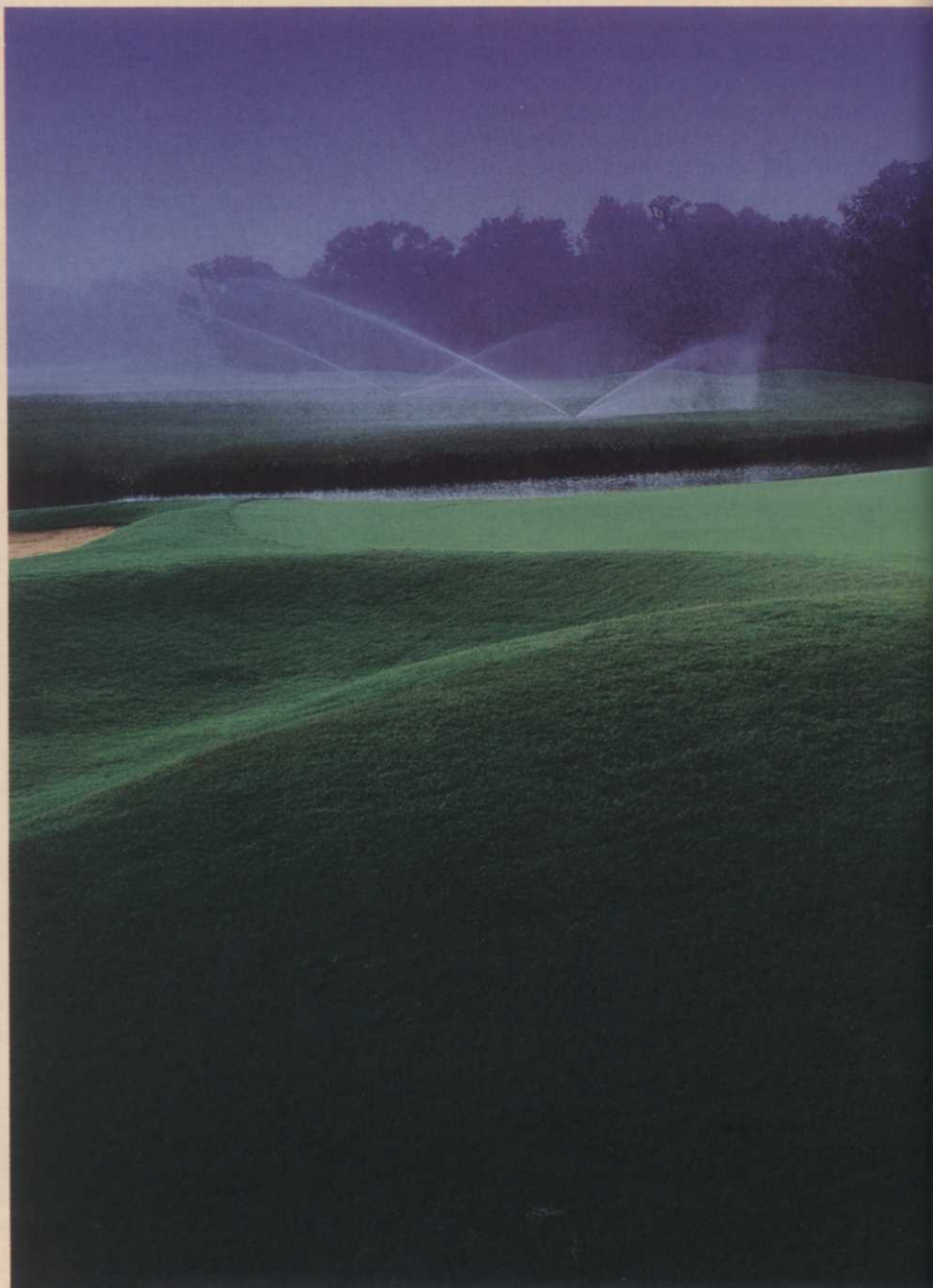
herbicides. So the milder your herbicide is to turfgrass, off-target plants and the environment, the better off you are. That's why you should seriously consider Surflan\* herbicide for your weed control program.



### Nothing Succeeds Like Success.

"I like to keep things very neat. I like nice, crisp edges and definition to make it pleasing for the golfer. In the two years I've been here, I've eliminated about 75% of the weed problem. I've always used Surflan because I can depend on it. Control is excellent. Cost is comparable to Barricade or Lesco's Pre-M. If it works good, why change?"

Michael J. Swinson, Superintendent  
Cypress Run Country Club  
Tarpon Springs, Florida



effective product in your weed control program.

Surflan is also very gentle on off-target plants. In fact, it

*Surflan stays where you put it. Even in heavy rainfall, it resists leaching into groundwater.*



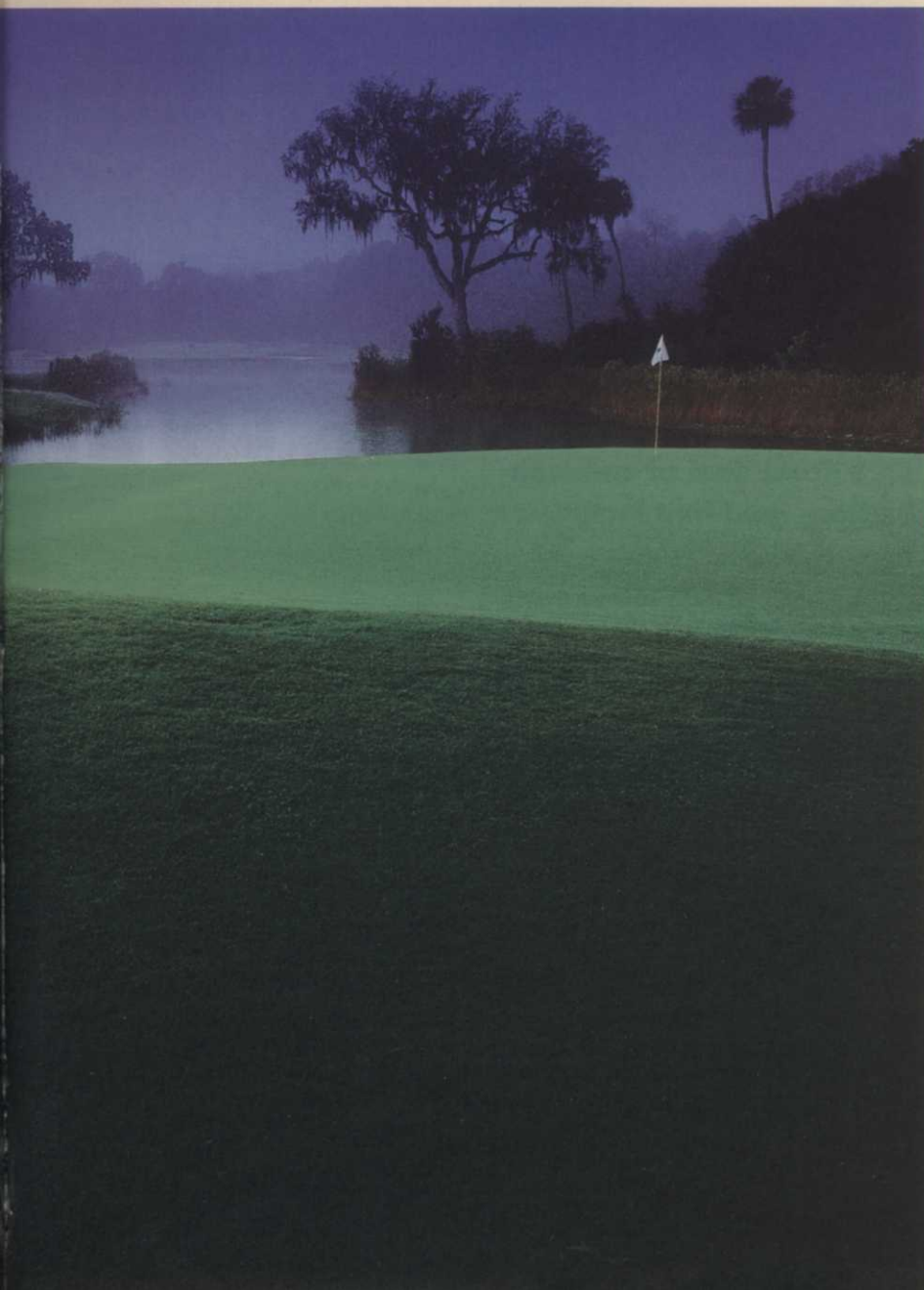
can be sprayed over the top of delicate ornamentals. So there's virtually no risk to nearby shrubbery, trees or flowers. Surflan is available as a sprayable and on fertilizer. If you prefer a granular form, there's XL\*

herbicide (it contains the same active ingredient as Surflan).

You can put it down at the full rate, or split applications to spread the load over the season. Either way, you'll get good results.

Our 44-page book, The

# lot of words to describe isn't one of them.



Turf Manager's Guide To Responsible Pest Management can tell you more. It

contains comprehensive "how to" information you can use to control weeds more efficiently. It also gives you step-by-step tactics you can use to control insects and turf diseases



*Bermudagrass Zoysiagrass St. Augustinegrass*  
more effectively and responsibly.

If you'd like a copy, just return the coupon or call our toll-free number. Words can't describe how helpful you'll find it.

Send me the following Management Guide(s):

- Cool Turf
- Warm Turf
- Nursery and Landscape



Mail to:  
DowElanco, P.O. Box 33489,  
Indianapolis, IN 46203-0489.  
Or call: 1-800-838-4594

Name \_\_\_\_\_

Company \_\_\_\_\_

Business Category:

- Nursery     Lawn Care     Municipal
- Landscape Contractor     Golf Course

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Zip \_\_\_\_\_ Phone (\_\_\_\_\_) \_\_\_\_\_



**The chemistry is right.™**

\*Trademark of DowElanco. © 1994 DowElanco.  
Surflan is available as a sprayable or on fertilizer.  
Not labeled for use on greens. Always read and follow label directions. 01



# HOT TOPICS

## Georgia executive chosen new director of GCSAA

**Chief financial officer,  
chief operations officer,  
education manager for  
conference/certification  
are also named.**

**LAWRENCE, Kans.**—Steve Mona is the new executive director/chief operating officer for the Golf Course Superintendents Association of America.

Mona, 36, has been executive director of the Georgia State Golf Association since 1983.

He visited GCSAA headquarters here on Dec. 6th.

"My first impression was that the quality of the GCSAA staff is remarkable," Mona tells *LANDSCAPE MANAGEMENT*.

He says the first order of business is establishing completely open lines of communication among the staff. From there, "our second focus is to really turn the axis of direction toward the membership," he says. "What's in it for the members?" is going to be the first question that will be asked of every project. Members give the staff the license to exist."

A strategic planning session is another immediate order of business. An intensive three-day session, which has yet to be scheduled, will include the GCSAA Board of Directors and key staff members. Short- and long-range goals will be discussed and set.

"Steve Mona's experience has given him the kind of knowledge and perspective essential in guiding the GCSAA to its next level of success," says current President



**'Emphasis is going to be  
on a great deal of commun-  
ication—and that includes  
myself.'**

—Steve Mona

Randy Nichols, who also hails from Georgia. "The fact that his background has been focused within the world of golf associations is clearly a big plus for us.

"He brings to our top executive's position an established familiarity with the game's key organizations, an outstanding record as a leader, and the attitude of a genuine 'people person.' We anticipate continued success as we move ahead."

Mona's experience includes stints as tournament director for the Northern

California Golf Association and assistant manager of press relations for the U.S.G.A. He was also president of the International Association of Golf Administrators, and a director of the National Golf Foundation.

Mona was to begin work at the GCSAA headquarters here early this month, at exactly the same time that the new chief operations officer, Joe O'Brien, begins.

O'Brien, 48, comes to the GCSAA from the presidency of the American Hotel Foundation. His other association experience includes 17 years in senior management with the Professional Golfers of America (PGA). He has also been senior business developer for Marriott Golf.

Mona believes O'Brien's involvement in the golf industry will perfectly complement his own.

Mona replaces John Schilling, who resigned last year to start his own company, St. Andrews Golf. The position of chief operations officer is a new one.

In two related moves, the GCSAA named a chief financial officer and promoted one of its employees to education manager for conference and certification.

Julian Arredondo, former vice president and CFO of Midwest Titan Construction in Olathe, Kans. was named GCSAA CFO. Arredondo, 35, is a graduate of Rockhurst College.

And Rebecca Powell Clayton earned the promotion to education manager, conference/certification from education coordinator, special projects. She will develop and supervise the association's certification program and all educational programs at the annual GCSAA conference and show.

—Jerry Roche

### ELSEWHERE

**Home study course  
for turf managers,  
page 58**

**New rules for  
applying 2,4-D,  
page 58**

**Laws could halt  
power equipment,  
page 58**

**Many, many events  
slated this month,  
page 59**

# Here's proof that Typar Pro Landscape Fabric is easier to install.



We cut this piece of Typar® Pro Landscape Fabric to show what you can't do with the others.

Like cut quick slits for plants to pass through. Or fast curves that follow landscaped contours.

Typar is easily cut, lightweight and less bulky. So it's faster and cheaper for you to install.

And it's surprisingly tougher. With rugged polypropylene fibers that resist tearing, even under stones, gravel, patios and sidewalks. Typar is also porous, so air, water and nutrients can pass right through. Your landscaping projects



look healthy as well as handsome.

So save time and labor while you control weeds, drainage, soil erosion, and heaving of walks and patios.

Get Typar Pro Landscape Fabric. And start cutting corners the easy way.



**REEMAY**



## 2,4-D label may change applications

**WASHINGTON**—If the federal Environmental Protection Agency re-registers the herbicide 2,4-D, its label will probably include practices that will reduce applicator exposure.

According to information from the 2,4-D Hotline, here are specific label requirements for turf applications:

- Mixers, loaders and applicators must wear long-sleeved shirt, long pants, socks and shoes.

- Users of turf liquid products with "warning" or "danger" signal words must also wear eye protection.

- Professional applicators of turf liquid amine products must also wear chemical-resistant gloves, except when applying to golf courses. Other applicators of turf liquid amine products must wear rubber gloves.

- Full-yard sprayings (broadcast applications) will be limited to two per site per year.

- After using the product in liquid form, rinse gloves before removing, remove clothing and launder separately from other clothing before re-use. Promptly and thoroughly wash hands and exposed skin with soap and water. Remove saturated clothing as soon as possible and shower.

- After using the product in granular form, remove clothing and launder separately from other clothing before re-use, and promptly and thoroughly wash hands and exposed skin with soap and water.

- Do not allow people or pets on treated area during application. Do not enter treated areas until the spray has dried or dust has settled.

- Persons engaged in open pouring of 2,4-D products packaged in containers of more than one gallon but less than five gallons must also wear coveralls or a chemical-resistant apron.

- A mechanical system (probe-and-pump) must be used for transferring the contents of containers of five gallons or more. If the contents of a non-refillable pesticide container are emptied, the probe must be rinsed before removal.

There are more specifications. For further information, contact the 2,4-D Hotline: (800) 345-5109.



## Turf made easy

LM readers have been clamoring for more information on home study courses since Dr. Bal Rao first mentioned them in his "Ask the Expert" column last May. Here's news of the first such course we know of—courtesy of the University of Georgia and the Professional Lawn Care Association of America.



## You want to study turf at home? Here's what you're looking for

**ATHENS, Ga.**—The University of Georgia now offers an independent (home) study course for persons working in turfgrass management.

"Principles of Turfgrass Management" is organized around 14 chapters and is presented in an easy-to-read, illustrated study guide written by Dr. Keith Karnok.

Course material covers turfgrass identification, adaptation and use; soils; identifying and controlling weeds, insects and diseases; and much more.

The course is available for \$275. Upon enrollment, the University of Georgia will mail participants all materials, provide

instructions, and coordinate the program of study.

Successful completion of the course will earn participants the designation "Certified Turfgrass Professional" by the Professional Lawn Care Association of America (PLCAA). Persons achieving certification will receive a handsome plaque, a cloth certification patch, and a wallet-sized certification card.

For more information, or to register, phone (706) 542-1756 and ask for "Principles of Turfgrass Management." PLCAA members should call (800) 458-3466 for member rates.

## Washington, D.C. tries to outlaw lawn equipment

**WASHINGTON**—Ten professional landscape organizations have joined in the opposition to a sweeping set of restrictions proposed by the Metropolitan Washington Air Quality Committee. The restrictions would cause major disruptions of commercial and residential landscaping operations.

The proposed plan would reportedly help Washington meet the EPA's mandate to reduce ozone emissions by 15 percent:

- Prohibit the use of common lawn and garden equipment on so-called

"ozone-alert" days. This would include lawn mowers, commercial turf equipment, wood splitters and shredders.

- Mandate the replacement of the above equipment with new, cleaner equipment.

- Institute a taxpayer-financed education program costing approximately \$1 million.

"It's critical that the industry deals effectively with these federal Clean Air Act directives here in the D.C. area," says AAN government affairs director Ben Bolusky. "Many metropolitan regions across the U.S. will need to deal with the ozone issue, and they'll look to see how the nation's capital has handled commercial landscape operations. We can't afford to have the excessive regulations proposed here



become a precedent for the rest of the country."

Some other organizations involved: AAN, ALCA, PLCAA, NAA and OPEL.

## Corrections

■ Readers: please note these corrections to articles and advertisements which appeared in our November issue:

● An advertisement for Dimension on pages 36-37 should not have been mailed to our New York and California readers, since it is not registered in those states. If you live in either of those states, please do not attempt to purchase or use the product.

● In the pie chart on page 26, soil composition for poorly drained soil should read: 45% minerals, 5% air, 45% water, 5% organic. Our apologies to Dr. Charles Darrah III, who authored the article, and to any readers inconvenienced.

● In the article on pages 14-15 about spreaders, **Turfco Manufacturing** was inadvertently omitted. Turfco's address and phone number are: 1655 101st Ave. NE, Blaine, MN 55434; (612) 785-1000. We apologize for the omission.

## GREEN INDUSTRY EVENTS

### JANUARY

**16-18: Empire State Tree Conference,** Holiday Inn, Suffern, N.Y. Phone: (518) 783-1322.

**17-18: Arkansas Turfgrass Conference & Trade Show,** Arkansas State Convention Center. Phone: Angie McSwain, (501) 663-8810.

**17-21: Golf Course Maintenance Short Course,** Columbus, Ohio. Phone: Barbara Bleotscher, (614) 292-7457.

**18-19: Louisiana Turfgrass Assn. Conference & Trade Show,** LSU, Baton Rouge. Phone: Dr. Tom Koske, (504) 388-2222.

**18-20: Mid-America Green Industry Convention,** Hilton Plaza Inn, Kansas City, Mo. Phone: Olivia Golden, (816) 765-7616.

**18-20: Michigan Turfgrass Conference,** Holiday Inn, Lansing, Mich. Phone: Kay Patrick, (517) 321-1660.

**19: Landscape Contractors, Turfgrass**

**Management and Grounds Maintenance Conference & Trade Show,** Columbia, S.C. Phone: (803) 656-2459.

**19: Professional Turf and Landscape Conference,** Westchester County (N.Y.) Center. Phone: (914) 636-2875.

**19-22: Tropical Plant Industry Exhibition (TPIE),** Ft. Lauderdale/Broward County Convention Center. Phone: FNGA, (407) 345-8137.

**19-20: California Assn. of Nurserymen Legislative Days,** Sacramento. Phone: Bob Falconer, (800) 748-6214.

**20-22: American Sod Producers Assn. Midwinter Conference,** Scottsdale, Ariz. Phone: ASPA, (708) 705-9898.

**20-22: Mid-America Horticultural Trade Show,** Chicago. Phone: (708) 526-2010.

**20-22: Idaho Horticultural Convention & Trade Show,** Boise. Phone: (800) 462-4769.

**20-22: Tropical Plant Industry Exhibition,** Ft. Lauderdale, Fla. Phone: TPIE, (407) 345-8137.

**21: Connecticut Tree Protective Assn. annual meeting,** Plantsville, Conn. Phone: *to page 60*

## EIGHT CUTTING EDGES FOR CLEANER, SHARPER TRIMMING

**Cross-Fire™ Premium Trimmer Line from Echo.**  
*The shape of things to come.*

Not your ordinary line, Cross-Fire's™ eight cutting edges shear rather than tear grass. That helps reduce the browning of grass tips for a more professional look. Cutting is easier and faster, too, even in long, thick grass.

Made from a specially designed premium copolymer, Cross-Fire™ has excellent flexibility and suppleness, plus exceptional split and tip wear resistance for longer life.

*Cross section of line shows the eight cutting surfaces that shear rather than tear grass.*

Also, the bright color is easy for the operator to see.

Choose the size you need from .065" to .130" in diameter, and lengths from 40' loops to 5 lb. spools.

This year, don't settle for the same old line.

For the Echo dealer near you, call 1-800-432-ECHO (3246). Or write: Echo Incorporated, 400 Oakwood Road, Lake Zurich, IL 60047.

**ECHO**  
Ask Any Pro!

*All Echo trimmers, brushcutters and replacement heads are equipped exclusively with Echo Cross-Fire line.*



## EVENTS from page 59

CTPA, (203) 257-8971.

**21-22: National Tropical Foliage Short Course**, Ft. Lauderdale, Fla. Phone: FNCA, (407) 345-8137.

**23-26: ALCA Executive Forum**, Waikoloa, Hawaii. Phone: Associated Landscape Contractors of America, (800) 395-2522.

**24-26: Iowa Turfgrass Conference and Trade Show**, Des Moines Convention Center. Phone: (515) 294-1439.

**24-27: Professional Horticulture Conference of Virginia**, Virginia Beach. Phone: Polly Carden, (804) 523-4734.

**25-Feb. 10: Short Course in Horticulture**, Los Angeles (Calif.) Arboretum, Sequoia Athletic Club (Buena Park, Calif.), Radisson Hotel (San Bernardino, Calif.). Phone: Roberta Bybee, (909) 387-2184.

**26: Iowa Sports Turf Managers Assn. Annual Meeting**, Des Moines Convention Center. Phone: Gary Peterson, (515) 791-0765.

**26: Poinsettia Seminar**, Orlando, Fla. Phone: FNCA, (407) 345-8137.

**26-28: Wyoming Groundskeepers and**

**Growers Assn. Conference & Trade Show**, Casper Events Center. Phone: Tammy Young, (307) 637-7060.

**28-29: Commercial Lawn Care Equipment Exhibition**, Jacksonville (Fla.) Agricultural Grounds. Phone: Professional Landscape Services Assn., (904) 778-9632.

**31-Feb. 1: Grounds Maintenance Seminar**, Las Palmas Hotel, Orlando, Fla. Phone: Floyd Perry, (800) 227-9381.

**31-Feb. 4: Turfgrass Ecology and Management Short Course**, Blacksburg, Va. Phone: (703) 231-5183.

**31-Feb. 7: International Golf Course Conference & Trade Show**, Dallas, Texas. Phone: GCSAA, (913) 832-4480. or (800) 472-7878.

## FEBRUARY

**3: Turf Management Seminar for Lawn Care Operators**, Holy Cross College, Worcester, Mass. Phone: Mary Owen, (508) 892-0382 or Karen Connelly, (508) 287-0127.

**3-6: AAN Management Clinic**, Louisville, Ky. Phone: American Association of Nurserymen, (202) 789-2900.

**6-8: Fertilizer Institute Annual Meeting**, J.W. Marriott, Washington, D.C. Phone: (202) 675-8250.

**8-11: Louisiana State University Turf School**, Baton Rouge, La. Phone: Dr. Dennis Shepard, (504) 388-2158.

**8-12: NAA Annual Meeting & Management Conference**, Waikoloa, Hawaii. Phone: National Arborist Association, (800) 733-2622.

**9-10: Garden State Nursery & Landscape Conference & Trade Show**, Garden State Exhibit Center, Somerset, N.J. Phone: (609) 291-7070.

**10: Estimating Management & Principles**, Hinds Community College, Raymond, Ala. Phone: Martha G. Hill, (601) 857-3290.

**10-11: Northern California Landscape Expo**, Santa Clara Convention Center. Phone: Ginger Nunes, (510) 490-6282.

**10-11: Ohio State Lawn Care Short Course**, Columbus. Phone: Barbara Bloetscher, (614) 292-7457.

**14-16: Pennsylvania Nurserymen and Allied Industries Conference**, Hershey, Pa. Phone: PNA, (717) 238-1673.

**ON PRICING...**The Associated Landscape Contractors of America has released "Pricing," a how-to primer that walks landscapers through each of the elements of pricing what you sell. Included: valid pricing methods including markup of direct costs; putting together an estimating system; and making a proposal that sells. Author is Frank Ross of Ross-Payne Associates, Barrington, Ill. Cost is \$30 for ALCA members, \$50 for non-members. To order, phone (800) 395-2522 or (703) 620-6363.

**SPORTS TURF GUIDE...**A new Sports Turf Maintenance Guide featuring tips from noted Kansas City groundskeepers George and Chip Toma is available free from PBI/Gordon Corp. The 32-page booklet outlines specifications and suggestions for mowing, watering, fertilizing, weed/insect/disease control; seeding; sodding; thatch management; and clippings management. To order, write PBI/Gordon at P.O. Box 4090, Kansas City, MO 64101.

**GOLF COURSE ANSWERS...**RGF Environmental Systems is offering a free booklet titled "101 Environmental Questions and Answers for Golf Courses." The booklet is written in laymen's terms with car-

## INFO CENTER

Useful literature and videos for LM readers

toon-type illustrations to help the superintendent's knowledge of recent environmental concerns: equipment cleaning, mixing and loading, pesticides, storm water, odor control and pond algae control. To order, write RGF Environmental Systems, 3875 Fiscal Court, West Palm Beach, FL 33404 or phone (800) 842-7771 or (407) 848-1826.

**VARGAS REVISITED...**Completely revised and updated, "Management of Turfgrass Diseases Second Edition" by Dr. Joe Vargas Jr. of Michigan State University, costs \$59.95. The book uses more than 70 full-color photos and more than 100 black-and-white photos. Mail your order to Lewis Publishers, P.O. Box 519, Chelsea, MI 48118 or phone (800) 272-7737.

**PROTECTIVE CLOTHING...**A new four-page, four-color brochure from DuraFab

describes how some clothing can contribute to worker productivity by protecting workers while reducing the possibility of heat stress. For a copy of the free brochure, contact Dura-Fab at P.O. Box 658, Cleburne, TX 76033; (800) 255-6401.

**ON SOIL...**"Organic Soil Amendments and Fertilizers," a 40-page booklet, is available for \$5. The booklet doubles as a handbook and reference, with useful information about the management and availability of organic materials in California. Materials are listed alphabetically in the index, and a glossary defines some of the important terms. Ask for Publication 21505. Make checks to UC Regents. Contact: Fresno County Cooperative Extension, 1720 S. Maple Ave., Fresno, CA 93702; (209) 488-3285.

**IPM PROGRAMS...**For suggestions on controlling turfgrass pests, get "Developing and Integrated Turfgrass Pest Management Program," authored by Dr. Peter Landschoot, assistant professor of turfgrass science. The free publication is available through the Publications Distribution Center, College of Ag Sciences, 112 Ag Administration Bldg., University Park, PA 16802; (814) 865-6713.