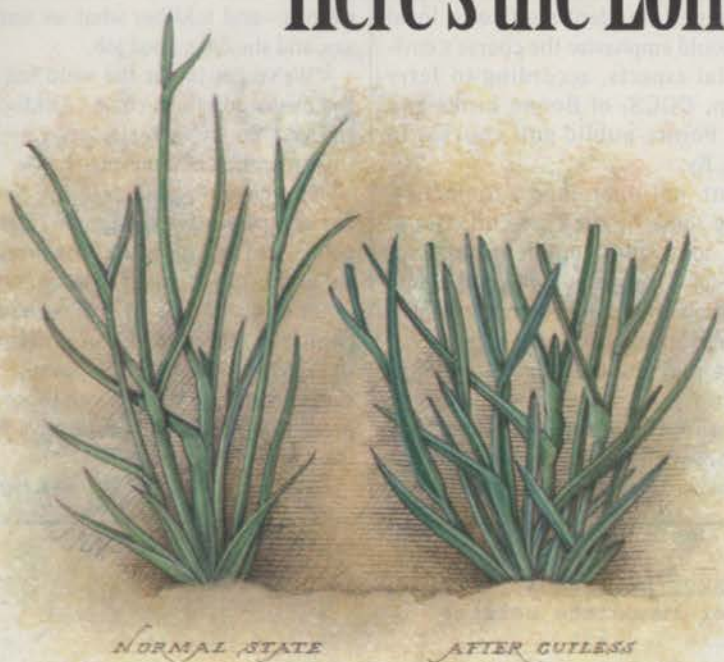


How good is LESCO's Cutless? Here's the Long and Short of it.



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All growth regulators are designed to do one thing: grow turf that is shorter, denser and greener. Not only does this shorter turf look better, it requires less mowing and fewer clippings. The problem, however, is that most products accomplish this task by suppressing the plant's rate of development, creating a weaker and inferior structure.

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For the complete story of Cutless, or to place an order, contact a LESCO Sales Representative or call **1-800-321-5325**.



LESCO™

Grow With Us.

continued from page 30

"We've asked membership to use the seed mixes on tees or fairways if there's no divot to replace," says Iceman. "The tee box seed mix was an idea we weren't sure was going to work. A lot of times (golfers) think that's what the employees are hired to do."

Riders, of course, are asked to cross at 90-degree angles. Another simple axiom: if you don't have to cross the fairway, don't. Stay near the edge.

Shady Hollow is a private course with



Seed mix is hard to miss, but players often think their divots won't hurt.

325 members. In June, it played host to the Ohio Amateur tournament.

Iceman, a progressive superintendent, recently added ornamental grasses along the approach to some holes.

"I didn't think I was going to be a big fan of ornamental grasses," he says. "Then I heard Bill Hendricks from Klein Nurseries speak at an Ohio Turf Foundation meeting one year. In certain places they do have their uses. They're becoming popular in home landscapes, why not see them in golf course landscapes?"

The choice of machinery used around the course has also changed from time to time in Iceman's 10-year stay there. Lightweight riding units are used more often, and greens are mowed with walk-behind mowers to reduce compaction.

Iceman changes control products often, a lesson he learned from Joe Vargas at Michigan State.

—Terry McIver

Press releases should emphasize environment

■ Any press releases sent from the golf course superintendent's office to local media should emphasize the course's environmental aspects, according to Jerry Coldiron, CGCS, of Boone Links and Lassing Pointe public golf courses in Florence, Ky.

Recent national media reports—including those by the *New York Times*, CBS-TV, and radio commentator Paul Harvey—have castigated golf courses and the materials they use as being detrimental to health and nature.

"We're real proud of the communication job we do here," notes Boone Links/Lassing Pointe superintendent Jerry Coldiron. "We hired someone who has done some writing for us—Andrea Conroy,

a local writer with Rivertown Communications—and told her what we wanted to say, and she did a good job.

"We've got to get the word out before the media questions come," Coldiron continues. "So we've really been pounding this environmental message home."

The courses also feature Audubon Society/native area signage at 15 strategic points, and "no-spray" buffer zones around the entire 150-acre golf complex.

Though details of the course itself (which appeared in the original release) have been omitted, the sample below shows how press releases can be worded in order to be received in a positive light by the community.

—Jerry Roche

PRESS RELEASE

For immediate release

June 3, 1994

For further information, contact:

Jerry Coldiron, superintendent, phone no.

Jeff Kruepleman, golf pro, phone no.

Lassing Pointe, Boone County's second public golf course, celebrated its Grand Opening on May 18. The course, nominated as one of the top municipal courses in America, is located in Union, Ky.

Designed by Michael J. Hurdzan Golf Course Design in Columbus, Ohio, Lassing Pointe...was created on 160 rolling, wooded acres in central Boone County. Says golf superintendent Jerry Coldiron, "This is a beautiful piece of property and all involved remained committed to keeping it environmentally sound in every way. In addition to adding a much-needed course for our growing population, we have created a greenspace and nature preserve in a part of the county which is undergoing substantial development."

A 15-acre parcel of mature forest, commonly called Lassing Woods, remains nearly untouched and borders on holes 10, 12 and 13.

Boone County Golf Course and Hurdzan Design worked with the Audubon Society, the Department of Natural Resources, the EPA and the U.S. Army Corps of Engineers to ensure as little disturbance to the wildlife as possible and to minimize use of pesticides and fertilizers.

Says project manager David Whelchel of Hurdzan: "Land that is well-maintained needs a minimum of pest and weed control since healthy turf is less prone to disease and weed infestation. Boone County's golf courses receive excellent care and should need little chemical treatment."

LAWN CARE INDUSTRY

A change in priorities

■ Just barely into his 30s, Tim Doppel admits it's time to slow down. It's not that he can't keep up any more. He's just refocusing his efforts, he maintains.

That's because Tim and his wife, Alice, are busy with their three children—ages 10, 8 and 4. Second comes the business: Atwood LawnCare, Sterling Heights, Mich.

Then—and this is a switch from just a few years ago—Doppel says he'll help out with any industry affairs that he can. But, he's definitely casting a sharper eye to the time he can devote to industry affairs.

In 1984 Doppel, then just two years out of Michigan State University, bought Atwood LawnCare. Since then, in addition to starting a family and running the business, Doppel served on the board of the Professional Lawn Care Association of America (PLCAA), participated in the Michigan Turfgrass Foundation, and was the managing director of the Lawn Sprayers Association of Michigan. He also keeps close ties with MSU and is a frequent, and entertaining, speaker at the Michigan Turfgrass Conference in Lansing each January.

"Now I'm doing Cub Scouts, and baseball and all those kinds of things," he laughs. That, and running Atwood, keeps Doppel on his toes.

"The lawn care business around here is incredibly competitive. The last time I looked, metro Detroit had close to 500 licensed lawn care applicators. It's beyond being a real challenge now."

Tim started with Atwood LawnCare several years before he bought it from its founder who had decided to move to warmer climes. A student at MSU, Doppel worked weekends each fall and spring and

'The days of easy lawn care are over,' claims this suburban Detroit LCO, but geographical considerations help keep his company thriving.



Manager Scott Brunais, left, and President Tim Doppel, Atwood Lawncare, Sterling Heights, Mich.

full time in the summer. Atwood LawnCare had been started in 1970 and was named after a resort lake in Ohio, and because it would appear near the beginning of the listings in the Yellow Pages. Nobody by the name of Atwood ever worked at the company, says Tim. "When somebody calls up and asks for Mr. Atwood, I know it's either a sales person or

an irate customer."

Atwood's headquarters are about a 35-minute drive northeast of downtown Detroit. It carries 15 employees through spring and 10 to 12 in the summer and fall.

The company offers a full range of lawn care services, excluding mowing, and tree/shrub fertilization to a 30-mile radius of customers, mostly in the northern and

eastern Detroit suburbs. It does little work within the city itself. "Detroiters seem to prefer to buy from Detroiters," he says.

"I prefer to get tighter in the areas that we're already in rather than expanding geographically. We've been sticking to that strategy and it seems to be working for us," he says. The acquisition of a smaller company helped to make last season, 1993, strong, he adds. "It helped fill in some areas where we were relatively weak. And we were able to up sell some of these customers areation and tree service, too."

Doppel admits that national companies like TruGreen/ChemLawn and Barefoot maintain a strong presence in the Detroit market.

"I don't worry about them because they're always going to be there. We can sell well against them," says Tim. "The companies that are about my size are the ones we have to watch. There are about six of them within

about a five-mile radius of here," he says. When you add the large but unknown number of tiny unlicensed lawn applicators, the pressure to keep prices low is intense.

"I guess they figure that as long as they've got \$20 in their pocket they're making money," adds Doppel. "They don't
continued on page 34

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RD-47080 2/94

Circle No. 101 on Reader Inquiry Card

10 most common LCO violations of EPA's rules and regulations

■ Politics—not science—drive pesticide use regulations.

"Estimating risk is a proper scientific task, but scientists don't write laws," Jim Lorah believes. "The guy who writes the law listens to the public, and the public perceives pesticides as dangerous and poorly evaluated."

Lorah, compliance monitoring coordinator for the U.S. Environmental Protection Agency (EPA), Philadelphia region, spoke at last fall's PLCAA Conference in Baltimore.

"When emotion dominates, perception becomes flawed. Flawed or not, it can't be ignored," stressed Lorah. He assured the 50 LCOs in the room that each of them "has been scrutinized by somebody" in the past year or two, probably by a state inspector. Here are the 10 most common problems examiners find during an inspection, he indicated:

- 1) Invalid business or applicator license—expired, wrong category, not valid in that state.
- 2) Label violation. Didn't look at label recently. Following directions on specimen label, not container label.
- 3) Improper mixing.
- 4) Didn't survey site prior to pesticide application.
- 5) No preparation for "worst case" occurrence. Applicator has a spill and leaves the site.
- 6) Drift complaints, usually due to hurried applications.

DOPPEL from page 33

complying with the laws. They may only do a couple hundred accounts and the chances of the ag department finding them are almost zero," he adds.

Doppel, a Detroit-area native, doesn't foresee any major changes in the Detroit market soon, just ever-increasing competition. Atwood is responding by strengthening its winter and early spring telemarketing.

"People accept telemarketing. They expect it. But I'm not comfortable with calling up and saying, 'Hi, this is Atwood LawnCare. We want to do your lawn for 29 bucks.' That's not the way I want to be treated in my house," says Doppel. "I don't like those kinds of calls. Instead we offer to give estimates. If we can get out there and talk face-to-face with a homeowner, we've got a good chance of helping that homeowner and making that sale."

Although Doppel says he won't be able to be as deeply involved in industry or association affairs while his family is growing, he insists he will remain active in both national and local groups.

"I guess it's like a two-way street," says Doppel. "You give and you get back. I've learned a bunch from being on PLCAA or with MTF. I can point to half a dozen things that are different in my business because of experiences I've had on these boards."

"The days of easy lawn care are over."

—Ron Hall

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ND-47082 2/94

Circle No. 101 on Reader Inquiry Card

Study shows that pesticides provide more than weed, disease control

■ A recent study shows that some fungicides have the ability to "jump start" the development of turfgrass rooting systems during the first few weeks after planting.

The study, conducted at Iowa State University by research associate Roger Roe and Dr. Nick Christians, examined the rooting of Kentucky bluegrass and how selected products aided root systems.

Rooting measurements were recorded at two, four and six weeks following the application. A hydraulic lifting device was used, along with a pressure gauge, to calculate root strength and knitting.

Results of the test follow. Higher pulling pressures indicate an increased root strength:

PULLING PRESSURES NEEDED TO PULL SOD FRAMES FROM KENTUCKY BLUEGRASS PLOTS

TREATMENT	RATE lb. ai/a	2 WKS.	4WKS.	6 WKS.
Pulling pressure, lbs.				
Control	4	487	588	660
Ronstar 2G	4	502	712	625
Pendimethalin 2G	3	518	625	618
Dimension 0.1G	1	347	545	553
Barricade 65DG	0.65	577	563	620
Surflan 1G	2	167	227	292
Banner	2	537	763	812
LSD		118	186	115

- 7) Records incomplete or partially done.
- 8) Spray tank not cleaned properly. Applicator doesn't know tank's use history.
- 9) Applicator makes improper product safety claims.
- 10) Failure to use personal protective equipment as specified in product label.

Lorah said that inspectors want to help LCOs remain in compliance with regulations, but they have to respond to all callers and complaints.

Among the things that LCOs should realize about inspectors, said Lorah:

- ✓ They have lots of bosses.
- ✓ Everybody complains about them.
- ✓ Activists say they're on industry's side.
- ✓ Industry says they're on the activists' side.
- ✓ They dislike confrontations as much as anybody.

"Basically, their job is to examine if you are in compliance," said Lorah. But, before an inspector examines an LCO's operation, that inspector must issue a "notice of inspection."

His advice to anyone facing an inspection: be truthful, and don't be afraid to ask for the inspector's advice on pesticide use concerns. "Contact the inspector for help *before* he shows up to do an inspection."

—Ron Hall

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JOB TALK

Clay soils intensify disease pressure

■ Radnor Valley Country Club superintendent Tom Dale is battling back.

Architects Bill and David Dordon specified on-site soil for the Philadelphia-area course's greens in 1967, when they were built. That meant clay.

"When my greens get wet, they stay wet," Dale adds. "And if you get hot sun on wet greens, they cook. You cry a lot when that happens."

At least eight times each year, Dale uses a Toro Hydroject to get air movement into the root system. Once the water injected into the soil evaporates, air pockets remain in the rootzone to facilitate drainage. Dale begins hydro-aeration in April and repeats it once a month through November.

In addition, he aerates greens four times per year and verticuts each spring and fall. A mixture of bentgrass and *Poa annua*, his greens allow a percolation rate of only 0.2 inches per hour—far short of the USGA's recommendation of 3 inches per hour.

"Two summers ago, we had 50 days of 90+-degree heat," Dale notes. "I had to close six greens due to black layer and wet wilt. But overall, my worst disease problems on greens are pythium and brown patch."

Dale has also cleared out areas surrounding many of his greens to allow more air movement.

But with the heavy clay soils, brown patch could conceivably

hit overnight. During the hot, humid Philadelphia summers, a thunderstorm will bring it on within hours.

Dale uses Agri-Diagnostic test kits to determine where brown patch will strike. During conditions highly conducive to disease, he samples areas he knows to be susceptible, slicing tissue almost to the crown. He takes the samples to his office and squeezes the juice from them, then applies the simple test. He gets results in 10 minutes.

Dale takes no chances with brown patch. Even at moderate levels, it creates sizable areas of sparse turf on his greens. For years, any chemical he used for brown patch lasted only a week or less before he began seeing symptoms again. But in 1989, he began using new Prostar fungicide under an Experimental Use Permit.

The product, a benzamide fungicide registered in 1993, can be used in rotation with demethylase inhibitor (DMI) products. Though it works most effective as a preventive treatment, Dale says Prostar also offers dependable results when applied as a curative.

"Nothing I used ever actually controlled brown patch until Prostar," says Dale. "It really lasts 21 days. It's a good feeling knowing I don't have to worry about brown patch for long stretches of the summer."

Dale, however, doesn't spray pesticides "unless it's absolutely necessary."

"I've been here for 19 years, so I know my turf pretty well. I know every spot and can gauge when and where diseases might hit.

"Superintendents are all trying to be environmentally conscious now. Most of the pesticides we use don't move around in

the soil. They do what they are supposed to do and stay on the plant. In fact, we've eliminated spraying herbicides in our roughs every year, going to every other year instead."

Though Radnor Valley's fairways—a mixture of bentgrass, *Poa annua* and ryegrass—fare better in hot weather than the greens, Dale tries to get better drainage there, as well:

- He caught and rerouted

some of the underground streams emptying onto several of the fairways.

- He also added more drainage to supplement the existing corrugated pipe system.

Dale, however, doesn't have all the answers.

"Intense summer conditions are the worst for me," he adds. "If you keep the place wet, you get cooked grass. If you keep it dry, it wilts. It's difficult to keep that happy medium when the weather stays hot for extended periods.

"We compromise by syringing every day to keep it just moist. Even so, the heat stress sometimes gets ahead of you. But as long as the members stay happy, I'm happy."



Tom Dale uses water injection once a month on clay-based greens. Drainage modifications have helped him prevent turf disease.

HOT TOPICS

No peace in the green industry?

...Not until its image improves, says Dr. James Watson.

COLUMBUS, Ohio—A millenium is “any period of great happiness or peace,” says one of its definitions. It’s also defined as a 1,000-year period.

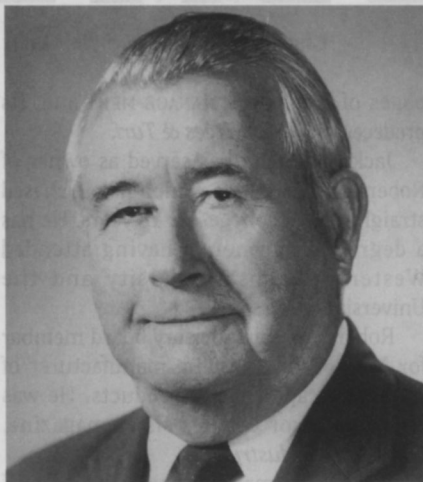
The year 2000 brings a new millenium but, Dr. James Watson says, the green industry can’t count on unbridled happiness or peace, not at least until it can bolster its image to the public.

“Many of the same concerns we have today will still be with us in the year 2000,” Watson said in a keynote speech at the Ohio Turfgrass Conference this past December. Watson is a former employee of Toro Inc. who has been, for four decades, one of the industry’s most respected spokesmen.

Among the concerns he cited:

1) The green industry will have to defend its use of scarce water resources. “Turfgrass is a valuable resource and it serves too many beneficial purposes to be ignored,” said Watson.

2) The green industry will have to prove that it doesn’t pollute either surface or underground water. “Turfgrass is second only to a forest in its ability to purify



Watson: Green industry must gain public’s respect.

and filter our waters,” claimed Watson.

3) Claims that turfed and landscaped areas drive away animals and birds. This often isn’t true, claimed Watson. “Many of our natural sites are enhanced aesthetically and are improved for recreational purposes when they are landscaped.”

Trends likely to continue into the next century include, according to Watson:

- Continued improvement of turfgrasses by plant breeders.
- Extension of the use of some warm-

season grasses northward, and some cool-season grasses south.

● Continued growth of the use of organic-based fertilizers.

● Bio-engineered grasses, not by the year 2000 but “more likely by 2010 or 2020,” said Watson.

● Reduced chemical pest controls. “Certainly we should anticipate that the use of chemicals—and in that group I would include soluble fertilizers and pesticides—will gradually decline on turfgrass sites,” he added. “They will not be discontinued, but the amount and frequency will be reduced.”

The biggest challenge facing the green industry as it approaches the 21st century, however, involves gaining the public’s respect, claimed Watson.

“Our publicity and public relations campaigns aren’t the best. They don’t do the job that they should,” he said. “Why, for example, are the experts in the green industry not recognized, not perceived as authorities and often get over-ridden on decisions involving turfgrass?”

“We must not let our future be decided by political entities, by environmental extremists, or anyone not familiar with the green industry. They must not dictate our future.”

—Ron Hall

LM names six to new edit panel

CLEVELAND—Two golf course superintendents, two landscapers, a lawn care businessman and an athletic field manager comprise the second LANDSCAPE MANAGEMENT Editorial Advisory Panel, named this month by editor-in-chief Jerry Roche.

They will serve an 18-month term, through December, 1995.

“These six professionals were chosen for their commitment to the green industry, their experience, and their occupational and geographic diversity,” says Roche.

“We are proud to have them affiliated with the magazine.”

Joe Alonzi is golf course superintendent at Westchester Country Club in Rye, N.Y., where the Buick Open was held last month.

Alonzi has been a superintendent for 20 years, the last three at Westchester. He is a 1972 graduate of Rutgers University who is current president of the Metropolitan (New York) Golf Course Superintendents Association. He is a Certified Golf Course Superintendent and a member of the Golf Course Superintendents Association of America (GCSAA).

Rod Bailey is president of Evergreen

Services Corp., Bellevue, Wash. He is a past president of the Associated Landscape Contractors of America (ALCA) and the Association of Landscape Professionals.

Bailey has been with Evergreen since 1971. In 1982, he won the Outstanding Service Award from the Pacific Coast Nurserymen’s Association and in 1991 was named *Landscape & Irrigation* magazine’s “Man of the Year.” He obtained the title of “Certified Landscape Professional” from ALCA earlier this year.

Alan Culver, like Alonzi, is a Certified Golf Course Superintendent and a member of the GCSAA. He has been superintendent at Mahoney Golf Course, Lincoln, Neb., since construction began in 1975.

Culver is past president of the Nebraska



Rod Bailey

Golf Course Superintendents Association, and serves as secretary/treasurer. He is a 1974 grad of the University of Nebraska.

Charlie Racusin is president and chief executive officer of Environmental Landscape Services, Houston, Tex., a post he has held for 23 years. He is a graduate of the University of Texas, where he obtained a bachelor's degree in business administration. In addition, Racusin is a member of the Professional Grounds Management Society.

Like most of the other Editorial Advisory Panels, Racusin has been featured on the



Alan Culver

pages of *LANDSCAPE MANAGEMENT* and, its predecessor, *Weeds Trees & Turf*.

Jack Robertson has served as owner of Robertson Lawn Care, which he purchased straight out of college, for 18 years. He has a degree in agronomy, having attended Western Illinois University and the University of Missouri.

Robertson is an advisory board member for Miles, Inc., a leading manufacturer of lawn/landscape control products. He was also an advisor to LM's sister magazine, *Lawn Care Industry*.

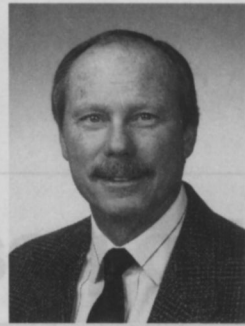
Steve Wightman has been stadium turf



Charlie Racusin



Jack Robertson



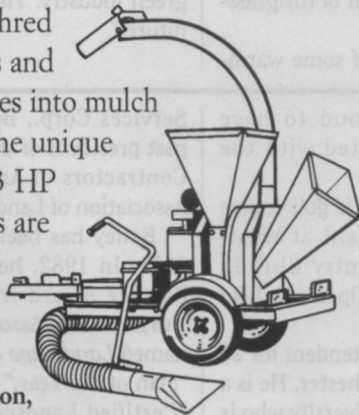
Steve Wightman

manager for Jack Murphy Stadium in San Diego for almost six years. Prior to that, he was field manager at Denver's Mile High Stadium.

The 1971 graduate of the University of Northern Colorado owns many distinctions, among them: 1984 winner of the Harry Gill Memorial Award from the Sports Turf Managers Association (STMA); 1988 Distinguished Service Award from the Rocky Mountain Regional Turfgrass Association; and Edwin J. Hunter Lifetime Achievement Award from Hunter Industries, a maker of turf irrigation equipment. The former STMA president is also a turf technician for World Cup Soccer.

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Louisville Expo to feature seminars and Miss Sweden

LOUISVILLE, Ky.—A special seminar section for commercial end-users will be held at this year's International Lawn, Garden & Power Equipment Expo, July 24-26.

Jim Huston of Smith Huston will speak on "It's More Than Mowing" and "Bidding to Build a Successful Business." There will also be a free international seminar titled "Global 2000: Doing Business Internationally Now and in the Future."

Some of the new product introductions and special events already planned:

American Lawn Mower celebrates its 100th anniversary by introducing a wide-cutting model.

AmeriQuip has a new utility trailer and trailer-mounted aerial lifts.

Ardisam has a new battery-powered riding lawn mower that attendees can test-drive.

Billy Goat Industries is celebrating its 25th anniversary.

Blue Sky Engineering has Mulch-X, plus new kits for Lawnboy and electric mowers.

Cherryott Trailers will display its new Wacker Stacker, Klipper Slipper, Thump-Thing and What-A-Gate.

Easy Lawn will introduce a new design for its 600-gallon hydroseeding unit.

Exmark will unveil the Metro, a high-performance, double-belt walk-behind mower in four deck sizes.

Generac will show new pressure washers, air compressors and welders.

Hamblen Blade will introduce a lawn mower blade that sharpens itself while it revolves.

Hamelin Industries has new Load Rated Wheels, non-pneumatic wheels that don't go flat.

HCC will display a new compact tractor/loader/backhoe and a towable backhoe.

Husqvarna has seven new professional

quality Swedish trimmers, and—in person—Miss Sweden.

Innovative Devices will introduce the world's first counter-rotating, hand-held tiller and cultivator.

F.D. Kees will display the Kees Hydro Mowers.

Kohler is introducing a new Command 25 hp vertical shaft engine.

MacKissic will unveil several new products.

Maxim Mfg. has a new 42-inch zero-turn radius commercial mower.

Meter-Man's Distance Measuring Wheel has an all-new counter and handle.

Millcreek Mfg. has new economy aerators.

NAPA's exhibit features a square trimmer line, spin-on oil filter and more.

Palmor Products will have a new leaf trailer in the outdoor demo area.

Parker Sweeper will highlight a new chipper/shredder/vacuum.

The Patriot Company has an electric chipper/shredder/vac.

Ravens Utility Trailers will display a new concept in trailer brakes: hydraulic disc brakes.

Swisher Mower & Machine will introduce an innovative new product that it's not letting out of the bag yet.

V.M. Industries (Turftek) will display a new Tow-eze Car Dolly.

Walker Mfg. has a new model tractor.

Many, many more events are scheduled during the three-day confab.

Pre-registration for Expo '94 is free; on-site registration is \$20. To register, write Expo '94, 6100 Dutchman's Lane, 6th Floor, Louisville, KY 40205; or phone (800) 558-8767. Within Kentucky or outside the U.S., call (502) 473-1992. For your convenience, Expo '94's fax number is (502) 473-1999.

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Guide to Ornamentals
Using Safety Equipment
Turfseed Availability Report

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President's Clinton's health plan...won't work. The competition in his plan is a fallacy.

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Bill Caras
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Missoula, Mont.

In our industry, many nurseries, irrigation supply houses and other companies have gone out of business because landscape contractors...were not spared from the economic downturn.

Our goal is "Stay alive until '95."

There's no doubt that business will eventually turn around. The contractor who pays close attention to cash flow and wise business practices will endure the lean times and be around for the up-turn in business—hopefully, with far less competition than before.

Michael R. Selden
Reliable Landscape
Tarzana, Calif.

Experience has been defined as "something you don't get until just after you needed it."

The key is looking ahead and being prepared. And the true test of your preparedness is not what you know how to do, but what you do when you don't know what to do.

Gary Thornton
Thornton Landscape
Maineville, Ohio

Often, the superintendent's position is not recognized until something goes wrong. Good greens, fairways and tees are taken for granted in many cases.

We must do more to [tell] our employers what we do day-in and day-out, and the problems we encounter. We should be proud of what we accomplish and not be afraid to let our clubs know the importance of our position.

William Shirley
Idle Hour Club
Macon, Ga.

The next time one of your subordinates screws something up because of a decision they made on their own, just think about all the times you did the same thing yourself and learned by your own mistakes.

Your company will grow beyond your wildest dreams and imaginations. And the "hiccups" along the way will look like little errors when compared to the success of the overall picture.

Peter Berghuis
California Landscaping
Cupertino, Calif.

INFO CENTER

Selected books and videos for the industry

CLIMB TREES SAFELY...The National Arborist Association sells a video that covers the essentials to safe tree work. *Ropes, Knots & Tree Climbing* contains essential information on the ropes, snaps, carabiners and saddles used, and climbing techniques used for ascending into and working in trees. Cost is \$60 for members, \$90 for non-members. Contact the NAA at P.O. Box 1094, Amherst, NH 03031-1094; (603)673-3311.

ESTIMATING GUIDE...*Estimating for Landscape & Irrigation Contractors* by James Huston contains more than 100 diagrams and illustrations, and covers the process of pricing maintenance construction and service projects. Huston explains the five most common methods used in the market today to price jobs, and other budget and cost related calculations. Contact: Smith Huston, Inc., at P.O. Box 6837, Orange, CA 92613-6837; (714) 630-1289.

BUILD A GAZEBO...The *Gazebo Builders Handbook* covers structures of five, six or eight equal sides. The handbook includes a rafter table. Cost is \$15, from ORCO, P.O. Box 275, Old Bridge, NJ 08857.

GREEN INDUSTRY EVENTS

JULY

14-16: Mid-Atlantic Nurserymen's Trade Show, Baltimore Convention Center. Phone: Carville Akehurst at MANTS headquarters, (410) 256-6474.

19: Midwest Chapter STMA meeting, Kishwaukee College, Malta, Ill. Phone: (708) 439-4727.

19-21: Midwest Grounds Management Conference, Illinois State University. Phone: Chuck Scott, (309) 438-2032.

21: Southern Illinois Nurseryman's Association Field Day at Lee's Trees. Mount Vernon, Ill. Phone: Lee's Trees, (618) 244-4260.

21-23, 25-27: Penn State Landscape Design Short Courses, Sheraton Inn, Pittsburgh-North, Warrendale, Pa. Phone: Michael Masiuk, (412) 392-8540.

24-26: Outdoor Power Equipment Institute's Lawn, Garden & Power Equipment Expo, Kentucky Exposition Center, Louisville. Phone: Seller's Expositions, (502) 473-1992.

27: Iowa Turfgrass Field Day, Hort Research Station, north of Ames, Iowa. Phone: Lori, (515) 294-1439.

27-29: American Sod Producer's Association Summer Convention and Field Day, Newport (R.I.) Islander Doubletree Hotel. Phone: Tom Ford, ASPA, (708) 705-9898.

28-29: Landscape Contractors Association of Maryland, D.C. and Virginia Summer Conference, Holiday Inn Crowne Plaza, Rockville, Md. Phone: Sue Stott, (301) 948-0810.

31-Aug. 6: Perennial Plant Association, educational seminars and tours, Adams Mark Hotel, Philadelphia, Pa. Phone: (614) 771-8431.

27: University of Massachusetts Cooperative Extension System Landscape and Nursery IPM Workshop. Write: IPM Workshops, UMass Cooperative Extension System, French Hall, Amherst, MA 01003.

AUGUST

3-4: Minnesota Parks Supervisors Association Grounds & Facility Expo, Resurrection Cemetery, Mendota Heights, Minn. Phone: (612) 681-4300.

10: New England Athletic Turf Management Field Day, Holy Cross College, Worcester, Mass. Phone: Mary Owen: (508) 892-0382.

10: Texas A&M Turfgrass Field Day, Research and Extension Center, Dallas. Phone: (214) 231-5362.

10-11: Penn State Turfgrass Field Days. Phone: George Hamilton, (814) 865-3007 or Christine E. King, (814) 355-8010.

12: Southern California STMA Night, Dodger Stadium. Phone: (714) 578-0215.

14-17: International Society of Arboriculture Annual Conference and Trade Show, Halifax, Nova Scotia. Phone: ISA, (217) 355-9411.