

From Tee-2-Green

Penn Pals Profile:

A portfolio of creeping bentgrasses perfect for your plans... from the world's foremost marketer

Scientific name:	Growth habit:	Shade tolerance:	Heat tolerance:	Cold tolerance:	Traffic and wear tolerance:	Seeding rate, greens:	Seeding rate, fairways:
<i>Agrostis stolonifera</i>	Spread by aggressive stolons	Fair	Good	Excellent	Very good	1 to 1 1/2 lbs. per 1000 sq. ft.	Up to 50 lbs. per acre

Penncross

For tees and greens

The standard for creeping bentgrasses since 1955 and still the most specified bentgrass for golf courses. Recovers quickly from injury and divots. Good heat and wear tolerance. First choice of golf course architects and superintendents.

A few fine courses with Penncross greens:

- PGA West Stadium Course
- The Vintage Club
- Troon North Golf Club
- Wolf Run Golf Club
- Eagle Crest Golf Course
- Kananaskis Country Golf course



Penneagle

For fairways

The top performing fairway bentgrass. Germinates quickly. Upright, dense growth habit helps crowd out poa annua. Salt tolerant.

A few courses with Penneagle fairways:

- Oakmont Country Club
- Butler National Golf Club
- Pumpkin Ridge Golf Club
- The Merit Club
- Inverness Club (Toledo)
- DesMoines Country Club



PennLinks

For new greens, green renovation and overseeding

The new standard for putting greens. Upright, dense growth for true putting. Fine texture and heat tolerant.

A few fine courses with PennLinks greens:

- Wilmington Country Club
- Inverness Club (Toledo)
- SandPines Resort
- Prairie Dunes Golf Club
- Baltimore Country Club
- Wild Wing Plantation



PennWay Blend

For fairways and winter overseeding greens

Economical fairway and winter overseeding blend of Penncross, Penneagle and 50% quality creeping bentgrass. Certified PennWay contains Penncross, PennLinks and 70% Penneagle for genetically diversity meeting certification standards.

A few courses featuring PennWay:

- Wakonda Club
- Carlton Oaks Country Club
- Riverwood Golf Club (winter overseeded greens)



PennTrio Blend

For tees, fairways, greens, and winter overseeding

Certified creeping bentgrass blend with 1/3 each Penncross, Penneagle and PennLinks. All the attributes of a blend with ready-to-seed convenience.

The increasingly popular blend for all around the course, from the world leader and foremost marketer of creeping bentgrasses.



For more information, call or fax: Tee-2-Green Corp., 1-800-547-0255 / FAX 503-651-2351

LANDSCAPE MANAGEMENT

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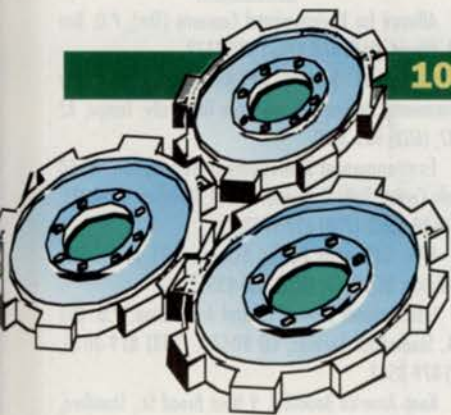
2 DESK COMPANION

A complete guide to the professionals you might have to contact for business purposes during the next 12 months, as well as key contacts at land grant universities across the country.



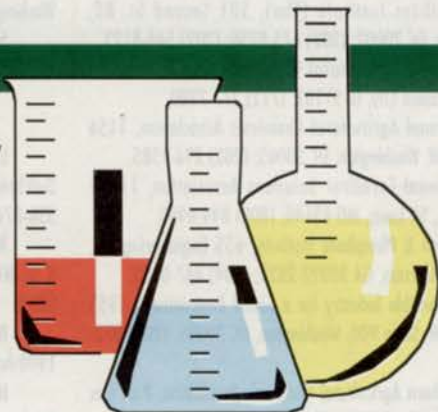
10 1995 BUYER'S GUIDE

- 10 Equipment
- 28 Control Products
- 42 Dealers/distributors
- 52 Company addresses



DEPARTMENTS

- 1-L Lawn Care Industry
- 1-G Golf 'Scaping
- 77 Market Showcase
- 79 Classified
- 80 Ad Index



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Desk Companion

Directory of Green Industry Organizations

(Phone numbers followed by facsimile numbers, where applicable)

AGRONOMY

American Society of Agronomy, 677 S. Segoe Rd., Madison, WI 53711; (608) 273-8080.

Crop Science Society of America, 677 S. Segoe Rd., Madison, WI 53711; (608) 273-8080.

Soil Conservation Society of America, 7515 N.E. Ankeny Rd., Ankeny, IA 50021; (515) 289-2331.

Soil Science Society of America, 677 S. Segoe Rd., Madison, WI 53711; (608) 273-8080.

ATHLETIC TURF

American Society of Testing Materials, F-8 Committee, 1916 Race St., Philadelphia, PA 19103; (215) 299-5400.

American Sports Underwriters, 600 Unicorn Park Dr., Woburn, MA 01801; (617) 938-6300.

Athletic Turf Association, Inc., P.O. Box 1114, Hurst, TX 76053; (817) 282-4965.

National Institute on Park and Grounds Management, P.O. Box 1936, Appleton, WI 54913; (414) 733-2301.

Sports Turf Association (Canada), 82 Rodney Blvd., Guelph Ontario N1G 2H3; (519) 763-9431.

Sports Turf Managers Association, 401 N. Michigan Ave., Chicago, IL 60611; (312) 644-6610; (312) 321-6869.

Sports Turf Research Institute, Bingley, West Yorkshire, ENGLAND BD16 1AU.

AQUATICS

Center for Aquatic Weed Control, University of Florida, 7922 Northwest 71st St., Gainesville, FL 32653; (904) 392-9613.

Midwest Aquatic Plant Management Association, c/o Roy LeFevre, Dow Gardens, 1018 W. Main St., Midland, MI 48640; (517) 631-2677.

USDA Aquatic Weed Laboratory, University of California, Davis, CA 95616; (916) 752-0631.

National Water Features Association, P.O. Box

585703, Orlando, FL 32858; (407) 849-4312.

BOTANY

American Society of Plant Physiologists, 15501-A Monona Dr., Rockville, MD 20855; (301) 251-0560.

U.S. Botanic Garden Conservatory, 1st St. & Maryland Ave. SW, Washington, D.C. 20024; (202) 225-8333.

International Plant Propagators Society—Western Region, 743 Linda Ave. NE, Salem, OR 97303; (503) 393-2934.

CHEMICALS/FERTILIZERS/PESTICIDES

Agricultural Retailers Association, 11701 Borman Dr., Suite 110, St. Louis, MO 63146; (314) 567-6655 or (800) 844-4900; (314) 567-6808.

Association of Official Analytical Chemists, 2200 Wilson Blvd., Arlington, VA 22203; (703) 522-3032.

Chemical Specialties Manufacturers Association, 1913 I St. NW, Washington, DC 20006; (202) 872-8110.

Fertilizer Institute (The), 501 Second St. NE, Washington, DC 20002; (202) 675-8250; (202) 544-8123.

Midwest Agricultural Chemicals Association, 600 Fourth St., Sioux City, IA 51102; (712) 277-7380.

National Agricultural Chemicals Association, 1156 15th St., NW, Washington, DC 20005; (202) 296-1585.

National Fertilizer Solutions Association, 11701 Borman Dr., St. Louis, MO 63146; (800) 844-4900.

Potash & Phosphate Institute, 655 Engineering Dr., Suite 110, Norcross, GA 30092-2821; (404) 447-0335.

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

Southern Agricultural Chemicals Association, P.O. Box 686, Dawson, GA 31742; (912) 995-2125.

Western Agricultural Chemicals Association, 3835 N. Freeway Blvd., Sacramento, CA 95834; (916) 568-3660;

(916) 565-0113.

ENVIRONMENT

Alliance for Environmental Concerns (The), P.O. Box 3692, Wayne, NJ 07474; (201) 595-7172.

Ecological Society of America, Center for Environmental Studies, Arizona State University, Tempe, AZ 85287; (602) 965-3000.

Environmental Management Association, 4350 DiPaola Center, Suite C, Dearlove Road, Glenview, IL 60025; (708) 699-6362; (708) 699-1703.

EPA, Office of Public Affairs, 401 M St. SW, Washington, DC 20460; (202) 260-4355.

International Erosion Control Association, P.O. Box 4904, Steamboat Springs, CO 80477; (303) 879-3010; (303) 879-8563.

Keep America Beautiful, 9 West Broad St., Stamford, CT 06902; (203) 323-8987.

National Wildlife Federation, 1400 16th St. NW, Washington, DC 20036; (202) 797-6800.

Soil & Water Conservation Society, 7515 N.E. Ankeny Rd., Ankeny, IA 50021; (515) 289-2331.

EQUIPMENT

Lawn, Garden & Power Equipment Expo, 6100 Dutchman's Lane, 6th floor, Louisville, KY 40205; (800) 558-8767.

National Association of Wholesalers-Distributors, 1725 K St. NW, Third Floor, Washington, DC 20006; (202) 872-0885.

National Lawn & Garden Distributors Association, 1900 Arch St., Philadelphia, PA 19103; (215) 564-3484.

National Xeriscape Council, Highlands True Value Hardware, 8080 S. Holly, Littleton, CO 80122; (303) 779-8822.

Outdoor Power Equipment Distributors Association,

1900 Arch St., Philadelphia, PA 19103; (215) 564-3484; (215) 564-2175.

Outdoor Power Equipment Institute, 341 S. Patrick St., Old Town Alexandria, VA 22314; (703) 549-7600.

The Service Dealers Association, 1946 South IH-35, Suite 100-A, Austin, TX 78704-3693; (512) 443-7999.

GOLF

American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, IL 60601; (312) 372-7090.

Canadian Golf Course Superintendents Association, 5580 Explorer Dr., Suite 509, Mississauga, Ontario L4W 4Y1; (905) 602-8873; (905) 602-1958.

Carolinas Golf Course Superintendents Association, 108-4 Frontage Rd., Clemson, SC 29631; (800) 476-4272.

Florida Golf Course Superintendents Association, 1760 NW Pine Lake Dr., Stuart, FL 34994; (407) 692-9349.

Georgia Golf Course Superintendents Association, P.O. Box 683, Watkinsonville, GA 30677; (706) 769-4076.

Golf Course Association, 1461 Center St., #B-1, Mount Pleasant, SC 29464; (803) 881-9956.

Golf Course Builders of America, 4361 N. Lake Blvd., Palm Beach Gardens, FL 33420-1868; (407) 694-2977.

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

Golf Course Superintendents Association of New Jersey, Soils & Crops Dept., P.O. Box 231, Cook College, Rutgers University, New Brunswick, NJ 08903; (908) 932-9453; or, 66 Morris Ave., 2-A, Springfield, NJ 07081; (201) 379-1100.

Maine Golf Course Superintendents Association, 170 US Rt. 1, Suite 200, Falmouth, ME 04105; (207) 781-7878.

Metropolitan Golf Course Superintendents Association, P.O. Box 396, Mamaroneck, NY 10543; (203) 656-0600; (914) 834-4910.

Michigan and Border Cities Golf Course Superintendents Association, P.O. Box 173, Troy, MI 48099; (810) 362-1108.

Minnesota Golf Course Superintendents Association, P.O. Box 617, Wayzata, MN 55391; (612) 473-0557.

National Club Association, 3050 K St. NW, Suite 330, Washington, DC 20007; (202) 625-2080.

National Golf Course Owners Association, 1461 Center St. Ext., Suite B-1, Mount Pleasant, SC 29464; (803) 881-9956 or (800) 933-4262; (803) 881-9958.

National Golf Foundation, 1150 S. US Highway One, #401, Jupiter, FL 33477; (407) 744-6006.

Northern Ohio Golf Course Superintendents Association, 17800 Chillicothe Rd., Chagrin Falls, OH 44023; (216) 543-6320.

Oregon Golf Course Superintendents Association, 19415 Wilderness Dr., West Linn, OR 97068; (503) 635-6867; (503) 636-3285.

Public Golf Management Association, 8030 Cedar Ave., Suite 215, Minneapolis, MN 55425; (612) 854-7272.

USGA Green Section, Golf House, Far Hills, NJ 07931; (908) 234-2300.

West Texas Golf Course Superintendents Association, 6200 Estacado Lane, Amarillo, TX 791209; (806) 354-8447.

HORTICULTURE

American Horticultural Society, 7931 East Blvd. Dr.,

Alexandria, VA 22308; (800) 777-7931.

American Society for Horticultural Science, 113 S. West St., Suite 400, Alexandria, VA 22314; (703) 836-4606.

Canadian Ornamental Plant Foundation, P.O. Box 21083, North Bay, Ontario, Canada P1B 7N8; (705) 495-2563; (705) 495-1449.

Kansas State Horticultural Society, 4707 W. Sixth St., Topeka, KS 66806; (913) 272-1487.

Ornamental Growers Association of Northern Illinois, P.O. Box 67, Batavia, IL 60510; (708) 879-0520.

Perennial Plant Association, 3383 Schirtzinger Rd., Hilliard, OH 43026; (614) 771-8431; (614) 876-5238.

INTERNATIONAL

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

International Society of Arboriculture, P.O. Box GG, Savoy, IL 61874; (217) 355-9411; (217) 355-9516.

Institute of Groundsmanship, 19-23 Church St., The Agora, Wolverton, Milton Keynes, ENGLAND MK12 5LG; (44) 908-311856; (44) 908-311140.

Manitoba Nursery and Landscape Association, 104 Parkside Dr., Winnipeg, Manitoba, Canada R3J 3P8; (204) 889-5981.

Professional Lawn Care Association of Ontario, 204 Bleams Rd., Kitchener, Ontario, Canada N2C 2K6; (519) 748-5454.

Sports Turf Association (Canada), 82 Rodney Blvd., Guelph Ontario, CANADA N1G 2H3; (519) 763-9431.

Sports Turf Research Institute, Bingley, West Yorkshire, ENGLAND BD16 1AU.

IRRIGATION

American Society of Irrigation Consultants, P.O. Box 426, Byron, CA 94514; (510) 516-1124.

California Landscape & Irrigation Council, Inc., P.O. Box 488, Chino, CA 91708-0488; (909) 590-5680.

Canadian Irrigation Association, P.O. Box 235, Carlisle, Ontario, CANADA LOR 1H0; (905) 689-1622.

Irrigation Association (The), 8260 Willow Oaks Corp. Div., #120, Fairfax, VA 22031; (703) 573-3551.

National Xeriscape Council, Highlands True Value Hardware, 8080 S. Holly, Littleton, CO 80122; (303) 779-8822.

Texas Turf Irrigation Association, 1201 Summit, Plano, TX 75074; (214) 422-1772.

LANDSCAPE DESIGN

American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, IL 60601; (312) 372-7090.

American Society of Landscape Architects, 4401 Connecticut Ave. NW, Fifth Floor, Washington, DC 20008; (202) 686-2752; (202) 686-1001.

The National Lighting Bureau, Suite 300, 2101 L Street NW, Washington, DC 20037; (202) 457-8437.

LANDSCAPE MANAGEMENT

Allied Landscape Industry, 1250 I Street N.W., Suite 500, Washington, DC 20005, (202) 789-2900.

American Landscape Maintenance Association, P.O. Box 223218, Hollywood, FL 33022; (305) 925-7996; (305) 925-7997.

Arizona Landscape Contractors Association, 3610 N. 44th St., #240, Phoenix, AZ 85018; (602) 956-4252.

Associated Green Industries of Northeastern Ohio, P.O. Box 657, Wooster, OH 44094; (216) 975-9565.

Associated Landscape Contractors of America, 12200 Sunrise Valley Dr., Suite 150, Reston, VA 22091; (703) 620-6363; (703) 620-6365.

Associated Landscape Contractors of Colorado, 5290 E. Yale Circle, Suite 100, Denver, CO 80222; (303) 756-7282; (303) 757-5636.

Associated Landscape Contractors of Oregon, 825 Northeast 20th Ave., #120, Portland, OR 97323; (503) 232-5509.

Association for Women in Landscaping, P.O. Box 22562, Seattle, WA 98122; (206) 935-7951; (206) 524-1672.

California Landscape Contractors Association, 2021 N. St., Suite 300, Sacramento, CA 95814; (916) 448-2522; (916) 446-7692.

California Landscape & Irrigation Council, P.O. Box 488, Chino, CA 91708-0488; (909) 590-5680.

Grounds Management Association of Wisconsin, 6515 Seybold Rd., Madison, WI 53719; (608) 274-6311.

Illinois Landscape Contractors Association, 2200 S. Main St., #304, Lombard, IL 60148; (708) 932-8443.

Landscape Contractors Association MD-VA-DC, 9053 Shady Grove Court, Gaithersburg, MD 20877; (301) 948-0810; (301) 990-9771.

Landscape Industry Council of Hawaii, 1085 S. Beretania, Suite 203, Honolulu, HI 96814; (808) 545-1533; (808) 545-5026.

Landscape Maintenance Association, 41 Lake Morton Dr., #26, Lakeland, FL 33801; (813) 680-4008.

Landscape Materials Information Service, P.O. Box 216, Callicoon, NY 12723, (914) 887-4401.

Landscape Ontario Horticultural Trades Association, 7856 Fifth Lane, R.R. 4, Station Main, Milton, Ontario, CANADA L9T 2X8; (905) 875-1805.

Manitoba Nursery and Landscape Association, 104 Parkside Dr., Winnipeg, Manitoba, CANADA R3J 3P8; (204) 889-5981.

Metro Atlanta Landscape and Turf Association, 5198 Ross Rd., Acworth, GA 30102; (404) 975-4123.

Metropolitan Detroit Landscape Association, 30700 Telegraph Rd., Suite 4555, Bingham Farms, MI 48025; (810) 646-4992.

Michigan Nursery & Landscape Association, 819 N. Washington Ave., Suite 2, Lansing, MI 48906; (517) 487-1282; (517) 487-0969.

Nassau/Suffolk Landscape Gardeners Association, P.O. Box 489, Brightwaters, NY 11718; (516) 665-2250; (516) 665-7004.

National Landscape Association, 1250 I St. N.W., Suite 500, Washington DC 20005; (202) 789-2900.

Nevada Landscape Association, P.O. Box 70774, Reno, NV 89570; (702) 851-0423; (702) 329-1072.

New Jersey Nursery & Landscape Association, 605 Farnsworth Ave., Bordentown, NJ 08505; (609) 291-7070; (609) 291-1121.

New York State Nursery & Landscape Association, Inc., P.O. Box 657, Baldwinsville, NY 13027; (315) 635-5008.

North Carolina Landscape Contractors Association, P.O. Box 400, Knightdale, NC 27545; (919) 266-1777.

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Oregon Landscape Contractors Association, 825 NE 20th, Suite 120, Portland, OR 97232; (503) 232-5509.

Professional Grounds Management Society, 120 Cockeysville Rd., Suite 104, Hunt Valley, MD 21031; (410) 584-9754; (410) 584-9756.

Professional Landscape Services Association of Fla., P.O. Box 56971, Jacksonville, FL 32241; (904) 778-9632.

South Carolina Landscape and Turfgrass Association, P.O. Box 325, Clemson, SC 29633; (803) 656-2459; (803) 656-4960.

Texas Association of Landscape Contractors, 3001 LBJ Freeway, Suite 106, Dallas, TX 75234; (800) 832-6934; (214) 241-3888.

Utah Association of Nurserymen & Landscape Contractors, 470 E. 3900 South, Suite 203, Salt Lake City, UT 84107; (801) 288-8858; (801) 288-8862.

Washington Association of Landscape Professionals, P.O. Box 729, Mercer Island, WA 98040; (206) 644-7642.

Washington State Nursery & Landscape Association, P.O. Box 670, Sumner, WA 98390; (206) 863-4482.

Wisconsin Landscape Contractors Association, 21620 Belgren Rd., Waukesha, WI 53186; (800) 933-9522.

LAWN CARE

Colorado Association of Lawn Care Professionals, 309 S. Summitview Dr., Fort Collins, CO 80524; (303) 224-2293.

Indiana State Lawn Care Association, 1611 Spring St., Jeffersonville, IN 47130; (812) 283-5387.

Iowa Professional Lawn Care Association, 321 E. Walnut, #320, Des Moines, IA 50309; (515) 243-2126.

Lawn Care Association of Pennsylvania, 908 N. Second St., Harrisburg, PA 17102; (717) 236-2050.

Lawn Services Association of Michigan, P.O. Box 608, New Baltimore, MI 48047; (810) 598-7158.

Massachusetts Association of Lawn Care Professionals, P.O. Box 533, Belmont, MA 02178; (617) 489-4897.

Minnesota Professional Lawn Care Association, 5425 Girard Ave. S., Minneapolis, MN 55419; (612) 822-7384.

Montana Turf & Ornamental Professionals, P.O. Box 80331, Billings, MT 59108; (406) 256-9499.

Nebraska Professional Lawn Care Association, P.O. Box 83864, Lincoln, NE 68501; (402) 476-3852.

New York State Lawn Care Association, 4343 Buffalo Rd., North Chili, NY 14514; (716) 594-1095.

Ohio Lawn Care Association, P.O. Box 14901, Columbus, OH 43214; (614) 261-1221.

Professional Lawn Care Association of America, 1000 Johnson Ferry Rd. NE, Suite C-135, Marietta, GA 20068; (404) 977-5222; (404) 578-6071.

Professional Lawn Care Association of Mid-America, P.O. Box 419264, Kansas City, MO 64141; (816) 561-5323.

Professional Lawn Care Association of Ontario, 204 Bleams Rd., Kitchener, Ontario, CANADA N2C 2K6; (519) 748-5454.

PARKS/RECREATION

Michigan Recreation & Park Association, 2722 E. Michigan Ave., Suite 201, Lansing, MI 48912; (517) 485-9888.

Minnesota Park Supervisors Association, 3400 Plymouth Blvd. Plymouth, MN 55447; (612) 550-7463.

Missouri Park & Recreation Association, 1203 Missouri Blvd., Jefferson City, MO 65101; (314) 636-3828.

National Institute on Parks & Grounds Management, P.O. Box 1936, Appleton, WI 54913; (414) 733-2301.

National Parks & Conservation Association, 1776 Massachusetts Ave. NW, #200, Washington, DC 20036; (202) 223-6722.

National Recreation & Park Association, 2775 S. Quincy, Arlington, VA 22206; (703) 820-4940.

Ontario Parks Association, 1220 Sheppard Ave. E., Toronto, Ontario, CANADA M2K 2X1; (416) 495-4088.

Southwest Park & Recreation Training Institute, Park Administration and Landscape Architecture Dept., P.O. Box 4219, Stop 3144, Texas Tech University, Lubbock, TX 79409; (806) 742-2011.

NURSERY

American Association of Nurserymen, 1250 I St. NW, Suite 500, Washington, DC 20005; (202) 789-2900; (202) 789-1893.

Arizona Nursery Association, 1430 W. Broadway, Suite A-125, Tempe, AZ 85282; (602) 966-1610; (602) 966-0923.

California Association of Nurserymen, 4620 Northgate Blvd., Suite 155, Sacramento, CA 95834; (916) 567-0200; (916) 567-0505.

Eastern Regional Nurserymen's Association, P.O. Box 117, Vernon, CT 06066; (203) 872-2095.

Florida Nurserymen & Growers Association, 5401 Kirkman Rd., Suite 650, Orlando, FL 32819; (407) 345-8137; (407) 351-2610.

Idaho Nursery Association, P.O. Box 190107, Boise, ID 83719; (208) 344-7111.

Long Island Nurserymen's Association, P.O. Box 117, East Moriches, NY 11940; (516) 878-3030; (516) 878-3061.

Mid-Atlantic Nurserymen's Association, P.O. Box 314, Perry Hall, MD 21128; (410) 256-6474.

New York State Nurserymen's Foundation, P.O. Box 117, East Moriches, NY 11940; (516) 878-3030; (516) 878-3061.

Pennsylvania Nurserymen's Association, 1924 N. Second St., Harrisburg, PA 17102; (717) 238-1673.

Southern Nurserymen's Association, 1000 Johnson Ferry Rd., Suite E-130, Marietta, GA 30068; (404) 973-9026; (404) 973-9097.

Texas Association of Nurserymen, 7730 South IH 35, Austin, TX 78745; (800) 880-0343.

Utah Association of Nurserymen & Landscape Contractors, 470 E. 3900 South, Suite 203, Salt Lake City, UT 84107; (801) 288-8858; (801) 288-8862.

Wisconsin Nurserymen's Association, 9910 W. Layton Ave., Greenfield, WI 53228; (414) 529-4705; (414) 529-4722.

PESTICIDE ISSUES

The Alliance for Environmental Concerns, P.O. Box 3692, Wayne, NJ 07474; (201) 595-7172.

Forestry/Rights-of-Way/Turf Coalition (Wis.), 2317 International Lane, Suite 109, Madison, WI 53704; (608) 249-2323.

Ohio Pesticide Applicators for Responsible Regulation, 1300 Terminal Tower, Cleveland, OH 44113; (216) 781-1212.

Professional Pesticide Users of Connecticut, 88 Palmer Dr., South Windsor, CT 06074; (203) 644-4447.

Responsible Industry for a Sound Environment, 1156

15th St., NW, Suite 400, Washington, DC 20005; (202) 872-3860.

SEED/SOD

American Seed Trade Association, 601 13th St., NW, Suite 570-South, Washington, D.C. 20005; (202) 638-3128.

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

Atlantic Seedsmen's Association, 298 E. McCormack Ave., State College, PA 16801; (814) 237-0330; (814) 237-0330.

Cultivated Sod Association of New Jersey, Soils & Crops Dept., P.O. Box 231, Cook College, Rutgers University, New Brunswick, NJ 08903; (201) 932-9453.

Manhattan Ryegrass Growers Association, P.O. Box 250, Hubbard, OR 97032; (503) 651-2130.

Oregon Chewings Fescue & Creeping Red Fescue Commission, (Oregon Fine Fescue Commission), 1193 Royvonne, #11, Salem, OR 97302; (503) 585-1157.

Oregon Highland Bentgrass Commission, P.O. Box 3366, Salem, OR 97302; (503) 364-3346.

Oregon Ryegrass Growers Seed Commission, P.O. Box 3366, Salem, OR 97302; (503) 364-3346.

Oregon Tall Fescue Commission, 1193 Royvonne, #11, Salem, OR 97302; (503) 585-1157.

Penncross Bentgrass Growers Association, P.O. Box 250, Hubbard, OR 97032; (503) 651-2130.

Sod Growers Association of Michigan, 50240 Martz Rd., Belleville, MI 48111; (313) 481-0033.

TREES

American Forestry Association, P.O. Box 2000, Washington, DC 20013; (202) 667-3300.

American Society of Consulting Arborists, 5130 W. 101st Circle, Westminster, CO 80030; (303) 466-2722.

Arbor Day Institute, 100 Arbor Ave., Nebraska City, NE 68410; (402) 474-5655; (402) 474-0820.

Connecticut Tree Protective Association, 18 Washington St., Rocky Hill, CT 06067; (203) 257-8971.

Council of Tree & Landscape Appraisers, 1250 I Street NW, Suite 504, Washington, DC 20005; (202) 789-2592.

International Society of Arboriculture, P.O. Box GG, Savoy, IL 61874; (217) 355-9411; (217) 355-9516.

International Society of Arboriculture/Western Chapter, 3610 N. 44th St., #240, Phoenix, AZ 85018; (602) 957-3434.

Long Island Arboricultural Association, P.O. Box 189, Wantagh, NY 11793; (516) 783-1001.

Louisiana Arborist Association, 917 Beckenham Dr., Baton Rouge, LA 70808; no phone.

National Arbor Day Foundation, 211 N. 12th St., Lincoln, NE 68508; (402) 474-5655.

National Arborist Association, P.O. Box 1094, Amherst, NH 03031; (603) 673-3311; (603) 672-2613.

New Jersey Shade Tree Federation, P.O. Box 231, Blake Hall, New Brunswick, NJ 08903; (908) 246-3210.

New York State Arborists Association P.O. Box 58, Latham, NY 12110; (518) 783-1322; (518) 783-1258.

Secret Arboretum, Ohio Agricultural Research & Development Center, Ohio State University, Wooster, OH 44691; (216) 263-3761.

TURFGRASS

Arkansas Turfgrass Association, Penthouse Suite, University Tower Bldg., 1123 S. University, Little Rock, AR 72204; (501) 663-8810; (501) 663-9148.

Delaware Turfgrass Association, R.D. 3, #230, Seaford, DE 19973; (302) 629-0329.

Florida Turfgrass Association, 302 S. Graham Ave., Orlando, FL 32803; (407) 898-6721; (407) 894-3975.

Georgia Green Industry Association, P.O. Box 369, Epworth, GA 30541; (706) 492-4664; (706) 492-4668.

Georgia Turfgrass Association, 5198 Ross Rd., Acworth, GA 30102; (404) 975-4123.

Georgia Turfgrass Foundation, 5198 Ross Rd., Acworth, GA 30102; (404) 975-4123.

Green Industry Council of Missouri, 16100 Chesterfield Parkway South, Suite 140, Chesterfield, MO 63017; (314) 537-1360.

Hawaii Turfgrass Association, P.O. Box 31003, Honolulu, HI 96820; (808) 841-3305.

Iowa Turfgrass Institute, P.O. Box 49, Ames, IA 50010; (515) 294-1439.

Kansas Turfgrass Foundation, 2021 Throckmorton Hall, Kansas State University, Manhattan, KS 66506; (913) 532-6173.

Kentucky Turfgrass Council, c/o Dr. Dwight Barkley, Eastern Kentucky Univ., Richmond, KY 40475; (606) 622-2228.

The Lawn Institute, 1501 Johnson Ferry Rd. NE, Suite 206, Marietta, GA 30062; (404) 977-5492.

Louisiana Turfgrass Association, P.O. Box 25100, Baton Rouge, LA 70894; (504) 388-4141.

Maryland Turfgrass Council, 12 Pressie Lane, Churchville, MD 21028; (410) 335-3700.

Massachusetts Turf & Lawn Grass Council, P.O. Box 489, Hadley, MA 01035; (413) 549-5295.

Michigan Turfgrass Foundation, Michigan State University, Crop & Soil Sciences, P.O. Box 80071, Lansing,

MI 48909; (517) 355-0266.

Midwest Regional Turf Foundation, Dept. of Agronomy, Purdue University, West Lafayette, IN 47907; (317) 494-9737.

Mississippi Turfgrass Association, P.O. Box 9555, Mississippi State, MS 39762; (601) 325-2311.

Musser International Turfgrass Foundation, P.O. Box 8, Sharon Center, OH 44274; (216) 239-2383.

National Turfgrass Evaluation Program, BARC-West, Bldg. 002, Room 013, Beltsville, MD 20705; (301) 504-5125; (301) 504-5167.

Nebraska Turfgrass Foundation, P.O. Box 2118, Hastings, NE 68902; (402) 463-5418; (402) 463-5683.

New Jersey Turfgrass Association, P.O. Box 340, Milltown, NJ 09950; (908) 821-7134.

New York Greengrass Association, P.O. Box 612, Latham, NY 12110; (518) 783-1229; (518) 426-8058.

New York State Turfgrass Association, P.O. Box 612, Latham, NY 12110; (518) 783-1229.

New York Turf & Landscape Association, Inc., P.O. Box 307, Scarsdale, NY 10583; (914) 636-2875.

North Central Turfgrass Association, P.O. Box 10444, Fargo, ND 58106; (701) 232-0215.

Northern California Turf and Landscape Council, 3723 Jersey Rd., Fremont, CA 94538; (510) 490-6282.

Northwest Turfgrass Association, P.O. Box 1367, Olympia, WA 98507; (206) 754-0825.

Ohio Turfgrass Foundation, P.O. Box 14824, Columbus, OH 43214; (614) 292-2601; (614) 261-6750.

Pennsylvania Turfgrass Council, P.O. Box 1078, Lemont, PA 16851-1078; (814) 863-3475.

Rocky Mountain Regional Turfgrass Association, P.O. Box 29, Franktown, CO 80116; (303) 688-3440.

South Carolina Landscape and Turfgrass Association, P.O. Box 325, Clemson, SC 29633; (803) 656-3311.

Southern California Turfgrass Council, 26442 Vera Cruz, Mission Viejo, CA 92691; (714) 951-8547.

Southern Turfgrass Association, 1003 Howe, College Station, TX 77845; (409) 693-1656.

Southwest Turfgrass Association, 9301 Indian School Rd. NE, Suite 201, Albuquerque, NM 87112; (505) 646-4125.

Tennessee Turfgrass Association, c/o Mid-East Power Equipment Co., 525 Fairground Ct., Nashville, TN 37211; (615) 726-8811.

Texas Turfgrass Association, 1003 Howe, College Station, TX 77845; (409) 693-1656.

Turfgrass Council of North Carolina, P.O. Box 289, Southern Pines, NC 28388; (910) 695-1333; (910) 695-1222.

Turf Resource Center, 1855-A Hicks Rd., Rolling Meadows, IL 60008; (708) 705-9898; (708) 705-8347.

Virginia Turfgrass Association, 3646 Greenland Ave. NW, Roanoke, VA 24012; (703) 362-4781.

Virginia Turfgrass Council, P.O. Box 9528, Virginia Beach, VA 23450; (804) 340-3473.

Wisconsin Turfgrass Association, Bishops Woods, Suite 104, Brookfield, WI 53005; (414) 274-6311.

WILDFLOWERS

National Wildflower Research Center, 2600 FM 973 North, Austin, TX 78725-4201; (512) 929-3600.

Land Grant Universities: Key Contacts

Alabama: Dr. Coleman Y. Ward, 21 Extension Hall, Auburn University, Auburn, AL 36849; (205) 844-5479

Arizona: Dr. David M. Kopec, Dept. of Plant Science, Forbes Bldg. Room 303, University of Arizona, Tucson, AZ 85721; (602) 621-5323

Arkansas: Dr. John W. King, Agronomy Dept., University of Arkansas, Plant Science Bldg. 115, Fayetteville, AR 72701; (501) 575-2354

California: Dr. Victor A. Gibeault, 4146 Batchelor Hall, Plant Sciences Dept., University of California, Riverside, CA 92521; (909) 787-3575

Colorado: Dr. Kenneth Brink, Horticulture Dept., Colorado State University, Ft. Collins, CO 80523; (303) 491-7070

Connecticut: Dr. William M. Dest, Plant Science Dept., 1376 Storrs Rd., W.B. Young Bldg., Room 112, University of Connecticut, Storrs, CT 06269-4067; (203) 486-0189

Florida: Dr. T.L. Freeman, Dept. of Plant Pathology, 2553 Fifield Hall, University of Florida, Gainesville, FL 32611-0513; (904) 392-7231

Georgia: Dr. Gil W. Landry Jr., Extension Agronomy Dept. University of Georgia, Griffin, GA 30223-1797; (404) 228-7300

Hawaii: Dr. Charles L. Murdoch, Horticulture Dept., 3190 Maile Way, University of Hawaii, Honolulu, HI 96822; (808) 956-8351

Idaho: Dr. Ribert Tripepi, Plant & Soil Sciences Dept., University of Idaho, Moscow, ID 83843; (208) 885-6276

Illinois: Dr. Tom Voigt, 1009 Plant Sciences Lab, 1201 S. Dorner Dr., University of Illinois, Urbana, IL 61801; (217) 333-7847

Indiana: Dr. Zachery Reicher, Dept. of Agronomy, Room 2, 446 Lilly Hall, Purdue University, West Lafayette, IN 47907; (317) 494-9737

Iowa: Extension Turfgrass Specialist in residence, Horticulture Dept., Iowa State University, Ames, IA 50011; (515) 294-2751

Kansas: Prof. Larry D. Leuthold, Horticulture Dept., 2021 Throckmorton Hall, Kansas State University, Manhattan, KS 66506-4002; (913) 532-6173

Kentucky: Dr. A.J. Powell Jr., Agronomy Dept., N-222 Agri Science Bldg., University of Kentucky, Lexington, KY 40546-0091; (606) 257-5606

Louisiana: Dr. Tom Koske, Horticulture Dept., P.O. Box 25100, Louisiana State University, Baton Rouge, LA 70894-5100; (504) 388-2222

Maine: Dr. Lois Stack, Plant & Soil Sciences Dept., Deering Hall, University of Maine, Orono, ME 04469; (207) 581-2949

Maryland: Dr. Tom B. Turner, Dr. Peter Dernoeden, Dr. Mark Carroll, Agronomy Dept., 1112 H.J. Patterson Hall, University of Maryland, College Park, MD 20742; (301) 405-1306

Massachusetts: Dr. Rich Cooper, Plant & Soil Science Dept., Stockbridge Hall, University of Massachusetts, Amherst, MA 01003; (413) 545-2349

Michigan: Dr. Paul S. Rieke, Plant & Soil Sciences Dept., Soil Science Bldg., Michigan State University, East Lansing, MI 48824-1114; (517) 355-0262

Minnesota: Dr. Don B. White, Horticulture Science, University of Minnesota, St. Paul, MN 55108; (612) 624-9206

Mississippi: Dr. Jeff V. Krans, Dr. Michael Gootley, Department of P.O. Box 9555, Mississippi State University, Mississippi State, MS 39762; (601) 325-2311

Missouri: Dr. David H. Minner, Horticulture Dept., University of Missouri, Columbia, MO 65211; (314) 882-7511

Nebraska: Dr. Roch Gaussoin, Horticulture Dept., 377 Plant Science Bldg., University of Nebraska, Lincoln,

New Hampshire: Dr. John M. Roberts, Plant Biology Dept., University of New Hampshire, Durham, NH 03824; (603) 862-3202

New Jersey: Dr. Jim Murphy, Crops Science Dept., Box 231, Rutgers University, Cook College, New Brunswick, NJ 08903; (908) 932-9306

New Mexico: Dr. James McCrimmon, Crop & Soil Science Dept., Box 3Q, New Mexico State University, Las Cruces, NM 88003; (505) 646-3405

New York: Dr. Norman H. Hummel Jr., Dr. Martin Petrovic, Dr. Joseph Neal, Floriculture & Ornamental Hort Dept., 17 Plant Science Dept., Cornell University, Ithaca, NY 14853; (607) 255-2000

North Carolina: Dr. Arthur H. Bruneau, Crop Science Dept., P.O. Box 7620, North Carolina State University, Raleigh, NC 27695; (919) 515-2647

Ohio: Dr. John R. Street, Agronomy Dept., 2021 Coffey Rd., Ohio State University, Columbus, OH 43210; (614) 292-2047

Oklahoma: Dr. Dennis Martin, Dr. Jim Baird, Dept. of Horticulture, 360 Agricultural Hall, Oklahoma State University, Stillwater, OK 74078; (405) 744-5414

Oregon: Dr. Thomas W. Cook, Dept. of Horticulture, Agriculture and Life Sciences, Room 4017, Oregon State University, Corvallis, OR 97331-7304; (503) 737-3695

Pennsylvania: Dr. Pete Landschoot, Agronomy Dept., 116 ASI Bldg., Pennsylvania State University, University Park, PA 16802; (814) 863-1017

Rhode Island: Dr. C. Richard Skogley, Dr. Briget Ruummele, Dr. Richard J. Hull, Dr. Michael Sullivan, Dr. Thomas Duff, Dr. Steven Alm, Dr. Richard Casagrande, Plant Science Dept., Woodward Hall, University of Rhode Island, Kingston, RI 02881; (401) 792-2791

South Carolina: Dr. Landon C. Miller, Horticulture Dept. 167, Poole Agricultural Center, Clemson University, Clemson, SC 29631; (803) 656-3403

Tennessee: Dr. Thomas Samples, Ornamental Hort. & Landscape Design Dept., P.O. Box 1071, University of Tennessee, Knoxville, TN 37901-1071; (615) 974-7324

Texas: Dr. William E. Knoop, Texas Ag Extension Service, 17360 Coit Rd., Dallas, TX 75252-6599; (214) 231-5362 Dr. Richard L. Duble, Soil & Crop Sciences Dept., Texas A&M University, College Station, TX 77843; (409) 845-3041

Vermont: Dr. Leonard Perry, Plant & Soil Science Dept., University of Vermont, Burlington, VT 05405; (802) 656-0479

Virginia: Dr. David R. Chalmers, Dr. John R. Hall III, Dr. Richard Schmidt, Smyth Hall, Virginia Polytechnic & State University, Blacksburg, VA 24061; (703) 231-6305

Washington: Dr. William J. Johnston, Crop & Soil Sciences Dept., Washington State University, Pullman, WA 99164-6420; (509) 335-3475

Wisconsin: Dr. Frank Rossi, Horticulture Dept., University of Wisconsin, Madison, WI 53706; (608) 262-1624

Canada: Pam Charbonneau, Guelph Turfgrass Institute, 328 Victoria Rd. South, Guelph, Ontario Canada N1H 6H8; (519) 824-4120 ext. 2597

REMAINING EVENTS FOR 1994

SEPTEMBER

16-18: Florida Nursery and Allied Trades Show—FNGA, 5401 Kirkman Rd., Suite 650, Orlando, FL 32819; (407) 345-8137; (407) 351-2610.

17-20: World Fertilizer Conference, San Francisco, Calif. Phone: The Fertilizer Institute, (202) 675-8250.

18-21: Florida Turf Association Conference & Show, Ft. Lauderdale, Fla. Phone: FTGA, (800) 882-6721.

20-22: Virginia Tech Turf & Landscape Field Days—Virginia Cooperative Extension, 426 Smyth Hall, Blacksburg, VA 24061; (703) 231-9736; (703) 231-3431.

21: Landscape Contractors Assn. MD-VA-DC Landscape Expo, LCA, 9053 Shady Grove Court, Gaithersburg, MD 20877; (301) 948-0810; (301) 990-9771.

21-23: Pan Pacific Green Industry Conference—Landscape Industry Council of Hawaii, 1085 S. Beretania, Suite 203, Honolulu, HI 96814; (808) 545-1533; (808) 545-5026.

24-28: Environmental Management Assn. National Conference, Cherry Hill, N.J.—EMA, 4350 DiPaolo Center, Suite C, Dearlove Road, Glenview, IL 60025; (708) 699-6362; (708) 699-1703.

28-Oct. 1: American Society of Consulting Arborists Annual Conference, Vail, Colo.—ASCA, 5130 West 101st Circle, Westminster, CO 80030; (303) 466-2722.

OCTOBER

5-6: Southern California Turfgrass Expo, Costa Mesa, Calif. Phone: SCTC, (619) 723-0947.

8-11: American Society of Landscape Architects Annual Meeting & Expo, San Antonio, Texas. Phone: ASLA, (202) 686-2752.

10-12: Northwest Turfgrass Conference, Seaside, Ore. Phone: Northwest Turfgrass Assn., (206) 754-0825.

12-14: Southwest Turfgrass Assn. Annual Meeting, Ruidoso, N.M. Phone: STA, (505) 275-2576.

12-13: West Texas Turfgrass Conference, Western Texas College, Snyder, Texas—West Texas Golf Course Superintendents Assn., 6200 Estacado Lane, Amarillo, TX 79109; (806) 354-8447.

13: Target Specialty Products' Fall Seminar & Exhibit—Target, P.O. Box 1117, Cerritos, CA 90702; (800) 352-3870.

13-15: Texas Arboriculture, Vegetation Management and Landscape Trade Show, Arlington Convention Center—Texas Assn. of Landscape Contractors, 3001 LBJ Freeway, Suite 106, Dallas, TX 75234; (800) 832-6934; (214) 241-3888.

17-18: Fertilizer Outlook—The Fertilizer Institute, 501 Second St. NE, Washington, DC 20002; (202) 675-8250; (202) 544-8123.

18: Professional Turfgrass Field Day, Harrison, N.Y.—Metropolitan Golf Course Superintendents Assn., P.O. Box 396, Mamaroneck, NY 10543; (914) 967-6000.

23-27: Professional Plant Growers Assn. Convention, Buffalo, NY—PGA, P.O. Box 27517, Lansing, MI 48909; (517) 694-7700.

29-Nov. 1: Georgia Golf Course Superintendents Assn., Savannah, Ga. Annual Meeting—GGCSA, P.O. Box 683, Watkinsville, GA 30677; (706) 769-4076.

NOVEMBER

3-5: California Landscape Contractors Assn. Annual

Convention—CLCA, 2021 N. St., Suite 300, Sacramento, CA 95814; (916) 448-2522; (916) 446-7692.

6-9: Irrigation Assn. International Exposition and Technical Conference, Atlanta, Ga. Phone: IA, (703) 573-3551.

7-9: Kentucky Turfgrass Conference, Louisville, Ky. Phone: Kentucky Turfgrass Council, (606) 622-2228.

8-11: Oklahoma Turf Conference, Oklahoma City, Okla. Phone: Oklahoma Turf Research Foundation, (918) 251-4868.

8-11: New York Turf & Grounds Exposition, Rochester, N.Y.—New York State Turfgrass Association, P.O. Box 612, Latham, N.Y. 12110; (518) 783-1229.

11: Florida Landscape Maintenance Assn. Equipment & Supply Show, West Palm Beach, Fla.—FLMA, 41 Lake Morton Dr., Lakeland, FL 33801; (813) 680-4008.

11-12: Public Golf Conference, Orlando, Fla.—United Publications, P.O. Box 997, Yarmouth, ME 04096; (207) 846-0600; (207) 846-0657.

13-17: Green Industry Expo and annual conferences for Professional Lawn Care Association of America, Associated Landscape Contractors of America and Professional Grounds Management Society, St. Louis, Mo. Phone: PLCAA, (404) 977-5222; ALCA, (703) 620-6363; PGMS, (410) 584-9754.

16-18: Composting Council Annual Conference, Washington, D.C.—Composting Council, 114 South Pitt St., Alexandria, VA 22314; (703) 739-2401; (703) 739-2407.

17-19: Tree Care Industry Expo, Philadelphia, Pa. Phone: National Arborist Assn., (603) 673-3311.

22: Alliance for Environmental Concerns Annual Meeting—AEC, P.O. Box 3692, Clark, NJ 07474; (201) 595-7172; (201) 942-1406.

28-30: North Central Turfgrass Exposition, St. Charles, Ill. Phone: Illinois Turfgrass Assn., (312) 616-0800.

28-30: Southern Turfgrass Assn. Conference and Show, Memphis, Tenn.—STA, 1611 St. Andrews, Lawrence, KS 66047; (901) 749-5885.

29-Dec. 1: Rocky Mountain Turf Conference & Trade Show, Denver—P.O. Box 29, Franktown, CO 80116; (303) 688-3440.

29-Dec. 1: Golf Course Europe, Paris, France—P.O. Box 7720, Berkeley, CA 94530; (510) 526-6922; (510) 526-5387.

29-Dec. 1: New Jersey Turfgrass Expo, Atlantic City, N.J.—New Jersey Turfgrass Assn., P.O. Box 340, Milltown, NJ 09950; (908) 821-7134.

DECEMBER

5-7: Texas Turfgrass Conference & Show, Ft. Worth, Texas. Phone: TTA, (409) 693-1656.

6-7: Pacific Coast Turf and Landscape Conference & Trade Show, Seattle—Convention Services Northwest, Tower Building, 1809 Seventh Ave., Suite 1200, Seattle, WA 98101; (206) 292-9198.

6-7: Ohio Turf Conference, Columbus, Ohio—Ohio Turfgrass Conference—Ohio Turfgrass Foundation, P.O. Box 14824, Columbus, OH 43214; (614) 292-2601; (614) 292-1626.

7-8: Lawn Care Assn. of Pennsylvania Winter Meeting, Carlisle, Pa.—LCAP, (717) 236-2050.

GOLF 'SCAPING

Pinehurst super sees role evolve

Brad Kocher is a perfect example of how the maintenance function changes with the industry.

■ The golf superintendent's role continues to evolve as more courses become part of larger multiple-course owners like American Golf Corp. and Club Resorts.

Such is the case at venerable Pinehurst Golf and Resort, where Brad Kocher oversees the seven courses for Club Resorts.

Kocher, who's been with the company for 19 years, is a regional director of golf course maintenance with five superintendents at Pinehurst reporting to him.

"I probably don't spend enough time out on the golf course," Kocher admits.

"Some days 10 percent, some days 15 or 20.

"I still call myself a golf course superintendent, but the job description goes far beyond what a superintendent on an 18-hole course would do. It's a lot of administration.

"Superintendents here are basically course agronomists," Kocher explains. "They have probably 10 or 20 percent of the administrative duties of a normal superintendent. Bob Farren (assistant director of golf course maintenance) and I try to deal with sales, personnel, budgets and human resources. That frees them up to be hands-on and eyes-on the golf course, where they can literally look at every green



To Brad Kocher, being a good supervisor means letting his employees have a lot of latitude.

every day, and I'm sure some do."

Budgeting—Figuring out how much money to ask Club Resorts for, and what to do with it, is one of Kocher's main responsibilities. To hear him tell it, accurate budgeting is one of the reasons for the success of Club Resorts' flagship courses at Pinehurst.

"Our company stresses that we manage things by the numbers," Kocher says. "The numbers tell a lot of stories, and I tie them into how the golf courses fit into the scheme of the whole resort operation."

Every summer, Pinehurst hires students to help—this summer nine of them. Kocher tries to impart some of his experience through weekly meetings ("little talks") with them.

"Last week, I told them that it'd be real easy for us to spend another \$100,000 per golf course," he notes. "I could spend \$200,000 per golf course and, with our staff, we could deliver a much better product. But you have to ask: what lives up to the expectations of our members and our resort guests? And that's where we try to



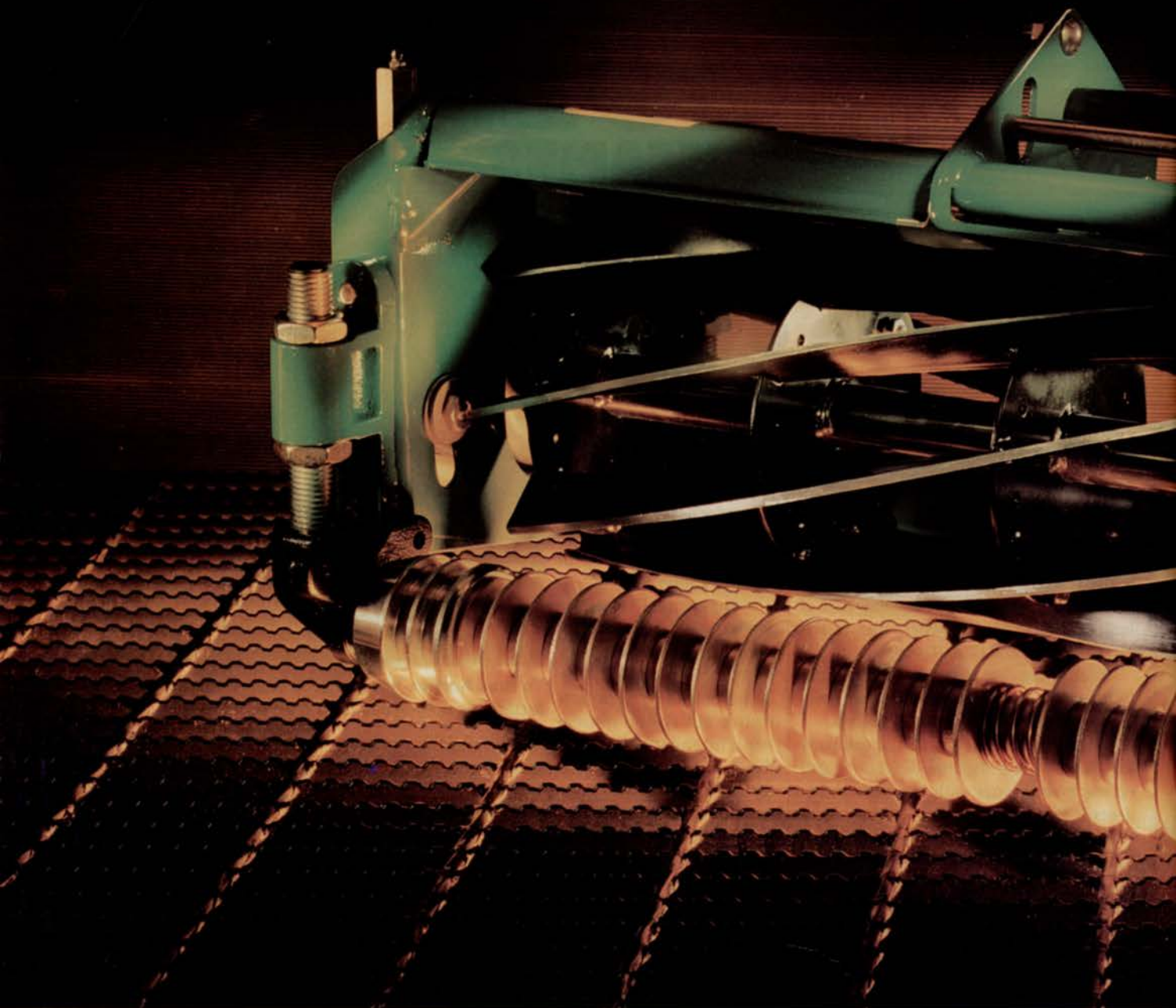
Pinehurst's Course 2 hosted the Senior Open this June, and then closed down—as usual—for six weeks to allow the turfgrass to recover from the traffic.

ELSEWHERE

**Pinehurst's
'silent killer,'
page 4-G**

**Spodnik has
seen it all,
page 6-G**

**Using equipment
key charts,
page 8-G**



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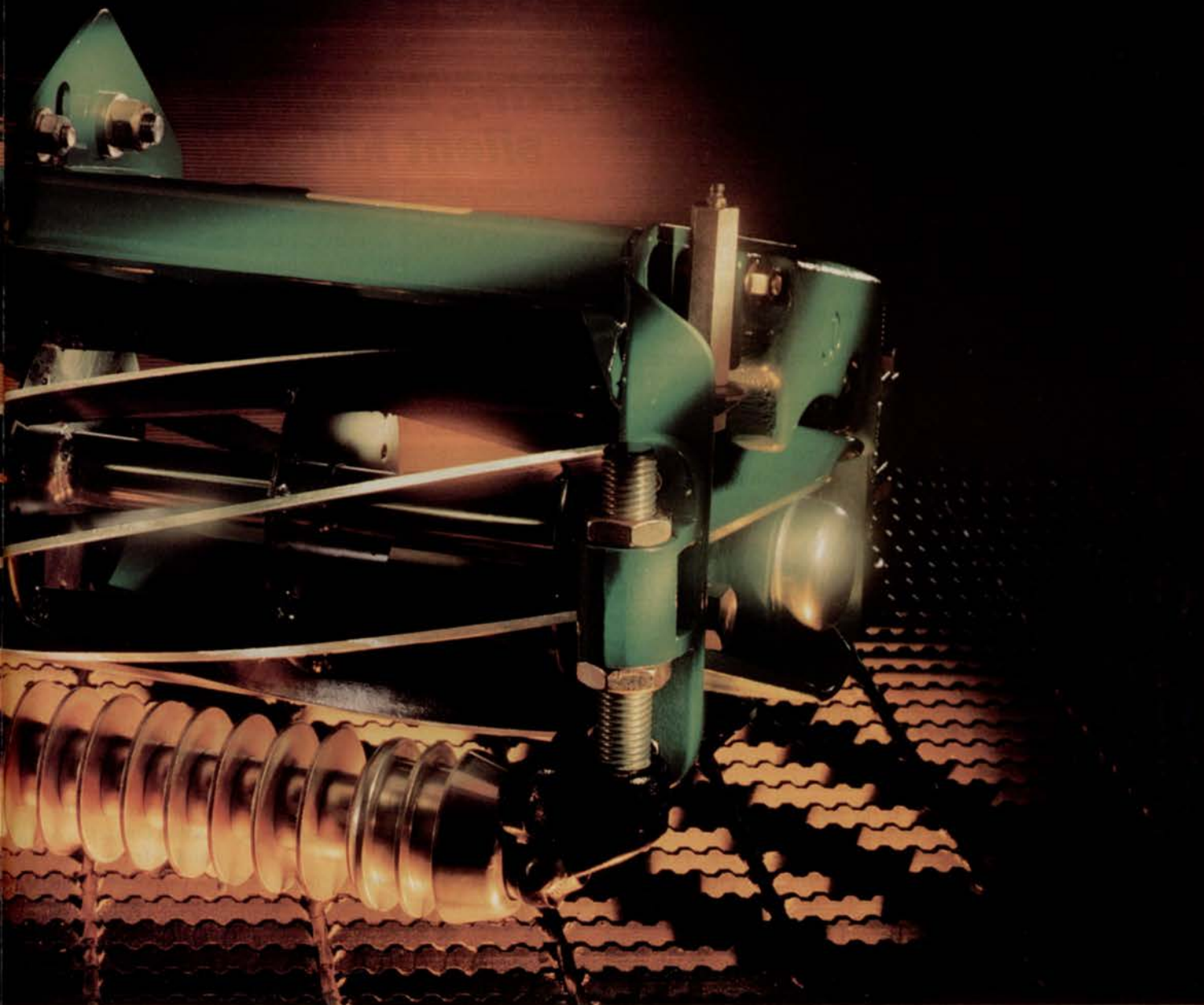
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position ourselves—just in front of the point of diminishing returns.”

Along with the resort manager and golf director, Kocher also helps determine how much to charge golfers.

“You want your business to grow. You don’t want to price yourself out of the market,” he says. “But you don’t want to leave money on the table.” If the golf operation can show fiscal responsibility, he adds, it is more likely to be blessed with extra money when it’s needed.

“We keep track of the numbers weekly: every Friday, every manager will know how we did through the previous Sunday—all financial considerations, with the exception of capital which comes out about once a month. You always know where you stand.”

The staff—Because the Pinehurst golf maintenance department employs up to 135 during peak season, it’s important that those are the right 135 people.

Tenure of the five superintendents ranges from about two to about nine years, and Kocher’s management style is part of the reason.

“I try to give everybody the latitude that I’d want if I were in their shoes, and then the resources to do their job,” Kocher explains. “We set standards of operation and we make the managers accountable. Each of our superintendents knows nutritionally and quality-wise what we’re trying to attain, and then has the latitude to hire the right people and do it.”

Kocher calls himself a cheerleader; he says he doesn’t hound his staff and he avoids using the word “problem.”

“If there’s a level of expectation that’s not met, we’ll talk about it and find out how it can be met,” he notes. “We have a staff of 10 that meets once a week for no more than an hour. If there’s anything that needs to happen during the week, we do it on a one-on-one basis.”

As 1994 was gaining momentum—April/May play is heaviest, followed by October/early November—it looked to be another successful season.

“Pinehurst is thriving on the outside and on the inside,” says Kocher. “We’ve gone from 550 resident memberships in 1984 to about 1700 in 1994. We’ve been able to triple our golf fees since 1984.”

“I have a lot of respect for the head of our company, Robert Dedman, who absolutely and positively believes in re-investing in the properties. You can do that with a thriving company.”

—Jerry Roche

Stalking Pinehurst’s silent killer

■ Seven courses, 300,000 rounds of golf a year. More than 2,000 pine trees, many of them dating back to the early 1900s. Certainly lots of headaches.

But the major problem with trying to maintain Pinehurst’s seven courses is this:

“The humidity kills us,” claims Scott Lavis, superintendent on Pinehurst’s No. 2 course, site of this year’s PGA Senior Open and the annual North-South Amateur Open. “Pencross can survive the heat. But we’ll have 50 to 60 nights in a row with lows in the 70s and humidity up around 70 percent in the daytime. That’s what really hurts.”

Course 2 is treated differently than the other six. For instance, during the week of the Senior Open June 26-July 3, greens were mowed 19 times, brushed six times and rolled eight times. “The tournament, along with the wet, humid weather, really thinned the grass out,” notes Lavis.

During the summer months, Lavis and his staff tried several methods to limit damage—including the annual process of shutting Course 2 down from late July to early September.

“We close Course 2 down so that when we go into fall season, we’re in good shape for guests,” explains Lavis. “That’s our really busy season. When we kept it open, we were struggling; but now that we close it down, greens respond and do well.”

Pinehurst superintendents generally raise cutting heights, increase topdressing to protect the bentgrass crowns, and closely monitor nitrogen applications in the summer.

Different rollers are also employed.

“In general, in the spring, fall and winter, we mow at .170 inch with Wiley rollers,” says Lavis. “In the summer, we mow at .190 inch with solid rollers.”

“We always go to solid rollers in the summer. The Wiley rollers have grooves that dig down in the turf more and they’re a lot more aggressive on the turf, especially when you get heavy rains. The whole theory with a Wiley is that not every grass

blade gets rolled down before it gets cut.”

About four years ago, the greens started getting a thorough airing out during humid weather, too.

“We’re now up to 30 of our greens with at least two high-speed fans,” says Pinehurst’s director of golf course maintenance, Brad Kocher. “They’re doing a tremendous job. They don’t get rid of humidity, or cool the air temperature, but they create the air movement that makes

the bentgrass plant evapotranspire. If bentgrass is just sitting there in the humidity, it doesn’t look as good.”

Pinehurst’s owner—Club Resorts—has committed to focusing on golf, Kocher says.

“We have upgraded the courses dramatically since 1984. We’ve converted Courses 2, 3 and 5 from com-

mon bermuda fairways to 419 bermuda fairways. We’ve re-done greens on Courses 2, 3, 4 and 6 in the last few years. We built a new teaching center, put a lot more money into maintenance, bought a tremendous amount of equipment, and now we’re getting ready to build a new Tom Fazio course.”

Because seven courses are involved, equipment pooling is not uncommon.

Each course has its own set of frequently-used equipment like transport vehicles, greens mowers, tee mowers, fairway units and Sand Pros. Beyond that—fairway blowers, verticutters, aerators—the courses share.

“We take all six aerifiers out,” notes Kocher, “and we’ll do all 18 greens on a course by 9:30 a.m. We just—wham!—throw the equipment at the job. We can aerify and topdress all seven courses in one day.”

Progress, though, is a never-ending process. Says Lavis: “Everybody’s learning a little more every summer and we’re getting a little bit better.”

—J.R.



Scott Lavis: Every day’s a learning experience, new challenge.

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13th hole, Spring Valley Country Club, Elyria, Ohio

No brag, just fact: Old pro Spodnik has seen it all

PGRs and triplex fairway mowers are among the valuable tools available to today's superintendents, he says.

■ John Spodnik's next project is to build a new putting green. His son Jeff can't wait, since he's the one who'll soon be using it, in his backyard, thanks to his dad.

Spodnik, well-known to many golf course superintendents across the U.S., recently retired as manager of real estate operations for the Westfield Companies. For 34 years, he served as superintendent of Westfield Country Club, Westfield Center, Ohio.

Westfield is a gem of a course, or actually, two 18-hole courses. The first nine links—which would later become half of the South Course—were built in 1937.

The changes begin—Spodnik, with his silver hair, ready smile and neatly-pressed golf togs, could be mayor of Westfield Center. In fact, for a time he served the town as councilman. He draws welcome hellos and good wishes from people he meets on the street every day. He and his wife Mary live in a quaint, white wood-frame house next to the village post office.

Spodnik still radiates a boundless energy, and interest in the superintendent's job. He rattles off his own accomplish-

ments—no brag, just fact—and the changes he's seen over the years, with few pauses and much pride.

Spodnik took charge of the Westfield grounds in 1960, after assisting Mal McClaren at Ohio's Oakwood Country Club. It was during the first of the modern golf course booms.

Four years later, he and architect Geoff Cornish expanded the South Course to a full 18 holes. The North Course opened in 1975.

Duties expand—Spodnik says he wanted his job as a golf course superintendent to be "more than just cutting grass." Perhaps he had the foresight to know that some day the job would indeed require much more than that—first as the public's demand for the sport grew, and then later, as special interest groups began to target golf as an enemy to the environment.

Early on in his career, Spodnik benefitted from his friendship with other Ohio superintendents. They were, as Spodnik recalls, "a close-knit group." This mutual hand-holding was needed, as they all waited for needed turf maintenance technology.

"Chemical companies didn't have systems, didn't have a lot of the good fungicides or insecticides," Spodnik recalls. "We'd go to meetings and ask each other, 'What did you use for this or that problem? Did it work?'"



No 'civil war:' John Spodnik with Steve Numbers, top, and Mark Jordan, supers for Westfield's North and South golf courses.

"It was the school of hard knocks."

Away from the course, Spodnik has served as secretary/treasurer of the Northern Ohio Chapter of the Golf Course Superintendents Association for the past 35 years. It's the largest GCSAA chapter in the nation with 368 members.

"That's why we've had so many presidents in the national (GCSAA) association," says Spodnik. "We have more people, and more of those people are willing to become involved in association work."

This year, Spodnik received a Distinguished Service Award from the GCSAA for his contributions to the industry.

40,000 rounds—The Westfield links see their share of use. The North and South courses host more than 40,000 rounds a year combined.

But Spodnik says the courses are in good hands. Steve Numbers is the superintendent at the North Course, and Mark Jordan manages the South 18. But that's where the Civil War reference to dueling territories ends. They're good friends, and partners in golf course excellence.

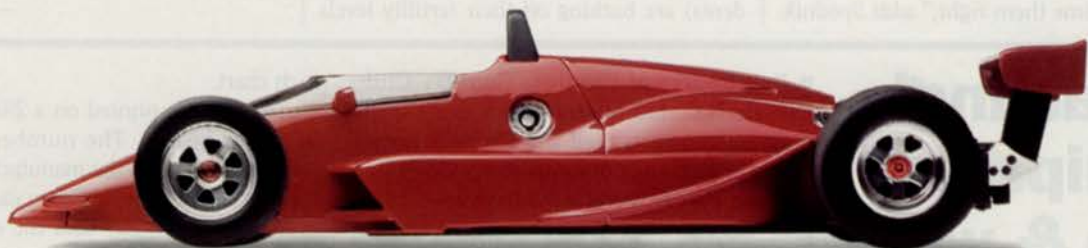
Numbers and Jordan are both in the midst of major projects. For Numbers, its total bunker renovation, a trend among



This new water feature separates Westfield's North and South courses.



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courses everywhere. "We're lowering the profile, so that when it rains, the water percolates through, and there's no standing water," says Numbers. "Even with a light rain, we're unable to rake traps. With new sand and lower profile bunkers, the rain and raking won't disturb playability."

Jordan's latest accomplishments include installing a Rain Bird Maxi System on the South Course—complete from pump house to sprinkler head.

A 35-million gallon reservoir was dug at Westfield after the devastatingly dry summer of 1988; and in 1990, holes 2, 3, 5, 8 and 9 on the South Course were remodelled to accommodate additions to the entertainment center.

A new irrigation system is planned for the North Course, and should be installed within the next year or so.

Trends—As superintendents change, so do trends in golf course maintenance, as all three men attest.

Spodnik and Numbers view plant growth regulators (PGRs) as one of green industry's major developments in recent years. "I swear by 'em," Numbers says, of PGRs on fairways.

"If you time them right," adds Spodnik,

"the superintendent still has the color he wants, and there's enough growth for turf to recover, without the problems of excess growth.

"At one time, we didn't have many choices; we had growth 'retardants,' which worked for some people. (The improved) growth regulators have been great."

Spodnik notices what he calls the "full-cycle" of equipment trends, in which—in some cases, anyway—everything old is new again.

"The triplex greens mower was a blessing," recalls Spodnik. "When I started, we cut every green and tee with a 22-inch walk-behind mower. Now, we're going back to the walk-behind. (Supers) want them cut so close, without tracks from the machines—the 'triplex circle'—on the aprons."

They all see more interest in using out-front rotary mowers in roughs, again in pursuit of a neater cut.

Spodnik, Numbers and Jordan shoot for consistent green speed rather than tournament-like stimpmeter readings.

"We want green grass all the way around," insists Spodnik. "(Superintendents) are backing off their fertility levels



Aware of the importance of community involvement, Spodnik often led lawn care seminars for local civic groups.

and are running into moss problems, disease problems, turgrass decline problems."

Spodnik plans to keep in touch with his friends at Westfield, whenever he and Mary aren't travelling.

But first, there's the matter of that putting green...

—Terry McIver

'Charting' equipment use & wear

■ Bob Rogers of Carolina Country Club, Raleigh, N.C., has his crew track every single hour equipment is used and the daily service record of each piece of equipment.

Each mower, aerator—whatever—has its own "key chart," so called because the ignition key for each piece of equipment is kept with

each chart.




The chart is printed on a 28x45-inch piece of poster board. The number next to the equipment name is the manufacturer's recommended hours of use between each oil change.

When an operator uses the equipment, he fills in the date, his initials, number of hours he used it, and a check mark after he's checked the oil and greased it.

The advantage, Rogers says, is that the mechanic can see at a glance how long the equipment has been in use and how it's been cared for.

"This gets us away from the 'rainy day oil change' system," in which the job is done sporadically, usually on days when the weather keeps you indoors. "You can damage mowers, especially the smaller mowers, that way," he says.

Charts are covered with plastic to keep them clean, and notes are written in grease pencil for easy erasing.

KEY CHART					
 TORO 450-D 100	OPERATOR	TM	JR		
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	HOURS USED	4	2		
	OIL/GREASE	✓	✓		
 CUSHMAN #1 60	OPERATOR	RH	RH		
	DATE	8/2	8/3		
	HOURS	6	4		
	OIL/GREASE	✓	✓		
 JACOBSEN GREENS KING 30	OPERATOR	LK			
	DATE	8/3			
	HOURS USED	5			
	OIL/GREASE	✓			

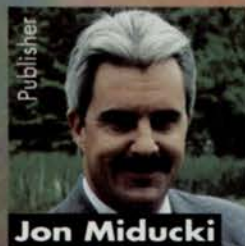
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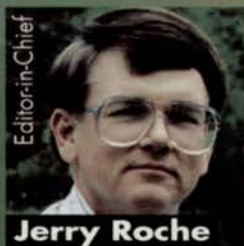
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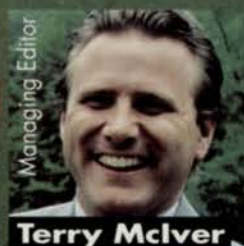
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Equipment	10	Dealers/Distributors	42
Control Products	28	Names and Addresses	52



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