

Questions!! Questions!!



FACT: There is no status quo in grounds management. You either move ahead or fall behind.

Question No. 1: What is your profession, and what should you do about it?

Answer: If you are an institutional grounds professional or independent landscape contractor, you belong with the *full range* of your fellow professionals, as represented by the Professional Grounds Management Society, where you are an *individual*, not just part of a member organization. (PGMS is the oldest, most fully inclusive organization of grounds professionals.)

Question No. 2: So, what are the steps to getting ahead?

Answer: Join and participate in YOUR professional society
Read Green Industry publications
Attend Educational conferences
Become certified

Let PGMS join you in your future.

We don't just expect you to join us for joining's sake. We're vitally interested in our members' futures. Let us add our expertise and strength to you for your greater attainment.

PGMS Membership Benefits (partial list):



- local branch meetings
- annual conference and Green Industry Expo
- regular national newsletter
- personal ID (membership card, certificate, hats, jackets, decals)
 - Certified Grounds Manager program*
 - training manuals
 - discounts — books, rental cars
 - membership directory (Who's Who In Grounds Management)
 - awards
 - information clearinghouse

*Conferred by PGMS, grounds manager certification is a program of developing and administering a program of voluntary peer review to establish acceptable competence levels, and to help the grounds professional attain his personal goals.

BOTTOM LINE

Your industry is moving ahead. Are you moving ahead with it? The only way you really know is if you're involved. If you're in grounds management, you belong with other grounds managers, and not trying to do everything alone.

Take the first step by completing and returning this coupon.



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WHEN TOM AND ERNIE WON THE BID

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Tom Speirs

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How-To: Plan your career

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including chinch bugs and sod webworms.

Circle 282

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- Cool-season pest control edition**, #301-00-016;
- Warm-season pest control edition**, #301-00-017;
- Nursery and landscape edition**, #301-00-018;
- Surflan (on southern turfgrasses)**, #305-74-012;
- Surflan (on nursery/ornamentals)**, #304-74-002;
- "Border to Border Weed Control"**, #301-00-034;
- Dursban**, #301-10-012;
- Team** #301-86-002;
- Gallery**, #301-78-005;
- Snapshot**, #301-81-009;
- Confront**, #301-61-005;
- Dursban**, #301-10-010.



EXCEL MANUFACTURING



Commercial rotary mowers for turf and grounds from Excel Manufacturing are featured in the company's latest product brochures. These brochures describe the latest Excel models, including the all-new and compact Model 2500, which features a low-profile design and dual-hydrostatic drive system. Also featured are the five "Hustler" models of hydrostatic mowers, available in diesel or gasoline versions.

The company's UTR—Ultimate Turning Radius—is described in detail, with diagrams and photographs of mowers in use in landscape, roadside, airport and other turf management operations.

Circle 283

MELROE COMPANY

The Bobcat Worksaver "Bobcatalog" from Melroe Company is a free, 32-page buyer's guide to Bobcat Compact Equipment. This full-color catalog has complete descriptions of Bobcat skid-steer loaders, mini-excavators, accessories and 30 job-matched attachments. The Bobcatalog contains end-user stories, helpful selection criteria and even financing options. For an automated faxed response, call (800) 662-1907.



To order by mail, contact Melroe Company at P.O. Box 6019, Fargo, ND 58108-6019.

Circle 284

GRAVELY INTERNATIONAL

Gravely International riding tractors, chippers and the company's Promaster riding mowers are featured in three separate booklets published by the equipment manufacturer. Professional G-Series riding tractors have welded steel and cast-iron structures with no



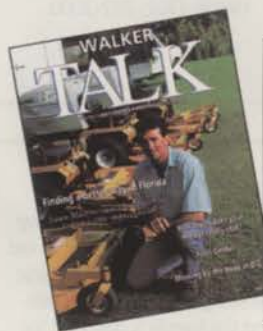
belts to slip or break. The Promaster series of riding mowers have been designed to reduce mowing time. The Pro Chip series includes four chippers of varying sizes, each one easy to haul and operate. Contact Gravely at 150 South Stratford Rd., Suite 530, Winston-Salem, NC 27104; (910) 777-1122.

Circle 285

WALKER MANUFACTURING

Walker Manufacturing shows the way to "Fast, Easy, Beautiful Mowing" in its latest product brochure for green industry professionals.

Specifications and diagrams are given for the company's four models for the professional mower, with information on snow removal



and dethatching attachments.

Also available from Walker is *Walker Talk* magazine, a regular publication which includes success stories of green industry professionals who have integrated Walker mowers into their businesses.

For either publication, contact Walker Manufacturing Company, 5925 East Harmony Rd., Fort Collins, CO 80525; (970) 221-5614.

Circle 286

PBI/GORDON CORPORATION

Literature on Encore DSC Dry Sprayable Concentrate is available from PBI/Gordon Corporation. Encore DSC is a patented formulation containing no 2,4-D, and is the newest broadleaf herbicide marketed by "The Trimec People."



Encore DSC is packaged in dissolvable, water-soluble bags, to reduce worker exposure and eliminate measuring. Container disposal problems and triple-rinsing are eliminated.

Encore DSC dissolves in cold water with minimal agitation—and not being a suspension—it stays in solution. Pre-measured packets allow accurate dosages with increased ease of handling.

For literature, contact PBI/Gordon Corporation, P.O. Box 014090, Kansas City, MO 64101.

Circle 287

TERRA PROFESSIONAL PRODUCTS

Terra Professional Products offers a variety of product literature for 1996. The company's Professional Products Catalog is available in editions for the northern and southern United States. Both publications contain 60 pages of information on products for turf and aquatics. Included are fungicides, herbicides, insecticides, plant growth regulators, specialty chemicals, turfgrass seed, fertilizer,



greenhouse and nursery products, and vegetation management products. Conversion charts and measurement tables are included, to ensure accurate applications.

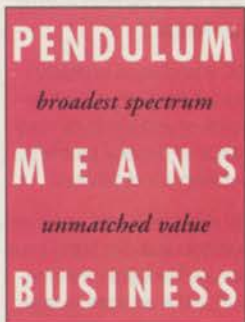
Also available from Terra is the "Talk to Terra" brochure, a brief description of company philosophy and professional product sales locations. Contact Terra International, Inc. Professional Products Division, P.O. Box 6000, Sioux City, IA 51102-6000; (800) 831-1002.

Terra also publishes an "Adjuvant Usage in the Turf, Ornamental and Vegetation Management Industries."

Circle 288

AMERICAN CYANAMID

American Cyanamid offers a helpful variety of product literature on its Pendulum broad-spectrum herbicides.



"Pendulum Means Business" describes at length the season-long control and formulation and application flexibility that is possible with Pendulum. Learn which turfgrasses have excellent product tolerance, at appropriate application rates. The publication includes pocket-sized, removable cards with illustrations of some of the weeds controlled by Pendulum.

Circle 289



American Cyanamid also publishes product descriptions of Pendulum 60 WDG herbicide; Pendulum 3:3 EC herbicide and Pendulum Herbicide Plus Fertilizer. Learn about broad-spectrum control advantages, season-long performance and cost-effectiveness of these American Cyanamid products.

For more information or the name of the Pendulum distributor nearest you, call (800) 545-9525.

Circle 290



CIBA

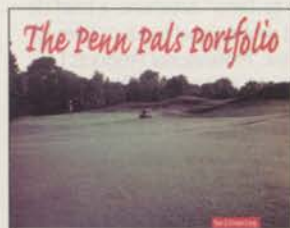
Ciba Turf & Ornamental Products describes 12 of its professional turf products in this six-page brochure. Included is information on fungicides, insecticides, herbicides, Primo growth regulator, and Sprint micronutrient solution. Use sites, packaging information and application parameters are given in detail. Contact Ciba at P.O. Box 18300 Greensboro, NC

27419-8300; (910) 547-1164. Ask for publication 910-00077B.

Circle 291

TEE-2-GREEN CORPORATION

Learn the history, quality standards and use recommendations of the Penn Pals varieties of bentgrass in Tee-2-Green Corporation's "Penn Pals Portfolio."



Penncross, Penn-eagle and PennLinks, and Pennway and Pennrio blends perform under a wide variety of conditions, and may only be sold as certified seed. Contact Tee-2-Green at P.O. Box 250, Hubbard, OR 97032; (800) 547-0255.

Circle 292

SANDOZ AGRO, INC.

Sandoz Agro, Inc. offers new, four-color brochures on two of its leading products. Sentinel 40WG turf fungicide is featured in an 8-page publication. The product controls summer patch, dollar spot



and brown patch in golf course turf. "Peak Performance" describes the solubility, length of control and application rates for the company's Barricade pre-emergence herbicide.

Both brochures are free from the Sandoz Specialty Products Service Line at (800) 248-7763; ask for publication's TO#242 and TO#257.

Circle 293

AGREVO USA COMPANY

ProStar Plus from AgrEvo USA Company provides enhanced control of the two most devastating turf diseases: brown patch and dollar spot. A twin-pack of fungicides containing two independently-registered products, Prostar Plus provides precise measurements of Prostar 50WP Fungicide and Bayleton 50WP fungicide. For literature on Prostar, contact AgrEvo USA Company at Little Falls Centre One, 2711 Centerville Rd., Wilmington, DE 19808; (302) 892-3000.

Circle 294

SCOTTS

Scotts revolutionary new Precision-Pro Spreader is made of a heavy duty, unibody construction. It won't rust or break, and is built to last a lifetime. Large, 13-inch pneumatic tires roll easily, even over rough terrain, and the handle is designed for greater comfort and less fatigue.



The hopper holds 85 pounds of material.

For literature on the Precision-Pro Rotary Spreader, contact The Scotts Company at 14111 Scottslawn Rd., Marysville, OH 43041; (513) 644-0011.

Circle 295