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# New insecticides excel at 'Grub Dig'

by RON HALL / Senior Editor

*'Diggers' from RohMid were encouraged by promise of Mach 2 insecticide against grubs, black cutworms.*

**N**ew chemical products are changing the way turf managers approach insect control, specifically white grubs and cutworm control.

One promising new product for grub control is Merit from Bayer Corp., Kansas City. It's being sold and used by turf managers. Another is Mach 2 which is being readied for a spring 1997 debut. This insecticide will be marketed by RohMid, a marketing partnership of American Cyanamid and the Rohm and Haas Company. RohMid is based in Parsippany, NJ.

These insecticides represent new chemistries, at least to the turf market. As this is being written, Mach 2 awaits final approval after being placed on the regulatory "Reduced Risk" track, a process established by the U.S. EPA for products posing fewer exposure and environmental risks than older pesticides.

Although Mach 2 (halofenozide) and Merit (imidacloprid) control grubs through different modes of action, tests at various research sites indicate that they do indeed control grubs.

Turf managers will also find out that these prod-

Employees from American Cyanamid and Rohm and Haas spent three days digging and learning about grubs, cutworms on RohMid tour.



(l. to r.) Glen Swingos, Twin Oaks GC; Tom Hartig, Meadowood GC; and Al Apking, Apking Lawn Service spoke frankly about insecticides at a roundtable in Covington, KY, during the 'Grub Mania '96' tour.

ucts can be applied relatively early in the growing season to control grubs before they become numerous or large enough to damage turfgrass. (Once grubs reach the largest, third-instar stage, "curative" applications of products like Dylox, Proxol, Turcam and diazinon work better, says Dr. David J. Shetlar, turf entomologist with The Ohio State University.)

Both Merit and Mach 2 showed excellent control of white grubs at the 1996 "Grub Dig" this past October, Mach 2 even against second instar grubs in one experiment. The Dig, directed by Dr. Harry Niemczyk and Dr. Shetlar, is an annual fall event at the OARDC/OSU Campus in Wooster, Ohio. Usually, several dozen volunteers join Niemczyk and

Shetlar and research associate Kevin Power to shovel up squares of turf from test plots on selected golf courses and at the OARDC campus. The plots have been treated with different products and/or formulations. Some plots, of course, are checks; they have not been treated.

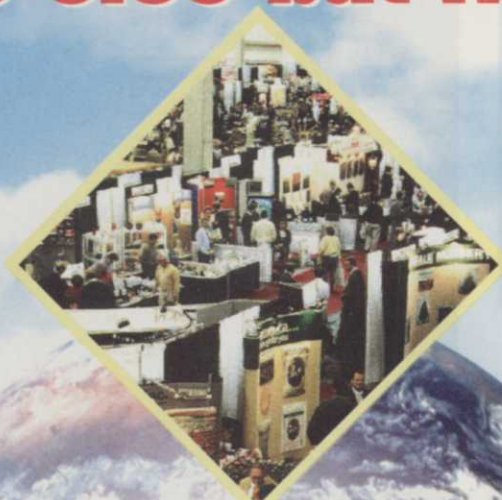
This was an unusual dig in the 25-plus years that Niemczyk has directed them.



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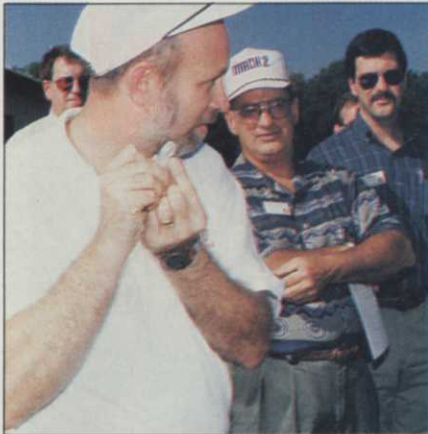
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Dr. David Shetlar, left, explained the basics of grub biology to the RohMid group.

RohMid Manager Dr. John Thomas, three members of the RohMid board, and about 25 other representatives (mostly sales) from parent companies American Cyanamid and Rohm & Haas, helped. With so many extra workers, the dig finished in one day instead of the usual two.

From Wooster, the "Mach 2 Technical Tour" contingent traveled by bus to Columbus, Ohio, and visited, first, the TruGreen/ChemLawn production facility north of the city and, later, the nearby TG/CL research facility.

Sales of add-on grub services "are very customer driven," TG/CL's Dr. Amy Sugars told the group. The lawn care company sells grub control to approximately 20-25 percent of its customers in areas where grubs are a problem, she explained. Since the introduction of Merit, TG/CL has offered customers this service weeks earlier in the season. The company still provides later treatments to customers who prefer that.

The following morning the bus tour concluded at the University of Kentucky, Lexington, where entomologist Dr. Dan Potter explained the significance of his work, much of it directed toward control of black cutworms. He too had encouraging news for the RohMid contingent.

In one experiment, Potter made applications of Mach 2 to a USGA-spec putting green which was mowed and watered daily. The clippings were gathered and

## 'Naturalyte' product controls webworms, cutworms, armyworms

A new "Reduced Risk" control product from DowElanco has passed the drawing board stage and is expected to hit the market by third quarter 1997.

Conserve SC (Suspension Concentrate) is the first in a new class of control products, called 'naturalytes,' naturally occurring metabolites that combine the efficacy of synthetic insecticides with the environmental compatibility of natural insect control products.

DowElanco reports favorable feedback from sites with Experimental Use Permits for Conserve SC. Golf courses and nurseries have been the primary test sites, and future information is being sought to support university trials.

In turfgrass settings, DowElanco reports Conserve SC provides excellent control of:

- ▶ sod webworms;
- ▶ black cutworms;
- ▶ fall armyworms.

In ornamental settings, Conserve SC controls:

- ▶ lepidoptera; insect pests such as: bagworm; E. tent caterpillar; gypsy moth; many others
- ▶ Chrysomelid leaf beetles;
- ▶ thrips;
- ▶ sawflies;
- ▶ dipterous gall midges;
- ▶ leafminers.

Conserve does not appear to control Japanese beetles, grubs, *Hyperodes* weevil, mole crickets, ant (mounds) and chinch bugs.

To date, there has been no phytotoxicity reported. DowElanco expects Conserve SC to be granted a caution label when registered, which signifies the lowest risk category given by the Environmental Protection Agency.

"This will be DowElanco's first offering of a product in the naturalyte class," says Mark Urbanowski, new products marketing manager for DowElanco's Urban Pest Management Business.

Conserve SC is being given a "Reduced Risk" review by the EPA, due to its low risk to humans and the environment.

The active ingredient in Conserve is a non-volatile crystalline solid, with a very low odor. It acts on the insects' nervous system, and is transmitted through injection or contact by the pest. The active ingredient is called spinosad (pronounced spin-oh-sid), which is composed of the metabolites spinosyn A and spinosyn D.

"DowElanco continues to pursue world class technology that does not compromise on safety or efficacy," says Urbanowski. □

taken back to the laboratory where they were fed to second instar cutworms.

"We got very good control of the black cutworms even three weeks after we treated," he said.

"We seem to have three weeks residual from a single application against small cutworms in a golf course putting green management situation which is very promising to me," explained Potter. "But, we need to do a little bit more work to see if it (Mach

2) will give us an economic level of control against the big cutworms."

Test results from just two locations during a single season do not provide enough information to give an accurate picture of a new product's potential usefulness. "There are certain years when any grub control can be a winner," said Dr. Shetlar. "There are other years when only certain products will be a winner." **LM**

[GOLF/GROUNDS]

PAGE 4 G ▶  
Field 'downtime' a rarity

PAGE 6 G ▶  
Soaking sodium from greens

PAGE 8 G ▶  
Delegation a way to grow staff

PAGE 12 G ▶  
Low maintenance at links course

**A** look through our 1996 volume shows we covered the major issues of the day for you: equipment and chemical safety; drug and alcohol abuse; legislative issues; hiring and firing; wages; weather; budgeting; immigration.

Guess what? None of those issues show any sign of evaporating into the blue. And one or more of them will continue to play a part in your day-to-day operation.

Many of you, however, can reflect on the summer of '96 with glee rather than gloom, in spite of all of your business concerns, and you're downright looking forward to 1997. That's because you plan ahead, you hire the best people you can find, you train them well and you know how to keep your equipment up and running.

You also attend at least one good trade show in the off-season, such as the Green Industry Expo, which takes place again this month, in Cincinnati. Or maybe you're a regular at the GCSAA's annual show, which is in Las

Vegas in 1997. Or maybe you're a regular at a good regional show. And you don't go to a show just to fill a bag with trinkets. You go to a show to learn!

We know that much of your success or failure has to do with the quality of your work force.

It's getting scary out there. As our feature series on Hispanic labor (page 14) shows, the legal immigrant workforce is out there, and doing fine work. The scary part is what's happened to the American work ethic when it comes to manual labor. I always thought it was the lethargy of American youth that was to blame, but after talking with some fellow industry observers, I'm not so sure it's not endemic of people of all ages. The willingness to work hard isn't there as it used to be.

## Challenges ahead include labor & the learning curve



*Terry McIver*

TERRY McIVER  
Editor-in-Chief

The song went, "Once I built a railroad, made it run against time..." Not anymore, at least not in the non-union labor force of America today.

It's all up to you. Learn all you can about advertising for and finding the best people. You are going to have to increase what you pay, though. Sorry, but that's the way it is in a buyer's market.

Words to remember as you sift through the American labor force of the 1990s: "screening," "incentives" and "alternative labor."

Equipment innovations you may want to look into include anything of quality that is light-weight; easy to maintain; and offers quick repairs and parts availability from dealers.

And as we've said before from these pages, we want to hear from you. We have a new Internet number, our phone bill is paid and the mail always gets through. **LM**

**Comments? Write Terry** at 7500 Old Oak Blvd., Cleveland, OH 44136; **phone him at** (216) 891-2709, **fax him at** (216) 891-2675 or **e-mail him at** [lscope@en.com](mailto:lscope@en.com).

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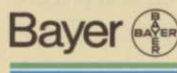
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# What 'down time'?

*Sports turf managers must be experts at meeting field agronomic needs within short and infrequent windows of opportunity allowed by intense field use schedules.*

by STEVE & SUZ TRUSTY

**T**he high school football field becomes the center of activity during the school year. At all levels, field use is close to being year-round, with any significant "down time" often coinciding with unworkable weather conditions.

Invariably, the football stadium is the premium site for the school's outdoor events, such as graduation. It may also serve as the outdoor site of choice for elementary schools, middle schools and various community-wide athletic associations.

#### **Football, soccer and band**

In some school districts the football game field is also the soccer game field, a practice field for both sports, a once-a-week practice site for the band, drill team and cheerleading squad—and the spot for overflow P.E. classes. It may be used throughout the spring, summer and fall (and during the winter in southern locations) by school-sponsored football and soccer camps, and by the local teams of various age groups for these two sports.

A major college football game field may be used exclusively for games, with one short on-field practice allowed for both the home and visiting teams each week. But the games also may include the underclassmen's football team and the men's and women's soccer teams. The marching band will want at least one on-field practice prior to each performance.

At some colleges the game field doubles as one of the practice fields for both football and soccer. It's frequently the site of key games for regional high school playoff and championship games. As with high schools, the college stadium is the prime spot for other outdoor events throughout the year.

College football has both a spring and fall season, and numerous camps. Soccer programs may run throughout the school year. The stadium also may produce revenue for the school as a rental site for athletic events, band or drill team competitions, or concerts.

#### **Other events increase field stress**

Professional football game fields don't get off any easier. Whether owned by the team or by the host city, these arenas must be money makers. The field may be converted for baseball, soccer, or both. In between sporting events, the field becomes a staging and seating area for concerts and massive meetings and rallies. Some fields even become heavy equipment display sites or mud pits for "monster" trucks.

Sports turf managers are becoming experts at meeting field agronomic needs within the short and infrequent windows of opportunity allowed by intense field use schedules. □



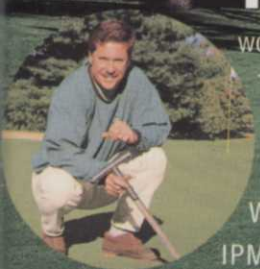
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*Geoffrey R. Blind  
Golf Course Superintendent  
Hillendale Country Club  
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# Soaking for sodium

*Weekly drenchings keep salt content low on greens at California coastal course.*

by LESLEE JAQUETTE

**L**ife is just about perfect at the Golf Club at Quail Lodge, near California's Carmel-by-the-Sea. The weather could be described as "posh," all year long, and not many of the residents work up a sweat, work-wise.

Dennis Kerr, however, sweats. Especially over salt water and Canada geese. Loads of sodium contained in water in four irrigation wells on the property, and a few hundred geese now call Quail Lodge home.

Neighbor golf course Pebble Beach Golf Club recently changed from using well water to reclaimed water. However Quail continues to

► "We basically flood the greens in order to stay away from sodium build-up," says Dennis Kerr.

▼ Drag nets brush in topdressing on one of Quail Lodge's newly-aerated greens.

irrigate its 130 acres from the local aquifer. According to Kerr, the sodium levels vary, and are a function of rainfall.

### Three-way solution

If the rains stay away, Kerr and his staff combat salt by flushing the push-up greens weekly, aerifying and adding gypsum to help with leaching.

Kerr explains that since the old greens don't drain well; sodium build-up strangles the *poa annua* in the greens. If it rains in the early fall and then late in March, the irrigation season will be shortened, and the greens keepers are ahead of the game. In lieu of rebuilding the greens to PGA standards, Kerr's team maintains a regimen of

deep soaking.

"We soak to the point of runoff," says Kerr, as he looks out over the manicured course that is built into a lovely, older housing development.

"We soak to leach. We basically flood the greens in order to stay away from sodium build-up."

The crew soaks the greens about once a week and hand waters from the best of the wells on an as-needed basis, all the while being careful to observe the turf's conditions, and take soil samples. The Toro 660 heads Kerr uses pump 3,450 gallons per hour through the greens.

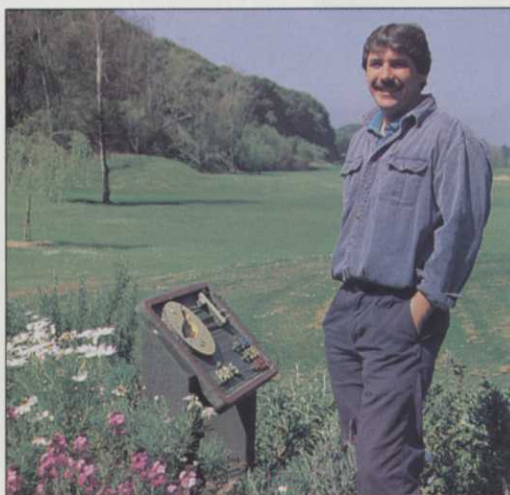
To enhance the leaching and gradually improve the greens' composition, Kerr aerifies four times a year. During the first part of June and again in early August, his crew deep tines the greens up to 10 inches in depth. These deep punctures facilitate the entire flow process, allowing the water and air to move through the dirt. Kerr admits that it's fairly risky to deep tine during the heat of summer, but if they take good care, the aerification works out. Two other times during the year, the crew does a normal aerification to about four inches deep.

Kerr often enlists the help of the aeration specialists at West Coast Greens of Sacramento, who Verti-Drain all the greens in one day. Kerr would like to purchase his own Verti-Drain unit to keep up the aerification schedule on greens and fairways.

### Gypsum helps leaching

The Quail crew makes liberal applications of gypsum to help with the leaching. In an attempt to flush out the salts left from irrigation, the crew applies from 400 to 600 pounds of gypsum per green per year. They usually apply it in 100 pound lots, five to six times per year, says Kerr.

"You can't see the effect of gypsum," says Kerr. "It's ongoing, and it could take years, but it all helps improve the soil." □



"WHITEMARSH Valley Country Club.

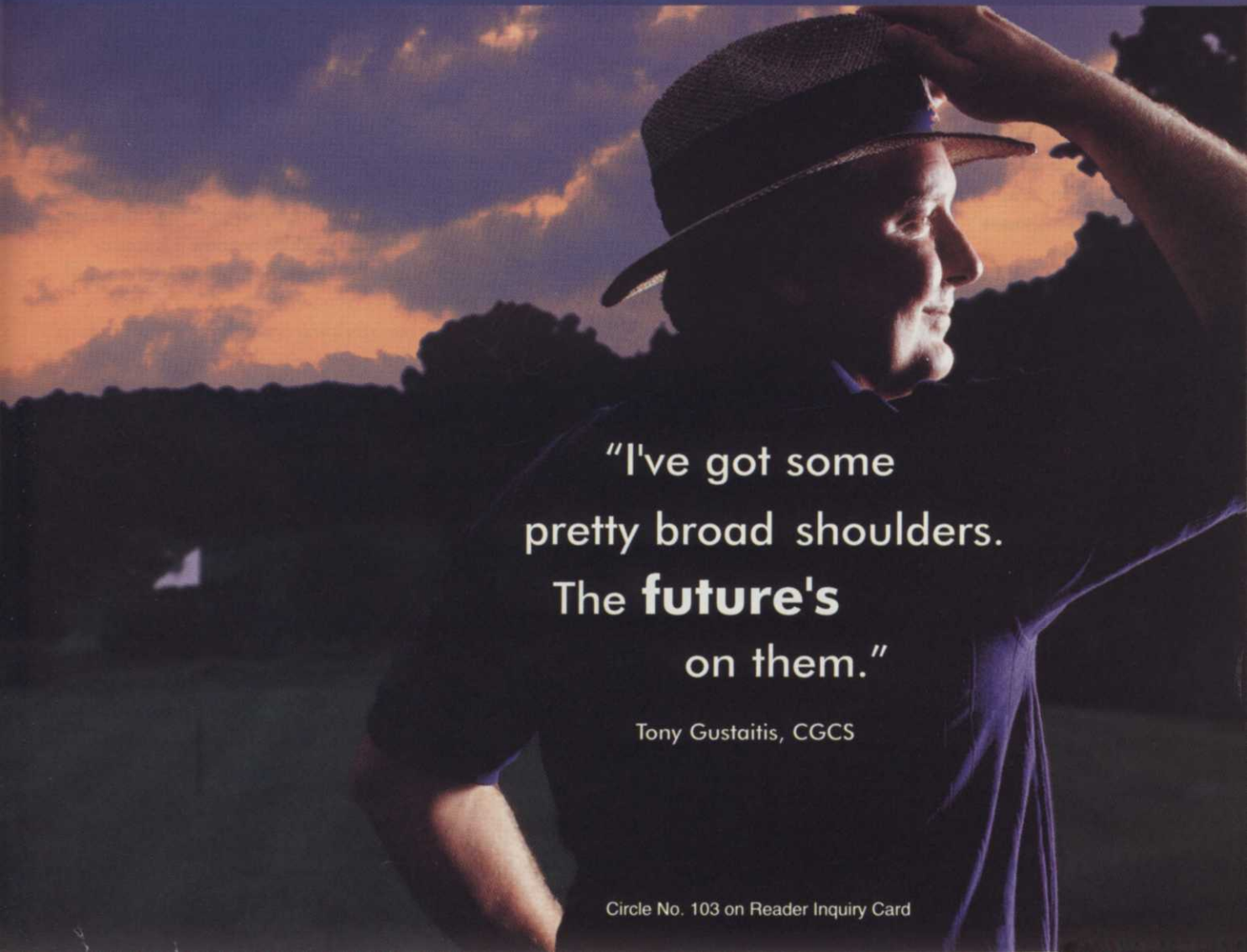
We've been around a long time — over 75 years.

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I have the future of the course to think about. So, I make sure the herbicides

I use to keep the course gorgeous are also **respectful of the environment**. I try to make sure the course and the world will be around for another 75 years. Pendimethalin is the turf herbicide that **meets these standards** year after year"

Pendimethalin



"I've got some  
pretty broad shoulders.  
The **future's**  
on them."

Tony Gustaitis, CGCS

# DELEGATION: opportunity for growth

*When managers and employees cooperate in the process, delegating authority and responsibility lets the team bring about the best results.*

by GREG PETRY



Petry: with two-way communication, all aspects of the assignment will be covered.

**G**ood managers know they can't "do it all" on their own. If you, as an athletic field manager, have the attitude that your way is the only way, and no one else can handle anything but you, you'll not only have a tough time reaching your goals, you'll also drive yourself crazy.

You're right if you feel that you need to delegate authority and responsibility.

Authority is the power to make decisions and take action. Responsibility is the condition of being accountable for those decisions and actions. One is incomplete without the other.

#### **Build a team**

The best game plan will result in a busted play if you don't have the right players "running the pattern." A manager must invest the time, effort and resources needed to form a winning team.

Develop and implement programs to train people in all aspects of their job. Initially, training should concentrate on the basic skills needed for the position, gradually increasing the difficulty level with time. Ideally, orientation and training in such

areas as personal relations, safety, communication and specific job-related tasks should be undertaken. Training should continue throughout the course of employment to advance the employee's knowledge and skills.

Investment brokers claim past performance is not an indication of future performance.

Some people learn from their mistakes and don't make the same ones again, and look for excuses to justify poor performance. They limit the scope of their job-related tasks and consequently become less valuable to the organization.

Managers need to monitor and evaluate employee performance, noting who is developing the skills and expertise to accept more responsibility.

Employees are obligated to learn and develop the skills they need to do their jobs effectively. The employee has to accept both the authority and the responsibility delegated to them.

Managers are certainly obligated to insist that an assignment is handled properly, but they must also focus on the final product, not how it is accomplished, provided the workers follow safe, standard guidelines of execution.

The manager's way is not the only way—or even necessarily the best way—to complete a project. Individuals have different ideas and working styles, each with its own strengths and weaknesses. Once you delegate a task, get out of the way and let the employee do the job.

Employees need to be empowered to complete their assignments. They should feel that their supervisor believes they are competent to handle the assignment and view it as an opportunity to shine and accomplish something positive.

#### **Define the assignment**

The manager and the employee share responsibility for a clear, precise definition of the assignment.

Managers have to communicate the "big picture," and employees must ask questions when something isn't clear to them.

Complex projects should be covered in writing,

## Delegation details

- ▶ make periodic on-site visits
- ▶ complex projects well-planned out, in writing
- ▶ delegating is not "dumping"
- ▶ use peoples' ideas and strengths
- ▶ monitor employee performance
- ▶ take note of 'promotable' people
- ▶ look for opportunity, don't point fingers

with relevant plans and diagrams. Simpler projects can be explained verbally. Whichever format is used to relay the information, both parties must ensure that their expectations are the same, and are based on facts, not assumptions.

#### **No dumping allowed!**

Delegating involves a degree of "letting go" of the project, but don't think of it as "dumping." The team concept prevails after the assignment is given.

Managers and employees should work through the chain of command whenever possible, but people should feel free to go to others for information, to directly contact another individual to correct a mistake in process or to keep one from occurring. The appropriate people should be informed of this action as soon as possible.

Complex projects must be well-planned and analyzed prior to kick-off.

Managers are responsible for tracking the progress of the assignment at key intervals, including periodic on-site visits.

Employees in charge of a project should notify supervisors of unusual circumstances or unplanned delays.

Neither party should be afraid to make adjustments along the way to increase efficiency or improve the outcome.

#### **Talk it out**

Evaluation sessions are a time to talk about what's right and wrong, not a time for pointing fingers or casting blame. These sessions provide oppor-



Managers must communicate the overall scope of the project and specific details, including their expectations for the quality of the finished product.

## Site visits good for morale

Greg Petry believes in the on-site visit as a way to take note of how well a project is going, and to trouble shoot any potential problems.

"When I'm going to work, or on my way to lunch or during a weekend, I'll drive by on a random basis, just to see what's happening," says Petry. "When I spot something that looks really good, I'll let the people know the project turned out well, or the maintenance was really well done. The site visit is a way to check out the good and the bad."

Petry also believes in talking to crews on the job, not just driving by and waving hello.

"I'll visit a project and talk with the people out there. When you visit on an informal basis, you just kind of pick up on how the work flow is going," says Petry.

"You can also pick up on their mood, and any tensions or problems that need to be resolved."

tunities to express concerns, assess progress and brainstorm possibilities.

Let everyone express their ideas, and back them up with well-thought-out facts and figures, in an attempt to reach consensus. After the pros and cons of all options have been weighed and decisions reached on how best to move forward, those decisions must be accepted and respected by everyone.

Some circumstances are beyond the control of either party, such as unfavorable weather conditions, the business failure of a key supplier, or drastic cuts in personnel or budgets.

Everyone in the organization must work together in developing a plan to overcome those kind of glitches. Look for opportunities, not obstacles, to reach the goal.

In some instances, internal adjustments in overall scope and quality can be made with minimal effect on the public perception of the total projects. In other cases, resources must be channeled to the most important and highly visible segments of a project to satisfy immediate needs, with other project segments temporarily cut back or put on hold until later.

Once the situation has been analyzed and the decisions made, everyone must accept and respect those decisions. □

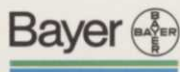
*Greg Petry is executive director of the Waukegan, Ill. Park District, and immediate past president of the Sports Turf Managers Association.*

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normal conditions, MERIT can give you residual soil insect control up to four months or longer in turf. In short, it controls grubs and keeps controlling them. If that was all it did, that might be enough to make it your insecticide of choice.



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Greens Committee will love it. To find out more, contact Bayer Corporation, Specialty Products, Box 4913, Kansas City, MO 64120. (800) 842-8020.





# Nature maintains much of links course

by Larry Kassell

*Forty-two acres of low-maintenance fine fescue makes fairway care a breeze in the Nebraska heat.*

**T**his course is more than just a great place to play," says Corey Crandall, superintendent of Sand Hills Golf Course. "It's a real pleasure to maintain with its natural efficiencies and thoughtful design."

Sand Hills is an 18-hole private links facility that's not quite two years old. Located 60 miles north of North Platte, Neb. the course features private cottages, and—talk about out-of-the-way—the first tee is a mile from the clubhouse.

The Sand Hills look is largely a result of the workings of the weather. Wind, rain, snow and grazing animals have sculpted the course over time into a wide, rustic expanse, much like the Scottish links-style courses.

Very little earth was moved during construction. Some leveling and contouring were needed for the creeping bentgrass tees and greens, which average 5,500 to 6,000 square feet. Greens have a natural sand base; no gravel, tile or amendments were utilized. The 42 acres of low maintenance fine fescue fairways abut and compliment the native switchgrass, Sand Hills Blue Stem and Little Blue Stem, grama-grass and sunflowers.

## Cool downs for heat stress

"The only irrigation is on tees, fairways and greens," says Crandall. "Our water is plentiful; it comes from an aquifer directly below us. Irrigation and precipitation is quickly absorbed by the sugar-sized sand granules below. With our heat and wind, the closely mowed areas dry up quickly, so we do a lot of cooling down during the day, plus watering at night. The native grasses regulate themselves and could get out of control if we applied water."

The 10 to 13-member maintenance crew is comprised of men and women. During summer vacation, high school students average 45 hours a week during heavy play. When they return to school, local ranch workers replace them.

"Many have to travel several miles to work here, and some have never played golf because ranch life is more important to them," says Crandall. "We have to teach them about mowers, heights of cut, mowing patterns; then the difference between tees, fairways, greens and collars. My assistant, Josh Mahar, will select pin placement and change the cups almost every day. Meanwhile our employees hand mow greens at 1/8-inch and collars at 3/8-inch."

Sand Hills is a treeless golf course. There are no water hazards, bunker rakes, ball washers or out-of-bounds areas.

"It's pretty much 'what you see is what you get,'" says Crandall. It's not unusual to play out of an animal or golfer footprint in a bunker. The crew does, however, rake washed bunkers after a severe storm.

▲ The links look is emphasized at Sand Hills. No ball washers, no signs, no rakes.

"Members have a 16 handicap or less. If a player misses a fairway or green, there's little chance of recovery from the tall, thick native vegetation.

"Probably the most difficult part of course construction was the cart paths," says Crandall. "It was necessary to bring in clay and gravel to stabilize the sand base. We chose this method over asphalt or concrete to retain the natural sand color. We allow carts to cross fairways, but they're not allowed in the extreme roughs. Fairways were seeded and cultipacked with a mixture of Oregon-grown chewings and creeping fescue varieties that performed well in our area."

The Sand Hills fairways are mowed at a half-inch with a 5-plex fairway mower. So far, the fine fescues have lived up to their reputation of being a very low maintenance turfgrass with low fertility requirements (1 1/4 pounds of N per year) and very heat and drought tolerant.

"If a spot does dry out on the fairway, we give it some water and it comes right back," says Crandall. "We experienced some winterkill this spring, so we seeded in some annual ryegrass as a nurse crop with our fine fescue. We expect all the annual rye to be gone next season. A balance is necessary to keep the various types of vegetation from encroaching on each other.

"Deer can be destructive to greens when they stop to feed on the turf, but we've learned to peacefully co-exist." **LM**



# [DO YOU USE THE WEB?]

by RON HALL /  
Managing Editor

Rummaging through the drawers of my desk at home I turned up a glue pot, a pair of scissors with incredibly long blades, a bundle of stubby editing pencils, and a small empty notebook, an editor's tools in 1969. They, along with a creaky manual typewriter and a roll of unused newsprint cut 8½ inches wide, were the only tools editors needed then. And, that's the way it stayed for another 10 years. Gosh, how things have changed.

Now we write and edit electronically. Our MacIntosh computers have so many features that it's a chore keeping up with them.

But there's even newer technology and it's causing excitement in our editorial offices as we plan our presence onto the World Wide Web. We've been talking and planning, and we're pretty much in agreement here at LANDSCAPE MANAGEMENT magazine that we want our Web site to be:

- the best-designed site in the green industry,
- informative but also easy and fun to use,
- up to date, and
- interactive.

But we need your help.

Our goal is to be your primary Web link to the ideas, news, services and suppliers that you need to serve your customers.

That's where you can help

us. What would you like to see on our Web site? What types of information? What features? How can we serve you on the Web?

There's no question more and more of you will be turning to the Internet for information and, through e-mail, to communicate, too. That's why we're getting our Web site ready. We're going to be there for you. Meanwhile, check out some of these green industry sites:

- ▶ The Grasshopper Co.:  
[www.grasshoppermower.com](http://www.grasshoppermower.com)
- ▶ The Golf Course

Superintendent's Association of America:

[www.gcsaa.org/gcsaa](http://www.gcsaa.org/gcsaa)

▶ Husqvarna: [www.husqvarna.com](http://www.husqvarna.com)

▶ Lofts Seed Co.:  
[www.turf.com](http://www.turf.com)

▶ John Deere Co.:  
[www.deere.com](http://www.deere.com)

▶ Power Pruner:  
[www.power-prune.com](http://www.power-prune.com)

▶ Professional Lawn Care Association of America:  
[www.plcaa.org](http://www.plcaa.org)

▶ RISE: [www.acpa.org/rise](http://www.acpa.org/rise)

▶ Sports Turf Managers Association:

[www.aip.com/stma](http://www.aip.com/stma)

▶ The Toro Co.:  
[www.toro.com](http://www.toro.com)

▶ TruGreen/ChemLawn:  
[www.trugreen.com](http://www.trugreen.com)

▶ Weathermatic:  
[www.weathermatic.com](http://www.weathermatic.com)

Give us some good ideas and we'll send you a LANDSCAPE MANAGEMENT cap. Write: Talkback, Landscape Management, 7500 Old Oak Boulevard, Cleveland, OH 44130; fax: (216) 891-2675, or e-mail: [lscapem@en.com](mailto:lscapem@en.com). **LM**

## Your turn

Every other month, we report what readers think about current topics in LANDSCAPE MANAGEMENT. Tell us what you think about **WEB SITES**. Tear out or photocopy this page, and fax or mail your response to: Talkback, Landscape Management, 7500 Old Oak Blvd., Cleveland, Ohio 44130 • Fax: 216/891-2683. E-mail: [lscapem@en.com](mailto:lscapem@en.com)

### Would you access a LANDSCAPE MANAGEMENT Web Site? What information would you like to see on the site?

- Yes COMMENTS \_\_\_\_\_
- No \_\_\_\_\_

### How often do you access other web sites?

- Often COMMENTS \_\_\_\_\_
- Not often \_\_\_\_\_

### Are you generally satisfied with what you're finding on other green industry sites? Why or why not?

- Yes COMMENTS \_\_\_\_\_
- No \_\_\_\_\_

### Has something you discovered on the web helped you run your business or facility better? Tell us about it:

- Yes COMMENTS \_\_\_\_\_
- No \_\_\_\_\_

## SUPPLIERS CORNER

**Bayer Specialty Products** and **Monsanto Company** now offer product fax-on-demand information services. Bayer's 800 hotline (800-842-8020) now offers product information via fax as well as a question-and-answer line. Available are product labels, MSDS and product information sheets on Premise, Tempo, Baygon, Dipterex, Bayleton, Dylox, Merit, Morestan, Namacur, Oftanol and Sencor. Monsanto's 800 hotline (800-305-3055) offers product information via fax on Roundup, Roundup Pro, Dry Pak, Rodeo, Campaign, Accord and Manage herbicides. Product labels, MSDS and technical fact sheets are available via fax.

John Szafranski, vice president and general manager of the **Toro Company's** commercial division, retires this month after 23 years with the company. Michael J. Hoffman has been named general manager of commercial business. The **Toro Company** also reports it will sponsor the Golf Course Superintendents Association of America's golf championship through the year 2000. Next year's event is Feb. 5-7, 1997, at six unique courses in the Las Vegas metropolitan area.

**Pursell Industries** is the newest corporate sponsor of the GCSAA's annual Environ-

mental Steward Award, joining **Ciba Turf & Ornamental Products, Jacobsen Division of Textron** and **Rainbird's Golf Division**.

Gene Hintze has been named eastern district turf and ornamental sales team manager for **Sandoz Agro**. Leo Schoenhofen's sales territory is expanded to include the mid-South and Southwest. Terri Lohmann has joined the business management team, and Sean Lynch is new national account manager.

**Lesco** and **MTD Products, Inc.** have formed a joint venture to manufacture commer-

cial turf equipment. Products will be marketed by MTD through its existing dealer network in the U.S. and in Europe. Both companies are headquartered in Cleveland.

**Vermeer Manufacturing** introduced its global dealer network to its Parts CD-ROM System and its Private Label program at an annual sales meeting in July.

Alan Niblett of Lacanto, Fla. has joined **Aquatrols** as Florida territory manager. He will work with turf and horticultural professionals and support product distribution.

Rick Zeckmeister is new marketing director for **Briggs & Stratton's** Domestic Lawn & Garden Division. He was promoted from marketing manager.

**Emerald Isle** is now distributing **BioTurf Gro's** premium line of liquid micro-nutrients, foliar fertilizers, natural organic supplements and granular fertilizers. The BioTurf Gro products use a new chelating technology developed by Dr. Gene W. Miller, Utah State University professor emeritus.

**Pickseed West, Inc.** of Tangent, Ore., will buy **Roberts Seed Co.**, also of Tangent. Roberts has a proprietary line of turfgrass products, and would continue to distribute its varieties to its distributors. Pickseed says the purchase will not interfere with the companies' individual marketing efforts. Pickseed plans to use Roberts' small package line to offer more competitive rates. **LM**

# Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

**FREE LAMP GUIDE...**You can receive a free "Pocket Lamp Guide" for landscape lighting from California Landscape Lighting. Just phone (800) 457-0710 or fax your business card to (800) 457-0730.

**LIGHTING SPEC SHEETS...**W.J. Whatley, a leader in composite lighting poles and lamp posts, offers free specification guidelines and cost-saving information on direct embedding fiberglass composite outdoor lighting poles. The company reports that specifiers can save from \$300 to \$500 per pole by using the direct embed method of installation. Call (303) 287-8053.

**WHO READS THE PAPERS?...**Ken Eichenbaum says lots of people do. That's why he's written "How to Create Small Space Newspaper Advertising That Works." Available for \$34.50 plus s&h, the book includes tips on how to use graphics and text more effectively, which positions work best, and the wisdom of advertising in "free papers." To order your copy, write to Litterati Publishing, 9470 N. Broadmoor Rd., Bayside, WI 53217; or call (414) 352-5070.

**MARKETING, SALES GOLD...**Joel Lerner's new book, "Landscape Professional's Marketing & Sales Sourcebook" features chapters on building client relations, using market data, pricing and job costing, selling techniques, design sales tips and advertising and promotional programs. Lerner, a landscape professional for 34 years, shows that your expertise is valued by homeowners and how you can make money by satisfying your client's needs. The book is available for \$45 plus s&h to members of the American Association of Nurserymen; cost for non-members is \$75. To order, contact the National Landscape Association at 1250 I St., NW, Suite 500, Washington, DC 20005; (202) 789-2900.

# Events

## NOVEMBER

**15-21: Golf Course Superintendents Association of America education seminars,** Cleveland, Long Island and Guelph, Canada. Phone: (913) 841-2240.

**17-21: Green Industry Expo,** Cincinnati Convention Center. Phone: Eleanor Ellison, (770) 973-2019.

**17-21: Professional Grounds Management Society annual conference,** Cincinnati Westin and Convention Center. Phone: (410) 584-9754.

**17-21: Professional Lawn Care Association of America annual conference,** Cincinnati Hyatt Regency and Convention Center. Phone: (800) 458-3466.

**17-21: Associated Landscape Contractors of America annual conference,** Cincinnati Omni Netherland Plaza and Convention Center. Phone: (800) 395-2522.

**19-22: International Erosion Control Association professional development training courses,** Quality Hotel, Metairie, La. Phone: (800) 455-4322 or (970) 879-3010.

**22: "Integrated Pest Management: Landscaping for the '90s" conference,** Holiday Inn, Toms River, N.J. Phone: (908) 349-1246.

## DECEMBER

**1-17: Golf Course Superintendents Association of America education seminars,** various sites across the U.S. Phone: (913) 841-2240.

**2: Roadside and Right-of-Way Vegetation Management seminar,** Cook College, New Brunswick, N.J. Phone: (908) 932-9271.

**2-5: North Central Turfgrass Exposition,** St. Charles, Ill. Phone: (312) 201-0101.

**4-5: Rhode Island Turfgrass Show,** Rhode Island Convention Center, Providence. Phone: Melissa Herman, (401) 847-7666.

**4-6: Rocky Mountain Turfgrass Conference & Trade Show,** Currihan Hall, Denver. Phone: (719) 489-3222.

**10-12: Georgia Turfgrass Conference,** Georgia International Convention Center, Atlanta. Phone: Doug Moody, (404) 975-4124.

**10-13: Ohio Turfgrass Foundation Regional Conference and Show,** Greater Columbus Convention and Visitors Center. Phone: (614) 261-6750 **LM**

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<b>1. Sales through dealers and carriers, street vendors and counter sales (Not Mailed)</b>	—	—
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**Date:** 9/20/96

I certify that the statements made by me above are correct and complete.



## Chain-driven greens roller built for comfort

Wood Bay Enterprises of Las Vegas, Nev., has brought the greensron 3000 to the golf industry. The tool features a three roller configuration with a vulcanized, non-slip rubber drive roller, a 5.5-hp Honda engine and a non-hydraulic Snow-Nabstedt power transmission. The roller uses a hand throttle for increased safety and ease in operation, and travels at a speed of up to 5 mph. A compact, 110-pound steel-body trailer with folding ramp is provided for transport from green to green.

The roller trailer can be attached to a golf cart or utility vehicle.

To obtain more information about the greensron 3000, contact Wood Bay at (800) 661-4942, and be sure to mention LANDSCAPE MANAGEMENT. You may also

Circle No. 280

## Buy early, Lofts suggests

Bob Richardson, general manager of Lofts/Great Western, Albany, Ore., reports that smaller than usual supplies will be available to turfgrass buyers in 1996-97, and he suggests you buy ASAP.

"Perennial ryegrass and tall fescue will be in extremely light supply," reports Richardson. "The higher quality items might be out by mid-spring. It really depends on the weather.

"Kentucky blue seems to be in good supply, but the Jamestown II chewings fescue and Koket fine fescue will be in tight supply due to acreage, a poor European fescue crop and high domestic demand.

"The sheeps fescue and hard fescue quality products are already hard to get," adds Richardson.

Lofts/Great Western reports there is an adequate supply of bentgrasses, but suggests that golf course superintendents will certainly see some shortages. Richardson advises professional turf managers in need of clean, quality turfgrass seed to buy as early as possible. Some items, Richardson reports, will have very little or no carry-over.

"Golf course superintendents will certainly see shortages of bentgrasses or ryegrasses," says Richardson.

The chart (right) illustrates the pricing and availability of the Lofts/Great Western varieties. This listing was inadvertently omitted from our September availability report.

LANDSCAPE MANAGEMENT regrets any inconvenience that may have resulted due to the omission.

For more information about Lofts/Great Western products, call (800) 526-3890, or

### Key to availability:

A=expected surplus; B= adequate supply; C= limited supply.

### Key to price:

H=higher prices than last season; S=stable prices, generally the same as last season; L=lower prices than last season

Cultivar	Availability	Price
<b>Fine Fescue</b>		
Reliant hard fescue	B	S
Jamestown II chewings	B	S
Azure blue fescue	B	S
<b>Bentgrasses</b>		
L-93 creeping bentgrass	B	S
Southshore creeping bentgrass	B	H
Crenshaw creeping bentgrass	B	S
<b>Kentucky bluegrass</b>		
Eagleton	B	S
Preakness	B	S
Belmont	B	S
<b>Perennial ryegrass</b>		
Palmer II	C	H
Prelude II	C	H
Repell II	C	H
<b>Turf-type tall fescue</b>		
Rebel family	C	H
<b>Other seeded cultivars</b>		
Salty Alkaligrass	B	S
Laser II Poa trivialis	B	S

Circle No. 281

# LANDSCAPE Bookstore



## Containment Systems Design: Chemical Storage, Mixing and Handling

by Fredric R. Haskett

100 pages, hardcover

Item #LSMB809 ~~\$74.95~~ \$49.95

Find out how to prepare your company for the scrutiny of government regulators...learn how your operation can comply with new regulations...understand the legal

implications of compliance versus non-compliance... and discover the difference between the cost of recycling finished product residues and the the cost of disposal. This comprehensive guide to compliance covers everything you need to know about storing, mixing and recycling chemicals. Areas covered include Planning, the Containment Facility, Equipment Standards, Site Standards, Emergency Response Procedures

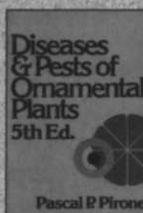


## A Color Atlas of Pests of Ornamental Trees, Shrubs and Flowers

by David V. Alford

448 pages, hardcover

Item #LSMB810 \$89.95



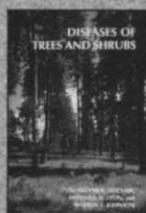
## Diseases and Pests of Ornamental Plants

by Pascal Pirone

566 pages, hardcover

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## Diseases of Trees and Shrubs

by Wayne Sinclair, Howard Lyon  
& Warren Johnson

575 pages, softcover

Item #LSMB430

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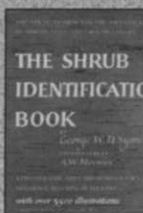
## Insects that Feed on Trees and Shrubs

by Warren Johnson &  
Howard Lyon

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## The Shrub Identification Book

by George Symonds

379 pages, softcover

Item #LSMB720

\$19.50



## The Tree Identification Book

by George Symonds

272 pages, softcover

Item #LSMB750

\$17.95



## Tree Maintenance

by P.P. Pirone

514 pages, hardcover

Item #LSMB760

\$49.95



## Urban Trees A Guide for Selection, Maintenance, and Master Planning

by Leonard J. Phillips, Jr.

273 pages, softcover

Item #LSMB801 \$37.00



## Tree, Turf and Ornamental Pesticide Guide

by W. T. Thomson

170 pages, softcover

Item #LSMB813

\$18.50



## Ornamental Horticulture Science, Operations & Management 2nd edition

by Jack E. Ingels

554 pages, hardcover

Item #LSMB807 \$40.95



## Landscaping Principles & Practices 4th Edition

by Jack E. Ingels

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Item #LSMB821

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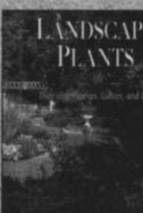
## The Landscape Lighting Book

by Janet Lennox Moyer

282 pages, hardcover

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## Landscape Plants Their Identification, Culture, and Use

by Ferrell M. Bridwell

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Item #LSMB808

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## Landscape Architecture A Manual for Site Planning and Design

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## > PRODUCT REVIEW



### Smaller vehicle, many uses

The Cushman Jr. Turf-Truckster work vehicle handles turf management jobs at golf course and athletic field sites that don't need the large payload of the Cushman Turf-Truckster. The Jr. model comes in both three- and four-wheel models, and hauls up to 2,000 pounds of cargo. A hydraulic dump bed is standard. Various optional attachments are available, including aeration, top dressing and spraying attachments.

For more information on the Trucksters, call Ransomes America Corporation at (800) 228-4444, and tell them you saw it in LANDSCAPE MANAGEMENT, or

Circle No. 282



### The New Jersey Turfgrass Association's **EXPO 1996**

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**New Jersey Turfgrass Association**

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**For Registration and Information, Call:**

**(908) 821-7134 or (609) 853-5973**

Circle No. 118 on Reader Inquiry Card



### Utility vehicles can run on LP gas

John Deere offers LP Gas conversion kits for its Gator Utility Vehicles, to add versatility and practicality of alternate fuel usage.

The conversion kits are designed with the commercial customer in mind, and feature dual fuel capability with key switch actuated propane or gas operation. An industry-standard tank mounting bracket allows use with a universal tank.

The Diesel Gators share an arc-welded unibody design, front suspension and a fully independent, single A-arm design that stands up to the bumps and jolts of off-road work. Low ground pressure and a low center of gravity also allow these heavy-duty haulers to work on turf without leaving ruts or marks.

For more information, call (919) 832-7421 and tell them you saw it in LANDSCAPE MANAGEMENT, or

Circle No. 283