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## Some serious thoughts on job security



BRUCE WILLIAMS,  
CGCS  
Los Angeles CC

**B**ruce Williams, CGCS, superintendent at the Los Angeles Country Club, realizes that job security is one of the foremost concerns of most golf course superintendents.

He shared some of his observations on the subject on GCSAA's busy website this past spring, and because of the importance of the topic we asked him for additional comments. The following are some of them, edited for space.

Becoming a superintendent is the goal of many young people. Working conditions are attractive. It can pay well too, even for individuals

possessing associate degrees or completing 12-short courses. A salary of \$50,000-plus isn't unusual for a capable superintendent.

But there is competition for these jobs. And more is coming.

There may be as many as 2,000 students in turf programs in the United States. The law of supply and demand dictates that the more superintendents there are, the lesser the likelihood that greater demand and higher salaries will be out there. Many superintendents already feel the market is flooded.

Is it time to rethink the reason for giving out numerous scholarships each year to attract more people to become golf course superintendents?

Another issue is compensation. A superintendent with a lot of experience at a club can make a pretty good salary. In fact, a superintendent could eventually command the largest salary at a club. While clearly a good thing, this could cause a problem. What seemed like a reasonable salary to one board may seem unreasonable to the next one. Boards and general managers, like superintendents, come and go.

Also, the further the superintendent gets away from the "honeymoon" phase with the club and

its board, the greater the negative response can be to suggestions for improvements that, even though they're temporary, would close or tear up the course, or even restrict carts or play.

None of this is likely to change much soon. Most superintendents can't count on job security. That's why it's valuable for all of us superintendents to understand as much as we can about the life and career cycles of this demanding profession.

### [SUPERS ON COURSE]

GCSAA members will decide three officer posts and elect three directors from a field of 10 candidates for the 1999 board of directors during the annual meeting, Feb. 13, 1999, during GCSAA's 70th International Golf Course Conference and Show in Orlando.

For President: **David W. Fearis**, CGCS, Blue Hills Country Club, Kansas City, MO.

For Vice President: **R. Scott Woodhead**, CGCS, Valley View Golf Club, Bozeman, MT.

For Secretary/Treasurer: **Michael Wallace**, CGCS, Hop Meadow Country Club, Simsbury, CT; and **Tommy D. Witt**, CGCS, StillWaters, Dadeville, AL.

For Directors: **David S. Downing II**, CGCS, Wild Wing Plantation, Conway, SC; **Joseph H. Emanuel**, CGCS, Hurstbourne Country Club, Louisville, KY; **James J. Nicol**, CGCS, Hazeltine National Golf Club, Chaska, MN; **Timothy T. O'Neill**, CGCS, Country Club in Darien, Darien, CT; **Samuel R. Snyder VII**, CGCS, Hercules Country Club, Wilmington, DE; and **Mark Woodward**, CGCS, Dobson Ranch and Riverview Golf Courses, Mesa, AZ.



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A view from one of the tees. The steep sides dropping off from the tee are kept in natural vegetation.

# Maintaining a shop and a course

By BRIDGET FALBO

**F**or a golf course superintendent, the layout and design of the maintenance shop can be almost as important as the design of the course. Luckily for Mariana Butte Golf Course superintendent Ron Mielke, he was on board with the City of Loveland, Colorado, prior to course construction and helped with the design of the shop.

Mariana Butte is set in the foothills of the Colorado Rockies bordering the Big Thompson River and features a backdrop of the snow covered peaks of Rocky Mountain National Park. The public golf course opened in 1992, and made *Golf Digest's* list of 100 Great Value Golf Courses and also received the magazine's four-star rating.

Mielke had worked as superintendent for Loveland's Olde Course for eight years before moving to the site of the Mariana Butte course and supervising construction under the direction of architect Dick Phelps in late 1990.

## Limited maintenance space

When it came time to plan the maintenance area, Mielke found they had limited space in which to build a maintenance shop (as happens with most golf courses). It also needed to be constructed in such a way as to be out of sight of the expensive homes that would encircle the course.

Landscape berms were constructed surrounding three sides of the shop, to act as a natural barrier to noise and unsightly equipment. The berms, however, turned into an attribute of the shop area rather than just taking up precious space. They

were cut in half and backed by concrete storage bins, which Mielke says have become very useful in storing sand, gravel, top dressing and even equipment.

"You can't see it from the road and it's contained here within the walls," explains Mielke.

With his experience working on other golf courses, Mielke knew many details he wanted to incorporate into the shop design, such as an equipment hoist, meeting room and out-of-the-building pesticide storage. But he also gathered information from other superintendents whenever he had the chance. He's more than satisfied with the result, but says it's still a work in progress. The landscaping hasn't been completed yet, for instance.

The front end of the maintenance shop houses comfortable work spaces --offices

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for Mielke, his assistant, the irrigation system computer and an approximately 18-ft. by 28-ft. open room filled with long tables and chairs for lunches and meetings. A dry erase board covers the entire back wall, prominently displaying the work schedule. A large map of the whole course mounted on the wall helps Mielke and his team plan the day's work activities.

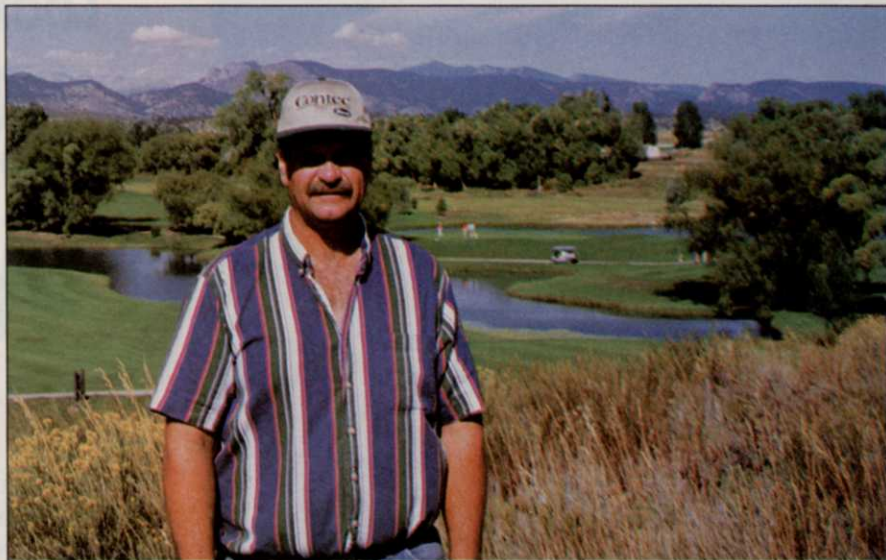
The 44-ft. by 48-ft. heated maintenance room provides the space required for the mechanic to keep the equipment in tip-top shape. One of the best features of the shop, according to Mielke, is the small enclosed room with its own exterior ventilation for the mechanic to use specifically for grinding. Closing the room off keeps the dust from getting into bearings and motors and alleviates the noise problem, says Mielke.

The state-of-the-art chemical storage area in a separate, all-metal enclosed building has an automatic containment feature below the floor in case of a pesticide leak. By housing the chemicals in a separate facility, in case of a fire, the safety of workers and firefighters is increased and it will keep the chemicals from contaminating a nearby lake.

#### **Water recycling**

In the blueprint stage, Mielke knew the course would eventually purchase a water recycling system for cleaning equipment, so the building was specifically designed to handle this type of system. A small room next to the equipment area houses the water recycling equipment, which was installed this past spring. Just outside, a covered wash bay with drainage was built where the equipment is cleaned, to keep rain water from entering the recycling system.

Last year Mielke and mechanic Dave Batt toured golf courses looking at their water recycling systems. What they found was that many people were dissatisfied with different parts of their systems. Mielke used that knowledge in deciding to buy a new system from Hydrodynamics, Inc., of Florida not yet used by other



**Ron Mielke has been in the golf course business all his life, so he knew what he wanted when it came time to build a maintenance shop at the Mariana Butte Golf Course.**

courses. (The water recycling system costs approximately \$28,500, according to the manufacturer.) They installed the system in the spring of 1998.

"After a couple of months of trial and error, we've worked the bugs out of it," says Mielke. "It's working out very well."

The equipment cleaning process begins with using compressed air to blow the dry grass off the equipment; the clippings are then recycled into compost. The unit is brought into the wash bay and spray washed with a pressure washer. The water and debris fall into a sump, which is then pumped through a screened cart that separates out the grass clippings and other large debris. Next, the water is pumped through a series of four clarification tubes to remove very fine grains of sand and silt. Then it passes through an ozonation chamber which uses ultraviolet light to kill bacteria in the water. From there it returns to the cistern and recirculates. That makes up the primary loop.

In the secondary loop, the water is removed from the primary loop cistern, pumped through a series of cloth filters covered with diatomaceous earth and then

through an activated charcoal filter to remove gasoline, pesticides and oils. Then it fills a water reservoir which feeds the pressure washer, and some water returns to the wash bay to be recycled again.

Mielke figures he saves up to 4,000 to 5,000 gallons of water a month. He believes it's just a matter of time before state and federal regulations require such recycling to avoid contaminated water runoff into lakes and streams near golf courses.

Proper irrigation is a key to maintaining this course. Mielke explains they are very conscientious about their water use and only water as much as the course needs to keep the turf in playing condition.

Since irrigation is so important, Mielke and other employees will be able to access pump station information at home via computer link. This will enable staff to monitor pump station stats 24 hours a day.

#### **Course maintenance**

Because of the very low humidity, the course suffers from few disease problems. Mielke handles any disease with a curative approach rather than preventative, except in the case of snow mold. In the latter part of October, he applies Scotts Fungicide 9

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because the grass is still actively growing. Then around Thanksgiving he applies Scotts FF2 to last through the winter. Last winter, Mielke said the course was only closed for three to four days because of snow, but some winters snow may cover the turf for over a month.

Since its beginning, the course has been popular for tournament play, especially for shotgun and scramble type tournaments. The course generally schedules 15 or more tournaments per month.

Mielke finds the toughest part of his job to be fitting in necessary maintenance activities, such as top dressing, so as not to interfere with tournament play. Since the entire course has to be ready by 7:30 a.m. for shotgun tournament play, the crew starts mowing at 5:30 a.m.

The crew mow the tees and fairways on the front nine on Monday, Wednesday and Friday, and the back nine Tuesday, Thursday and Saturday. They mow greens and set cups daily. They mow roughs after these are completed. Paul Mason, assistant superintendent at Mariana Butte, schedules the maintenance staff of 14 seasonal employees and five full-time employees.

As with most golf courses, finding good employees can prove difficult. The Loveland course is helped by the fact that nearby Fort Collins

Concrete storage units built into the back of earth berms which surround the front and sides of the maintenance building.

The course purchased water recycling equipment from Hydrodynamics, Inc. of Florida.

Pressure washing equipment in the wash bay; the water runs into a sump and begins the water recycling process.



is home to Colorado State University, which has a course of study on turf management. Students studying in the program often find summer jobs with Mariana Butte. But having that employment pool nearby also comes at a price. "We lose half our crew when school starts," says Mason. "And sometimes we're still mowing greens as late as Thanksgiving."

As might be assumed because of its location in the foothills, some of the tees must be mowed with hand mowers because of the severe elevations, describes Mason. On the 16th hole, the tee has an

almost vertical drop of 40 feet. Many of the slopes themselves are kept in native vegetation to alleviate extra maintenance and reduce irrigation needs.

Working with the steep elevations and tournament timing offer the biggest challenges to managing this course near the Rockies, but Mielke says meeting those challenges provides great satisfaction and every new problem that crops up just makes his day more interesting. *The author is a freelance writer in Minneapolis who writes about the green industry.*



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## 'Certifying' out the unqualified?



*Ron Hall*

**RON HALL**  
Managing Editor

**J**ohn is mad as hell and he called me up to tell me that he's not going to take it anymore.

John's a landscape architect with a degree to prove it. He says he's been in the landscape business for 23 years. For the most part, he's been glad he chose this career. But lately something's been bugging him, specifically the lack of a program to require "certified" landscapers on projects. Most of his aggravation concerns the activities of what he considers unethical landscapers on new commercial projects.

He tells me that he'll start his own landscape association if he has to help solve this problem. It will focus on "certifying" qualified landscapers. That way, he says, he and other legitimate and like-minded landscapers can get the respect that they deserve. They'll build an accreditation program as recognized and respected by the public as other professions and the skilled trades.

Hey, if a construction project requires plans drafted by a registered building architect and work provided by registered tradesmen, why not require a "certified" landscape contractor too?

John says that he's belonged to several landscape associations and they're fine for getting to know other good landscapers. But none of them really address the main problem which, he insists, is low-ball operators that move in, snatch up projects, and generally gum up the works for established firms.

The veteran landscaper, who works in the Memphis area, says it's way too easy to get into the landscape business, and what state or local regulations there are, usually aren't enforced.

John, I empathize with you. Really I do because I feel exactly the same way. But, you have to understand where I'm coming from.

**[LANDSCAPE]**

**PAGE 4L ▶**

**Autumn's push for profit**

**PAGE 8L ▶**

**ALCA Student Career Days news**

When I look at the number of young people pouring out of our nation's journalism schools, I wonder how anybody is ever going to make a living in journalism. There are too many of us reporters and editors in the marketplace already.

I sometimes think that if we could just reduce the supply of these ambitious, fresh-faced fledglings those of us already in the business could guarantee ourselves more job security and command better salaries.

Does the journalism industry need a certification program so that just accredited editors and reporters could work? No, I don't think so.

John, you can certainly argue that there's a big difference between being a low-ball landscaper and a journalist just breaking into the business; I'll grant you that.

But, ultimately the success of any industry is not decided by who is excluded, but by embracing and improving the knowledge of those within it. And particularly those at the bottom; they need it the most.

Certification isn't a gate to keep competitors out.

Again, I look at my own chosen profession.

I look at all of these young people, so eager to start their careers and make their marks, few of whom are qualified to be a journalist, not yet anyway... just as I wasn't almost 30 years ago.

**Agree/Disagree? Comments/Questions? Column Suggestions? Let Ron Hall know at 440/891-26263. Fax: 440/891-2675. E-Mail: rhall@advanstar.com LM**

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# Autumn's final push for profit

**C**ommercial landscape management in a true four-season climate is often restricted to operational functions and sales efforts traditionally associated with a growing season of approximately eight months. By October and November, many landscape contractors are "putting their accounts to bed." While preparing a landscape for its winter ordeal can require a significant effort, and it can also generate sales revenue beyond the typical seasonal maintenance contract.


win/win scenario for both contractor and client.

#### **Investment from both sides**

What we sell, and ultimately provide, is a means by which property owners and managers can differentiate themselves from their competition. This allows the investment made in any commercial property to be earning year-round dividends. Why then, because of the winter weather, should such efforts to be shelved for four months out of every 12? We are asking our clients to allow the investment in their landscape to stop performing over that four-month period. Regardless of climate, today's leaders in the service industries are the ones who provide opportunities for their clients to market more aggressively when their competition is hibernating.

Here is an example:

In July, you invested \$100,000 in a 60-month bank certificate of deposit in an effort to generate regular income from the monthly interest on your balance. Five months into the first 12-month period, your banker calls to inform you that your account will not be earning interest for the months of December 1998 through March of 1999; and



This additional revenue can strengthen a contractor's position financially as the season closes, but I would like to suggest an alternative approach to landscape management operations in the second season. This is a practical approach to managing the winter season, as well as a different philosophical approach to serving the needs of our clientele. This approach continues to generate revenue for the landscape contractor throughout the winter (snow or no snow), while providing the property owner or manager with new tools for marketing the exterior of their property over all 12 months of the year. When planned for properly and executed professionally, these winter marketing efforts will result in a true

win/win scenario for both contractor and client.

*Autumn can be a time of anxiety and pressure for professional landscape contractors as they squeeze in work before winter.*

By KEVIN T. BLOCK

the same will hold true for that four-month period in each of the next five years. Your reaction would be predictable. Few of us would allow our investment to stagnate for four months without generating any type of income. We may determine that such news from our banker or broker warrants a search for a new financial planner.

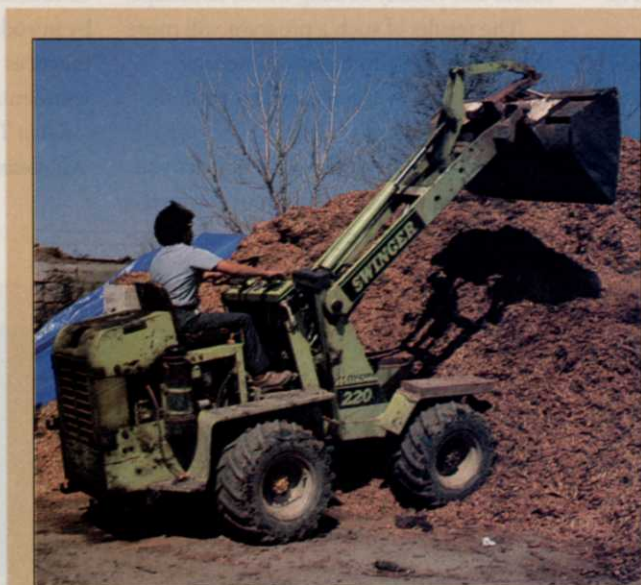
Similarly, if you allow your client's real estate investment to stagnate for four months out of every year, you are also allowing your investment into their landscape, in both time and money, to stagnate as well. You may also be unwittingly allowing that to happen if you do not have some type of winter marketing program set forth for their landscape. An oversight like this can foster an inaccurate perception of the value of a property's grounds, and may jeopardize your position with your client when such a perception is formed during what is traditionally considered your "off season."

Explain to your client that just as you would turn to an investment banker or other such financial expert to help you manage your money most effectively, teaming up with an experienced, proactive landscape contractor to evaluate and impact the condition of their landscape investment will assist them in promoting their landscape 12 months a year. If you are successful, the revenue generated from these operations will probably exceed your original expectations, and will most certainly come as a welcome supplement to the unpredictable revenues of snow removal services.

#### **Make a visible impact**

Certain established horticultural practices offer additional work and provide your client with a way to enhance and protect the winter landscape in very practical ways. Some of the more common practices are:

- ▶ Applying gypsum to turf bordering walks and curbs to minimize salt damage;
- ▶ Using antidesiccant sprays to protect plant surfaces from wind and salt vapor;
- ▶ Mowing late-fall turf to prevent fungus development;
- ▶ Wrapping shrubs to protect from winds and frost/thaw cycles;
- ▶ Using sound snow removal techniques to minimize damage from piled



**Good quality mulch can be a decorative benefit as well as a horticultural benefit by protecting root systems from harsh temperature changes.**

snow, plows, etc.;

- ▶ Having a plan for using ice melt compounds to avoid over-application in the throes of a winter storm.

#### **Promote your investment**

Once the preventative and practical operations of winter landscape marketing are in place, you can implement the aesthetic and artistic elements of winter marketing. Take advantage of winter's natural appeal with a focus on complementing the season's natural colors and textures. Combine preventive horticultural procedures with common decorative practices to highlight an otherwise stark winter scene:

- ▶ Cut pine boughs laid over bare flower beds, raised planters, etc., provide winter color, a pleasant scent and insula-

tion from severe cold.

- ▶ Decorative mulches such as shredded hardwood, nut or seed shells or wood chips offer color and texture in highly visible areas.

- ▶ Cut limbs from plants with brightly colored bark (i.e. red and yellow twig dogwood), artistically arranged in planters and flower beds offer beautiful displays in an otherwise barren corner of the landscape.

- ▶ Plant bulbs in fall for spring flowers.

#### **Let your investment shine**

The hottest and most effective opportunity for showcasing the beauty of the winter landscape is by installing decorative lighting. This has evolved into much more than simply hanging lights in the trees during the holidays. The phenomenal resurgence of holiday decorating provides a way of drawing attention to a landscape or property, creating a marketing tool that is being used in many markets as a year-round promotion. The revenue generated by such operations will augment snow removal efforts, since the maintenance of the lighting can often

be performed by the same individuals, often in the same visit to a property.

The key to a successfully installing decorative lighting lies in the planning and execution of a comprehensive approach, considering the impact both aesthetically and practically:

- ▶ Install the display according to a thorough plan for installation and maintenance, highlighting certain plants or areas of the landscape while protecting and minimizing plant or property damage.

- ▶ Start planning early to avoid the seasonal rush. Install early to accommodate the delicate nature of lighting materials and facilitate installation in warmer temperatures.

- ▶ Establish a budget and plan the display accordingly. A more concentrated use

of lighting in fewer areas or plants will have a greater impact than spreading out your light inventory over a broader area just to get the coverage. Provide your client the means to maximize the budget and still provide the greatest impact.

► Review installation techniques with your client prior to installation to ensure that the final look and durability of the display meets expectations. Loosely hung lights or scattered strings will draw more negative attention to your display than no lights at all.

► Inspect the installation from all angles to be aware of the image you are sending out to the marketplace. Using higher quality lights and meticulous attention to installation detail will result in a much more impressive display than a poor qual-

ity lights installed haphazardly.

#### Reaping what you sow

While we must acknowledge many of winter's limitations on marketing of commercial landscaping, we do not need to concede entirely. Early preparation in the way of evaluating, creating and implementing results in an aesthetically pleasing, horticulturally sound and visually striking winter landscape.

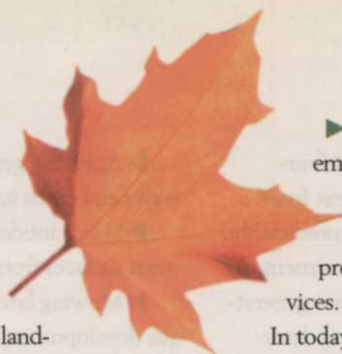
The results of such a program will more than justify the effort you will expend:

- the good will generated by your efforts on your client's behalf;
- the consistent off-season contact you have with your client while your competitors have no means to do so;

- the extra income that keeps employees busy and productive;
- the overall benefits to our industry by offering problem-solving, proactive services.

In today's competitive marketplace, astute property owners and managers are continually searching for that added advantage separating their property from their neighbor's. A progressive landscape contractor will consistently be in demand by introducing clients to new concepts and practices that will keep their and your investments working all year round.

*Kevin T. Block is the vice president, Sales & Marketing for Church Landscape Company, Inc., a LandCare USA Company*



Tulip or other flowering bulbs provide good fall work for a contractor and wonderful early spring color in the landscape.

Decorative lighting provides a great opportunity to keep workers busy between snowfalls, and provides a wonderful source for marketing impact for your clients.



Snow removal services are the most common of operations used to offset winter expenses and supplement customer contact. Have your program and your equipment up to speed.



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Total Nitrogen (N)	2.0%
Available Phosphorus (P <sub>2</sub> O <sub>5</sub> )	2.0%
Soluble Potash (K <sub>2</sub> O)	2.0%

- **Mycorrhiza**  
Pisolithus tinctorius  
Rhizopogon - four species  
VAM - seven species

- **ROOTS2<sup>+</sup> Biostimulant**

- **Organic Fertilizer**

- **Water Holding Gel**

Net 8 ounces. See directions on back.

**ROOTS** inc. 3120 Weatherford Road • Independence MO 64055

## New Broad Spectrum Mycorrhiza

## 12 Species of Endo and Ecto

(including four species of cold-tolerant EctoMycorrhiza)

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## Student Career Days to build the best staff

The ALCA Student Career Days event, coming up March 18-21, 1999, at the University of Kentucky's Lexington Center in Lexington, KY, is the landscape contracting industry's best source of talented, qualified employees, as well as an unequaled opportunity for companies to demonstrate their value as a place to work and their commitment to the future of the industry. Competing students represent leading educational programs in interior/exterior and horticulture/landscape contracting programs at colleges and universities across the country.

There are several ways for landscape contractors to participate in Student Career Days: serve as event judges, interview and recruit students and/or sponsor events.

This is the largest gathering of potential landscape employees entering the job market. Companies seeking interns and new employees may interview the industry's best and brightest students on the spot during Student Career Days, at the Career Fair element of the event. Companies may see potential future employees at work, as students from all across the country participate in 25 landscape-related competitive events, led by sponsoring landscape contractors and directly related to the needs of the Green Industry.

Sponsoring an event gives landscape contracting companies visibility among potential employees and participating educational institutions. Companies may sponsor events such as personnel management, sales, exterior/interior design, irrigation trouble-shooting, wood construction, truck and trailer operations and more. As a bonus, sponsorship includes one complimentary registration fee. ALCA will list sponsors in the on-site program and in various national and local publications, and sponsors may display information about their companies and products during the event. Judges assess student performance during the event.

Companies also may participate as observers. Observers get to see students in action and network with them on a casual level. Fees include receptions, lunch on Saturday and the Saturday dinner and social event.

For registration information, contact ALCA by phone at 800-395-2522 or 703-736-9666; fax, 703-736-9668; or e-mail: meetings@alca.org.

## NAA schedules National Day of Service

On Saturday, October 17, almost 500 arborists from throughout the US will be providing tree care at Arlington National Cemetery as part of National Arborist Association's "National Day of Service." This event will also mark the five-year anniversary of NAA's last National Day of Service.

Twenty-five work zones have been identified as requiring tree care, including areas near the Women in Military Service Memorial, the grave of President John F. Kennedy and the Tomb of the Unknown Soldier.

Arborists will be climbing trees ranging in height from 20 feet to over 80 feet, providing fertilization, cabling and pruning and other preservation and maintenance work. Says Paul Wolfe, NAA President, "The dollar value of the work is estimated to be approximately \$400,000."

Arlington National Cemetery and its 14,000 trees will benefit from this event both from the work, giving longer life and beauty to the trees, and by giving tribute to the over 230,000 people who are buried in Arlington's 612 acres.

The event is free of charge and open to the public.

## Dolibois installed as 1998-1999 ASAE Chairman

Robert J. Dolibois, CAE, executive vice president of the American Nursery and Landscape Association (ANLA), Washington, DC, was installed August 18 as Chairman of the Board of Directors of the American Society of Association Executives (ASAE) during its annual meeting. He is the 79th individual to hold the top elected leadership post for ASAE, the world's leading professional organization for people who manage trade associations, individual membership societies and voluntary nonprofit groups.

As ASAE's chief elected officer, Dolibois will direct a 34-member board that develops overall policy for the 24,000-member organization.

## Southeastern Flower Show seeks landscape entries

The Southeastern Flower Show, with its 1999 theme "Salute to the Century—a Farewell with Flowers," is accepting entries from both amateur and professional gardeners and landscapers. The show is set for Feb. 17-21 in Atlanta.

The juried show features six competitive divisions, plus a Junior Division for youths 18 years and under. Entry forms, along with an exhibitor's guide and jr. exhibitor's guide with rules and regulations are available by calling the show office at (404) 888-5638.

Organizers expect about 50,000 visitors to the four-and-one-half acre gardening exhibition and 35 professionally landscaped gardens.



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- 02  255 Landscape Contractors (installation and maintenance)
- 03  260 Lawn Care Service Companies
- 04  265 Custom Chemical Applicators (ground and air)
- 05  270 Tree Service Companies/Arborists
- 06  275 Landscape Architects
- 07  280 Land Reclamation and Erosion Control
- 08  285 Irrigation Contractors  
 Other (please specify) \_\_\_\_\_
- 09  290 Sports Complexes
- 10  295 Parks
- 11  300 Right-of-Way Maintenance for Highways, Railroads or Utilities
- 12  305 Schools, Colleges, Universities
- 13  310 Industrial or Office Parks/Plants
- 14  315 Shopping Centers, Plazas or Malls
- 15  320 Private/Public Estates or Museums
- 16  325 Condos/Apartments/Housing Developments/Hotels/Resorts
- 17  330 Cemeteries/Memorial Gardens
- 18  335 Hospitals/Health Care Institutions
- 19  340 Military Installations or Prisons
- 20  345 Airports
- 21  350 Multiple Government Municipal Facilities  
 Other (please specify) \_\_\_\_\_
- 22  355 Extension Agents/Consultants for Horticulture
- 23  360 Sod Growers/Turf Seed Growers/Nurseries
- 24  365 Dealers/Distributors/Formulators/Brokers
- 25  370 Manufacturers  
 Other (please specify) \_\_\_\_\_

2. Which of the following best describes your title? (fill in ONE only)

- 26  10 Executive/Administrator- President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
- 27  20 Manager/Superintendent- Arborist, Architect, Landscape/Grounds Manager, Superintendent, Foreman, Supervisor
- 28  30 Government Official- Government Commissioner, Agent, Other Government Official
- 29  40 Specialist- Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
- 30  50 Other Titled and Non-Titled Personnel (please specify) \_\_\_\_\_

3. Is your golf course: 31  A Public 32  B Semi Private 33  C Private 34  D Hotel/Resort 35  E Municipal

4. If you work for a golf course, how many holes are on your grounds?  
 36  1 9 37  2 18 38  3 27 39  4 36+

5. How many acres are maintained at your facility? \_\_\_\_\_

6. SERVICES PERFORMED (fill in ALL that apply)

- 40  A Mowing 45  F Turf Fertilization 50  K Paving, Deck & Patio Installation
- 41  B Turf Insect Control 46  G Turf Disease Control 51  L Pond/Lake Care
- 42  C Tree Care 47  H Ornamental Care 52  M Landscape Installation
- 43  D Turf Aeration 48  I Landscape/Golf Design 53  N Snow Removal
- 44  E Irrigation Services 49  J Turf Weed Control 54  O Other (please specify) \_\_\_\_\_

7a. Do you specify, purchase or influence the selection of landscape products?

Yes  No

7b. If yes, check which products you buy or specify: (fill in ALL that apply)

- 55  1 Aerators 62  8 Herbicides 69  15 Sweepers
- 56  2 Blowers 63  9 Insecticides 70  16 Tractors
- 57  3 Chain Saws 64  10 Line Trimmers 71  17 Truck Trailers/Attachments
- 58  4 Chipper-Shredders 65  11 Mowers (reel/rotary) 72  18 Trucks
- 59  5 De-icers 66  12 Snow Removal Equipment 73  19 Turfseed
- 60  6 Fertilizers 67  13 Sprayers 74  20 Utility Vehicles
- 61  7 Fungicides 68  14 Spreaders

8. Do you have a modem?  Yes  No

101	113	125	137	149	161	173	185	197	209	221	233	245	257	269	281	293	305
102	114	126	138	150	162	174	186	198	210	222	234	246	258	270	282	294	306
103	115	127	139	151	163	175	187	199	211	223	235	247	259	271	283	295	307
104	116	128	140	152	164	176	188	200	212	224	236	248	260	272	284	296	308
105	117	129	141	153	165	177	189	201	213	225	237	249	261	273	285	297	309
106	118	130	142	154	166	178	190	202	214	226	238	250	262	274	286	298	310
107	119	131	143	155	167	179	191	203	215	227	239	251	263	275	287	299	311
108	120	132	144	156	168	180	192	204	216	228	240	252	264	276	288	300	312
109	121	133	145	157	169	181	193	205	217	229	241	253	265	277	289	301	313
110	122	134	146	158	170	182	194	206	218	230	242	254	266	278	290	302	314
111	123	135	147	159	171	183	195	207	219	231	243	255	267	279	291	303	315
112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316



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112	124	136	148	160	172	184	196	208	220	232	244	256	268	280	292	304	316

## New formulation ProStar 70WP

AgrEvo has developed a new formulation of ProStar 70WP which contains 40 percent more active ingredient than the original 50WP formulation. The higher concentration of active ingredient means less product is required for



the same control as well as smaller-sized packaging. With 38 percent less carrier and more wetting agents and dispersants, which enhance fungicide distribution, ProStar 70WP is easier to mix and handle.

For more information contact AgrEvo at (610) 584-1139 or

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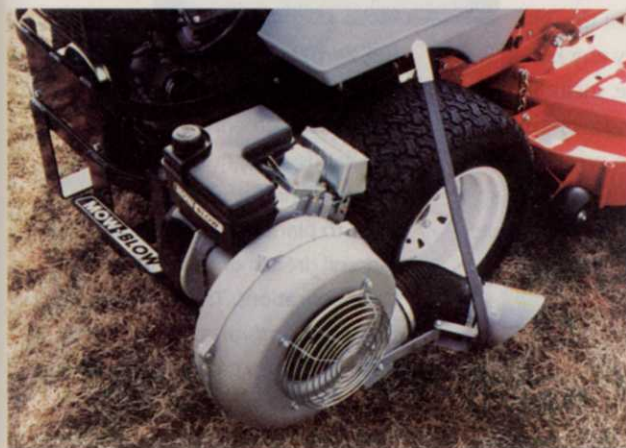
## Weather-matic breaks new ground

The Weather-matic SL Controller is designed to provide complete water management control for commercial and institutional properties. The SL Controller operates as an independent field controller or as a link through a PC, utilizing user-friendly Wetware for Windows software, and offers 12- to 42-station models.

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For more information contact Weather-matic call 888/4THE-PRO, or [www.weathermatic.com](http://www.weathermatic.com), or

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## Hand-held tool measures water flow

The Universal from MicroWeir, Portland, OR, is the first and only hand tool that determines water use before and after installation of plumbing products. At nine inches high, the universal has both 3 to 22 liters-per-minute and 0.35 to 6 gallons-per-minute easy-to-read scales.

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## Get the balance right

When it comes to resharpener rotary blades, balance is very important. An unbalanced rotary blade sets up an unsafe vibration, increases operator fatigue and places excessive loading on mower components. The new Rota Rite 1000 sharpener from Bernhard and Co. is a unique, high speed, semiautomatic rotary blade grinder that takes the guesswork out of blade sharpening.

The blade is mounted onto a sliding carriage which is moved smoothly to produce accurate grinding, producing a sharp and correctly balanced blade every time. The unit is totally enclosed in a cabinet with an built-in vacuum. For more information contact Bernhard and Co., at 800/510-9632, [www.bernhard.co.uk](http://www.bernhard.co.uk), or

Circle No. 273

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ZeroTol from BioSafe Systems is a recently EPA-registered chemical for the broad-spectrum treatment and control of algae, fungi and bacteria on ornamentals and turf. The product uses an

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For more information contact BioSafe Systems, 80 Commerce St., Glastonbury, CT 06033, at 888/273-3088, fax 860/657-3388, email: [biosafe@snet.net](mailto:biosafe@snet.net), [www.biosafesystems.com](http://www.biosafesystems.com), or

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savings in comparison to high dosage cement coloring and makes graphic designs less time consuming. For more information contact Bomanite Corporation at 209/673-2411, fax 209/673-8246, email: [bomanite@bomanite.com](mailto:bomanite@bomanite.com), [www.bomanite.com](http://www.bomanite.com), or

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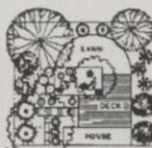
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# Grab Bag

## Lawn Institute merges with Turf Resource Center

With the merger of the Lawn Institute into the Turf Resource Center (TRC) of Turfgrass Producers International (TPI), consumer education is slated to expand. The resources, materials and other assets of the Lawn Institute will be transferred to the TRC's on-going public relations and education program.

"Since we suspended operations a year ago," said Lawn Institute President Scott Patterson, "we have explored a number of ways we could continue the consumer education efforts of the Institute, without the day-to-day management and operational requirements."

David Doguet, TPI's immediate past president and a driving force behind creation of the TRC, said, "Five years ago, when TPI started to consider a public education program, we recognized that some would think we were only concerned with promoting turfgrass sod. However, our intention and results prove that we really want to promote the environmental benefits of turfgrass, regardless of how it is established. Integrating the Lawn Institute's reputation, materials and funds with the TRC will allow this program to do even more, and more effectively."

## Turn Merchants Inc. celebrates first 15 years

Over 300 customers, golf course superintendents, and distributors from across the United States helped Turf Merchants Inc. celebrate its 15th anniversary on June 19 at Willamette Valley Vineyards. There were also guests from China, Japan, and New Zealand. Dignitaries at the Customer Appreciation Dinner included State Senator Mae Yin and State Representative Carolyn Oakley. Dr. Joe Vargas, a turf specialist from Michigan State University was guest speaker. Steve Tubbs, president and owner of TMI, gave highlights of the company's growth from a small seed wholesaler to the largest independently owned Oregon seed company in 1998 with sales of over \$40 million when combined with its two affiliates in Missouri and Texas.



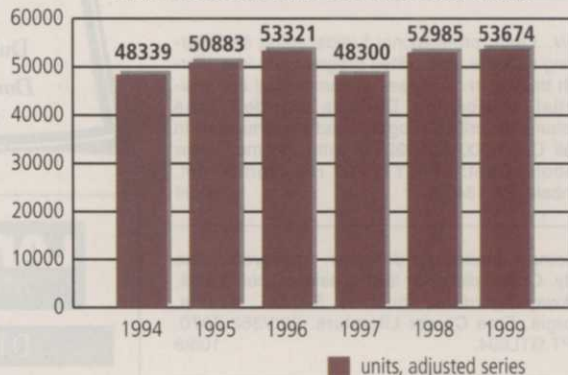
## Commercial mowers sold well in '98

Sales of commercial rotary mowers—both riding and intermediate-size walk behinds—were hot in 1998. The market for rotary riders should stay robust through 1999.

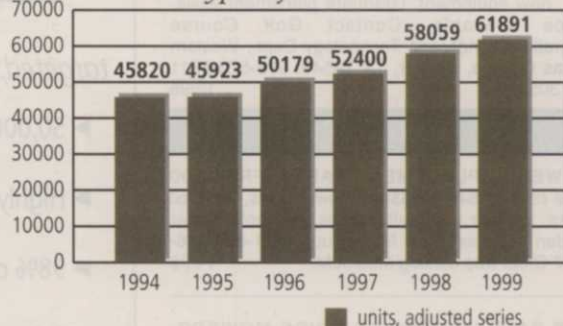
The Outdoor Power Equipment Institute, Inc., Alexandria, VA, recently reported that rotary riders had "a substantial increase" of 10.8 percent, pushing shipments to 61,891 units for the model year running from September through August. The number of intermediate walkers rose by 9.7 percent to 52,985 units, rebounding from a disappointing 1997 when sales dropped by 10 percent.

The OPEI projected a strong market for commercial riders again in 1999, a 6.6 percent rise over 1998, or about 61,891 units. Sales of intermediate-size walk mowers shouldn't be as robust with a gain of 1.3 percent estimated.

## WALK BEHIND ROTARY TURF MOWERS Intermediate size commercial units



## RIDING ROTARY TURF MOWERS All types of commercial units



Grab Bag features brief observations and prognostications throughout the green industry. If you have an unusual photo or comment you'd like to share with us, please send it in...