



President Announces Kick-off Of The "Dollar-Per-Golfer" TURF Program Campaign

By *Randy H. White, CGCS, NTA President*

Great ideas are proven great only if and when they can be implemented, such is true with our new **Turf University Research Fund (TURF)** program. It's time for the end-user (the golfer) to pitch in. Golfers are, after all, the beneficiaries of the Turfgrass research, and the work of superintendents applying that research, to create perfect playing conditions. While it cannot be considered an original thought to collect donations from golfers for research funding, we are responsible for making the great idea become reality by obtaining the endorsements of this concept from key representatives of the USGA, PPGA, OGA, WSGA, IEGCSA, OGCSA, and the WWGCSA. All of the golf-related groups in the Pacific Northwest that benefit in one way or another from Turfgrass research are now aligned and I am pleased to be able to announce the official "kick-off" of the TURF fund raising campaign.

A focus the first year of this program will be educating golf course superintendents in the need for continued support for research during times that have been difficult for the research community to find the dollars necessary to carry out their programs. In our efforts to educate golf course superintendents, presentations explaining the TURF program have been and will be given at golf course superintendent meetings by Larry Gilhuly, Tom Cook of OSU, along with Tom Christy and I. We are convinced that the golf course superintendent is the key to presenting this program and the related donation request campaign to his/her golf course officials.

To assist golf course superintendents in their key role in this campaign, Larry Gilhuly, Tom Cook, Tom Christy and I have also been presenting this program to the golf associations in the region i.e. PPGA, OGA and the WSGA. Hopefully this will help to "pave the way" for the superintendent's presentation of the program and campaign to his golf course officials.

Finally, design and development of a professional information piece or materials is underway, as I speak. The material explaining the TURF program along with **Dollar-Per-Golfer** proposal will be sent to every golf

course and golf course superintendent in Oregon and Washington, in the not to distant future.

This effort to support our research facilities at OSU and WSU comes at a critical time and the commitment of golf course superintendents will be the key to its success.

First Annual Columbia Cup Golf Tournament

Plans for the first annual **Columbia Cup Golf Tournament** were recently announced by Tournament Committee Chairperson, Tom Christy. The tournament has been organized to raise Turfgrass research and scholarship funds and to provide an opportunity for golf course superintendents in Oregon and Washington to meet, socialize and compete for "state" bragging rights.

The tournament, July 24, 1995-Monday, will be hosted by the recently opened Indian Summer Golf & Country Club in Olympia, Washington. Sponsors of tee prizes, lunches and awards for the tournament are PAC-WEST Distributors, TORO and Western Equipment Distributors.

Announcement information and entry forms will be mailed to IEGCSA, NTA, OGCSA, WWGCSA members in the next couple of weeks. Keep an eye out for them and be sure to return them as quickly as possible since the field will be limited and sign-up will end July 3, 1995.

1995/96 Board Director Nominations and Elections

The terms of three NTA Board Directors, **Thomas A. Christy**, CGCS (Golf Course Superintendent, Riverside Golf & Country Club-Portland, Oregon), **Donald A. Clemans**, CGCS (Sales Representative, The Scott Company-Sisters, Oregon), and **John W. Monson**, CGCS (Facilities Manager, Seattle Seahawks-Kirkland, Washington) expire this year. Christy and Monson are completing three year terms and Clemans a one year term. All three directors are eligible for renomination and reelection.

The Nominating Committee, chaired by Immediate past president **Thomas A. Christy**, has begun work compiling a slate of nominees for these board director

(continued on page 2)

President's Message

In the lead article of this edition of the **Northwest Turfgrass Topics** I am very pleased to announce the "kick-off" of the Northwest Turfgrass Association sponsored **Turfgrass University Research Fund (TURF)** program and campaign. The golf course superintendent will be the key to presenting this program and campaign to his/her golf course officials and we are counting on you.

The board has also been busy preparing for the 49th conference at Skamania Lodge. **John Monson** and **Gwen Stahnke** have combined forces to present an excellent educational program this year. As the keystone of our conference, the program has always been critical to bringing the membership up-to-date research and other industry-related speakers. This will be proven true once again this year. **Jim Dusin** has been busy coordinating our conference golf tournament. For those who played at Salishan last year, be prepared for as much fun on a challenging golf course. Other conference programs include tours, companion activities, and sponsor endorsements chaired by **Kay Kinyon**, **Tom Christy** and **Jim Dusin** respectively.

Mike Erb, chairman of the R & S committee has been busy evaluating research grant requests and scholarship applications. As always, with the need for funding a variety of turfgrass research at WSU and OSU along with the many talented students applying for financial support, this is a difficult task.

In April the NTA executive board met with the representatives from the Inland Empire, Oregon and Western Washington Washington Golf Course Superintendent Associations. The agenda of this meeting included ways to help sustain turfgrass research in the northwest, educational and trade related conferences we have in common, the media and golf course maintenance, along with other areas we share. It was the intent of this meeting that communication will reduce duplication of effort and increased awareness of others accomplishments will help build a better community of turfgrass managers.

Good luck through the growing season.

Randy White, CGCS
President



Randy White

Nominations and Elections *(continued from page 1)*

positions. Board director candidates may be nominated either of two ways: 1) by recommendation of the nominating committee, or 2) by nomination from the "floor" during the annual meeting of the active members of the association. Individuals interested in having someone (including themselves) considered by the nominating committee should send the name to Tom Christy, Chairman, NTA Nominating Committee, P.O. Box 1367, Olympia, WA 98507.

The election of board directors will be conducted during the 1995 Annual Meeting of the members to be held October 11, 1995 during the 49th Northwest Turfgrass Conference scheduled for Skamania Lodge in Stevenson, Washington. Board directors are elected for three (3) year terms and one-third (1/3) of the board members terms expire each year. Elected directors are seated and begin their duties immediately following the close of the annual conference.

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49th Northwest Turfgrass Conference Schedule and Program Set

The Northwest Turfgrass Association's **49th Northwest Turfgrass Conference** is scheduled for **October 9-12, 1995** at **Skamania Lodge** in Stevenson, Washington.

Monday there will be three major events. For golfers there will be the traditional golf tournament for research on the **Bridge of the Gods Golf Course** at Skamania Lodge; for turf managers and companions not interested in golfing, there will be a **Landscape Redevelopment Tour** of the Bonneville Dam facility on the Columbia River; and, the day will conclude with the traditional hosted **Kick-off Reception** in the lodge conference facilities.

Tuesday through Thursday will be devoted to a plethora of professional development opportunities provided by nationally and regionally known presenters including: **Dr. Henry "Hank" T. Wilkinson**, University of Illinois; **Dr. John "Trey" N. Rogers**, Michigan State University; **Mr. Carl H. Kuhn**, Kuhn & Associates; **Dr. F. Brian Holl**, University of British Columbia; **Mr. Thomas W. Cook**, Oregon State University; **Mr. Larry Gilhuly** and **Mr. Robert Senseman**, U.S.G.A. Green Section; **Mr. Matthew S. Nelson** and **Dr. Gwen K. Stahnke**, Washington State University; **Mr. John Bodenhamer** and **Mr. Jim Gibbons**, Washington State Golf Association and Oregon Golf Association, respectively; **Dr. Roy Goss**; and, others.

Conference-goers, family members and companions alike will find a variety of activities tailored to meet any appetite. The unpretentious facilities offered up by Skamania Lodge such as hiking trails, mountain biking, horse back riding, tennis, golf, indoor pool and outdoor whirlpool are but part of the package. In addition there will be **receptions**, a **banquet** and **entertainment**, **tours**, a **railroad tour**, and a program by Dr. Larry Helms on **Dream Interpretation** or **Birth Order**.

Helm on Dealing with Difficult People

The "motivational" speaker at the conference will be **Dr. Lawrence C. Helms** of Western Training Systems, a nationally recognized management and sales training corporation. Larry is a nationally respected and recognized expert in the field of personal development programs. He holds a Ph. D. from the University of Michigan and a postdoctoral certificate in management from Harvard University. He is also a former Fulbright Scholar with three books and numerous articles to his credit. He has been called an "edu-trainer" and "funtastic" for his unique ability to mix good, clean humor and professional stage magic with his serious training messages. His programs are definitely NOT dry lectures, but rather exciting learning experiences that result in over

70% of his annual business being repeat clients. Those of you that attended the Northwest Turfgrass Conference in Sunriver a few years ago will remember the excellent job Larry did at that conference.

A former collegiate debate and interpretive speech champion, Larry delivers his messages in an exciting inspirational style. He is regarded by many as the best all-around speaker on the West Coast today.

Larry's two-hour presentation Wednesday morning during the conference, as well as his companion program later that same day are "musts" for conference-goers, spouses and/or companions, alike. His two-hour presentation will be on the subject of "Dealing with Difficult People." This is a practical program that focuses on how to identify certain "difficult" personality types and how to deal with them. Seven different personalities are identified along with techniques for dealing with them. Larry also focuses on procrastinators, liars and even how to handle public insult.

Companion Program- Dreams, Birth Order and a Railroad Tour

The conference activities for conference-goers companions, organized by **Tom Christy**, **Kim Lay** and other committee members, will be a memorable one. Monday, the Kick-off Reception is a must, of course.

One day the program has yet to be finalized, however, activities being considered include a bus tour to the Bonneville Dam and Locks via Horse Tail and Bridal Veil Waterfalls; a Columbia River cruise on the Stern Wheeler Cascade; Columbia Gorge Interpretative Center tour; a scenic railroad ride, a winery tour, et al.

The other day the program will be a presentation by Dr. Larry Helms on "Dream Interpretation-what do they mean and what can they tell us?" or "Birth Order-its importance in children's lives." If you are tired of the same old fare of mall crawls, fashion shows, cooking demonstrations and gallery tours, you won't want to miss this dynamic substance-filled companion program offered by nationally renowned psychotherapist.

Wednesday will be capped off with the conference annual banquet followed by an entertaining look by **David Jacobsen** at "Life as Peter Jacobsen's Brother."



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Conference Kick-off Reception

For the last three years, one of the highlights of the conference has been the **Kick-off Reception** the first evening of the conference. The event always draws a full house. A grand selection of hosted heavy hors d'oeuvres; the opportunity to rekindle old acquaintances and make new ones; and, announcement of golf tournament winners along with the awarding of prizes all contribute to an evening of fun and enjoyment. This hosted event is a must for everyone.

Getting To The Skamania Lodge

If coming from outside the region by air, flying into Portland, Oregon is probably the most direct route. Portland International Airport is serviced by the major airlines and car rental agencies. It is recommended that car rental arrangements be made in advance.

The Skamania Lodge, a massive timber and stone structure overlooking the Columbia Gorge National Scenic Area between Oregon and Washington states, is located in Stevenson, Washington just 45 minutes by car

east of (or up the Columbia River from) Portland/Vancouver vicinity, on Interstate 84 or scenic state highway 14; and, 3-1/2 hours from Seattle.

OSU and WSU Set Field Day Schedules

Tom Cook recently distributed an announcement that the OSU Turfgrass Field Day is scheduled for **May 23, 1995** from 12:00 noon to 4:00 p.m. at the Lewis-Brown Horticulture Farm located at 33329 Peoria Road outside Corvallis, Oregon. For more information, call (503) 737-5449.

As of press time no published information has been received regarding the WSU (Puyallup) Turfgrass Field Day. However, we're advised that it is scheduled for **June 6, 1995** from 9:30 am to 12:00 noon at Farm 5 located outside Puyallup, Washington. For more information, call (206) 840-4500.

As of press time no published information was available on the WSU (Pullman) Turfgrass Field Day, either. A call to the Crops & Soil Sciences Department resulted in information that they would not be holding a field day this year.

1995 Membership Certificates

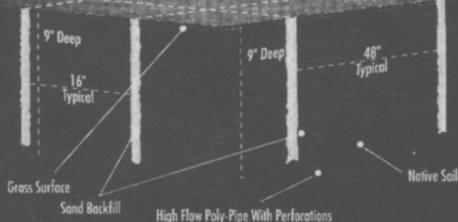
Membership certificates for 1995 have been mailed to all NTA members whose membership dues were paid as of May 1, 1995. Members receiving certificates include: regular, student and honorary members. If you have not received a certificate and believe you should have, contact the NTA office.

Association Directory May Undergo Major Transformation

The NTA Board of Directors is considering authorizing a major change in what has been known as the "Directory of the Northwest Turfgrass Association." The directory has historically been organized with an alphabetical listing of association members by name with a cross reference alphabetical listing by employer. One change being considered would be reorganize the content to sections and/or listings of members alphabetically by type of turf management speciality e.g. golf course superintendents, parks/municipal, school district employees, et al. An additional change being considered is to expand the directory to include all golf courses in the region whether they have a member of the association or not. Let us know what your thoughts are about these proposed changes and whether or not they would be of any benefit to you.

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Directory Advertising Campaign Kick-off

Advertising is currently being sought to help offset the cost of publishing the association directory for the coming year. The directory, scheduled for publication in the fall, may take on a new configuration next year depending on decisions made by the NTA Board of Directors at their June meeting. It is our goal to cover the cost of publishing the directory through paid advertising.

Advertising inquiries should be directed to the NTA staff at the NTA office (206) 754-0825.

Conference Sponsors Being Sought for 1995 Conference

Turf grounds maintenance and irrigation suppliers and others are once again invited to become a **Sponsor** during the 49th annual **Northwest Turfgrass Conference** scheduled for October 9-12, 1995 at Skamania Lodge in Stevenson, Washington. The goal of the "Sponsor Program" is to provide industry suppliers with an opportunity for tax deductible advertising and, at the same time, through the reduction in conference costs, generate funds for research and scholarships.

During the last two annual conferences, suppliers have sponsored such events as the golf tournament, beverage services, meal functions, speaker honoraria, et al. In exchange for a "tax deductible donation," a sponsor receives recognition with a very professionally done multi-colored sign with an exact reproducing of their company logo. Golf tee sponsors signs are on display on the golf course and at various sessions throughout the entire conference and then receive recognition in the NTA newsletter throughout the following year. Honoraria, event and overall conference sponsors have their signs on display throughout the conference and receive recognition in the NTA newsletter throughout the year following the conference.

USGA Regional Conference

The USGA Pacific Northwest Regional Green Section Conference held at the Canterwood Golf & Country Club on Tuesday, March 7, 1995 was attended by well over 100 golf course superintendents, club officials, golf professionals and industry suppliers. The program keynoter was Mr. Peter Jacobsen who presented some enlightening and entertaining anecdotal comments on his life as a professional golfer and T.V. commentator.

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Western Washington "Area Code" Change

May 21, 1995, a new (telephone) area code became effective for parts of western Washington. This new area code is "360" and it's required to provide continued growth and meet demands for new telephone service.

The new "360" area code will apply to all of western Washington except for puget sound basin (Everett south to Tacoma and Puyallup and Seattle east to North Bend) which will continue to have the "206" area code.

1995 Research and Scholarship Fund Raising Campaign

Mike Erb, NTA Research and Scholarship Fund Committee Chairperson, reports that notices soliciting donations for the **NTA Research and Scholarship Fund** will soon be mailed (see donation form enclosed in newsletter). In recent years over \$35,000 in research grants and \$5,000 in scholarships have been distributed annually from the NTA Research and Scholarship Fund. The source of these funds is general fund raising by the NTA and donations received from a variety of contributors. "The success of the annual fund raising campaign is a key factor in the level of support NTA can provide for research in the region," Erb reports.

Intimately involved with turfgrass management, we realize more than most, that today's turfgrass quality is the result of knowledge and technological gains resulting from research and education accompanied by hard work and effort. We owe our thanks to those who give their time and money to make the research and education possible, for without them we would have to rely on our own individual trial and error methods.

Few of us are independently capable of, nor prepared to conduct the research or development necessary to keep the industry on the leading edge. Recognizing this, the Northwest Turfgrass Association created a research and scholarship fund to help make it possible for each of us to financially contribute to industry research and education advancements.

Contributions are **tax deductible** and those contributing to the research and scholarship fund are recognized in the annual **Directory of the Northwest Turfgrass Association**.

Buy a share today in better Turfgrass for tomorrow!

WSU Names Zuiches Ag-Home Ec Dean

Mr. James J. Zuiches will become dean of the College of Agriculture and Home Economics at Washington State University July 15, 1995 succeeding Larry Schrader, who resigned as dean last year to return to teaching and research. Currently on leave from WSU,

Zuiches is program director for food systems and rural development for the W.K. Kellogg Foundation. He has been associate dean of the WSU college and director of the Agriculture Research Center since 1986.

Zuiches was selected from a field of four finalists identified in a nationwide search. As part of the negotiations, it has been agreed that as dean he will assume full administrative responsibilities for agricultural research and extension programs within the College of Agriculture and Home Economics.

The NTA was represented in the review of the four finalists at the invitation of Provost Tom George.

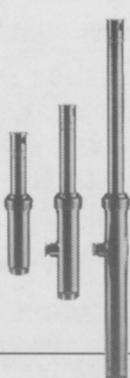
B.C.'s Holl Developing Turfgrass Centre

Dr. F. B. (Brian) Holl with the Department of Plant Science at The University of British Columbia announced preliminary plans for development of a "Turfgrass Centre" at the university during this year's Western Canada Turfgrass Association conference.

He reported he was currently developing a business plan to define the scope and activity of such a center. A primary focus of the center is to concentrate on research problems of direct, long-term relevance to the turf industry and to provide "ecological" services relating to sound management alternatives, disease monitoring, identification and prevention, and to act as a

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Dr. Gwen Stahnke
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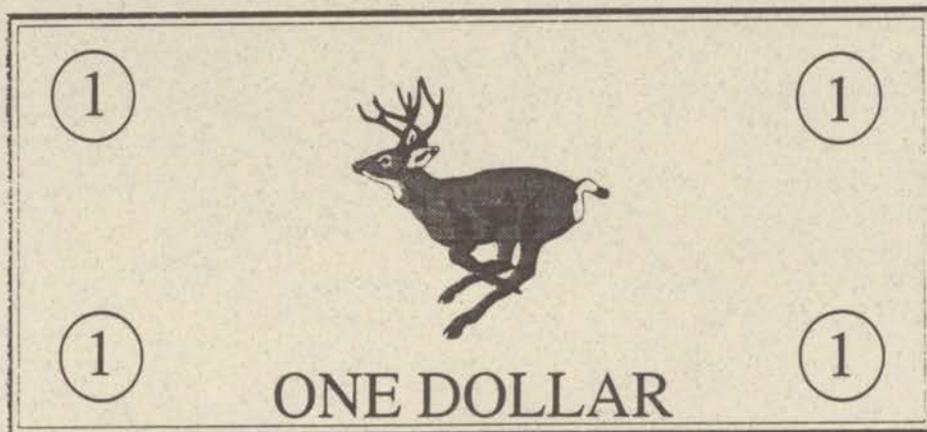
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One dollar from each and every golfer in the Northwest donated to Turfgrass Universities Research Fund (TURF) will support effective funding for consistent, quality research projects and educational programs at Oregon State and Washington State Universities.

At a time when government-funded research budgets are being reduced or even terminated, the need to look to the private sector is more critical than ever. Just one dollar from those who benefit from and depend on great turf the most will ensure the future of turfgrass reseach in the Northwest!

ONE DOLLAR TODAY FOR A BETTER GOLF GAME TOMORROW

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(360) 754-0825

NORTHWEST TURFGRASS ASSOCIATION RESEARCH AND SCHOLARSHIP FUND

TO: NTA RESEARCH AND SCHOLARSHIP FUND SUPPORTERS
FROM: NTA Research and Scholarship Fund Trustees

Intimately involved with turfgrass management, we realize more than most, that today's turfgrass quality is the result of knowledge and technological gains resulting from research and education accompanied by hard work and effort. We owe our thanks to those who gave their time and money to make the research and education possible, for without them we would have to rely on our own slow trial and error methods.

Few of us are independently capable of nor prepared to conduct the research or develop the education programs necessary to keep the industry on the leading edge. Recognizing this, the Northwest Turfgrass Association created a research and scholarship fund to help make it possible for each of us to participate significantly in the advancement of present and future knowledge. Through this fund, each of us can financially contribute to industry research and education advancements.

On the reverse side you will find a contribution form to assist you and your employer in responding as quickly as possible. Please make checks payable to "**NTA Research and Scholarship Fund**" and mail it with a copy of the contribution form to:

NTA • P.O. Box 1367 • Olympia, WA 98507

Your contribution is tax deductible and the fund is administered in accordance with the Charitable Trust Act of the State of Washington.

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This year the Northwest Turfgrass Conference golf tournament, the R.L. Goss Golf Tournament for Research, will be held on the Bridge of the Gods Golf Course at Skamania Lodge.

The purpose of the tournament is to raise funds for the Northwest Turfgrass Association Research and Scholarship Fund and to have some fun. The course is waiving their green fees for NTA which is a major donation on their part toward our goal of raising funds for research and scholarships. The entry fee players pay will cover tournament-related expenses and provide funds for the R & S Fund.

– Sponsorships must be received by September 30, 1995 –

Those wanting to sponsor a tee or hole for research should complete this form and return it with a check for \$400 (US dollars) per sponsorship payable to the NTA R & S Fund to the NTA office.

Sponsor Name: _____

Name on Sponsor Sign: _____
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We must require that all advertising copy be submitted camera-ready.

Please return a check or money order for your advertisement order with a completed "Advertisement Order Form" to: NTA, P.O. Box 1367, Olympia, WA 98507. Make checks or money orders payable (U.S. Dollars) to: Northwest Turfgrass Association.

ADVERTISEMENT INFORMATION

General Information: The DIRECTORY of the NORTHWEST TURFGRASS ASSOCIATION is an 80 page directory published annually by the Northwest Turfgrass Association. The association has members throughout the northwestern United States and southern British Columbia (Canada).

Circulation: The directory circulation includes over 600 managers of golf courses, parks, cemeteries, sports fields, campus and school grounds, etc.; representatives of various industry-related companies e.g. lawn care, farm implement and machinery, irrigation system, chemical, fertilizer, and maintenance supply and materials; and golf course architects, landscape architects and contractors, and others.

Size: 8 1/2" x 11"/20 column inches per page/2 columns per page (10" x 3 1/2").

Conditions: The publisher assumes no financial responsibility for typographical errors or omissions. The advertiser assumes liability for the content of his/her advertisement and any claims that may arise therefrom against the publisher.

Terms of Payment: Unless otherwise approved, payment for all advertising orders is due and payable with all advertising orders. Payment (U.S. Dollars) should be made to the Northwest Turfgrass Association; P.O. Box 1367, Olympia, WA 98507.

General Policy: The rates quoted herein apply to camera-ready ad copy. We must require that all advertising copy be submitted camera-ready. The Northwest Turfgrass Association reserves the right to revise, alter, limit or reject at its option any advertisement which may be deemed misleading or objectionable in any way. A composition charge will be made for advertising setup and killed without insertion. A charge will also be made for extensive changes in an advertisement after it has been set according to original instructions.

Closing/Cancellation Dates: Advertising orders will be accepted up to the last day of September. Cancellations must be made in writing prior to the closing date.

Advertising Rates: Inside Cover \$350; Full Page \$300, 3/4 Page \$250; 1/2 Page \$210; 1/4 Page \$160; Business Card \$120.

Publication Dates: The directory will be published following the annual conference.

Advertising Submission: Camera-ready ad copy and payment should be submitted to the Northwest Turfgrass Association, P.O. Box 1367, Olympia, WA 98507.

communications and information resource to the industry.

Dr. Holl will be a presenter at the 1995 Northwest Turfgrass Conference in October.

Western Equipment Distributors Establishes Ongoing Scholarship

Mr. Richard Bergeron, Division Manager for Western Equipment Distributors, Inc. recently offered to establish an ongoing "Western Equipment Scholarship" to be administered by the Northwest Turfgrass Association. In explanation of Western Equipment's establishment of this scholarship, Mr. Bergeron said, "Western Equipment would like to acknowledge the great job that the Northwest Turfgrass Association is doing in the area of encouraging research and education to promote the growth of the entire turfgrass industry within the Pacific Northwest."

The scholarship would be in the amount of \$1500 and would target a deserving student majoring in Turf Management attending either Oregon State University or Washington State University.

Names In The News

Mr. Tom Cook, Associate Professor with the Horticulture Department at Oregon State University received the Seed Research of Oregon "Research

Excellence" award at the recent GCSAA show in San Francisco. Mr. Cook was honored for his dedication to teaching and researching Turfgrass culture at Oregon State University. Previous recipients of this award include Dr. Joe Duich of Pennsylvania State University, Dr. Reed Funk of Rutgers University, and Dr. Richard Skogley and Dr. Noel Jackson of the University of Rhode Island.

Seed Research of Oregon, Inc. was recently selected by SMA Services Corporation, a subsidiary of Stadium Managers Association, to be their official seed supplier. Among the 100+ SMA managed stadiums and fields are such names as Yankee, Mile High, R.F.K., Soldier, Wrigley and Candlestick.

Wayne Van Matre, golf course superintendent at Meadow Lakes Golf Course in Prineville, Oregon was one of the featured speakers at the GCSAA's 66th International Golf Course Conference and Show in San Francisco earlier this year. He spoke on the topic "A Small City's Solution To A Waste Water Nightmare." Meadow Lakes has proven to be one of the most successful stories in golf over the past two years with its use of effluent water to irrigate the course.

United Pipe & Supply of Portland and **United Pipe & Supply** of Tacoma were included among Hunter Industries top 20 U.S. distributors for 1994.

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Worker Protection Standard Changes

Last week, the Environmental Protection Agency (EPA) announced changes to the Worker Protection Standard (WPS) that will affect the nation's 3.5 million agricultural workers and pesticide handlers. These changes come about after months of negotiations between EPA and concerned agricultural groups. The revisions cover the following five areas:

Training Requirements

Beginning January 1, 1996, agricultural employers will have five day grace period for training new workers about pesticide safety. However, employers will be required to provide pesticide safety information to newly hired, untrained workers before they enter pesticide treated areas. Information must be communicated in a manner understandable to the employee, and the employer's compliance include, according the EPA, "providing written materials, handouts, poster, or oral communication, or by other means."

Crop Advisor Exemption

As defined by EPA, crop advisors are "trained specialists who advise farmers on appropriate pest control strategies." The revision will allow licensed or certified crop advisors to enter areas where pesticides have been applied while they are performing crop advisory tasks. This applies to those individuals who

have received pesticide safety training, and admittance is only permissible after pesticide application has been completed. A grace period is in effect until May 1, 1996, to allow advisors to receive certification.

Limited Contact Exemption

Workers are to be permitted to return to treated areas during the Restricted Entry Interval (REI) in order to perform certain necessary tasks. As defined by EPA these tasks are those that "if not performed before the expiration of the REI, would cause significant economic loss and where there are no alternative practices which would prevent the loss." Workers may not be exposed for more than eight hours in any twenty-four hour period, and must be wearing personal protective equipment. Furthermore, their activities are restricted to those considered "limited contact", i.e., "a non-hand labor task performed by workers that results in minimal contact with treated surfaces...and where such contact with treated surfaces is limited to the forearms, hands, lower legs, and feet."

Irrigation Activities Exemption

"Trained workers will be permitted to enter a treated area during the REI to perform tasks related to operating, moving, or repairing irrigation or water equipment," according to NASDA's Nestlen. Again, it is required that workers be provided with personal protective equipment, and in the treated area no more than eight hours of any twenty-four period. This exemption is limited to those

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Consult the label for complete use and application instructions and precautions. Talstar® 10WP and Talstar Flowable have Federal registration for greenhouse-grown ornamentals, insecticide/miticide trees and shrubs (except in CA). For use on outdoor ornamentals, Talstar 10WP has Section 24 (c) "special local need" registration in many states. Call 1-800-528-8873 for more information.

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tasks which, if delayed, "would cause significant economic loss and where there are no alternative practices which would prevent the loss", under EPA's definition.

Reduced Restricted Entry Intervals

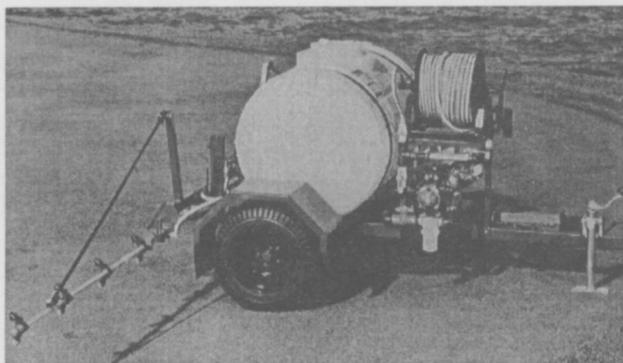
The current REIs of twelve hours may, in some cases, be reduced to as little as four hours for 114 active pesticide ingredients. These Toxicity Category III and IV pesticides are considered by EPA to be relatively low risk.

Ask The Right Questions When Buying A Used Truck

Relying on used trucks to transport your goods can be a very profitable way to manage your business. Your initial capital investment for a used truck will be much lower than for a new one. Of course, the performance of the truck will determine if your decision to invest in a used truck was a sound one. An inexpensive truck that is in poor condition is no bargain; it will cost you money for repairs and lost business. However, a high quality used truck can give you many years of trouble free service.

As with used cars, the quality of used trucks on the market varies greatly. It's important to ask the right questions as you shop, so you get the right equipment for your business needs. This article of useful tips is designed to help you make a sound, profitable purchase.

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McGregor Cross Mount sprayer is small enough to be pulled by a 4-wheel ATV or larger riding lawn tractor. Included as standard features: 150 gal. poly tank; 6500 Hypro pump, 15" wheels/rib implement tires.

Turf Option Highlights: 110 gal. poly tank, tank fill strainer, electric boom control valves with console control, jet agitator/quadra-hydraulic, electric controlled foam marker, D-30 or D-100 Hypro diaphragm pump, McGregor walking spray boom with cradle for McGregor sprayer, self cleaning tank strainer, low pressure and non-plugging spray tips, MT 3000 Micro Trac monitor system, high flotation tires with fenders.

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Fertilizer & Turf Products

Do the truck's specifications meet your needs?

What do you transport? If you are shipping items which are bulky but not very heavy, you need to buy a truck that will fit the goods. However, if you ship heavy items, you will need a truck that can carry the goods. There's a big difference.

Tractors, trailers and straight trucks are rated to handle specific gross vehicle weight (GVW) loads. It's very important to match your truck's weight capacity with the maximum load you will haul. If you buy a truck with a weight capacity that is too small, you will wear it out before its time—not to mention the fact that it could be illegal. Buy a truck with a capacity that's too large and you will waste fuel and money.

Will you be hauling in urban or rural areas? If your truck or tractor will be operating in urban areas, you will need a vehicle with a small turning radius which will enable your driver to negotiate sharp turns. A truck or tractor with a cab-over engine will negotiate sharp turns more easily than one with a standard configuration.

Other things to look for in a truck to be used for city driving are power steering as well as a light, fuel-efficient engine. But make sure the engine is right for the truck. An engine that is too small for the truck it is powering will wear out much more quickly. In addition, a truck that travels over hilly city streets will need a larger engine.

Do you haul a variety of weight loads? If your tractor will be hauling a variety of weight loads, a sliding fifth wheel will enable your driver to redistribute the load for safety and efficiency.

How do you pick up and deliver? If you're picking up goods at street level, you might need a truck with a liftgate. Adding a liftgate is generally more expensive than the incremental cost of buying a truck equipped with one. If you load and unload curbside on city streets, your truck should have side doors. If you load and unload with a forklift, the inside height of your truck must be large enough to accommodate it. "Scuffliners" along the side walls of the truck body or trailer will protect the walls.

How many miles will you run the truck each year? If your truck will log more than 20,000 miles a year—a modest figure in trucking terms—a diesel engine will economize on fuel consumption. If it's less than 20,000 miles per year, you need a less expensive gasoline powered truck.

Was the truck well maintained?

How well a truck was serviced is much more important than how many miles it was driven. Well maintained gas-powered straight trucks can last 150,000 miles or more and well maintained diesel straight trucks can easily last 300,000 miles. A four-year-old tractor can have 500,000 miles on it and still be in good condition. Visual inspection of the truck by you or your mechanic is not enough. Ask your sales representative to show you the vehicle's maintenance log which details the complete history of service for the truck. This "hard card" will tell you everything from how often the oil was changed to which parts have been replaced and when. This

(continued on page 10)

Used Trucks (continued from page 9)

maintenance log will also help you estimate what kind of repair bills to expect.

The sign of a good maintenance program is the replacement of components at fixed mileage intervals—when they approach their life expectancy—rather than when the truck breaks down because the part failed. Starters, alternators should be replaced at scheduled intervals.

Is the truck safe?

Disc wheels and radial tires are recommended. It is preferable to have 50% of the original gauge left on each tire, but no tire should have less than 35% of the original gauge. Silicon hoses are especially good since they are designed to last the life of the truck.

Other safety features to look for are convex mirrors for better visibility and power steering.

Is the truck legal?

Ask your sales representative about the laws governing truck length, width, height and weight. You should know the maximum load weight permitted on the truck you are considering. And be certain the truck you buy can accommodate a full load and still be within legal guidelines.

Will the truck help the driver be more productive?

A "stripped" truck may be more expensive in the long run if it reduces your driver's productivity. Certain features that enhance driver comfort and efficiency will pay off for your business.

Many newer-model used trucks have power steering, air conditioners and an air-cushioned driver's seat. An AM/FM radio will also make long trips easier to handle.

Does the truck have warranty coverage?

The most common warranty in the used truck market is a 30-day "50/50" coverage on the drivetrain: any repair costs incurred during the first 30 days are split by the dealer and the new owner.

How will you pay for the truck?

Many banks do not offer conventional financing for a used truck. Ask your sales representative about the plans he can arrange. Explore different financing options for the most favorable terms.

Reprinted from "Groundwork", published by the Landscape Contractors Association MD DC VA.

Research Advancing In Biologicals For Turf Care

SAN FRANCISCO—Researchers are continuing to discover and verify bacteria and endophytes that effectively control turfgrass pests, according to Dr. Patricia Vittum of the University of Massachusetts at Amherst.

Speaking at the International Golf Course Conference and Show Vittum said: "Living organisms are available to control some pests. But we need to look

at ways to reduce pesticide loads and use biologicals when available."

Among the findings and recommendations she related are:

- For Japanese beetles, *Bacillus popilliae* works "but controversies surround it. Doom, Japidemic and Grub Attack are very slow-acting and don't remain established long in some areas."

- To find out when moths are laying their eggs, put up a black light traps. When the number of captured moths increases, that is a signal they are out flying. They reproduce two to three weeks later—10 to 14 days in warmer regions—and that is when to apply the control material.

- *Bacillus Thuragiensis* (BT) variety *Israeliensis* is effective against mosquito larvae and has no effect on others in that aquatic setting.

- Another BT variation, not yet named, is exciting because it has good activity against white grubs. It is in the hands of university researchers for field testing. "I predict it will be commercially available within two or three years," she said.

- More and more information is available about nematodes—microscopic, worm-like creatures that carry bacteria that they release while moving about inside insects.

Among nematodes, *S. carpocapsae* is effective against caterpillars, while *s. nobravis*, *s. riobravis* and *s. scapterisci* have yielded good results against mole crickets.

Look for *s. glaseri* to come on the market. It kills white grubs.

- *Steinernema Carpocapsae* (Exhibit, Vector and Biosafe) show good results in caterpillar control. Also displaying some bill bug control and possibly annual bluegrass weevils, they work quickly—in several days.

- Nematodes are formulated in various ways—from packets of jell to newer, pelletized packaging. The pelletized type is "much easier to handle, but perhaps the nematodes are not as lively," Dr. Vittum said.

Florida State Commission Proposes Golf Tax

In an attempt to generate revenue, the Florida Game and Fresh Water Fish Commission has turned to a proposed golf tax, setting off quite a debate outside the walls of Tallahassee.

In a report published in the Orlando Sentinel, the proposed 25-cent per round fee would generate approximately \$14 million that the commission does not feel it can additionally charge for hunting and fishing licenses. Instead, the golf fee would support game programs, including those to offset the "environmental harm" done by golf courses, according to the commission. It says that "Golf courses consume a significant amount of native wildlife habitat and more are under construction,"

and that "chemicals used on courses can hurt the environment."

The golf industry is having none of it.

An unprecedented meeting of golf agencies, including the PGA Tour, the PGA of America, the Florida Turfgrass Association, the National Golf Foundation, the National Golf Course Owners Association, the Florida Golf Council and the Golf Course Superintendents Association, has resulted in a unified "no new tax" stand, stating that the tax would "unfairly and without justification discriminate against Florida's golfers."

In a lengthy letter sent to the game commission, the signees argue that golf courses do not significantly add to environmental damage, and in fact of all the pesticides and chemicals sold in Florida, only a fraction of one percent (0.13%) of the dollars spent on chemicals are spent on a golf course. In other words, such an environmental tax could much better be targeted to larger companies, agricultural industries or even citizen John Smith, who sprays his yard with unregulated and probably excessive amounts of chemical each week. Further, the golf industry already spends millions regulating itself for such environmental concerns, and does not see the need to be taxed for research it is already conducting.

Moreover, golf courses do far more good than harm, and that any alleged environmental damage is a "joke". Courses "create extensive and varied edge habitats, which provided excellent foraging conditions," the response argues. "Many birds (e.g. eagles, scrub jays, sandhill cranes) thrive in golf course setting." Additionally, Florida's turf industry research has developed grasses which use less water and which are pest-resistant, not to mention the development of many golf courses that directly benefit an area by serving as facilities where wastewater (effluent) can be used and processed at no additional environmental or financial cost.

Finally, the golf industry contends, it is clear the commission has identified the golf community as an easy target for a new tax to fund its existing programs, and moreover has developed a flimsy smokescreen of reasons to justify the tax. As there is no organized special interest group for golf in Tallahassee (unlike other industries), the golf industry speculates the game commission did not see any lobbyists to complain about the tax, and reasoned they could get it published through without opposition.

Source: Golfer's Guide

**See you at
the
COLUMBIA CUP
GOLF TOURNAMENT
July 24, 1995**

Management

- "Managers need to create an environment where they care enough to say the worst."
- "The key to productivity isn't simply more power; it's putting that power in the right hands."
- "So much of what we call management consists in making it difficult for people to work."
- "Blessed are they who go around in circles, for they shall be known as Big Wheels!"
- "A good manager is a man who isn't worried about his own career but rather the careers of those who work for him."
- "A manager develops people. Through the way he manages he makes it easy or difficult for them to develop themselves. He directs or misdirects them. He brings out what is in them or he stifles them. He strengthens their integrity or he corrupts them. He trains them to stand upright and strong, or he deforms them, whether he knows it or not."
- "A boss is someone who arrives at the office early whenever you're late, and is late when you're early."

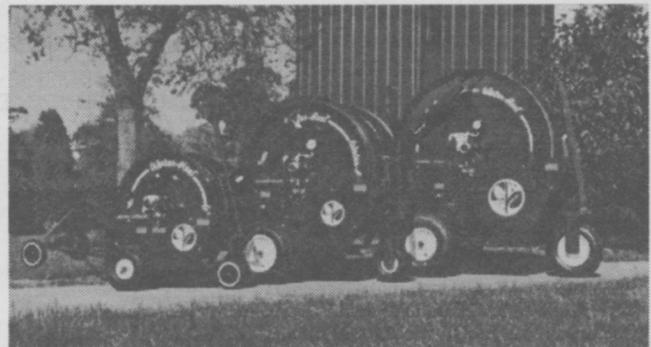


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