

J.N. Rogers III, Michigan State University, and D.V. Waddington, Penn State University.

2:50 - 3 p.m. — Questions and Closing Remarks.

On Tuesday, August 17, the South Florida Chapter will hold a meeting at the University of Miami on the renovation of a baseball stadium from artificial grass to natural grass. Host for the August meeting is Kevin Hardy.

For information on the South Florida Chapter or for details on these meetings or other Chapter activities, contact John Mascaro (305) 938-7477 or Ed Birch (305) 938-0217.

Midwest Chapter, STMA: For information on the Chapter or upcoming Chapter activities, call The Chapter Hotline (708) 439-4727.

Colorado Chapter, STMA: Due to record-breaking rainfall, the institute scheduled for June 18 at Sky Sox Stadium in Colorado Springs had to be postponed. The new date is Friday, July 16. Hopefully, the weather will be more cooperative for the rescheduled date.

The Colorado Chapter will be co-host for a workshop on August 2 at the University of Colorado in Boulder. It will include a tour of the football stadium, which has both natural and artificial turf.

For additional information on these events, contact Mark Leasure, executive secretary, at (719) 597-1449. For information on the Chapter or upcoming activities, contact Ron Marten, Falcon Colorado School District 49, at (719) 495-3601.

The New England Chapter, STMA: The New England Chapter, STMA, plans a day-long meeting August 11 at Forest Park in Springfield, MA. This event will include educational sessions; equipment demonstrations; a trade show; and the annual business meeting and election of officers. Further details will be announced soon.

For information on the meeting, trade show exhibit space or other chapter activities, contact Mary Owen, University of Massachusetts Cooperative Extension System, at (508) 831-1225.

Chesapeake Chapter, STMA: The results of the recent election of Chapter officers are as follows:

- President — Art Downing
- 1st Vice President — Joe Dick
- 2nd Vice President — Tim Anderson
- Secretary — Mike Gerwig
- Treasurer — George Frazee

Chapter members are always invited to attend chapter board meetings, which are held the first Wednesday of each month. The August 4 board meeting will be held at Cedar Lane Park in Columbia, MD. The September 1 board meeting will be held at Oriole Park at Camden Yards in Baltimore.

An Athletic Directors' Field Day will be held August 12 at the Howard County Grounds Maintenance Division Facilities,

8640 Route 108, Ellicott City, MD, 21043, in conjunction with the chapter's quarterly meeting. The contact for the field day is Joe Dick (410) 313-2892.

For information on the field day, the chapter and other activities, contact the Chapter Hotline (310) 865-0667.

Iowa Sports Turf Managers Association: The Iowa Turfgrass Field Day will be held from 9 a.m. to 3 p.m. on July 14 at the Iowa State University Horticulture Research Farm. Sports turf information will be available at several of the different session sites throughout the day. There will also be an outdoor exhibit area with vendors on hand to answer questions. For further details, contact Dr. Mike Agnew at (515) 294-0027.

SPECIAL REMINDER: ISTMA will hold a "hands-on workshop" on August 4 in Des Moines, IA, at Sec Taylor Stadium, home of the Chicago Cubs' AAA affiliate. Registration for this full-day workshop begins at 8 a.m.

The program will be directed by two sports turf leaders: Mike Andresen, head groundskeeper of the Iowa Cubs, and Jesse Cuevas, stadium superintendent of Rosenblatt Stadium, home of the Kansas City Royals' AAA affiliate and site of the annual College World Series.

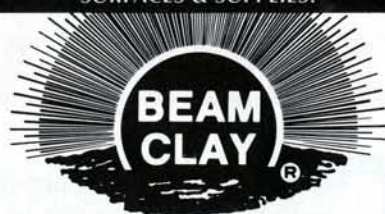
This workshop will start off with a 9 a.m. tour of the stadium and "cover the field" on baseball field maintenance. Scheduled sessions include "Maintaining Infield Lips, Post-Game Repairs of the Mound, Home Plate and Bullpens, and Measuring the Mound Specifications"; "Proper Infield Dragging and Pre-Game Infield Set-Up"; and "Drying Puddles and Wet Areas." An exhibit area will be included and time allowed to visit the booths and talk with exhibitors.

For information on this workshop or other Iowa Chapter activities, contact Gary Peterson (515) 791-0765.

Southern California Chapter, STMA: Hosts of the Southern California Institute will be laying the groundwork for a new STMA chapter during the July 23 Institute at San Diego Jack Murphy Stadium. The action-packed, day-long seminar and exhibition will feature perennial All-Star and four time Gold Glove winner Tony Gwynn. Registration begins at 10 A.M. with sessions including Major League Baseball infield preparation, an introduction to the latest field maintenance, irrigation scheduling, soil sampling and analysis, and baseball field design and layout. Following the education sessions there will be a BBQ luncheon, vendor exhibition and raffle, an evening of fun and relaxation is planned as the Padres take on the Expos at 7:05 p.m.

For additional information contact Chris Bunnell at (619) 432-2421, Steve Wightman at (619) 525-8272, or STMA headquarters at (312) 664-6610.

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Roads to Heavy-Duty Utility Vehicle Selection

Correctly matching equipment to work demands can be a challenging task. Choosing the most productive, time- and cost-efficient equipment is a must. You may even be considering a utility vehicle for transporting equipment and personnel in and around a sports complex.

Stop right there — today's utility vehicles offer much more than basic transportation. They also can be an integral element of your overall turf maintenance program. With the range of choices in the turf utility vehicle market, adding a heavy-duty model to your equipment arsenal can boost your crew's productivity.

Heavy Benefits

Light- and medium-duty utility vehicles certainly have their applications. However, heavy-duty models offer unmatched versatility and durability. In fact, thanks to a variety of attachments, today's heavy-duty units can be modified to perform tasks from spraying to baseball diamond infield grooming.

Productivity and versatility aren't the only reasons to go with a heavy-duty unit. Construction, serviceability, dealer support and hauling capacity should also be taken into account. Is a heavy-duty vehicle right for your particular operation? Read on — the following guidelines can help you answer that question.

Durability

Hauling capacity. "Heavy-duty" utility vehicles are named that way for a reason. To be classified as heavy-duty, the vehicle should have a total rated payload capacity of at least 2,000 pounds. Payload capacity includes total weight of cargo, plus one operator and one passenger.

Construction. When considering the purchase of a heavy-duty vehicle, keep in mind that long-term durability is a must. Make sure the frame materials and construction can withstand even the most grueling punishment. Notice the gauge of steel used construction and if the frame is welded or bolted together. From a practical standpoint, welded, "unitized" frames are preferable.

Versatility

Versatility is the hallmark of heavy-duty turf utility work vehicles. The ability to perform multiple tasks with the same piece of equipment can not only save you time, but also a large part of your turf maintenance equipment budget. Plus, the more versatile the piece of equipment, the more productive the crew using it. To this end, most of today's vehicles feature attachments and implements for any number of maintenance tasks.

To help decide which attachments and implements best suit your needs, make a list of the different tasks you and your crew perform yearly. Do you work exclusively on sports fields? How often do you aerate, overseed and fertilize? Are you responsible for municipal park grounds and gardens? Do you perform maintenance during the winter? The answers will help you decide if a heavy-

duty turf utility vehicle has a place in your maintenance program.

In terms of attachment purchases for heavy-duty units, here are a few things to consider:

Aerators. Depending on your geographic region and the level of activity on your sports fields, you may aerate anywhere from two to eight times a year. Many sports turf managers use tow aerators. However, large, independently powered aerators are available. These "fifth-wheel" units are designed to efficiently aerate large turf areas.

Spreaders. When it comes time to fertilize, overseed or topdress, you may want to consider a spreader attachment. Keep in mind that a spread width of at least 45 inches will enable you to get the job done quickly. Also, the unit's hopper should hold enough material to cut down on time-consuming refills.

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During the winter, spreader attachments are often used to distribute sand on icy sidewalks and parking lots.

Sprayers. For large-scale chemical application, a heavy-duty utility vehicle can be modified into a time-efficient sprayer. Available as mounted or fifth-wheel implements, many of these sprayers can handle a variety of chemicals with boom or spray gun application. As with the spreader, tank capacity is paramount. In short, the larger the tank, the faster you will be able to move from work site to work site without refilling.

Sports Field Implements. Consider dump trailers and infield rakes. Designed for grooming baseball diamonds, rakes and dump trailers can be used to haul and spread material in one operation. Many infield rakes come with a scarifier/riper for breaking up hard ground surfaces in the spring. If your responsibilities take you out of the ballpark, dump trailers are ideal for hauling sand, field mix and mulch.

Available Power. Because many implements are powered by the utility vehicle's engine, choosing the right one is critical. An engine of at least 789 cubic inches should be powerful enough to run any implement you choose. Another important standard feature of any heavy-duty utility vehicle is a ground speed governor. When using an implement like a spreader, the governor keeps the vehicle speed consistent when driving over undulating terrain. This makes for uniform distribution of materials, which saves time and money.

Maneuverability. Wheel configuration is another factor to consider. While three-wheel heavy-duty utility vehicles are somewhat more maneuverable, four-wheel models can haul 100 to 200 more pounds of cargo. On a related note, large tires (widths of 13 inches or more) will adequately disperse vehicle weight, which reduce compaction. Your work requirements, profile of the terrain and size of the work sites are guides to balancing maneuverability against payload requirements.

Serviceability

From time to time, all equipment needs servicing. When considering a heavy-duty utility work vehicle, serviceability should play a major role in your purchase decision. Factors such as design simplicity and accessibility will get your equipment out the

maintenance shop and back to work faster.

Manufacturer/dealer support is imperative. Regularly scheduled maintenance, such as changing oil and oil filters, cleaning air filters, checking tire pressures, and so on, can be handled in house. However, when maintenance requires you to bring the vehicle to the dealer or distributor, the service department should be conveniently located and receptive to your needs. Product support, in the form of service contracts and warranties, from a reputable dealer and manufacturer,

should figure prominently in your buying decision.

Purchasing a heavy-duty utility work vehicle is an investment in overall turf management productivity. Carefully selected attachments and implements will not only make the vehicle more versatile, but will also enable you to do more work in less time. With today's increasing demand for athletic excellence on tight time and monetary budgets, that's a competitive edge. □

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EXPLORING EQUIPMENT

Ask Hard Questions When Choosing an Equipment Dealer

By Joe McDonald

As a sports turf manager, you need knowledge, flexibility and commitment from your equipment dealer, especially if you're juggling your sports turf responsibilities with overall turf and landscape care for multiple sites. Your equipment may be a mix of old and new, your crew a mix of experienced people and trainees.

Heavy field schedules, erratic weather, limited personnel hours and tight budgets mean you ask a little more from your crew, equipment and equipment dealer. Under heavy-use conditions, even the best machines will have needs such as regular maintenance and parts replacement. Minor breakdowns, and occasionally major ones, will occur.

Games don't wait for you to get your equipment back in operation. Athletes, coaches, officials and spectators show up on schedule, and the field must be ready.

Who are you going to call when one of your units breaks just before a game? Your equipment dealer. If you've taken the time to check out that dealer's equipment knowledge, problem-solving capabilities and commitment to your needs, the dealer will come through.

What you're really looking for from a dealer isn't a casual relationship, but a long-term commitment. For this reason, it's important to take the time to check things out before making a commitment of your own.

To start, "case" the dealer's facilities. Browse through the outdoor display. Check out the showroom and review the inventory in the parts department. Watch how the sales department operates

and how the service department handles customers.

Is the dealer "in the business" when it comes to the equipment you use? How many commercial units are set up and on display? How many are in the dealer's warehouse as backup stock? Does the parts inventory reflect the needs of the equipment on display?

When the dealer commits display space and inventory dollars to commercial equipment and parts, the service

Under heavy-use conditions, even the best machines will have needs such as regular maintenance and parts replacement.

department is more likely to have a good working knowledge of those units. Who do you want tackling a problem on one of your machines, the technician who has set up and serviced 15 of them or the technician who has set up one or two?

But don't assume that because the equipment is there the dealer's staff understands it. Talk with the manager, talk with the commercial salespeople, talk with parts and service department managers. Ask a few questions about specific machines. Check into parts availability. You're looking for a dealer who understands your business and the urgency of your equipment needs.

Sports turf managers and commercial cutters face many of the same problems. There's a set amount of work that must be accomplished within a tight time-frame, a set crew size and a set number of units to get the job done.

Does the dealer's parts department stock key items, like belts and blades, that could quickly put your units back in operation? For parts that aren't in stock, how fast is the turn around from the dealer order to delivery?

Get to know the service department staff. Watch them operate. You need technicians that are knowledgeable and well-trained — technicians that can analyze a problem and get it right the first time. You need a service department that understands that downtime wreaks havoc on efficient turf maintenance.

When is the service department open? Sport turf crews work early and late. Does the dealer's service department keep a special, longer in-season schedule to accommodate commercial customer or arrange flexible hours for special needs and emergencies? Is there a separate quick-in, quick-out entrance for commercial parts and service?

How does the dealer react when an emergency occurs, like when an engine blows or a transmission gives out? Will the service technicians work extra hours to get the machine up and running again? When you're looking at extended downtime, will the dealer have comparable equipment you can borrow, rent or lease?

If you're working with a specialty unit, and the dealer's backup machine is already in the field, will he or she get on the phone to another dealer to make arrangements to borrow or rent their unit? Will the dealer put you in touch with a turf care operator who works in specialty services?

How special is your problem? How committed is the dealer to solving it? other commercial turf managers in your

area how the dealer has handled their problems.

What about the equipment itself? Does the dealer offer a line of equipment built for the rigors of commercial use? Is the manufacturer well-established and dependable? The cost of turf care equipment reaches beyond the initial purchase price. Value, the cost-to-quality equation, extends over the life of a piece of equipment. Overall cost can be greater for a unit with a lower up-front price that gives fewer use-hours and has more downtime than a machine with a higher purchase price.

Does the manufacturer stand behind the products? Is the warranty program complete enough to be effective? Does the equipment warranty cover the entire machine, or must you go to one source for engine warranty work, another source for transmission work, and so on? Does the dealer have any flexibility in warranty situations? Are extended warranty programs available?

Beyond these daily considerations, think about "extras."

Does the dealer offer periodic service schools to keep your in-house service staff current on maintenance and repairs? Does the dealer offer safety seminars? Does the dealer hold "commercial days" to introduce new equipment?

Can the dealer supply you with records of your parts and equipment purchases to assist in your budget preparations? Can the dealer provide you with an accurate account of all business between the two of you?

Consider financing. Does the dealer offer options to fit the criteria of your organization? Can you lease or rent a piece of equipment that your budget won't stretch enough to buy? Will the dealer submit bids according to your organizations guidelines?

Does the dealer take your needs into consideration when placing his or her own orders? Will the dealer make adjustments to fit your schedule?

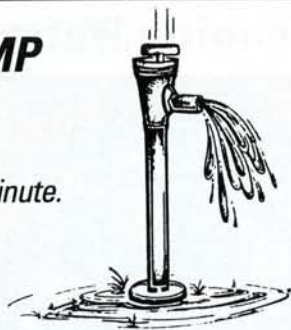
Every long-term relationship has a few difficult moments — perfection is an extremely limited commodity. However, choosing a dealer who is committed to serving your needs will, in the long-run, make your job run much more smoothly. □

Editor's note: Joe McDonald is a senior marketing coordinator for the John Deere Lawn & Grounds Care Division Horicon Works in Horicon, WI.

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RANSOMES GIVES AWAY CARIBBEAN CRUISE

Pete Yerkich, superintendent of Highland View Golf Course in Butte, MT, has won the Cushman Caribbean Golf Cruise Giveaway, a contest sponsored by Ransomes America Corporation.

Conducted from February 4 to March 15, the contest was open to golf course superintendents across the United States and Canada. The winner was determined by a random drawing of completed contest entry cards and receives an eight-day, seven-night trip for two aboard Royal Caribbean Cruise Line's Monarch of the Seas.

As part of the contest entry package, superintendents received a videotape and brochures featuring the new enhancements recently made to the Cushman Turf-Truckster utility vehicle.

Yerkich will travel throughout the Caribbean, to such islands as St. Thomas, Martinique and Barbados. Second-prize winners received leather work gloves.

WARREN'S TURF ACQUIRES SOUTHERN TURF NURSERIES

Warren's Turf Inc., headquartered in Crystal Lake, IL, has acquired most assets of Southern Turf Nurseries Inc., headquartered in Atlanta.

According to Dr. Tim Bowyer, CEO of Southern Turf Nurseries, "Warren's sod production facilities in New York, Indiana, Texas, Northern California and Southern California mesh perfectly with Southern Turf's sod and sprig production units in Georgia, Virginia and Hawaii."

Warren's Turf, founded in 1938, and Southern Turf Nurseries, founded in 1950, represent two of the oldest turfgrass companies in the United States.

HALE IRWIN COURSE OPENS IN ILLINOIS

Panther Creek Country Club, a Hale Irwin-designed course in Springfield, IL, opened May 24. Irwin, a veteran of the PGA Tour and three-time U.S. Open winner, was at the opening ceremonies.

"Panther Creek is a private club design of championship caliber," Irwin said. "Our focus on the greens complex, with subtle contouring of the greens and strategic placement of the hazards, will give golfers a fair challenge when judging their approach."

The course was developed by the Panther Creek Development Corporation, and Helmkamp Construction Company was the general contractor. Richard M. Phelps of Evergreen, CO, was the course architect. The Irwin Golf Design Group, based in St. Louis, currently has six projects under design or construction.

JACOBSEN NAMES DIRECTOR OF NORTH AMERICAN SALES



Jacobsen Textron, a manufacturer of professional turf maintenance equipment, has named Ralph P. Nicotera director of North American sales.

Nicotera, who has held various sales and management positions throughout his 19-year career with Jacobsen, is responsible for managing and developing Jacobsen product sales in North America through regional sales managers and the company's dealer network.

TOCA GIVES OUT SCHOLARSHIPS

Two \$1,000 scholarships were recently given out by the Turf and Ornamental Communicators Association. The recipients were Scott Hoffman of Colorado State University and Jay Warnick of Utah State University, both horticulture majors with interests in green industry communications.

This is the second year that the TOCA, an association of editors, writers, public relations practitioners and others involved in green industry communications, has awarded scholarships. Funding for the program was made possible through donations by GIE Publishing, Advanstar Communications, Adams Publishing Corporation and Johnson Hill Press.

PENNSYLVANIA TURFGRASS COUNCIL ELECTS OFFICERS

The Pennsylvania Turfgrass Council, a nonprofit educational organization, has elected new officers: John Yakubisin, CGCS, of Rolling Rock Club in Ligonier, president; Michael Zedreck, CGCS, Southpointe Golf Club Inc., Washington, first vice president; Samuel Snyder VII, CGCS, Colonial Country Club, Harrisburg, second vice president; Barry Grote, The Scotts Company, Proturf Division, Pittsburgh, secretary-treasurer; Charles Cadiz Jr., Eagle Lodge Country Club, Lafayette Hill, past president; and Christine King, Bellefonte, executive director.

Others serving on the board include Thomas Bettle, Quicksilver Golf Club, Midway; Neal DeAngelo, Lawn Specialties, Hazelton; Jerred Golden, Hershey's Mill Golf Club & Landscape Company, West Chester; Jeffrey Jabco, Swarthmore College, Swarthmore; Mark Kuhns, Oakmont Country Club, Oakmont; and William Riden, Rhone-Poulenc Ag Company, Lititz.

GCSAA OFFERING GRANTS TO GRADUATE STUDENTS

The Golf Course Superintendents Association of America will provide annual \$5,000 awards to graduate students pursuing degrees in fields related to golf course management.

The GCSAA's Graduate Student Grants Program, sponsored by the association's Scholarship and Research Foundation, will evaluate applicants on academic excellence, potential to make outstanding contributions in research and education, peer recommendations and previous accomplishments in their field. To be eligible, students must be currently enrolled in a master's or doctoral degree program related to golf course management and plan to pursue their academic career in a university setting.

In addition to the cash award, winners will receive an expenses-paid trip to the GCSAA International Golf Course Conference and Show.

The deadline for applications is October 1. Awards will be presented in early February 1994. Applications are available from the GCSAA development department; call (913) 841-2240.