

# MARKETPLACE



## TURF DIAGNOSTICS & DESIGN

"Managing the Elements Through Science"

Field Stability & Hardness Testing  
for Artificial and Natural Turf

ASTM F355A  
ASTM F1936  
ASTM F1702

Construction Quality Control Testing  
Annual Audits

Gmax Testing, Impact Testing, Hardness Testing, whatever you want to call it, we provide it. Most experts recommend Gmax testing for construction quality control, then annually to verify field integrity.

You spend a lot of money on your fields, shouldn't you be using our cost-effective services to ensure they're in proper condition?

Subgrade testing also available!

We are an independent testing company, not affiliated with any suppliers.

Turf Diagnostics & Design, Inc.

web: [www.turfdiag.com](http://www.turfdiag.com)  
email: [turfdiag@turfdiag.com](mailto:turfdiag@turfdiag.com)  
phone: 913-780-6725  
fax: 913-780-6759

Circle 100 on card or [www.oners.ims.ca/2078-100](http://www.oners.ims.ca/2078-100)



## No Drain, No Game!

WaterWick's patented gravel-vein injection system creates a permanent answer to chronic wet turf problems. So the game goes on without delay.

- Improves drainage and aeration
- Fundamentally non-invasive. Treated turf is immediately ready for play
- Proven in golf course, sports turf and landscape applications

Low-compaction WaterWick unit is ideal for golf greens and other fine turf. Or choose our innovative 3-point hitch system for your tractor — it injects WaterWick drainage, trenches, pulls pipe, lays wire and more.



Don't let wet turf bog you down. Contact WaterWick.  
888-287-1644 • [www.waterwick.com](http://www.waterwick.com)

DEALER INQUIRIES WELCOME.

Circle 101 on card or [www.oners.ims.ca/2078-101](http://www.oners.ims.ca/2078-101)

## MAINTAIN YOUR FIELD



WITH NEWSTRIPES STRIPERS

12 MODELS OF STRIPERS  
RIDERS • SELF PROPELLED • WALK BEHIND  
FIELD MARKING STENCILS  
MASCOTS, EMBLEMS, LETTERS & MORE  
DRY LINE MARKERS & DRAG MATS

CALL TOLL FREE  
**1-800-624-6706**  
1700 Jasper Street  
Aurora, Colorado 80011  
[www.newstripe.com](http://www.newstripe.com)

Circle 102 on card or [www.oners.ims.ca/2078-102](http://www.oners.ims.ca/2078-102)

Profile your products  
with Green Media's

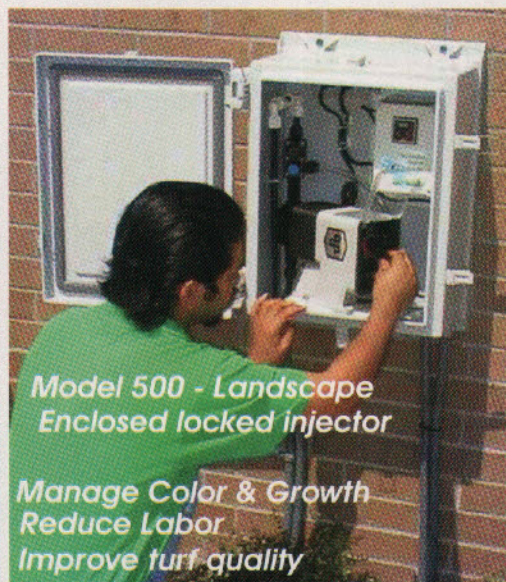
## MARKETPLACE A FOUR-COLOR 3x6" ADVERTISEMENT

Call your regional  
sales representative today!



## Fertigation

Turf Feeding Systems, Inc.  
The leader in golf and landscape  
fertilizer injection - Worldwide



Model 500 - Landscape  
Enclosed locked injector

Manage Color & Growth  
Reduce Labor  
Improve turf quality

Recover Damaged Turf FAST  
Six Models - Ten Capacities

Call Today (800) 728-4504

Turf Feeding Systems, Inc.  
[WWW.TURFFEEDING.COM](http://WWW.TURFFEEDING.COM)

Circle 103 on card or [www.oners.ims.ca/2078-103](http://www.oners.ims.ca/2078-103)

## Stripe Like A Pro

Pro-Stripe  
Athletic Field  
Marking Paint

- Long lasting Great Coverage.
- Easily applied by brush, roller, airless spray for fine line marking machines.
- OPTIWHITE™ used for high reflectance under artificial lighting and for low angle viewing.
- Will not harm grass, uniforms or players.
- Dilutable up to 3:1 (water/paint) for additional savings of 50% - 75%.
- Free shipping w/50 gallon purchase.



"EZ-100" Striper®

- Quiet, clean, Environmentally friendly.
- Long life, battery operated.
- 14 gallon polyethylene tank.
- 50-60 psi Shurflo Pump®.
- Built in charger plugs directly into an outlet.



Whitlam Paint Company  
Division of J.C. Whitlam Manufacturing Co.

(800) 321-8358

Contact: Dale Forester

Visit our website at: [whitlampaint.com](http://whitlampaint.com)

Circle 105 on card or [www.oners.ims.ca/2078-105](http://www.oners.ims.ca/2078-105)



**BLEC**

**GROUND BREAKER**

GROUND BREAKER DEEP AERATOR. RELEASES COMPACTION DOWN TO 10". BLADES DO NOT LIFT THE TURF. CONTINUOUS SLITS FOR GOOD DRAINAGE.


SAND MASTER ATTACHES QUICKLY TO STANDARD GROUND BREAKER AND PRODUCES 3/4" WIDE SAND BANDING SLITS. INSERTING ANY MATERIAL WET OR DRY. SLITS 10" CENTRES UP TO 8" DEEP. HIGH WORKING OUTPUT.

**SAND MASTER**

**BLEC USA, Inc**  
 sales@blec.co.uk www.blec.co.uk  
 Tel: 864 225 3666 Fax: 864 225 3640  
 Cell: 864 353 3131

ASK FOR YOUR DEMONSTRATION


Circle 106 on card or www.oners.ims.ca/2078-106



**WeatherBeater®**  
 Winter Shield Turf Blankets

Keeping your grass greener on the other side of winter.

- Allows both air and water to pass through the fabric
- Stimulates the desired greenhouse effects
- Two fabric weights, protection is tailored to your climate

877-448-2777 Montana  888-546-4641 Texas

Circle 107 on card or www.oners.ims.ca/2078-107

**TURFVENT™**  
**CORECASTER™**

**NEW! Two In One Aeration Machine**

- Fits all utility tractors with Category 1 Three-point hitch and fits most front mount mowers
- Features heavy-duty caster assemblies with 360 degree dual-quad clusters
- John Deere iMatch™ hitch compatible



CTV-52 Core-Plug Tine™ Aerator



CTV-52 StarBurst Tine Aerator

- CoreCaster™ Does Two Different Aerating Operations**
- Aerate with Core-Plug™ Tines in Spring & Fall
- Aerate with StarBurst™ Tines throughout the summer
- Change from Core-Plug™ Tines to StarBurst™ Tines in minutes - **No Tools Required**

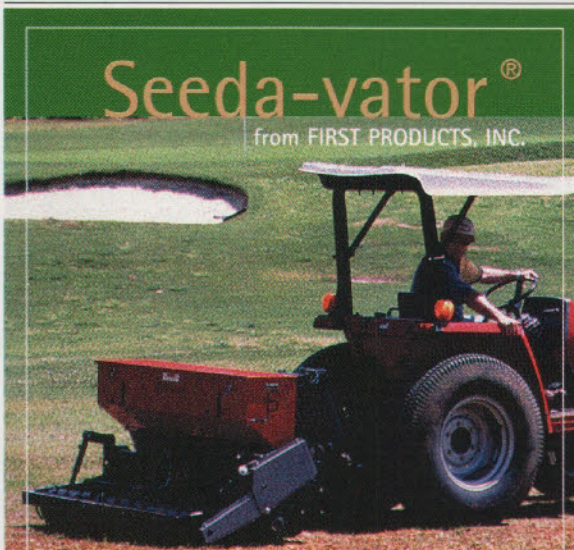
**Feldmann**  
 ENGINEERING AND MANUFACTURING CO., INC.  
 520 FOREST AVENUE • SHEBOYGAN FALLS, WI 53085-2513  
 (920) 467-6167 • 1-800-344-0712 • 1-877-289-2313 Canada  
 FAX (920) 467-6169 • e-mail: admin@jiffyonice.com

[www.turfvent.com](http://www.turfvent.com)

Also a Full Line of Pull-Behind Aerators also Available

Circle 108 on card or www.oners.ims.ca/2078-108

**Seeda-vator®**  
 from FIRST PRODUCTS, INC.



THE SE-60 SEEDA-VATOR IS THE ONLY SEEDER ON THE MARKET TODAY WITH THE FLEXIBILITY OF PRIMARY SEEDING OR OVERSEEDING WITH THE SAME MACHINE. THE UNIT HAS A PATENTED SWIVEL HITCH THAT ALLOWS THE OPERATOR TO TURN AROUND OBJECTS WITHOUT TEARING ESTABLISHED TURF. THE CLEATED ROLLER CAN BE PINNED TO GAGE TINE DEPTH. THE SE-60 USES PATENTED VIBRATING TINES TO FRACTURE THE SOIL, RESULTING IN AN IDEAL SEEDBED. THE SEEDA-VATOR COMES WITH EITHER GROUND DRIVEN OR ELECTRIC DRIVE SEED HOPPER.

Seeing is believing!  
 Call for a demonstration today!

www.1stproducts.com  
 800-363-8780  
 email sales@1stproducts.com




First Products, Inc.  
 164 Oakridge RD TIFTON, GA 31793

Circle 109 on card or www.oners.ims.ca/2078-109

Marking Fields and Parking Lots

Spraying Pesticides and Fertilizer

Durable, Versatile, & Portable

**Model E-100 3-in-1 Sprayer**

- Easy operations, maintenance, and transport
- Complete more tasks — standard spray wand, integrated paint boom and spray boom accessories
- Quick relocation with removable battery, tank, handlebar, and accessories
- Sturdy USA made — New precision spray boom

**TRU MARK®**  
 Athletic Field Marker

Call or visit us at:  
**1-800-553-MARK**  
[www.AthleticFieldMarker.com](http://www.AthleticFieldMarker.com)  
 Tru Mark Athletic Field Marker • PO Box 706, Norfolk, NE 68702

Circle 110 on card or www.oners.ims.ca/2078-110

Professionals Demand  
**LITTLE WONDER®**  
 Shouldn't You?™



**Over 80 Years of Quality!**

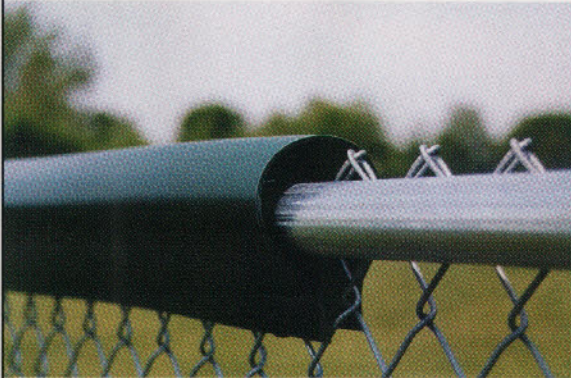
- Gas Hedge Trimmers •
- Extended Reach Hedge Trimmers •
- Electric Hedge Trimmers •
- High Output Blowers •
- Lawn Edgers •
- Xtra™ Edger •




To find a local dealer call toll-free  
**1-877-LWONDER • www.littlewonder.com**  
 1028 Street Rd. • Southampton, PA 18966

Circle 111 on card or www.oners.ims.ca/2078-111

## CHAIN LINK FENCE GUARDS



**Fence Guard™** protective covers for chain link fencing from Partac Peat Corp. are available in six colors—safety yellow, dark green, red, white, blue, and orange—as well as two grades—premium and standard. These UV-resistant, polyethylene covers protect players from injuries and provide a distinctive look to your fencing.

**Fence Guard™** comes in cartons of ten 8-ft. sections with fifty 8-in. UV-resistant ties for securing every 2 feet to fence. With a 5-year manufacturer's limited warranty.

For safety and uniform appearance, you should remove crowns from the tops of fence posts so that the entire fence top is covered; ends can be butted or overlapped, and the product is easy to cut.

**Bottom Guard™**, which serves the same safety and appearance purpose, also reduces erosion and eases weed cutting.

**PARTAC®/BEAM CLAY®**  
800-247-2326

Circle 120 on card or [www.oners.ims.ca/2078-120](http://www.oners.ims.ca/2078-120)



## TURFACE® KEEPS AMERICA PLAYING™

40 Years of Leadership

For more than 40 years, PROFILE Products LLC has been the leading manufacturer of soil modification products, including the TURFACE® line of infield and sports turf conditioners and mound clay products. Patented **TURFACE Pro League®** conditions infield soils for exceptional moisture absorption, increased safety and maximized athletic performance. PROFILE also offers **TURFACE MVP®**, which eliminates compaction, bad ball hops and rainouts on skinned infields; **TURFACE Quick Dry®** is designed to absorb excess water during wet conditions and to become a part of the infield mix; **TURFACE Gray** and **TURFACE Red** are infield conditioners that are manufactured in gray and red tones for a non-glare surface for greater ball visibility; and **TURFACE Mound Clay** is the clay used to build mounds on leading professional fields in the major leagues.



(800) 207-6457 • [www.turf.com](http://www.turf.com)

Circle 114 on card or [www.oners.ims.ca/2078-114](http://www.oners.ims.ca/2078-114)

## Classifieds

For classified advertising rate information, contact **Liz Dasch** at 610-367-6984.

### FOR SALE

### VERTI-DRAINS AND MORE

**Nation's #1 Distributor has trade-in's for greens, tees, fairways & sportsfields.**

005120	VD	48"	W/W	0-10"	DPTH	\$2,500
305.200	VD	80"	W/W	0-16"	DPTH	\$5000
305.200H	VD	80"	W/W	0-16"	DPTH	\$3500
305.250H	VD	96"	W/W	0-16"	DPTH	\$6495
2001 Proseed	Seeder/Spreader	48"	W/W			\$6.995
Level Spike		60"		10"	DPTH	\$3000
Multi Spike		48"		10"	DPTH	\$2700

**Commercial Turf & Tractor 800-748-7497**  
[www.commercialturfandtractor.com](http://www.commercialturfandtractor.com)

**FOR REPRINTS**  
please contact  
**Jorgie Strossner**  
at  
**(847)885-3429**

## Advertising Sales Staff

CT, DC, DE, IN, MA, ME, MI, NH, NJ, NY, OH, PA,  
RI, VT, ON, QB, NB, NS, Europe

**Paul Garris**  
35 Greenbriar,  
Aurora, OH 44202  
(330) 562-2512,  
(330) 562-3512 (fax)  
[pgarris@mail.aip.com](mailto:pgarris@mail.aip.com)

AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR,  
UT, WA, WY, Western Canada

**John Bolduc**  
P.O. Box 12357  
Orange, CA 92859  
(714) 538-4730,  
(714) 538-4785 (fax)  
[jbalduc@mail.aip.com](mailto:jbalduc@mail.aip.com)

AL, AR, FL, GA, KY, LA, MD, MS, NC, OK, SC, TN, TX, VA, WV

**Deanna Morgan**  
2095 Exeter Road, #80-336  
Germantown, TN 38138  
(901) 759-1241,  
(901) 624-0333 (fax)  
[dmorgan@mail.aip.com](mailto:dmorgan@mail.aip.com)

IA, IL, KS, MN, MO, NE, ND, SD, WI

**Colleen Murphy**  
Millennium Marketing Group, Ltd.  
2028 N. Stanton Ct.,  
Arlington Heights, IL 60004  
(847) 590-1162,  
(847) 590-1163 (fax)  
[cmmurphy@earthlink.net](mailto:cmmurphy@earthlink.net)

Classified Sales

**Elizabeth A. Dasch**  
(610) 367-6984  
(610)-367-7935 (fax)

## Advertisers' Index

Company	Page #	R.S.#	Company	Page #	R.S.#
Anderson Lawn Products	31	073	Partac/Beam Clay	48	087
Bannerman	41	081	PBI/Gordon	38	079
BASF	23	067	Pennington Seed	36	insert
Beacon Ballfields	20	064	Profile Products	53	114
BLEC	52	106	Seed Research of Oregon	25	068
Bobcat/Ingersoll Rand	27	070	Shindaiwa	37	078
Broyhill	13	059	SISIS Equipment	47	086
Colorado Lining	52	107	Sports Turf Co.	43	084
Covermaster	39	080	Textron Golf & Turf	Back Cover	113
CoverSports USA	32	074	Tif 94 Growers Association	17	061
Cygnat Turf	47	082	The Toro Company	15	060
Delta Blue Grass	35	077	Tru Mark Athletic Field Marker	52	110
Feldman Engineering	52	108	Turfco Mfg	29	072
First Products	10	058	Turf Diagnostics and Design	51	100
First Products	52	109	Turf Feeding Systems	51	103
Goulds Pumps	33	075	Turfgrass America	7	056
GreenOne Industries	22	066	Turf Specialties	52	138
JC Whitlam Paint	51	105	Turf-Seed	21	065
John Deere	9	057	Typar/TMSG	26	069
K. Rain	5	055	United Horticulture Supply	19	063
Little Wonder/Mantis	52	111	Varicore Technologies	Cover 3	112
Millcreek Mfg Cover	2	054	WaterWick	51	101
Newstripe	51	102	Wiedemann N.A.	42	083
Oil Dri/Pro's Choice	28	071	World Class Athletic Services	34	076
Pacific Earth Resources	44	085			

# Speaking of turf!

*One of my men has been asked to speak at a local seminar on football field maintenance. He has never done anything like this before and neither have I for the matter. We work for the Parks Division for our city. Do you have any suggestions on the topic matter? Like a starting and ending point. I know you have spoke at many different events and I thought you might be able to steer us in the right direction. I was going to put a little presentation together for him. Do you have any literature that he could pass out? The City is putting on the conference and it is very low budget, so any help would be appreciated.*

Central Florida

Your question caught me a little off-guard in that it was not a direct question about turf management. Putting a structured talk together, like many other tasks, is something of a learned process. Haphazardly throwing out information without some structure rarely ever works very well. Since you asked the question you realize that preparation is one of the keys to giving a good talk. A good topic and information-thirsty audience also helps. If you go to enough meetings you have probably realized that some talks are informative and some talks are not. Each person in the audience has his or her own experience and knowledge base. The listener filters out what they need and may discard the rest. I feel that fitting a talk to an audience, so that most or all get a benefit, is one of the hardest tasks when speaking to an industry group.

For example, each year I give a talk to college freshmen that are undecided in their major. In this talk, I tell them great things about working with turfgrass while showing them pretty pictures of athletic fields and golf courses. Usually no student in the room has any idea what turfgrass management is all about, so they are all pretty much at the same level of information. The talk is very visual and upbeat. I get great student reviews.

On the other hand, I spend 2 days each February talking to golf course superintendents of varying levels of experience about soil fertility and fertilizers. I cover soil physical and chemical properties to get them all up to speed before starting the fertilizer programming sections. For most this first section is dull, and for some it is such a review it is down right boring. I feel this review is necessary so that everyone can have the full benefit of the other information. I get some negative comments for the first part, but good comments for the second section. So the message is 1) choose a good topic, 2) match the information to the audience, and 3) cover what needs to be covered. All this takes some preparation.

The request you were given left the specifics of the subject up to you. Since "football field maintenance" is so dependent on proper construction, grass, soil type, environmental conditions, amount of play, pest control, and cultural practices, you could talk on about anything. You will have to determine the scope of your talk to find your starting point. You did not say how much time you have on the program, but in a 30-45 minute talk, you will be somewhat limited

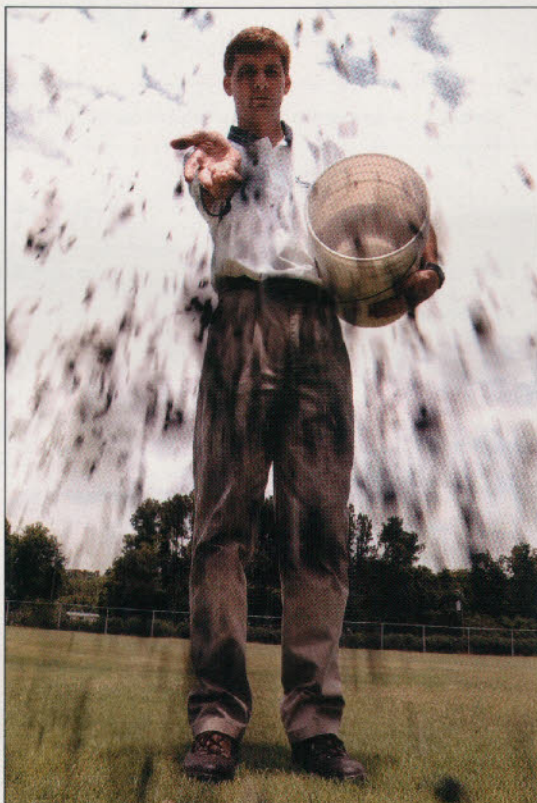
in what you can cover. Judging how much to put into a talk with a given time constraint is sometimes difficult to judge without a little practice.

Most people like to learn more about how to solve their problems or how to make their job easier. That is one reason why the pest control talks at state conferences are always full. So, in thinking about potential topics, you may want to consider some of your problems and how you have dealt with them. Of course you can get too specific for the audience if you are not careful. If you have identified a very specific point you want to address (e.g., control of annual grassy weeds on football fields), you may want to clear it with the person that asked you to speak to make sure it is what they expect.

If it is a group of people that are perhaps not well trained on athletic field management, then you may want to take a very general approach, leaving some time at the end to deal with more specific questions. You can speak from a handout or from some type of visual aid such as overhead transparencies, slides, computer-generated slides, or actual samples. Use whatever you are most comfortable with and what you have available. Taking pictures or slides during the year is a great way to document responses and are handy if you ever find yourself needing a few visual aids. Today it is easy to take digital pictures and store them in your computer or on CD for later use.

Many people will tell you that providing a handout is a vital part of preparing a talk. Most Land Grant Universities have a general handouts related to athletic field management. Most extension service publications can be provided for the meeting with some advance arrangement with your local county extension service or you may be able to personally download them from a website for photocopying before the meeting. At the University of Florida we have a general athletic field management publication available at <http://edis.ifas.ufl.edu/lh065>. Publications such as these are organized in a logical and deliberate order. You can use the layout and information from these publications to organize your talk or to draw on ideas that you can further develop from other sources or your own experiences.

My final advice is to give examples and relate your own personal experiences when possible. This is probably why you were asked to give the talk—your knowledge is valuable to the group. If actual pictures (slides) are available they are helpful to illustrate points and can leave a more lasting impression. People always seem to like "helpful hints" when giving technical talks.



## Have Questions?

Send them to Grady Miller at the University of Florida, PO Box 110670, Gainesville, FL 32611, or email [gmliller@mail.ifas.ufl.edu](mailto:gmliller@mail.ifas.ufl.edu). Or, send them to Dave Minner at Iowa State University, 106 Horticulture Hall, Ames, IA 50011, or email [dminner@iastate.edu](mailto:dminner@iastate.edu).

# Fast! Tough! Effective!

Responsive, durable, and thorough, Multi-Flow is in a league by itself. With a Multi-Flow system installed, your field will perform flawlessly and it will never be a factor in the game's outcome!

Multi-Flow's superior flow rates mean that excess water is carried away quickly. Advanced engineering means that a Multi-Flow system will not crush or block. And Multi-Flow's additional surface area puts more drainage medium in direct contact with saturated soil resulting in effective drainage.

In addition, Multi-Flow is highly adaptable, easy to use, and affordable. This season, it is certain to be a groundskeeper's MVP!

**MULTI-FLOW**  
drainage systems by Varicore

For free catalog and sample contact:  
**Varicore Technologies**  
[www.varicore.com](http://www.varicore.com) or 800 978 8007