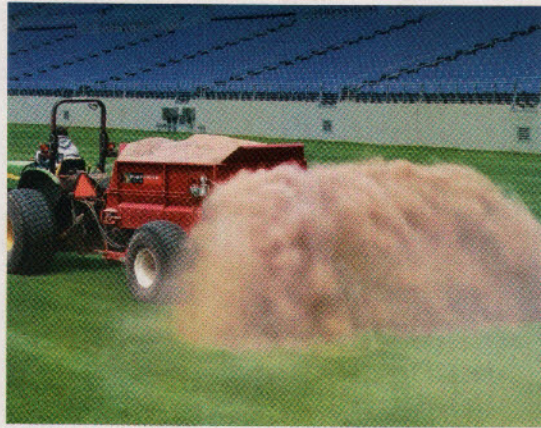


APPLY WET MATERIALS

Millcreek's Turf Tiger is a large capacity top-dresser that applies sand/peat topdressing, compost, infield mix, soil conditioners, and other bulk materials even when wet, giving turf managers additional flexibility for working around variable weather and material moisture conditions.
Millcreek Manufacturing/800-311-1323
For information, circle 094 or see <http://www.oners.ims.ca/2909-094>

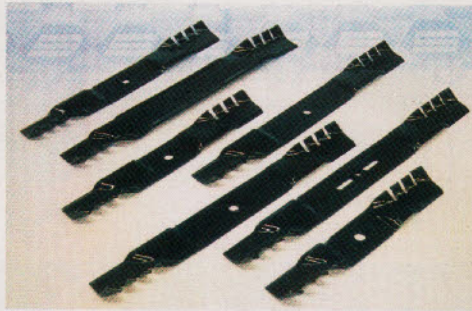


SELF-PROPELLED SEEDER

The Classen Model TSS-20 Self Propelled Turf Seeder operates forward and reverse, making it easy to load and unload. Constant speed ensures more consistent seed placement. With your choice of a 5.5-hp Honda or 5.5-hp Briggs & Stratton engine.
Classen/402-371-2294
For information, circle 177 or see <http://www.oners.ims.ca/2909-177>

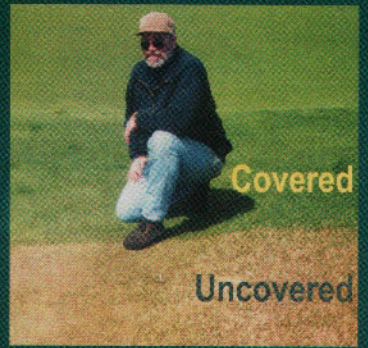
SWEeper

T.I.P. Inc.'s MARS G5 pick-up sweeper can harvest cores, pick up leaves, debris or animal/bird droppings, and sweep up clippings. It leaves turf striped and "fluffed" and also can sweep parking areas or tracks. The 12v dump hopper has remote control so you can operate from pulling vehicle.



MAKE MINE MULCH

Stens Power Equipment Parts offers a line of replacement mulching blades called the Raptor. Mower blades feature reverse-lift mulching and longer cutting edges to aid in the re-cutting of clippings for decomposition. Fit many models, including Exmark, Scag, John Deere, Bobcat, and more.
Stens Power Equipment Parts/812-482-2526
For information, circle 097 or see <http://www.oners.ims.ca/2909-097>



Supreme-Green is a multi-purpose turf growth cover made of a specially designed material to provide early green-up, accelerated germination and winter protection. The Supreme-Green cover encourages root development and rapid growth while extending your spring and fall seasons.

Supreme-Green turf growth cover is specifically engineered to promote earlier openings by 2-3 weeks.



Specifications:

- Made of tough woven non-coated polyethylene material
- UV treated for long life
- Green tint for best heat build-up
- One piece construction
- Comes complete with anchor pegs and storage bag
- Reduces seed loss
- Promotes earlier root establishment
- Accelerates Germination
- Reduces frost and ice-damage
- Porous to allow water and air circulation
- Mildew and rot resistant
- Quick turf repairs



279 Humberline Dr. Etobicoke
Ontario M9W 5T6
Phone: 1-800-837-8961
Fax: (416) 798-1342
E-mail: sales@coverttechfab.com
Website: www.coverttechfab.com

SUPREME-GREEN™ TURF GROWTH COVER

Circle 137 on card or www.oners.ims.ca/2909-137



LARGE-AREA MOWERS

The Turf Cruiser allows you to mow large acreage while still being able to trim in and around trees and other obstacles because of its front-mount deck. Features include electric clutch blade engagement, dual oil reservoirs and spin-on oil filters, electric deck lift, and 2-yr. warranty.

SnapperPro/800-935-2967
For information, circle 098 or see <http://www.oners.ims.ca/2909-098>

LOCKE OVERSEEDER

Locke Turf has developed the first large area flexible overseeder using its TVM 3077 verticutter that covers a 77-inch swath with three independent verticut heads. Each of these heads is equipped with "banana" shaped blades that are spaced 1-1/2 in. apart. The seed hopper has a capacity of 9.4 cu. ft. and will accept all seed varieties.

Locke Turf/334-493-1300
For information, circle 175 or see <http://www.oners.ims.ca/2909-175>



UTV MOUNTING SYSTEM






Swisher has a new UTV Universal Mounting System, Universal Receiver Mount Kit and the Universal Super-Duty Plow Blade, one of many UTV accessories available (bucket shown). Mounting system allows you to quickly change between various Swisher accessories. For a complete system you must have a 2x2 front receiver on UTV, a Universal Receiver Mount Kit, and one or all of the various Swisher accessories. Mount system available separately.

Swisher/800-222-8183
For information, circle 174 or see <http://www.oners.ims.ca/2909-174>

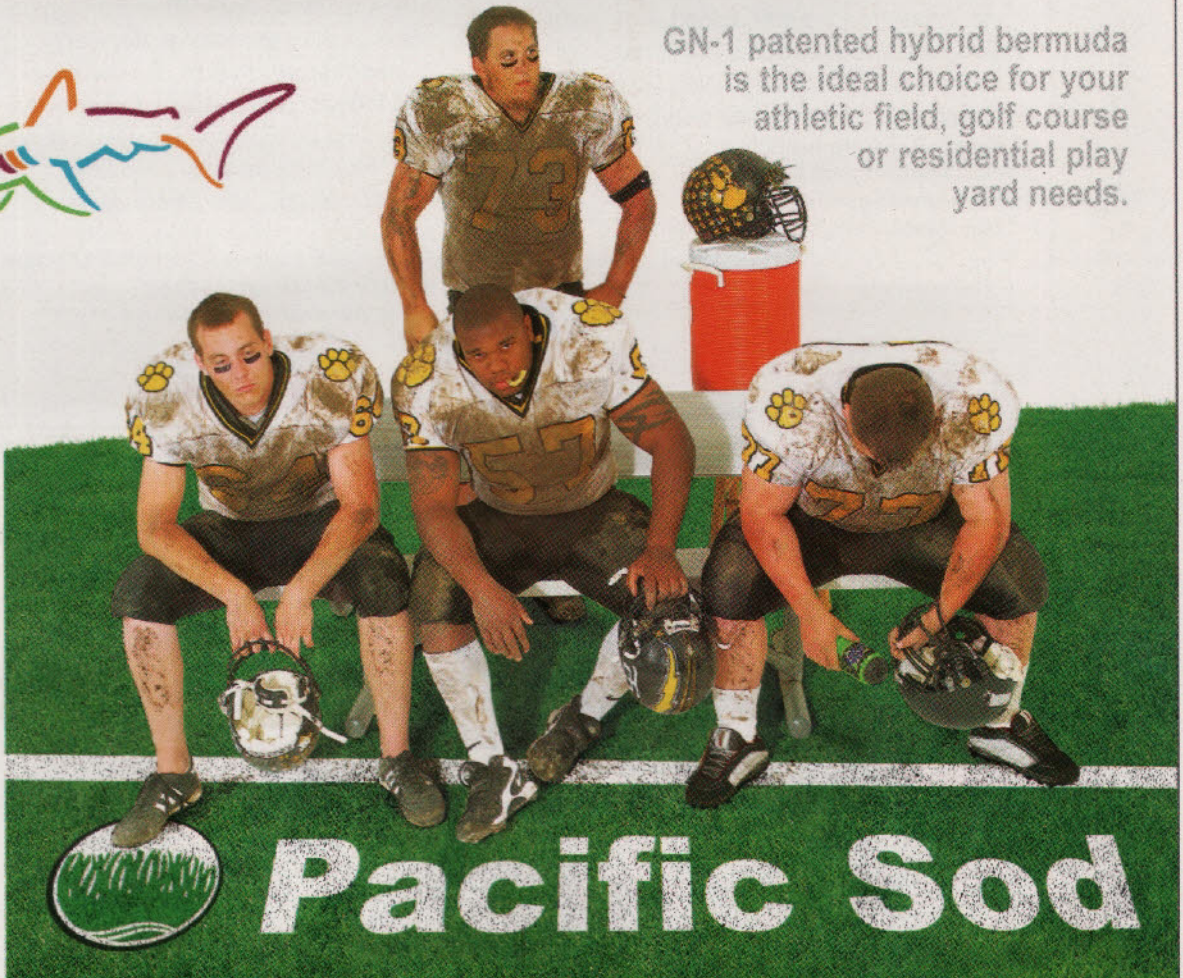
Is your turf as tough as your team?

GN-1™
Patented
Hybrid Bermuda
a product of Greg Norman Turf Company.



-  Exceptional dark green color
-  Excellent wear recovery
-  Good cold tolerance
-  Tolerant of high salinity soils
-  Lower maintenance costs

GN-1 patented hybrid bermuda is the ideal choice for your athletic field, golf course or residential play yard needs.



 **Pacific Sod**
The Professional's Choice

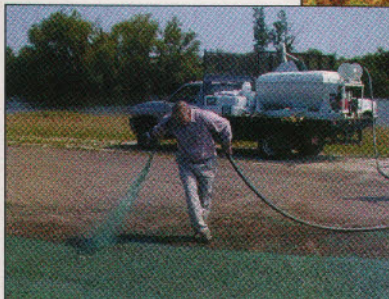
800 942-5296

www.PacificSod.com



Pacific Sod

Circle 138 on card or www.oners.ims.ca/2909-138



HYDRO-SPRIGGER

TurfMaker introduces the 430 Hydro-Sprigger. Hydro-sprigging of vegetative varieties can provide total grow-in in less than 30 days.

This miniature hydro-mulching machine is ideal for planting small areas, or for serious hydro-sprigging projects of up to 4,000 sq. ft./hour. Also can produce hydro-mulching applications of 8,000 sq. ft./hr.

TurfMaker Corp./800-551-2304
For information, circle 117 or
see <http://www.oners.ims.ca/2909-117>

DISPLACEMENT PISTON PUMPS

Parker Hannifin Corp's Hydraulic Pump/Motor Division has released two new variable displacement piston pumps designed specifically for the needs of turf care equipment manufacturers. The H1 and H1-A pumps are currently available in limited configurations for customer testing. These piston pumps are suitable for all light-duty hydrostatic drive vehicles.

Parker Hannifin/423-787-2498
For information, circle 092 or
see <http://www.oners.ims.ca/2909-092>

FIELD DRAGS

Beacon premium X-drag combine plastic lumber with hardened steel nails. The 3 x 2-ft. nail drag is ideal for scarifying baselines, cutouts and home plate areas. Also for daily nail dragging of infield skin topdressing layer. It can be pulled either width direction by changing the tow rope connection point. Fits between 3-ft. line and foul line down 1st baseline.

Beacon Ballfields/800-747-5985
For information, circle 178 or
see www.oners.ims.ca/2909-178



Safety and Performance from the ground up



ALWAYS READ AND FOLLOW LABEL DIRECTIONS

Safety for players is your number one concern. Instead of ending up with turf that looks like it's been ground up and spit out, build lush springy turf from the ground up with LAUNCH® Biostimulant.

LAUNCH® combines the best of Gordon's FOCUS® and BOV-A-MURA® into one powerful formulation that encourages strong healthy roots, increased density and wear resistance. When used regularly, it also encourages quick germination, vigorous establishment and the rapid recovery of damaged sports turf, from soccer and football fields to golf greens and fairways.

- Latest surfactant technology for maximum soil penetration
- Ideal for seeding, sodding, sprigging and hydroseeding
- Contains humic, fulvic acid extract and kelp extract
- Enhanced with deodorized dairy manure slurry base
- Root and foliar uptake

G pbi/gordon corporation

An Employee-Owned Company

Launch, Focus and Bov-A-Mura are registered trademarks of PBI/Gordon Corporation. Information regarding biostimulants can be viewed on our web site.

1-800-821-7925 • www.pbigordon.com

Circle 139 on card or www.oners.ims.ca/2909-139

BY JODY GILL

BUILDING A PROFESSIONAL SHOP AT THE SCHOLASTIC LEVEL

The Grounds Maintenance Shop should be the hub of all of your daily activities. It's where you start and end the day. The condition of your shop can set the tone for your entire operation. Whether you have a new, state of the art maintenance facility or a leftover storage room under the visitors' side bleachers, it should be well organized, functional, and a source of pride for you and your crew. When the time comes to start thinking about a new shop, dreaming about what it could be should be the first step.

If the budget was unlimited and you could build what ever you wanted, what would your new shop look like? Would it be the size of a football field? Be heated and air conditioned? Would each piece of equipment have its own bay? How about some equipment lifts and a welding fabrication area? You could have a several large offices. How about a conference room, a locker room, and a break room with a kitchen? Why not? This may just be a dream but it should also be the first step in the process. Remember though that your "dream" shop should be based on the "wants" of your current operation. In other words, don't dream about a shop large enough to service a fleet of trucks if your largest vehicle is a golf cart. First, you must have some concept of what you really want in this facility. From that, determine what you really need. Then you can prioritize based on what you can afford.

Convert dream into plan

You may want a shop the size of a football field, but do you really need it? If you were going to cram all of your trucks, trailers, and equipment into one room, how big would that room need to be? Now park your trucks and trailers back outside where they belong. Then cut the size of that room in half, making sure that the room is at least as wide as the length of your largest truck and trailer. Put a garage door at both ends of the room so you can drive that truck and trailer in one end and out the other. Now you have an estimate of the size of shop you need.

I realize this formula will not work for everyone, but the point is that it is an estimate based on facts rather than a number pulled from a hat. Do your homework. Put together a detailed proposal for the shop you need. Include pictures of your current shop or storage area along with pictures of any equipment that is stored outside. Although it may be inadequate, make sure that your current storage area is clean and well organized. If your current space is untidy and poorly organized, your funding request for more space will probably be denied.

Consider future growth when planning your new shop. Make sure the building is fairly easy to expand at a reasonable cost. A higher ceiling height will allow adding storage space without increasing the footprint size of the building by installing additional pallet racks or even an elevated steel mezzanine above your mowers and other equipment. At about \$15 per square foot, this is the least expensive way to add floor space within an existing structure. Tour other facilities that are similar to what you want to get ideas.

Put a price on it

You must have some idea of the cost of your project before you can ask for funding. This can be more difficult if you don't know much about building construction. According to Monte Soukup, assistant director, design and construction management for the Blue Valley School District, "Construction costs will vary



greatly from state to state depending on local building code restrictions, site conditions, and proximity to utilities."

The only way to be certain about the cost of your project is to have it professionally designed and engineered. Generally the fees for this service are based on a percentage of the overall cost of the project and would likely have to be contracted

up front. This may not be possible especially if you just want a "ballpark" figure. Based upon the actual costs to build the Blue Valley Grounds Maintenance Facility in 1999 and inflated to 2004 at 3% annual inflation rate, Monte was able to break the costs into general unit costs that may help you to place a "ballpark" cost figure on your plan.

Building. 7,200 square foot clear span wood structure building, insulated and clad inside and out with metal, 16-ft. ceiling height, two 14 x14-foot overhead doors, ventilation, concrete floor slab, and approaches is approximately \$50 per sq. ft.

Power. Electrical service, interior and exterior metal halide lighting, fourplex outlet every 10 feet, connections for a welder, power washer, equipment lift, etc., adds approximately \$7 per sq. ft.

Plumbing. Floor drains, large volume water service for tank filling, power washer, hand wash, emergency eye wash/shower, multiple hose bibs, plumbing for tank rinse recovery, etc. adds approximately \$2.50 per sq. ft.

Heating. Forced air heat capable of modulating outside air to maintain acceptable indoor air quality will add about \$6 per sq. ft.

Parking. The cost to add asphalt paving around the outside of the building will vary depending on the need for excavation or an engineered base, but the average cost for paving on grade is about \$4.50 per square foot of paved surface.

Offices/restrooms. Generally, air conditioned office and restroom space costs much more per square foot than the shop space. A more economical way to add this space is to construct it inside the shell of the original 7,200 square feet. By doing this, air conditioned space for offices, restrooms, conference room and locker room could be added for about \$45 per sq. ft. of air conditioned space only.

Miscellaneous. General conditions, overhead, and profit are not figured into the square foot costs. In general this would run 8-10 percent of the construction cost on this type of project.

The total cost for our building was around \$75 per square foot. For comparison purposes, a pole barn with a concrete floor would cost approximately \$25 per square foot. Every grounds maintenance operation is different and you must determine what a "reasonable" maintenance facility would be for your situation.

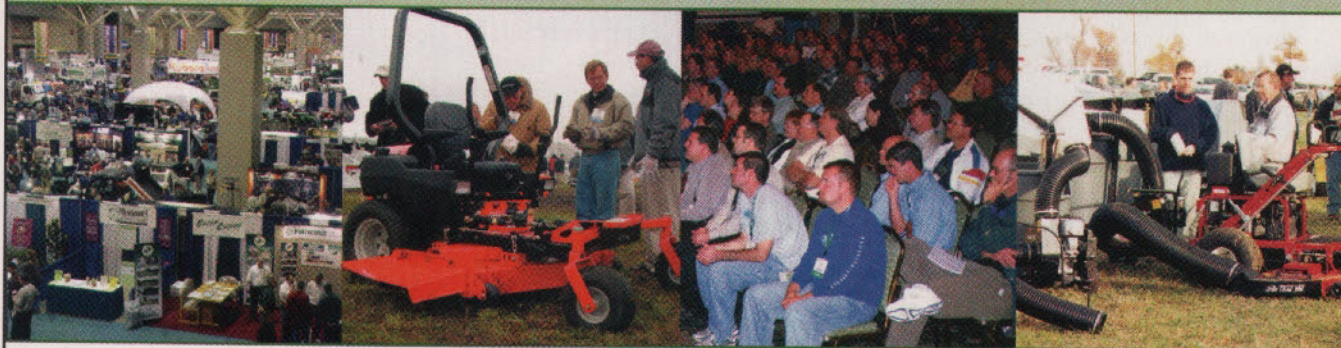
Justifying the funding

Be patient. This process could take several years because you're ask-

ing for a building, not a weed eater. Develop a plan for requesting the funds. The new facility must result in some operating cost savings. For example, it will cost much less to heat and cool the new space than it did the old space. Determine how much longer your equipment would last if it were stored inside when not in use. Or, inside storage could dramatically increase the residual value of leased

Green Industry Expo 2004

Professional People, Products and Ideas



November 3-6, 2004 > Charlotte Convention Center, Charlotte NC
1 888 303 3685 > www.gieonline.com



Professional - dedicated to the needs of landscape contractors and grounds professional

Products - 350 manufactures launching new product lines

People - attended by more than 6,000 professionals from across the nation

Ideas - three optional Green Industry Conferences with more than 60 education sessions

We bring you a fresh location annually! Wednesday to Saturday, November 3-6 at the Charlotte Convention Center. Product Field Day, November 4. Indoor Exhibits, November 5-6. Educational Conferences, November 3-6. FREE trade-show-only registration at www.gieonline.com.

For more information:
 (888) 303-3685
info@gieonline.com
www.gieonline.com

Clip & Send to:
 Green Industry Expo
 1000 Johnson Ferry Road, NE
 Suite C-135
 Marietta, GA 30068-2112
 Fax: (770) 579-3835

Yes! Send me a brochure about GIE/2004.
 Send me information on attending.
 Send me information on exhibiting my products.

Name _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____ Fax _____
 Email _____

GIE and its exhibitors may use your contact data to forward you show updates and product information.
 Check here if you wish to have your name withheld.

Sponsored and Endorsed by:



Circle 140 on card or www.oners.ims.ca/2909-140

equipment, thus lowering your monthly payments.

These are examples of real cost savings and if you add them up over time, it could be a significant amount of money that could really help you to justify the initial cost of your new shop.

Dave Hill, Blue Valley executive director of facilities and operations, has determined the fate of many facilities and equipment funding requests. "When reviewing requests for capital funding, sometimes I am looking for a return on the investment or a payback within a reasonable amount of time. Sometimes the funding is needed to maintain current levels of quality or to continue to meet the expectations of the patrons," he says.

There are some things you can do to increase your chances for funding approval. "It is important to articulate exactly how the organization will benefit if the request is funded. The amount of effort you put into the request should be equal to the amount of funding you are requesting," Dave says. "Never be unreasonable, request an amount that is within the limits of the organization's ability to fund."

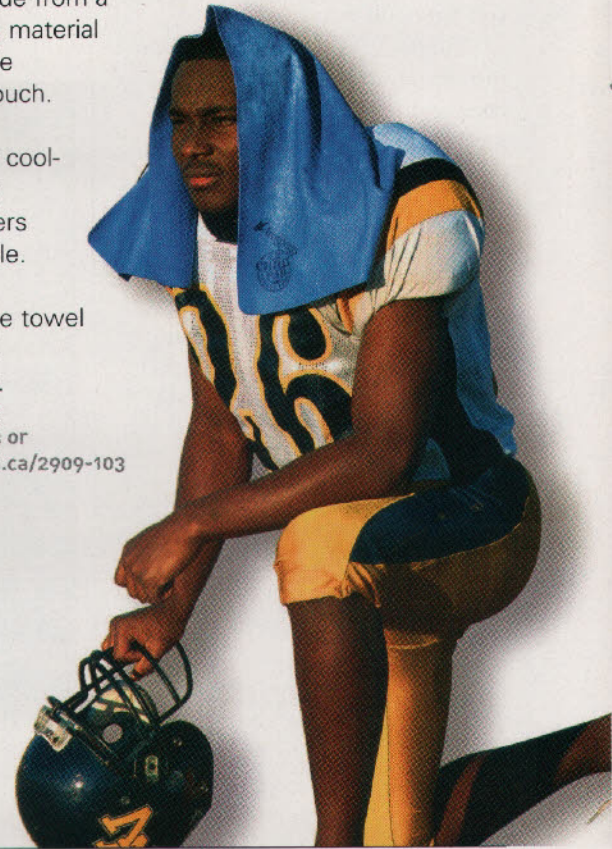
There will always be times when no matter how thorough your homework or how urgent the need, the answer is no. In that case, Dave offers this advice. "Don't ever give up. Don't lose the passion. Keep asking and continue to demonstrate excellence in everything you do as a sports turf manager."

"The sports turf managers I know in Kansas City are very talented and competitive. If they were given a push mower and a rake they would use those tools to make their fields the very best they could be. That is exactly the attitude you need to have toward building a new shop. Make your current maintenance shop the best it can be. Keep it clean, organized, and functional but continue to document how a new facility would increase the productivity and efficiency of your operation. **ST**

Jody Gill is the Grounds Coordinator for the Blue Valley School District in Overland Park, KS.

COOLING PAD

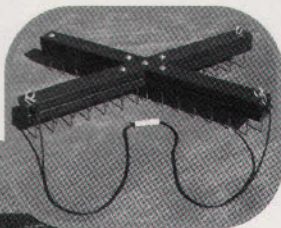
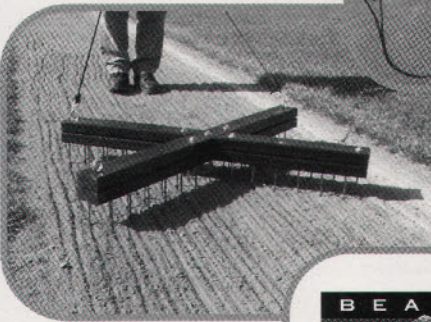
The Chilly Pad is made from a new hyper-evaporative material that retains water while remaining dry to the touch. When wet, the towel becomes considerably cooler than the outside air, thereby keeping workers cool. Machine washable. When effectiveness lessens, you re-wet the towel in either warm or cold water and wring it out.
 frogg toggs/800-349-1835
 For information, circle 103 or see <http://www.oners.ims.ca/2909-103>



X-Ceptional Grooming with Beacon's New X-Drag

Beacon's sturdy new X-drag is ideal for a variety of infield grooming tasks including scarifying baselines, cutouts and home plate areas as well as nail dragging of infield skin topdressing. The versatile 3' x 2' X-drag can be pulled from either side so it fits easily between the three-foot line and foul line.

*Experts
in The Field!*



www.ballfields.com

Circle 141 on card or www.oners.ims.ca/2909-141

Fertigation

Turf Feeding Systems is the leader in golf and landscape fertigation systems - Worldwide



Model 500 - Landscape Enclosed locked injector shown

Manage Color & Growth
 Reduce Labor
 Improve turf quality
 Recover Damaged Turf FAST

Six Models - Ten Capacities- 3-50 acres

Call Today (800) 728-4504

Turf Feeding Systems, Inc.

WWW.TURFFEEDING.COM



Circle 143 on card or www.oners.ims.ca/2909-143

VARIETY

is the spice of life.

Sealsle 1

Sealsle 2000

Diamond Zoysia

Princess -77

Bull's-Eye Bermuda

TifEagle

TifSport

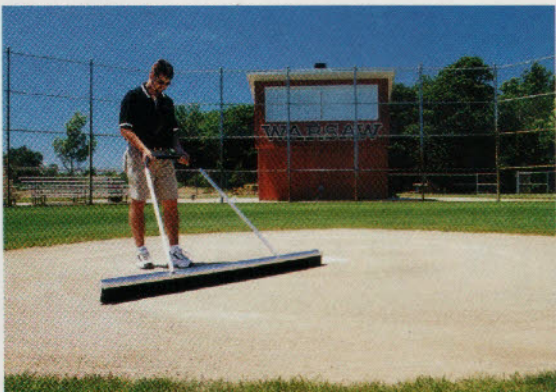
GN-1

For information or to sample
any of these varieties call
800/447-1840

www.westcoastturf.com



Life is short. Sod it!



MONSTER BROOM

Midwest Rake's 7-ft. Double Play Monster Broom is two tools in one. The short triangular tooth works great to loosen up compacted soils. Simply flip the broom over and the bristles are excellent for final finishing. The aluminum head comes with 2 rows of replaceable bristles.
Midwest Rake/800-815-7253
For information, circle 113 or see <http://www.oners.ims.ca/2909-113>

MANAGE TIME & ATTENDANCE

The Jobclock system is a hardware and software package that provides remote time and attendance management. The time clock is about the size of a padlock and can be affixed to and left at a jobsite. Self-contained, the product enables employees to clock in and out by using keytabs they carry on their keychains. Then you can go anytime to site and collect attendance records by using infrared port of Palm Pilot.
Exaktime Inc/888-788-8463
For information, circle 115 or see <http://www.oners.ims.ca/2909-115>



POLESAW

The new, patented Remington PoleSaw Wizard does away with the danger of climbing a ladder with a chain saw to cut limbs. This 2-in-1 tool cuts branches 15 ft. high, and easily converts to a conventional chain saw for other jobs.
Remington/800-858-8501
For information, circle 112 or see <http://www.oners.ims.ca/2909-112>



Pro's Choice SOILMASTER Select Series

For premium performance and a color that will set your field apart, choose the Soilmaster Select Series from Pro's Choice. Scientifically engineered to meet daily maintenance challenges and give your field a professional look, Soilmaster Select is the TRUE choice of groundskeepers around the league for building and maintaining winning ballfields. Available in four distinct colors, Soilmaster Select's uniform granules manage moisture and alleviate compaction to keep your field in top playing condition. Pro's Choice delivers a full line of sportsfield products for conditioning soil and infield mix, topdressing infields, quickly drying puddles and revitalizing turf.

Call for information and product samples www.proschoice1.com

1.800.648.1166



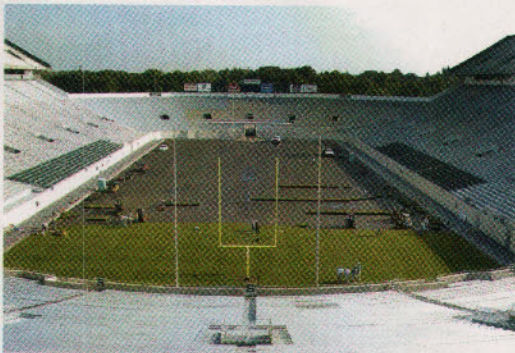
SOILMASTER®
SELECT RED

SOILMASTER®
SELECT GREEN

SOILMASTER®
SELECT BROWN

SOILMASTER®
SELECT CHARCOAL

Circle 168 on card or www.oners.ims.ca/2909-168



MODULAR TURF DVD

Michigan State University pioneered modular turf, creating the playing field for the 1994 Soccer World Cup. Researchers brought the technology home in 2002 for a new natural grass surface in Spartan Stadium.

To help football fans, turf industry insiders and others understand the technology involved in the field's transformation, "Back to the Roots," a 40-minute DVD was produced. Copies are available.

MSU Extension Educational Materials Distribution
517-353-6740

For information, circle 104 or
see <http://www.oners.ims.ca/2909-104>



PRUNER

The Remington Branch Wizard is an alternative to manual pole pruners. This tool has a 6.0 amp motor that cuts through branches up to 6-in. thick. It can reach branches up to 12 ft. high while you're on the ground. It comes with a lightweight, rust resistant fiberglass pole along with limb gripping teeth.

Remington/800-858-8501

For information, circle 111 or
see <http://www.oners.ims.ca/2909-111>

POND CIRCULATORS

SolarBee solar powered floating pond circulators eliminate blue green algae blooms and increase the water clarity without the use of chemicals or grid energy. The new small model, the SB1250 with 1250 gpm of flow rate, has a brushless motor and battery power storage for 24-hour/day operation. For ponds and lakes up to 5 acres or more.

SolarBee/866-437-8076

For information, circle 101 or
see <http://www.oners.ims.ca/2909-101>



Herndon Stadium - Atlanta Beat
Women's Professional Soccer Stadium
Atlanta, Georgia



Call for information and samples of our full line of sports field products, including Rapid Dry® drying agent, Soilmaster® soil conditioner and other field supplies.

Dan Wright

- General Contracting
- Sports Field Construction and Renovation
- Construction Management for Design/Build

800 273-8608

1487 Blackdirt Road • Whitesburg, Georgia 30185
www.sportsturf.net

SPORTSTURF™

C O M P A N Y I N C

Let us build your Field of Dreams...

Circle 144 on card or www.oners.ims.ca/2909-144

AerWay®

AerWay® Groundhog for Sports Fields
It's about Time... YOUR TIME!

Sports turf experts agree, regular aeration is the one thing that will immediately improve turf health and vigor, reduce fertilizer costs and optimize the use of valuable water.

The all new AerWay® Groundhog allows you to aerate a sports field in less than 1 hour, and play right away.



AerWay® - less Time - lower Cost!

Minimum Time - Maximum Benefit
- for a SAFE and PLAYABLE field

for further information call **1-800-457-8310**

Advanced Aeration Systems

www.aerway.com email: aerway@aerway.com

Circle 145 on card or www.oners.ims.ca/2909-145

Why Settle for Just A Field Striper?



Airlessco FIELD STRIPE piston powered airless striper/sprayers are capable of spraying undiluted paint at up to 3000psi to put down solid straight

lines on sports fields and spray paint field stencils, backstops, buildings, or cover graffiti. With models starting at \$1795, their flexibility makes them a smarter investment for universities, schools, parks departments, and sports programs.



FIELD STRIPE+
from \$2595⁰⁰

FIELD STRIPE+

couples our proven "LP" series piston powered paint pump, a dependable Honda engine, clutch actuated paint system, and electronic pressure controls. Delivers paint for striping or spraying with a professional airless spray gun at up to 3000psi. LP pump features Airlessco's patented triple-life packing system which results in reduced maintenance, lower operating costs, & longer equipment life. Rated to paint 1700 gallons per year.



FIELD STRIPE PRO
from \$4595⁰⁰

FIELD STRIPE PRO

has striped stadiums hosting events from Pro Football to Womens World Cup Soccer. With 1.5 gallon per minute spraying at up to 3000psi, it supports two spray guns capable of laying down a 24" wide stripe in one pass. Combine the power to paint or stripe with any coating with our patented micro adjustable front swivel wheel with "Radius Memory", and you can stripe rings around the competition. Rated for 5000 gallons per year of use, it offers perfect balance and easy rolling. It's also the most user adjustable striper available today.



BUILT TO PERFORM...BUILT TO LAST
Manufacturers of professional airless painting equipment since 1975

[WWW.AIRLESSCO.COM](http://www.airlessco.com)

5397 Commerce Ave., Moorpark, CA 93021
Email: sales@airlessco.com TOLL FREE (800) 856-6786
(805) 523-0211 FAX (805) 523-1063

around the grounds



SAFETY GLOVES

SilverBack magnetic powered gloves are now being offered by Compliance Safety. The brand features magnets mounted on the back of each glove that are strong enough to hold parts, fasteners and tools for on-the-job accessibility. Also feature a half finger design that provides the user increased flexibility and accuracy.

Compliance Safety/800-340-3413

For information, circle 107 or see <http://www.oners.ims.ca/2909-107>

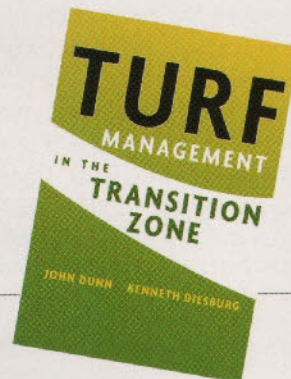


FLOOR COATING

Garon Products has Concord, a general-purpose floor coating that provides a dense seal that is abrasion and dirt resistant. Product seals and coats traffic areas and protects against yellowing, and resists mild acid and alkali fumes, oil and grease, gases, and steam.

Garon Products/800-631-5380

For information, circle 105 or see <http://www.oners.ims.ca/2909-105>



TRANSITION ZONE MANAGEMENT

"Turf Management in the Transition Zone" is a new book from John Wiley & Sons written by John Dunn and Kenneth Diesburg. Helps managers understand growth cycles of cool-and warm-season grasses, discusses cultural practices, as well managing climate-specific diseases and insects.

John Wiley & Sons/800-225-5945

For information, circle 109 or see <http://www.oners.ims.ca/2909-109>



ELECTRONIC RAT TRAP

Victor has introduced an electronic rat trap (ERT) that is easy to use, easy to bait and easy to clean. The trap activates when the rat completes the circuit by touching the metal plates inside the plastic housing; voltage applied by the trap will break through the rat's callused skin, claws and dirt, and will prevent even large male rats, from escaping.

Woodstream Corp./ 800-800-1819

For information, circle 108 or see <http://www.oners.ims.ca/2909-108>



Circle 142 on card or www.oners.ims.ca/2909-142