



TURF FUNGICIDE

The first translaminar antibiotic fungicide for turf is Endorse, says manufacturer Cleary Chemical. The product attacks diseases in warm-and cool-season grasses through both foliar and translaminar systemic activity and can be used in either a preventative or curative management program. Endorse is labeled for turf on golf courses, parks, and institutional grounds.

The product can be tank-mixed with a variety of labeled fungicides, including Cleary 3336 and Spectro 90WDG. For controlling dollar spot, Endorse should be used in a tankmix or in rotation with fungicides labeled for the disease.

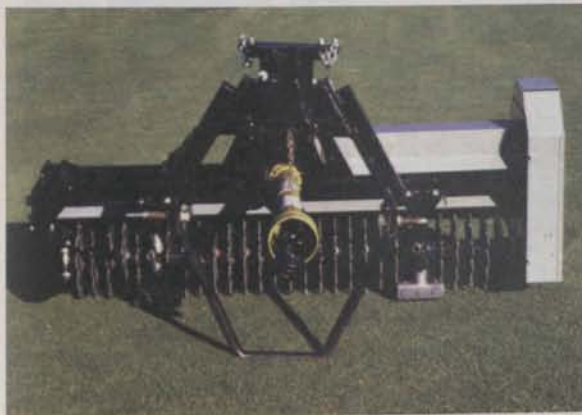
Cleary Chemical/800-524-1662
For information, circle 169

SURFACTANTS, ADJUTANT

Three new products have been added to the Simplot Partners offering: RelyII is a soil surfactant formulated to establish consistent water flow into and throughout the rootzone. ReWet is a soil surfactant treatment chemistry formulated to easily and effectively relieve existing water related problems such as localized dry spots or wet spots. Enhance is a specially formulated blend of adjuvants designed to improve the efficiency of applying pesticides by wetting and adhering to turf and ornamentals.

Simplot Partners/800-552-8873
For information, circle 171

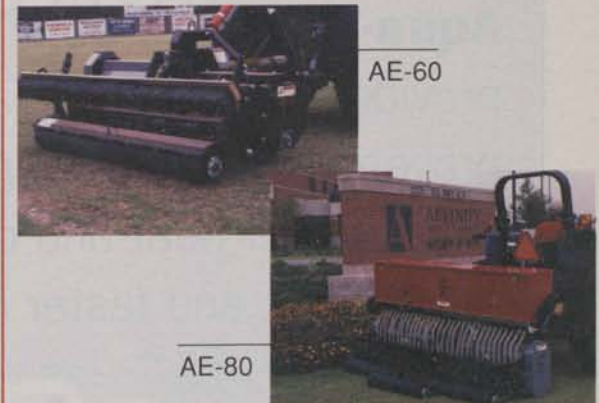
WHY SETTLE FOR SECOND BEST? **FIRST PRODUCTS INC.**



THE **NEW VC-60** VERTI-CUTTER IS DESIGNED FOR USE ON FAIRWAYS, TEES, AND ALL SPORTSTURF. SWING HITCH ALLOWS VC-60 TO TURN WITHOUT TEARING THE TURF.



THE **SEEDA-VATOR** CREATES THE IDEAL SEEDBED. THIS UNIT CAN BE USED FOR BOTH PRIMARY SEEDING AND OVERSEEDING. THUS, TWO SEEDERS IN ONE MACHINE.



THE **AE-60, AE-80 AERA-VATORS** ARE USED BEST TO AERIFY DRY AND COMPACTED SOILS WITHOUT PRIOR IRRIGATION. SURFACE DISRUPTION IS MINIMAL IN ESTABLISHED TURF.

"SEEING IS BELIEVING" CALL FOR A DEMONSTRATION TODAY

WWW.1STPRODUCTS.COM / 800-363-8780 / E-MAIL SALES@1STPRODUCTS.COM

FIRST PRODUCTS INC. P.O. BOX 1425 TIFTON, GA 31794

Circle 112 on card or www.OneRS.net/206sp-112

DRY, FLOWABLE CHLOROTHALONIL

Concorde DF, with spray-dried technology, is the new dry flowable formulation from Griffin L.L.C. It can be applied season-long to combat 14 diseases in virtually all turf-grass species and varieties.

Concorde DF contains more uniform granules making it a superior product to pour, mix, and handle, says the company. It has quicker dispersion, better blooming and improved suspension characteristics.

For maximum convenience,

Concorde DF pours dust-free from an easy disposal bag.

Griffin LLC/800-237-1854

For information, circle 166

BROYHILL'S LINE MARKER

The Kombi walk-behind line marking system by Broyhill is a self-contained, self-cleaning paint line-marking system. It features a 5-gal. capacity poly tank with an 8-in. fill well and strainer basket. The built-in 1.5 gal. fresh rinse tank has a self-cleaning system and the hinged access door for easier maintenance.

Featuring a 12-volt diaphragm pumping system that includes a rechargeable power pack and 10 x 3.0, 4 ply pneumatic tires, the line marker packs while allowing for maneuverability and straighter lines.

The 3-position marking boot mounts to the left, right, or center. The moisture proof on/off pump switch is handle mounted for convenience and the line width can be easily adjusted from 1 1/2 to 4 in., giving you more flexibility.

Broyhill/800-228-1003 ext. 34

For information, circle 145



Aqua-Maxx™ penetrant surfactant with advanced kelp extract formula Pellets and Liquid and now **Aqua-Maxx™ PLUS** Vitamin B1 provides sports turf managers with proven benefits - stronger, healthier turf, greater heat and drought resistance, and faster recovery.

Guaranteed.

Distributed by: All-PRO International, Inc.,
1-888-877-0378. www.all-pro.net



aquaMAXX
ADVANCED KELP EXTRACT FORMULA

Aqua-Maxx, Inc. www.aqua-maxx.com

Circle 113 on card or www.OneRS.net/206sp-113



SURFACTANT

Aquatrols' Primer Select is an enhanced matrix flow soil surfactant that allows turf professionals to select the application rate and frequency to match soil type and program preferences. It can be safely applied and is guaranteed to solve problems and increase efficiency on all turf species, a broad range of soil types, and in all climates throughout the entire growing season.

Primer Select offers turf managers a superior soil surfactant that lowers costs by promoting uniform rootzone conditions and overcoming problems associated with water repellency. Available in both liquid and granular formulations.

Aquatrols/800-257-7797

For information, circle 164



HOLE CUTTER FOR PUSH-UP GREENS

Standard Golf's new Holemaster hole cutter cleanly cuts through heavy soil or "push up greens." The Holemaster's heavy-duty blades are case hardened with reinforced webs and backing plates, making it the strongest hole cutter available anywhere, says the company. The Turfmaster comes in one piece and features a sturdy twin frame that allows easy access to the blades. A rubber mallet is used to drive the blade halves into the green.

Founded more than 90 years ago, the Cedar Falls, IA-based Standard Golf manufactures golf course accessories and maintenance equipment tools. The company's extensive range of accessories, many of which can be customized, includes flags and flagsticks, bunker rakes, ball washers, course information signs, cups, litter receptacles, and yardage markers. The line of maintenance tools features roller squeegees, top dressing brushes, hole cutters, and soil profile samplers.

Standard Golf/319-266-2638
For information, circle 144

MULTI-PURPOSE IMPLEMENT

The Quadivator attaches easily to your ATV or lawn tractor, and can be used with numerous attachments (each sold separately). The 4-ft. deluxe unit comes standard with a cultivator attachment and is equipped with electric depth control that is operated from a switch that is mounted on the towing vehicle.

Swisher Inc./660-747-8183
For information, circle 173



**IF YOU'RE LOOKING FOR A PLACE
WHERE YOU HAVE COMPLETE CONTROL OF
YOUR PROJECT'S PUMP STATION SPECS,**

WE HAVE THE ADDRESS.



Waiting for your project's pump station specifications is a thing of the past. With the Flowtronex™ online Configurator program, you can get fast, accurate pump station specifications 24 hours a day, 7 days a week, and maintain total control over your project. The Configurator takes you through the process step-by-step and even lets you archive your projects for future reference. Visit www.flowtronex.com or call 1-800-786-7480 and find out how easy it is to spec your site from our site.

FLOWTRONEX™

No One Makes Your Life Easier. No One.

Circle 115 on card or www.OneRS.net/206sp-115

Building a dream workforce



BY MARK MAYBERRY

I've worked extensively in the green industry, and hear one comment over and over from green industry professionals: "How do I motivate my team? How can I get them to take ownership?"

Taking ownership is more than just words on paper or a badge. On my way to a speaking engagement, I went into a convenience store in Illinois. As I walked up to the counter, I noticed that the sales clerk had on a badge that said, "I'm an owner!"

"Shazam!" (Since my last name is Mayberry, "Shazam" fits!) Here was a company that understands my concept of team members taking ownership! I looked at the clerk and excitedly asked, "What does that badge mean?"

The clerk looked at me, looked down at the badge, looked back up at me and said, "I don't know. They just told me I had to wear it." Not exactly the response I was looking for!

To build a dream workforce, you must get your team to think and act like entrepreneurs WITHIN your organization. They must take ownership.

Here's my definition for an "entrepreneur within an organization." Entrepreneurs are enterprising, Customer-focused risk takers, who don't know how to think small, hold themselves accountable for everything they do, make work fun for themselves and everyone else, and keep learning until the day they die.

Let's analyze that definition, one part at a time:

Enterprising. Every sports turf professional understands that "profit" is a good thing. Every one of your team members must realize that their job is part of a bigger picture, and that picture is funded by a profitable organization.

Customer-focused. You may have noticed that I capitalized the word "Customer" in my definition. Customers deserve all the attention we can give them. In my book, "Building the Dream Workforce," I talk about a company that puts "Brought to you by our Customers" on the flap of each paycheck envelope. That's who brings you and your team your paychecks—your Customers!

There are two types of Customers, Internal and External. The Internal Customers are your team members. How you treat them helps them understand how to treat your External Customers, the ones responsible for your paychecks! Treat your Internal and External Customers with respect, appreciation, and responsiveness—with plenty of Shazam!

Risk takers. To improve, you must get your team to change. Not for the sake of change, but to break out of your comfort zones. Your team probably resists change, but you must get them to try new things.

always seeking improvement. If change did not happen, we'd still be pulling a mowing device behind a mule.

Don't know how to think small. A group of retired rental industry professionals was invited to speak at an industry event. Each of the four panel members on this panel had run a very successful rental company. The discussion was terrific, as each panel member answered questions from the moderator and the audience. The last question was the most important question of the night, and the moderator wanted each panel member to give an independent answer, not one that was based on what his or her fellow panel members said. So, each panel member wrote his or her answer on an index card. The question: "What is the biggest mistake you made in business?" Without seeing each other's answers, every panel member had exactly the same answer! "I did not think big enough!" Is your team thinking "big enough?"

Hold themselves accountable for everything they do. There is a fine line between "blame" and "accountability." I have clients in a wide variety of industries and I usually find too much blame, and rarely find enough accountability. Everyone must be held accountable. There is no room for blame.

Make work fun for himself or herself and everyone else. Are you having fun? Is your team? Working with nature must be terrific; however, any job has moments that are not fun. As a leader, you must make sure that your team is having fun. Not to the point that work doesn't get done, but so that everyone is more productive by having a smile on their face.

Keep learning until the day they die. Most of your workforce looks just like I did when I graduated from high school (and college)—bored of education! It took me years to realize how important it is to be a lifelong learner. About 15 years after I graduated from college, a business partner gave me a set of tapes about negotiation skills. I did not want to listen to the tapes for two reasons. First, I did not want to spend time listening to a series of business tapes because I knew I would be bored to death. Second, I already knew everything I needed to know about negotiation. But since my partner had spent \$70 on the tapes, I listened. To my amazement, the tapes were fun and educational. And I did NOT know everything about negotiation. I heard things that my New York and Los Angeles vendors were using on me that I was not even aware of! How can you get your team to be life-long learners and have fun doing it?

Your crew could be the best place to work in town. By teaching your team how to act and think like entrepreneurial thinkers and doers, you will build a dream workforce. Recruiting and retaining team members will become easier, as this entrepreneurial culture grows. And you won't need a badge to prove it!

ST

Mark Mayberry is an international speaker, author, and consultant. He can be reached at The Mayberry Group, 6015 Twinpoint Way, Woodstock, GA 30189, 800-394-6138, Mark@Markmayberry.com, or www.MarkMayberry.com.



LONG-LASTING GENERATOR

The new John Deere DP6000 generator can run for nearly 12 hours at half load and nearly 9 hours at full load, says Deere, and also can start a wider variety of electric-motor-driven devices than others in its class. The unit features an electric-start Kohler engine with a cast-iron cylinder sleeve and a super-quiet muffler. Low-oil shutoff helps extend unit life and automatic idle control provides better fuel economy and helps prevent surges when operating power tools.

John Deere/800-537-8233

For information, circle 179



PARK & MUNY CATALOG

Highland Products Group has available its park and municipal catalog that includes a variety of park and recreational equipment, site furnishings, municipal products, and maintenance supplies. Equipment listed includes picnic tables, benches, grills, tents, trash receptacles, parking lot supplies and more.

Highland Products Group/888-447-2401

For information, circle 181

SPORTSTURF™

C O M P A N Y I N C

Olympic Softball Complex
Columbus, 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.

Contact:
Dan Wright

800-273-8608



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

Let us build your Field of Dreams ...

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

Circle 116 on card or www.OneRS.net/206sp-116



OUTDOOR LIGHTING

CH-20 fixtures provide efficient, even illumination for a range of pole- and building-mounted outdoor area and roadway applications, including university grounds and parks. These fixtures come in a compact, squared edge housing and have an aluminum reflector to optimize projected light from a choice of metal halide or high-pressure sodium lamps, casting light in a choice of round or square symmetrical patterns. Forward-throw light distribution can be specified. The distributions employ vertical lamp orientation to extend lamp life and minimize wasted light.

Quality Lighting/800-545-1326
For information, circle 187



GOOD NOZZLES

You need highly specialized, precision spray nozzles to be a vital component of efficient spray applications. TeeJet essential nozzles help you achieve perfect turf whether applying fertilizer, fungicide, insecticide, or herbicide. The Turbo Turfjet produces large droplets, the AI TeeJet droplets are air-filled to reduce drift, and the XR TeeJet covers uniformly over different pressure ranges.

TeeJet/800-643-8324
For information, circle 177



How many times will you replace sideline turf before investing in EnkamatPlus?

- ★ Football, soccer & other sports
- ★ Tough polyester fabric teamed with strong and durable Enkamat
- ★ Reusable season after season
- ★ Easy to store
- ★ 95% open structure of mat provides air space for field to breathe and liquids to flow through
- ★ 16' x 150'
- ★ One time investment for a lifetime of turf protection.

Call our distributor Covermaster for product information and pricing.

COLBOND

info@colbond-usa.com
1-800-365-7391
www.colbond-usa.com

**COVERMASTER
COVERMASTER
COVERMASTER**

info@covermaster.net
1-800-387-5808
www.covermaster.net

Circle 119 on card or www.OneRS.net/206sp-119

Visitor

Visitor

VISITOR ID SECURITY

The TEMPbadge Time Dependent ID prevents unauthorized re-use because it changes color automatically, going from white to red when it has expired. These badges might help you control ID badges for visitors, vendors, contractors, or temporary employees.

The badging system requires no electronics or hardware. Each badge has two parts: the BackPart, which is pre-printed in red "migrating ink," and the self-adhesive FrontPart, which when applied to the BackPart activates the badge. Rate of expiration can be 2 hours, 1 day, 1 week or 1 month. Badges work inside or out, night or day.

TEMPbadge/800-628-0022
For information, circle 186

industrybooks.com BOOKSTORE

offers **SportsTurf** readers a one-stop shop for all books on Turf and related topics. We promise to provide the best reference materials to help build and maintain your business. If you would like additional information on our titles or would like to suggest a title or subject not shown please contact us toll free at (800) 203-2552 or on-line at www.industrybooks.com.



Pictorial Guides to Quality Groundskeeping Book I

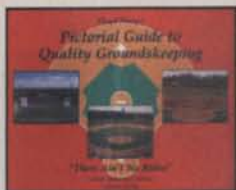
by Floyd Perry,

The only textbooks on the market for the grounds supervisor, athletic coach, little league volunteer, or baseball purist. Over 500 photos in each text with many in color.

Book One, "Covering All The Bases"

(100 pgs) covers Mound and Home Plate Repair; Edging, Dragging, Lip Reduction; Water Removal; Homemade Equipment and Tricks of the Trade.

4008 \$37.00



Pictorial Guides to Quality Groundskeeping Book II

Book Two, "There Ain't No Rules"

(108 pgs.) covers Football, Soccer, Softball, Little League, Minor League, College and High School Facilities. Also covers Curbside Appeal; Tricks of the Trade, New Ideas for Easy Maintenance; Professional Research from Higher Learning Centers and much more.

Item# 4022 - Pictorial Guides to Quality Groundskeeping 2 book set. \$69.90

4009 \$37.00



4213 \$53.00

New Edition!

2002 Grounds Maintenance Equipment Blue Book: Your Guide to Outdoor Power Equipment,

by Intertec Publishing

This comprehensive guide includes average wholesale trade-in values (high and low), approximate suggested listed price new (F.O.B. P.O.E), and average resale prices. The new edition includes listing on everything from consumer and commercial lawn mowers, trimmers and blowers to golf cars and compact tractors.

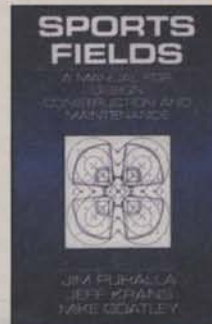


4191 \$34.95

Picture Perfect: Mowing Techniques for Lawns, Landscapes, and Sports

By David R. Mellor,

Picture Perfect gives you first-hand, step-by-step guidance on creating your own unique lawn patterns. You'll learn the basic patterns – checkerboard, stripes, diamonds, waves, arches and circles – in simple step-by-step instructions, along with practical advice on equipment selection and use. Patterns are demonstrated in simple instructions followed by dozens of detailed photographs. 160 pgs.

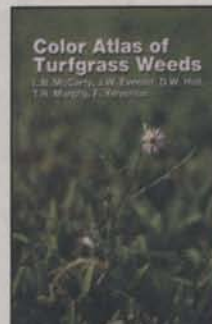


4084 \$79.95

Sports Fields: A Manual for Design, Construction and Maintenance,

by Jim Puhalla, Jeff Krans, and Mike Goatley,

This book covers every important aspect of planning, design, construction and turfgrass maintenance with hundreds of illustrations and step-by-step procedures to help you get the job done right. No other book provides such intricate detail, combined with easy-to-understand guidance. Sports Fields is unparalleled in quality, practicality, and scope. 600 pgs.



4189 \$95.00

Color Atlas of Turfgrass Weeds

By L.B. Bert McCarty, John W. Everest, David W. Hall, Tim R. Murphy, Fred Yelverton

Weeds can cause many problems in turf situations. One of most undesirable characteristics of weed infestation is the disruption of turf uniformity – so vital to the golf, sports field, and managed landscape industry. This book explains why, and helps you problem-solve for effective management.

Order Form

4008 \$37.00 Qty___ 4009 \$37.00 Qty___ 4022 \$69.90 Qty___ 4213 \$53.00 Qty___
 4191 \$34.95 Qty___ 4084 \$79.95 Qty___ 4189 \$95.00 Qty___

All Orders must include Shipping \$3.00 per book

Illinois residents please add 8.25% Sales Tax

Check or money order enclosed for \$_____

Charge my VISA MasterCard American Express
 Acct# _____ Exp. Date _____

Signature _____

Company Name _____ Contact Name _____

Address (no PO Boxes) _____

City _____ State _____ Zip _____ Country _____

Phone _____ FAX _____

Code# ST402

It's easy to order
 Call 1-800-203-2552

Fax 847-885-3529

order online @
www.industrybooks.com

fill out the order form and mail it to:
Adams Book Guild
 250 S. Wacker Drive, Suite 1150
 Chicago, IL 60606

**ALL SALES FINAL
 PAYMENT MUST
 ACCOMPANY ALL ORDERS**
 Please allow 4-weeks for delivery
**Prices subject to change
 without notice**



6 X 4 UTILITY VEHICLE

The John Deere 6 x 4 Gator utility vehicle (shown here with medical unit) features an 18-hp, liquid-cooled engine. For extra traction, the 6 x 4 provides full-time four-wheel drive and differential lock. The unit shares the arc-welded unibody design and front suspension of other Gator models. Its 1,200-lb. towing capacity is balanced by its gentleness on turf, thanks to low ground pressure and a low center of gravity.

John Deere/800-537-8233
For information, circle 183



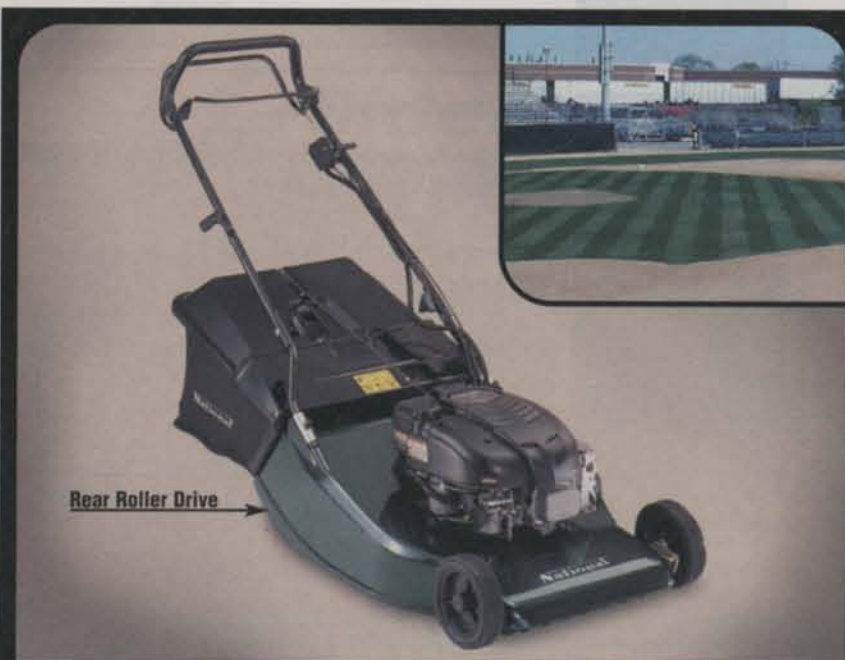
HOT H2O WASHER

Tuff Pressure Washers has rolled out a line of self-contained, skid-mounted, gasoline- and diesel-powered hot-water pressure washers. The "Super Skid" TNT line has 12 models with cleaning power ranging from 3.5 to 5.6 gpm and 3,000 to 3,500 psi. All models are encased in a steel cage made of 1 1/4-in. steel tubing and painted with an epoxy powder coat.

TNT models are powered by either Honda or Vanguard electric start engines, with diesel models featuring Lombardini

engines. The burner that heats the water is powered by 12V DC or 120V AC from a built-in generator and heated by diesel, fuel, or kerosene.

Tuff Pressure Washers/800-772-8833
For information, circle 180



Ease of a rotary with the striping of a reel.

Introducing the I-STRIPE™ 22.

You've never seen a rotary mower do what the I-Stripe™ 22 can do. The I-Stripe features a 22-inch self-propelled rear roller drive—similar to those used on walking greens mowers—to create a classic striped finish. Its finned deck gives you top-notch cutting and collection, and it's made of diecast aluminum for durability. You just can't pass on stripes like these.

Call 888.907.3463 to arrange your demo today.



www.nationalmower.com

Circle 117 on card or www.OneRS.net/206sp-117



ALL-STEEL HOSE REELS

Reel Quick, Inc. has available its latest all-steel hose reel line, the Rapid Reel reels, which feature steel construction, brass components, and an interlock design. Models can be attached to walls so hose pulls out either parallel or perpendicular to wall, or on a 2-wheel cart with a "no tip" design that features wide tires for use on turf.

Backed by 3-yr. warranty, all models come with commercial-duty 3/4-in. connector hose and 3/4-in. brass swivels and fittings. Now available in 10 colors: black, red baron, tan, almond, hunter green, white, orange, blue, red/orange, and gray.

Reel Quick/800-523-4321
For information, circle 184