

Professional Turf Products



Clippings

Volume 18 Number 2

Summer 2015

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Is your aeration strategy giving you the best turf?

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Meet another one of our Customer Service Representatives
on Page 3



Learn about PTP's **BOARD EXCHANGE PROGRAM**
or Irrigation Controllers... on Page 4

How to make Purchasing easier with Cooperative Contracts.
See Page 7

PTP's MISSION STATEMENT:

TO EXCEED THE NEEDS OF BOTH OUR INTERNAL AND EXTERNAL CUSTOMERS WITH
SERVICES SUPPORTING THE SALES & DISTRIBUTION OF OUR PRODUCTS

Letter From the President



How about that horse, *American Pharoah*? For the first time in 37 years we have a new hero on the race track. As you can imagine, a guy like me who was raised in Philly has very minimal experience with horses. However, being in the Toro business for over 35 years I have been able to check off some bucket list items. There have been sporting events; some fantastic and, of course, some challenging sales; but, without ques-



tion, meeting people has been the most rewarding part of my career. On a recent trip to Houston I had the pleasure of visiting with a customer named **DeeDee Hutcherson** and I noticed some beautiful pictures of horses in her office. After hearing DeeDee tell her story about what these particular horses mean to her, I asked if she would share her story with you. In her own words:

If you could use your passion to change someone's life forever...would you?

Growing up on a working farm and ranch in the Texas Panhandle, I have always had an undeniable love for horses and always attributed these feelings as just an added bonus of being raised a "country kid". It wasn't until later in life that God revealed he had blessed me with this specific passion not only as a hobby but as a tool to serve others.

Many years ago I met a young single mother with a special needs daughter named Becky and, at eight years old, no one had ever so much as heard her utter a sound. Even though I thought there was nothing I could do to help Becky I could at least offer a couple hours of my time so her mom could enjoy those much needed "mommy breaks". Every week Becky would arrive at the horse barn and we would go through our ritual of grooming a horse as though we had never done it before. Many months had passed and I had accepted the situation for what it was and kept reminding myself that these hours spent were more for her mother than for Becky herself.

On a cold December morning the Saturday session ended as it always had before with me cleaning the tack and Becky sitting on my tack box patiently waiting for the first sight of her mother's presence through the door. As I turned around I was horrified to find Becky

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AERATION IS YOUR BEST TOOL FOR HEALTHY TURF



TORO

Aeration is a great way to improve the health and appearance of turf. It's an effective solution to alleviate compacted soil while also allowing water, air and nutrients to reach plant roots, where they can best be used to promote vigorous, resilient growth.

The two most common forms of aeration include **coring** and **solid tine**. Both types are instrumental in creating healthy, robust turf. Coring is a great way to reduce thatch and maintain proper soil mixture for optimal growing conditions, and solid tine aeration is an effective solution to help improve water infiltration and air exchange without taking the turf out of play.

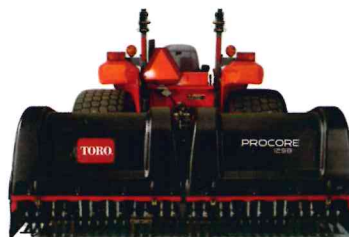
Including both in your aeration strategy will help build thick, resilient turf that not only is less susceptible to disease, but will also require **less water** and nutrients to thrive.



With the
Toro® ProCore® 864
you can aerate
1.5 acres per hour.

**BUY NOW!
PAY IN MAY!**

Call your Account
Executive for details



**Get started now and
save some water!**

The Toro® ProCore® 1298,
featuring a coring width of 98
inches, lets you handle 2.3
acres per hour



Special Event?

**Did You know that PTP now has a fleet of Club Car
Golf Carts available for Rent?**

Prices vary depending on location, so call us or check with your Account Executive.



Helping & Healing a Community

With the help of PTP, Fort Worth city council member, Kelly Allen Gray surprised Pastor Gabriel Garcia with the delivery of a Toro™ commercial mower for his charity organization **Adopt-A-Block International Ministries**. After 16 years, Garcia's trusty mower gave out leaving a backlog of some 12 acres.

Pastor Garcia began **Adopt-A-Block International Ministries** in 2010 with the Mission: **Find A Need and Fill It — Find A Hurt and Heal It**. "Our Vision is to take back one city block at a time", says Garcia. "We want to make the neighborhoods safe with our clean ups. We make our properties safe for the children to play and get them out of the streets." Since its formation, the group has cut acres of grass, cut hundreds of unsafe trees and filled thousands of trash bags of illegally dumped trash.



During the Fort Worth City Council meeting on June 16, Pastor Garcia and his volunteers were honored with a *Certificate of Recognition* by Council Member Gray. "Pastor Gabriel Garcia and his volunteers have changed neighborhoods in District 8.

The City of Fort Worth and our community are indebted to him."



Pastor Garcia (seated) with his family after the surprise delivery of the Toro mower. PTP's Rick Moore is in the red shirt on the top right.



CONGRATULATIONS to Texas Christian University (TCU) and the **Horned Frog Baseball** team on their exciting journey all the way to the 2015 College World Series in Omaha!





Meet another PTP Customer Support Representative

Lee Triggs Customer Support

How long have you been with PTP? Seventeen (17) years in August of this year.

What do you like most about being on the PTP team? The "family" atmosphere

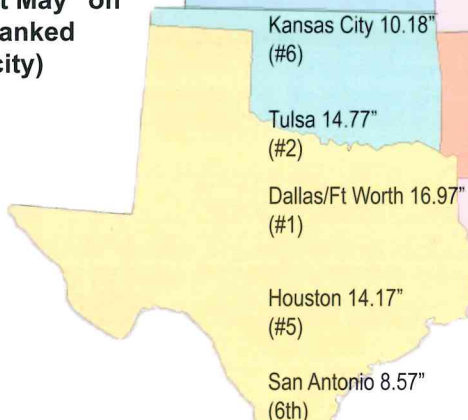
Who's your favorite football team? The Dallas Cowboys

Who is your favorite Customer? There are too many to mention! Whomever I'm on the phone with.



Look for other CSRs to be profiled in future issues!

May 2015 Rainfall Records ("Wettest May" on record, ranked for that city)



There has been enough rain across Texas during May to cover the entire state nearly 8 inches deep. That's over 35 trillion gallons!



Last year the great state of Minnesota had all the rain (motor boats in idle only). This year, Kansas, Missouri, Oklahoma, Texas, Arkansas and Louisiana are the rainfall "winners". Perhaps there's an Interstate 35 connection? But where is the pipeline? Maybe we should build an elevated waterline and call it THE I-35 WATER SMART STATES TEAM?



Graham Collity
on the new hybrid fairway mower- the RM5010-H.



SPANISH OAKS GOLF CLUB

Mechanics Bobby MacArthur and Graham Collity just took delivery of their new equipment package that includes 3 new Toro RM5010-H. Bobby says, "Nothing holds their adjustment like Toro. It's a cut above the rest."



Bobby MacArthur
checking bedknife to reel contact on a new Flex2100.

Superintendent Scott Hamilton says, "I don't often get on a mower, but when I do...I prefer Toro."



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CLARK, Cont. from Page 1

was not sitting on the tack box where I had just seen her moments before. In a panic I began pacing down the barn aisle as fast as I could. As I got closer to my horse's stall all I could hear was a small voice muttering what sounded like "Good Good Boy". My heart literally stopped beating and I burst into tears because at that very moment I knew I had heard the very first sounds to ever leave this child's lips. Not only was she attempting to be verbal, she was attempting to be verbal to a horse, the very same horse that I was so passionate about! To many it may have seemed to be something so small but to a parent who had never heard her child's voice it was EVERYTHING!

The word hope is difficult to explain but I will never forget what HOPE looked like as I saw it in the face of Becky's mom that day. As for me, I now know that a passion is more than just a passion. It is a gift from God for us to enjoy, something that makes us whole and that we can use to serve others. If you are granted the opportunity to share your hobbies or passions with someone else don't let that chance pass you by. You never know the lives you might change forever and one of those might just be your own!

To continue reading the rest of DeeDee's story and her thoughts on American Pharoah, along with some of the other horses she owns, please visit our website (www.proturf.com).



A GREAT PLACE TO LIVE

Due to the surge in baby boomers, retirement communities in our own backyard are topping the list of metropolitan areas that are expected to see the "Most Economic Growth in 2016". Out of the top 18 areas, over 25% (5) of them are in the PTP region:

1. Fayetteville-Springdale-Rogers (AR)
2. Dallas-Fort Worth-Arlington (TX)
3. Austin-Round Rock (TX)
4. Laredo (TX)
5. McAllen-Edinburg-Mission (TX)



If you find yourself relocating to any of these attractive communities, don't forget to bring your parents (and grandparents) along! 😊 <http://www.bloomberg.com/news/articles/2015-06-19/these-18-cities-will-see-the-most-economic-growth-next-year>

Also of note, from our region: Oklahoma City and San Antonio are on the Top 10 lists of "Most Affordable Cities" from **Forbes** and **Kiplinger**. **USA Today** ranked states by their *Cost of Living Index* and put Arkansas, Kansas and Oklahoma all in the Top 10 "Least Expensive States to Live in the U.S."

<http://www.forbes.com/sites/erincarlyle/2015/03/12/americas-most-affordable-cities-in-2015/>
<http://www.kiplinger.com/slideshow/real-estate/T006-S001-most-affordable-big-cities-in-the-u-s/index.html>
<http://www.usatoday.com/story/money/business/2014/09/07/wscs-10-least-expensive-states/15075077/>

Stop Distracted Driving!

DriveSafe.ly® (drivesafe.ly) reads your text messages and e-mails aloud and then automatically responds to the sender. Prices range from \$13.95 a year for a single driver to \$34.95 annually for the family plan.

Refurbished Equipment for Sale



Toro Procore 864
2008

Price: \$13,999

\$ 433 / month
for 36 months



Toro Groundsmaster 328
2010

Price: \$11,499

\$355 / month
for 36 months



Toro Groundsmaster 4000
2006

Price: \$23,999

\$742 / month
for 36 months



Toro Greensmaster 3150
2006; 3WD; 8 blade reels

Price: \$8,499

\$263 / month
for 36 months

Need parts for a John Deere or Jacobsen unit? We have quite a few trade-in units on our lot.
Call Julie Hazzard at PTP (ext #5167) for more info .

Available equipment list updated **REGULARLY** at:
www.proturf.com

Scan here to go directly to other
Refurb Offerings:



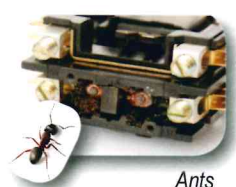
A lot of things can cause damage to your Irrigation Controller Board



Lightning

PTP's **BOARD EXCHANGE PROGRAM**

is your solution.



Ants

You'll get the replacement boards you need immediately. Just call us; we'll do the rest.
(817) 785-1900 See www.proturf.com for more information.

We can help with all brands!

We keep a substantial inventory of Toro® controller boards;

which means, in most cases, we can have yours replaced by the next day!

txtBlocker® (txtblocker.com) allows you to set up "no cell zones" that limit cell phone use based on specific locations and times. It also has monitoring options for parents to track the phone's location or alert you when the phone's owner exceeds a certain speed limit. It has both an annual payment option and a monthly option starting at \$6.99 per month.

In Face Of Drought, Golf tries to Reduce Water Use

Today's golf courses use technology to make watering even more precise. A typical golf course may have 3,000 sprinklers buried throughout the different areas, explained **David Angier, a senior marketing manager with Toro Golf Irrigation**. Toro makes a system that automates all the watering from the sprinklers, down to one-second increments.

In addition, wireless soil probes give information on soil moisture, salinity and temperature, which is important because fertilizers impact grass differently at different temperatures.

The type of grass is also an important factor in water use. While courses traditionally use Bermuda grasses – a popular, fast-growing, and tough turf option -- the United States Golf Association (USGA) has been working for decades to breed and cultivate salt-tolerant grasses, including the inland saltgrass and seashore paspalum. Tolerance to salt is important as more courses look to use poor-quality water on turf.

The USGA's green section is also working to make the traditional grasses, including Bermuda, use less water. **Oklahoma State University** and Texas A&M University have demonstrated that Bermuda grass can survive on just 60 percent of estimated ET (evapotranspiration: evaporation of water from surfaces and transpiration by plants of water in soil over time) during the summer.

But can golf be a force for good? Despite the fertilizer, water and space it requires, golf turf can help the environment in some tangible ways. To start, grass reduces soil erosion in dusty places. And grasses, like any plants, do absorb carbon from the atmosphere.

Golf courses could be sanctuaries for wildlife. A 2009 study published in USGA Turfgrass and Environmental Research Online showed that 70 percent of golf course land wasn't being actively used, and could be managed to increase amphibian, bird and other wildlife populations. For example, letting ponds go dry for part of the year, which mimics natural annual cycles, would help **Frogs*** gain hold in ecosystems near golf courses. When it comes down to it, golfers just love the game – and the green. "I think golf courses are important because they provide an open area of green space," said Mike Huck, a California water management and recycled water expert with Irrigation & Turfgrass Services. "We're doing a lot to reduce turf average and footprint."



Toro
Turf Guard™
Sensor

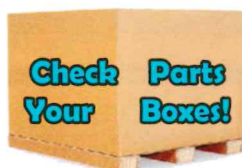
Source: <http://www.insidescience.org/content/face-drought-golf-fights-reduce-water-use/2946>

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article by Katharine Gammon

*NOT THOSE Frogs. Horned Frogs don't need much water, although they love to eat ants (<http://www.hornedlizards.org>).

Everybody Loves Baseball Cards...

And we're just **giving** them away!



**You
might already
have the
winning card!**



Be Sure Someone At Your Facility is Looking For Them

Orders of \$500 or more will receive a Baseball card in their parts box. Check www.proturf.com for Weekly Winning Baseball Cards to claim your prize (prize choices are posted on the site too)!

If you haven't heard about our special:

FLAT TIRE FRIDAY,
you are missing out on
FREE FREIGHT!

EVERY
FRIDAY



until July 31
(a Friday)

Order new tires (minimum 2) and receive FREE FREIGHT on that order. Just call PTP Parts/Customer Service on a Friday at (817) 785-1900

MAKING PURCHASING SIMPLER

If you're soliciting bids on equipment, did you know that someone may have already done much of the work for you? Many state, local and regional contracts allow other buyers to "piggyback" on them to make purchases, which can make procurement simpler and easier. The reason behind government contracts is simple: time, convenience and leveraging buying power.



Depending on your local legislation and the terms of the agreement, you may be able to take advantage of a contract from another state or municipality. In addition, there are several national cooperative purchasing organizations, such as the **National IPA**, **TCPN** or **NASPO** that work with cities, counties, states, educational institutions, nonprofits and more. Some of these organizations allow other entities to use their contracts if they join the cooperative.



If you're looking to buy Toro® turf equipment, ask your PTP representative what contracts are available. Many cooperatives' websites post the solicitation documents, so you can view the Request for Proposal, the criteria for awarding the contract, if there was a best and final offer, and other details. **TIPS:** Be sure to look at what the price includes. Does it include setup and delivery? Are there any volume incentives in the contract? Does it offer financing? Service contracts? Used equipment?



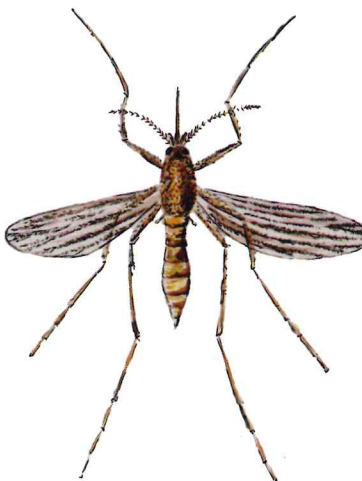
Toro® currently has cooperative contracts with organizations including those mentioned above; as well as many state, local and regional purchasing agreements. So call your PTP Account Executive for more information. You can also visit torogov.com to find out more.



MOSQUITOES

Mosquitoes are inevitable with all the rain we've received. Besides being the ultimate summer enemy to outdoors people everywhere, they also carry nasty diseases like **West Nile** (reported in 47 states last year, killing 85 people) and **Chikungunya** (not as widespread-yet-or as deadly).

There's a lot of information flying around about repellants and especially the use of **deet**. According to *Consumer Reports* (July 2015), [here's the bottom line on bug repellants](#):



GO PLANT-LIKE:

Look first for products with 20 percent picaridin or 30 percent oil of lemon eucalyptus; they're safer than those with deet.

LIMIT DEET:

If you do opt for deet, avoid concentrations of more than 30 percent (which are potentially dangerous) or below 8 percent (which may not work as well).

SKIP THESE:

Don't bother with "all-natural" plant-oil repellents. Skip wristbands, too. Neither worked well in their tests.



1010 N. INDUSTRIAL BLVD, EULESS, TX 76039



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Watch our website for
Special PROMOTIONS

www.proturf.com/wp/promotions

**DO YOU HAVE THE
WINNING CARD?**
See Page 6



Everybody loves Baseball Cards!

Professional Turf Products has five offices and covers six states:

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San Antonio, Texas

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