

DO NOT REMOVE FROM CONTEST AREA

2019 Individual Event

Judge's Copy

2019 Individual Event #1

Your customer operates a turf and landscaping business called Emmy's Earth and Turf. They work with a wide variety of clients including golf courses, corporations, school athletic fields, and sub-divisions. You are meeting with the manager(s) of the company. You know that they have recently sent their oldest child off to college.

Supplemental Judge information: STUDENTS MUST ASK QUESTIONS TO FIND OUT. DO NOT DISCLOSE THESE DETAILS TO STUDENTS UNLESS THEY ASK THE RIGHT QUESTIONS.

Your Company

- Works on the edge of a metropolitan area dealing with both rural and urban clientele
- They are involved with their local chamber of commerce
- They have been in business for 28 years.
- They have many long term customers and are continuing to gain business every year using new technology, products, and services.
- In the last 5 years you have expanded to new markets including school athletic fields and city parks.

You work with

- Several area Home Owners Association taking care of home lawns.
- 4 local high schools with several Athletic fields (soccer, Practice fields, Football fields, baseball fields, etc.)
- Two 36-hole golf courses and three 18-hole courses
- You just picked up 2 large city parks
- You work with many area businesses
- You manage over 10 employees with seasonal help
- You do custom chemical application for your clients.

Needs

- You are looking for a chemical lineup to fit the needs of your expanded and current clientele
- Inventory management is one of your main concerns as a growing business
- You need products that are multi-use and control a wide variety of diseases and weeds
- You have experienced decreasing effectiveness of a current product and are worried about possible resistance
- Looking for a program for 2020 with multiple modes of action
- Your main herbicide focus is on finding a post emergent herbicide
- Your local area deals with Pythium blight and are looking for a fungicide that controls it.