Nursery, Ornamental Jobs
(from page W-8)

Bagworms are causing the damage. Any training program for service-
men must teach the ornamentals as well as the pests. Actually,
knowing the host is usually the easiest way of knowing the pest.
Each ornamental species has a collection of a dozen or so common
diseases, insect and mite pests, and other problems. Thus, know-
ing the host makes simple the task of determining the problem, be it
animal pest, disease, mechanical, or physiological.

Spraymen must sell the idea of an inspection-and-treatment serv-
ice on a contract basis to be able to really make a go of the orna-
mental pest control business. Operators must also have contracts with
a considerable number of orna-
tmental owners with similar prob-
lems. Then one can afford experts
on ornamental pest control as ser-
vicemen, can establish routes
for treating particular pests at the
correct season, and can make best
use of time and equipment.

Railway Weed Control
(from page W-7)

Analyze all factors in the contract
before accepting it. (Maybe the
rig can be leased.) This is big
business, but it can bring big head-
aches as well as big profits!

Railroads have been known to
engage CAs to apply materials
using the railway’s own equip-
ment. If such an opportunity pre-
tains itself, it’s a good way to get
experience.

Local yard and siding jobs offer
another relatively safe means to
edge into the market. Less chemi-
cals, smaller equipment, and fewer
men are necessary for these
projects; consequently there is less
risk (of course, there’s also less
profit).

Since so much of this large-
scale business is let out on bid, it
behoves every operator to have
bull’s-eye accuracy in cost an-
alysis. A very low bid might get
the contract, but fail to show any
monetary gains.

Astute CAs who want some rail-
road business must also familiarize
themselves with the labyrinthine
purchasing procedures the rail-
ways use. America’s freight
handlers grew into industrial
giants long before “systems an-
alysis” and “efficiency experts
came around, and sometimes the
old methods still persist.

In short, there is no doubt that
CAs are presently making money
spraying weeds along thousands
of miles of tracks. Since contrac-
tors account for nearly half the
total weed and brush control done
each year, opportunities for profit
and service abound. But as with
any industrial enterprise of such
magnitude, the business must be
approached carefully, after great
analysis and preparation.

Geigy Has Diazinon Bulletin

A new, 24-page technical bul-
letin on the uses of diazinon is
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CAs may obtain a free copy of
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ply by writing the manufacturer.