Northwest Spraymen Discuss Association At Portland Annual

A PANEL with 90 years experience in the spray business, discussed the worth of their association at the recent Spray-O-Rama, annual meeting of the Northwest Spraymen’s Association, Inc., Portland, Ore.

Panel moderator William Owen, General Spray Service, Clackamas, Ore., led four veteran operators in comparing their business before and after becoming members of a spray association.

“My association keeps me in touch with people who can help solve problems and with people who can get information.” This key statement was by Ray F. Collier, Collier Spray Service, Portland, Ore. Collier said members have to work but that they thereby gain in education, and in association with educated and experienced men. A group such as the Northwest Spraymen brings in top speakers, both local and from throughout the country, he said. By joining together, Collier pointed out, his group helps on legislation to protect members, and to protect the public. Members learn to appreciate their competitors as people and are able to exchange ideas with both local and distant spraymen. Collier said he personally wanted to see the educational program of the association continued. He called for more information on new materials and equipment. In return for the many association benefits, Collier said that he in turn pays dues, spends time in meetings and on committee work and gives talks to garden clubs and similar groups. He also discusses pesticides on television and radio when asked.

Another pesticide applicator, John Haines, Haines Tree Ser-
New officers for 1969 for the Northwest Spraymen's Association are, left to right: Stan Raplee, Seattle, Wash., president; Lew Seflon, Portland, Ore., vice-president; and Ken Crane, Edmonds, Wash., secretary-treasurer.

service, Bellingham, Wash., said he received far more in benefits than many because he lived in a sparsely populated area. The association, he said, gives him the chance to talk with and associate with other spraymen. From others, Haines stated, he finds standards by which to judge his own business. He can freely talk over problems and keep in touch with the industry. Haines depends on the association for meeting and seminar notices and further, he said, the organization gives an operator satisfaction in being a sprayman. Haines believes his greatest contribution can be help on recruitment of spraymen from smaller towns who are not as yet association members.

Full-Time Business

Owner of the Eastside Spray-

ication but is affiliated with the National Aerial Applicators Association proved to be a firm advocate of an association. In the NAAA, he said, the applicators who do not participate as members in association activities are usually the ones who are troubled with drift, materials, requirements, and similar problems.

**Technical Information**

Technical representatives of suppliers were featured on the educational section of the program. William H. Pierson, Diamond Shamrock Corporation, Portland, Ore., discussed turf weed and disease control. He explained that dacthal W-50 for turf is no longer available but is now supplied as W-75. In response as to why dacthal cannot be supplied as a liquid, Pierson explained that it is possible, but is an expensive and technical process and not economically feasible for the user.

Pierson also cautioned against using dacthal on golf greens because of the high chemical residue common to most greens. This precaution is especially apropos on Toronto or bentgrass greens. Residues build up in greens soils, he said, and addition of dacthal may cause an imbalance.

Systemics are not a panacea for all problems according to Clark Amen, American Cyanamid Co., but they are helpful. Amen proved a popular addition to the program as he listed all major systemics on the market today, and discussed the characteristics of each. Amen emphasized to each sprayman to carefully “read the label,” whether using the product for soil or foliar application.

Among advantages of systemics which Amen pointed out are that a systemic can be sprayed on foliage and be expected to stay and it can be used at lower rate because a systemic is highly active. By placement with the granular form the sprayman can avoid upsetting the balance of nature and killing off helpful predator insects. Also, Amen said, the systemic offers a method of achieving early season control. One application, he said, can give protection for six to seven weeks.

**Precautions**

Limitations of systemics, Amen said, include the fact that they are very toxic and require extreme care in handling. Also, the systemic does not translocate back toward the trunk of a tree and requires careful application to assure coverage. Systemics can also delay germination of seed unless the chemical is placed at the side of the seed.

By way of summary, Amen said that systemics are a valuable tool, but that this does not mean they are a substitute for other things. He urged spraymen to take the approach of the doctor and carefully consider each problem before determining whether to use a systemic.

An unusual and helpful session on the program was a 4-hour session with a psychiatrist, Dr. John L. Shirley, of Group Dynamics, Inc., Dallas, Tex. Dr. Shirley tied a discussion of the physiological make-up of the individual with an approach to selling. He urged spraymen to take note of the personality type being dealt with in determining sales approach. This type of program was unique in an annual meeting such as the Spray-O-Rama, but proved to be extremely popular with the group and apparently most helpful. President Jim Overton said that it was planned in response to the policy of the association, the intent of which is to feature educational segments in each annual meeting.


OUTGOING OFFICERS

Outgoing officers who planned the ’68 Spray-O-Rama and generally served as hosts were: Jim Overton, Miller Products Co., Portland, Ore., president; Seflon, vice-president; and Charles Seibold, Major Spray Service, Portland, Ore., secretary-treasurer.