Work closely with the client to gain an understanding of the tree’s needs. He also believes in charging for a tree survey or inventory (this is a business, after all).

Trees and their caretakers have to deal with a myriad of insects. Nielsen says a healthy plant will go a long way toward reducing the need for major tree repair and pesticide applications: quality plants, not pest control.

ATHLETIC TURF

**Artificial turf injuries appear to be on the rise**

Artificial turf is hurting athletes, say an overwhelming number of college athletic directors. The athletic directors, from schools in the National Collegiate Athletic Association (NCAA), cited increased injuries to knees, ankles and elbows as the main reason they preferred natural fields.

Of the 177 who responded, almost 68 percent opposed synthetic surfaces. That included some Division I A schools which currently have artificial fields. Only 23 percent support artificial turf, while the others are undecided.

BASF Corporation Fibers Division sponsored the survey. Respondents averaged more than 21 years experience in coaching and athletic administration.

More than half of the respondents, 53.1 percent, see a trend back to natural fields.

Comments from respondents characterized artificial surfaces as "too hard," "abrasive," with no give. Besides knee, ankle and elbow injuries, burns and contusions also topped the list.

An athletic director at a Division 1AA school in Illinois agrees "totally with our players and coaches that the injury situation is considerably worse when we play on artificial turf. If the players and coaches have their way, we will soon have all natural fields again."

Several coaches, however, favored synthetic turf. One service academy official said, "The main problem is footwear, not the turf." A Division III administrator said, "Our players learned to fall and run appropriately on the artificial surface."

Despite the controversy, some schools take a pragmatic approach to the matter. "Our coaches want to practice on natural grass," one administrator reported, "but play games on artificial."

For more information on athletic field safety and care, reprints of "Sidelines" and "Hard Knocks" from continued on page 12
Lebanon's premium fertilizers with Team™ pre-emergence herbicide let you double-team your turf's toughest competition: annual bluegrass, smooth and hairy crabgrass, goosegrass, and green and yellow foxtail—as they germinate.

Lebanon's fertilizer/control products featuring Team have the added strength of two of the most effective defense-oriented pre-emergent herbicides today—benefin and trifluralin. And, the potent offensive power that Lebanon's premium fertilizers bring to strengthen northern and southern turfgrasses.

It's double trouble that lasts. Team won't leach out, even in heavy rainfall. Once it's activated, it forms a vapor zone to keep weeds from sprouting for several months.

For more information on which Team formulation is right for your turf conditions or on custom-blended options, call our Greenline today at 1-800-233-0628; in PA, at 1-800-852-5296 or 717-273-1687.

There's a Lebanon fertilizer with Team formulation to meet every lawn care need.
- Lebanon Pro 20-3-5 (4 SCU) with Team™ 1.155%
- Lebanon Pro 15-5-5 (4.5 SCU) with Team™ 1.155%
- Lebanon Pro 15-3-3 (All Chemical) with Team™ 1.155%
- Lebanon Pro 30-5-7 (7.5 SCU) with Team™ 1.54%
- Lebanon Pro 26-3-8 (5 SCU) with Team™ 1.54%
- Country Club 19-4-6 (3.2 WIN) with Team™ 1.155%

PESTICIDES
Australian brings U.S. a new word

Peter R. Meadows, in an address to the National Pest Control Association, coined a new word. The word? "Toxo-terrorist."

The word, Meadows says, is derived from book "Toxic Terror" by Dr. Elizabeth Whelan. Whelan was a keynoter at the 1986 Professional Lawn Care Association's conference.

Meadows is group technical sales manager for W.A. Flick & Co. and vice-president of the Council of Australian Pest Control Association.

“We have decided (in Australia) that it is time that we attacked,” Meadows said. “As long as we allow the public to judge us on the strength of debate between ‘environmentalists’ and ‘pest exterminators,’ we have lost every debate before we start.

“But if we change the debate to one between ‘toxo-terrorists’ and ‘environmental managers,’ what a different picture that can create in the minds of listeners!”

Meadows said that the toxic terrorists do not know how to defend themselves.

“Senior government officers, who in the past have been very careful in what they say about these people, are now finding that ‘toxo-terrorism’ has a nice way of rolling off their tongues and they are using it with increasing frequency.”

Meadows concluded by issuing a challenge to his fellow pesticide applicators in America:

“Ladies and gentlemen, we bring you this word to add to your language. We dare you to use it. Leave the black magic to the toxo-terrorists. They will, with our help, eventually become entangled in their own web of deceit.”

BUSINESS

Foiling lawsuits with a few tricks

Landscape, lawn care and tree companies should incorporate every truck individually, says attorney Richard Jack of Athens, Ga. Jack says that such a tactic will protect the company from paralyzing lawsuits.

“Most large cab companies incorporate cabs individually,” Jack says. That way, Jack explains, a person can sue for only the worth of the truck that committed the wrong, not the entire corporation. “If you have a major liability source, cut it away from your corporation,” Jack says. “Take your assets out of the corporation. Never travel under your own hat. Always travel under the corporation’s hat.”

In order to meet all the rules of a corporation, Jack says you must remember to file an annual report and have a meeting with the board of directors. “That means you have to meet with yourself,” he says.

Another way to guard against lawsuits is to not modify equipment on your own. “If you go out and build equipment, you’re the manufacturer,” Jack warns. “If you’re a dealer, get the manufacturer to do it.”

Also, make sure equipment isn’t worn. “Worn equipment will get you into trouble because you know better,” Jack says. “Even by attending trade shows, you’re held to a higher standard.”

Jack spoke at the Pro Show in Dallas, Texas.

continued on page 16