ASSOCIATIONS

Green industry’s shakers team up for new coalition

CHICAGO — To insure that their collective voice will be heard, nine green industry trade associations teamed up here Feb. 22-23. Ed Davis, president of the American Sod Producers Association (ASPA), served as acting chairman.

Task forces were established to determine the organizational framework and a potential name. Other interim projects approved were:

- evaluation of an industry-wide economic survey;
- developing an improved information exchange on legislative and regulatory matters;
- coordination of programs directed to environmental improvement and overall public perceptions and policies.

“This had been attempted a couple years ago, but very little was accomplished,” notes Doug Fender, executive director of the ASPA. “Last time we all saw each other, five or six of us said, ‘let’s try it again but this time let’s focus it.’

“The result was an extremely positive meeting. We all feel that a proper path to the future has been set.”

The group also agreed to begin an inventory of existing educational programs and to exchange future meeting dates. To improve communications, the groups also agreed to extend special annual meeting invitations to the leaders of the other groups and consider providing complimentary exhibit booth spaces.

“Each of the nine organizations volunteered to take on some aspects of the future of this group,” says Fender.


Green industry summit participants who met in Chicago recently: (Seated, from left) Ron Kujawa, ALCA; Robert Skiera, ISA; Bob Felix, NAA; Brian Kubota, ASLA; Russell Studebaker, PGMS; (Standing, from left) David Bohardt, ASLA; William Kruidenier, ISA; R.C. Sears, IA; Randy Tischer, ASPA; Jeff Bourne, PGMS; Terry Peters, ALCA; Jim Brooks, PLCAA; Bob Parmley, PLCAA; Ed Davis, ASPA; Doug Fender, ASPA; Dr. Eliot Roberts, LI; Dick Hunder, IA; and Frank Harder, NAA.

Next month:

- Cool-season disease control by Dr. Bill Shane of Ohio State University
- Warm-season disease control by Dr. Don Blasingame of North Carolina
RESEARCH

Ohio State profs observe drought

KENT, Ohio — “We are going to be selling fertilization as an aid to recover from the drought,” says Richard Rathgens of Davey Tree Co. “Our clients are receptive.”

Rathgens was addressing a group of green industry experts at a “drought seminar” held at Davey Tree here this spring.

Rathgens also noted that Davey Tree lost about $500,000 to the drought last year. “People cancelled fertilization, wanting to wait and see what happened,” he noted. “Many of the lawns did recover. We did a lot of seeding last fall and many customers are requesting it this spring.”

Because of the overly dry conditions, many diseases showed up in lawns, Dr. Chuck Powell of Ohio State University observed. “We saw a lot of unusual turf diseases. I think it was because the grass was predisposed to diseases. Are they still pre-disposed this spring? It’ll be interesting to see.”

Powell noted that red thread “was showing up in:

Oregon groups promote burning

SILVERTON, Ore. — In one corner of the green industry is the fight over water regulations. In another brews the battle over field burning.

The Oregon Women for Agriculture issued thousands of brochures in March explaining the benefits of field burning in an attempt to snuff out efforts by some to ban the practice.

“Our organization exists for educational purposes,” says Caroline Simmons, “We felt we had to make some noise.”

The fervor of anti-burn activists was ignited by an August, 1988 traffic accident in which seven people were killed. Drifting smoke continued on page 14

Panelists at Davey Tree discuss the drought (left to right): Drs. John Street, Bill Pound and Chuck Powell of Ohio State University; Richard Rathgens of Davey Tree; Dr. Elton Smith, also of OSU.

95°F weather” and that “fungus diseases went wild.”

Dr. John Street of Ohio State also had some interesting observations.

“One thing we quickly realized,” he said, “is that the public connotes brown with dead. But when city officials learned the term ‘dormant,’ they went too far the other way and used it as a panacea.”

Street said that Kentucky bluegrass in unirrigated areas experienced a 20 to 30 percent death rate. Kentucky-31 tall fescue did not go dormant at all “and came back extremely well.” Fine fescues experienced the greatest failure rate. “Lawns with more thatch were the ones that were extensively damaged,” Street said.

The sessions were chaired by Jim Chatfield, county extension agent for Akron and vicinity. Also serving on the panel were Dr. Bill Pound and Dr. Elton Smith.

TURF

Drought tolerance reviewed

PLAINVIEW, N.Y. — To best prepare for drought conditions, why not install the best drought-tolerant grass? No reason not to, says Maria Cinque of the Cornell Cooperative Extension of Nassau County.

As strict water conservation becomes an industry standard, Cinque says it will be much easier to reduce lawn water by selecting varieties like:

• Tall fescues, which are the most drought tolerant, according to Cinque. They also can grow on a wide range of soils with less than normal amounts of fertilizer.

• Fine fescues, which are drought and shade tolerant, and prefer not to be over-watered or over-fertilized. Cinque suggests using them in combination with Kentucky bluegrass or perennial ryegrass.

• Perennial ryegrasses, which are quick germinators, are wear tolerant and grow fairly well in light to moderate shade.

• New varieties of Kentucky bluegrass combine good looks with reduced maintenance.

• Zoysiagrass, which can provide a thick, cushiony turf. It withstands high temperatures, grows well on poorer soil and can be mowed closer than most northern cool-season grasses.

GOLF

Prolific golf writer Herb Graffis passes away at 95

FT. MYERS BEACH, Fla. — Herb Graffis, one of the golf industry’s staunchest supporters, passed away here February 12.

Graffis and his brother Joe, who died in 1979, cofounded Golfdom magazine in 1927. Golfdom magazine eventually became Golf Business, which was folded into the old Weeds Trees & Turf, in 1977. Two years ago, WT&T became Landscape Management.

The elder Graffis (he was 95 years old at the time of his death) was a prolific golf writer, helping organize the Golf Writers Association of America. In 1975, Graffis wrote “The PGA,” the official history of the organization.

He also had a hand in helping organize what is now the National Golf Foundation.

Graffis was born in Indiana, but attended Northwestern University and spent much of his life in the Chicago area.
A COLORFUL ADDITION... Multi-colored cotton lint plants are available from the Southern Crops Laboratory in College Station, Texas. A. Edward Percival, geneticist, has cotton lint plants in green, many shades of brown, khaki and chocolate. Shull Vance, golf course superintendent at The Country Club of Mobile, has planted many varieties of the ornamental and brown lint cotton. Vance wrote to us to say he planted them "in containers for display, in a planter next to one of the club's swimming pools, and a few rows back of the No. 14 tee." To obtain the cotton seeds, write to the Crop Germplasm Research Unit, P.O. Drawer N, College Station, Texas 77841.

A WEALTH OF TREES... Ever consider how much value a tree adds to the landscape? The United States Forest Service has the answer. According to the USFA, trees can contribute an average of seven percent to the value of a half-acre home site and as much as 27 percent of the appraised value of the property.

NEW ENTERPRISE... Robert Scobee, former market development and sales manager for The Andersons' Lawn Products Division, has formed New Trends Marketing, a product sales/development venture to assist turf care product manufacturers penetrate lawn and garden markets. For more information, call Scobee at (419) 874-4019 in Perrysburg, Ohio.

R² FOR A LEGEND... The "Lover's Oak" in Brunswick, Ga. is 900 years old, according to legend. When members of the American Society of Consulting Arborists visited it, they determined that a general lack of maintenance had resulted in serious decay and hazardous liability potential. ASCA executive director Jack Siebenthaler, one of the visitors, offered the organization's assistance at no charge to the city. They will recommend possible courses of action for providing a longer and more useful life for the tree so that future generations can enjoy it in complete safety. Using the latest scientific methods, they also hope to determine the tree's actual age.

BURNING from page 11

across Oregon's Interstate 5 obscured drivers' vision, resulting in a multi-vehicle pile-up.

Seed producers are allowed to burn 200,000 acres this season—on days when conditions are right—an amount Clarence Simmons is happy with, but neither he nor other producers look forward to an outright ban. "Our fences have to be burned, there's just no way out," insists Simmons, who operates Clarence Simmons Farms, Inc.

To bills under consideration by the Oregon legislature, A bill sponsored by Ron Cease seeks a three-year phase-down of burning. Sen. Grattan Kea-

The Oregon Seed Council says a three-year phase-down does not give producers enough time to determine the yields produced by alternatives to burning.

LAWN CARE

ChemLawn after biopesticides

COLUMBUS, OH — ChemLawn Services Corp. is looking toward Ecogen, a small Pennsylvania company for strains of insecticidal bacteria from which it will develop biopesticides, a cheaper, more effective method of pest control in lawns and ornamental plants.

Under the agreement, ChemLawn will formulate the product from the strains and perform field trials. Exactly what pests will be targeted or when the product is to be released has not yet been determined, according to ChemLawn spokesperson Deb Strohmeyer.

Ecogen has as many as 7,000 strains of bacteria, called Bt, for Bacillus thuringiensis. These bacteria produce proteins kill insects upon ingestion.

There are a few Bt-based products for homeowners already on the market.

According to a Wall Street Journal report, the in-

increased sensitivity of homeowners to chemicals has led ChemLawn to look for alternatives to battling pests traditionally controlled with chemicals.

INSECTS

New product fights deer tick

BOSTON — EcoHealth, Inc. says its new product, Damminix, has proven to be more than 97 percent effective in reducing the number of Lyme disease-infected deer ticks on treated property. The product could be a major weapon in the battle against Lyme disease, which is carried by the deer tick.

According to EcoHealth, the findings were based on tests conducted in 1988 by the Connecticut Parks Department, the Nature Conservancy on Shelter Island, the Trustees of Reservation in Ipswich, Mass., and the New York State departments of Health and Parks and Recreation.

"These tests show that Damminix can play a major role in controlling this serious public health problem," says Alexander Kovel, president of Boston-based EcoHealth.

Developed by three scientists from Harvard's School of Public Health, Damminix works by focussing on the tick. Ixodes dammini, which carries the disease. Although adult ticks feed on deer, the immature ticks feed on the white-footed mouse, which carries the disease.

Damminix consists of biodegradable cardboard tubes filled with cotton balls soaked in permethrin, a mild insecticide. The tubes are placed in a grid pattern in the affected area in the spring and late summer. Mice then gather the tubes and perform field trials. Ex-
ASSOCIATIONS

Cleaning up groundwater

CLEVELAND — “If we don’t take an active role in finding answers to the groundwater questions, somebody is going to do it for us.”

Those words, spoken by John Thorne of Dupont, signal the formation of the Alliance for a Clean Rural Environment (A.C.R.E.).

A.C.R.E. is an educational effort being undertaken by 20 primary producers of agricultural pesticides, including ones used on trees and turf. Those 20 companies produce 90 percent of the pesticides used in the United States.

The major objective of A.C.R.E., a non-profit organization, is to help protect ground and surface water quality. A.C.R.E. members will receive 12 fact sheets per year and a quarterly newsletter. The organization will promote a Speaker’s Bureau and a Speaker’s Bank. It will hold roundtables in Ohio, North Carolina, Minnesota, Iowa, Kansas and two more agriculturally-oriented states. It will provide print and broadcast “public service announcements” to members.

Most information will deal with good management practices when handling, applying, storing and disposing of crop protection chemicals.

In a visit to Landscape Management magazine, A.C.R.E. executive director Patrick Haggerty acknowledged the fact that the green industry is indeed an important member of the agricultural community because of its high visibility among urban and suburban homeowners.

Membership in A.C.R.E.

Why play host to unwanted guests, when Lebanon has what it takes to keep pests off your turf?

Your lush green turf is plenty of good eating to all kinds of insects. Like grubs. Chinch bugs. Sod webworms. And billbugs.

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For more information, contact your local Lebanon distributor or call our Greenline, today, at 1-800-233-0628.

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forests could offset up to one-third of the current carbon dioxide produced by burning fossil fuel, he adds. □

MANAGEMENT

Water audits to boom in the 90s

LONG BEACH, Calif. — As water regulations tighten over the next decade, water auditing will become a major business opportunity for landscape contractors.

Walt Jackson, specification manager for Irritrol Company, says a one-day program is already in full swing in California to supply contractors with the necessary auditing skills. Contractors may then offer proposals to public or private agencies to improve irrigation systems performance. "In most cases," says Jackson, "you can improve water use by 30 to 40 percent."

Contractors should consider jumping on this bandwagon. Jackson believes the next couple of years will bring even stricter mandates limiting water use, and, as he reluctantly admits, "you can’t count on the homeowner to monitor and use equipment correctly."

Prerequisite skills for entering water auditing include experience in writing proposals or bidding, project planning and management and basic computer knowledge.

The one-day course costs $50. For more information, contact Marsha Priillwitz at the California Department of Water Resources, 1416 9th St., P.O. Box 942836, Sacramento, Calif. 94236-0001. □

Correction

There was an error in the "Herbicide Combinations" chart on page 50 of the March issue.

The chart listed "Rout" as being a combination of bromacil plus diuron, which is incorrect. That herbicide has been out of production for several years. It is no longer marketed by Hopkins Chemical.

A new "Rout" is now marketed by Sierra Chemical. It is a combination of Goal and Surflan herbicides that is used on ornamentals only. It is specifically labelled "not for use on turf." □

GOLF

Chemical woes are on the rise

Eighty-three percent of the people surveyed at the annual meeting of the Golf Course Superintendents Association of America (GCSAA) believe that chemical application regulations in their states are becoming more restrictive.

The poll, sponsored by Sandoz Crop Protection Corp., also revealed that 39 percent of superintendents have heard golfers express "very little or no concern" about the chemicals they apply, while 45 percent have heard "moderate concern."

When asked if they had changed their chemical application policies or procedures to enhance safety, many superintendents indicated that they had taken several courses of action: keeping better records (69 percent), selecting chemicals with reduced toxicity (49 percent) and changing maintenance practices (25 percent).

Association members from 31 states, most of whom were from California (15 percent) were surveyed. □

TURFSEED

Field days make June busy month

SEED COUNTRY — Those landscape managers interested in seed growing and harvesting will be able to gather a wealth of informa-
tion at five seed company field days next month.

The parade of events begins June 12 when Jacklin Seed will host its Third Annual Turfgrass Discovery Tour. On display at the Post Falls, Ida. facility will be new tall fescue, Kentucky bluegrass, perennial ryegrass, Bermudagrass and zoysiagrass cultivars. Jacklin will also offer an up-to-date report and preview of the latest seed priming process and a tour of its new 3,000-square foot greenhouse.

For more information on the event, which will last through June 14, contact Gayle Ward, Doyle Jacklin or Marilyn Deutsch at (800) 635-8726 or (208) 773-7581.

Pure Seed Testing and Turf-Seed companies will have their Seventh Annual Turf Field Day at their research farm near Hubbard, Ore. on June 15. The event, which begins at 1 p.m., will feature tractor-drawn tours of the research plots and an Oregon-style barbeque.

For more information, call (800) 247-6910 or (503) 926-8649.

RESEARCH
Project to mark H2O movement
SOCORRO, N.M. — A New Mexico Tech hydrology professor and a graduate student have teamed up on a project to determine if certain chemical compounds can be used as "tracers" to monitor groundwater movement.

Dr. Robert S. Bowman and Joseph Gibbens told the American Society of Agronomy that fluorinated benzoic acid compounds can now be used for soil and groundwater studies. They are environmentally safe and easy to detect at very low concentrations, they say, adding that some of them have already been used at the Waste Isolation Pilot Plant here and by the Illinois Geological Survey.

GOLF
Architect calls for construction boom
PINEHURST, N.C. — Robert Trent Jones Jr., newly-elected president of the American Society of Golf Course Architects (ASGCA), has called for the construction of 5,000 new golf courses in the United States in the next 10 years.

Jones, architect of more than 150 golf courses all over the world, gave his rallying call recently, immediately after being elected president of the ASGCA at its annual meeting.

"The National Golf Foundation (NGF) says we must add at least one golf course every day for the next 10 years to meet the exploding demand for golf throughout the country," Jones said during his acceptance speech. "We should probably round that
Heres broad spectrum protection that can wipe a whole line-up of insects right out of the picture: ORTHENE Turf, Tree & Ornamental Spray. Cleared for use on a long list of trees and plants, ORTHENE is also cleared for turf insects — including mole crickets in Florida. With ORTHENE, one spray kills pests like tent caterpillars, whiteflies, Japanese beetles and thrips on contact. Also, use ORTHENE for lasting residual action against other insects from aphids to sod webworms. ORTHENE kills both on contact and by systemic action. It makes the whole job of protecting lawns, golf course turf, trees, shrubs and flowers simpler, more convenient and more effective. Give yourself the edge against insects. Control them with ORTHENE Turf, Tree & Ornamental Spray. Avoid accidents. For safety, read the entire label including precautions. Use all chemicals only as directed. Copyright © 1989 Valent U.S.A Corporation. All rights reserved. ORTHENE* is a registered trademark of Chevron Chemical Company.
developed a Request for Proposal form for new golf course projects.

The RFT is a condensed, 12-page document listing project specifics for the golf course architect. The brevity of the proposal, according to former ASGCA president Pete Dye, "simplifies the bidding procedure and encourages more course designers to respond to proposals."

The proposal is broken down into six streamlined categories: General Notice, Project Description, Scope of Services, Owner's Responsibilities, Submittal Requirements and Selection Process.

Copies of the RFP can be obtained by writing to the ASGCA, 221 N. LaSalle St., Chicago, IL 60601.

**MANAGEMENT**

**Marketing: best laid plans work**

NASHVILLE, Tenn. — According to one market expert, the three realities in marketing are: how you see your company; how you think your customers see your company; the truth.

And to make sure you’re telling the truth and being heard, target your markets wisely.

Mike Hiller, an associate with All-Green Management Associates, led a seminar on effective marketing during the last Landscape Exposition in Nashville, Tenn., and found that in many cases, marketing is mistaken for advertising. Hiller says market segmentation variables can greatly affect a marketing plan.

"Do you know your target market? Who are they? Where are they? Why did they buy from you? There are more than 200 marketing variables we know of that go beyond the basic demographics of age, sex and income," says Hiller, including geographic location, psychological profile, benefit analysis and social segmentation.

"Target your market, be organized and know what your plan will cost," says Hiller. "Give your banker a reason to support you."

According to Hiller, "the marketing pie" of price, promotion, distribution and product has been modified. For the most part, says Hiller, lawn care customers aren't concerned with how you go about your work or the products you are using, as long as safety is a priority. From a product standpoint, you all do the same thing, so eliminate product as a marketing advantage. And if you market by price alone, you'll attract disloyal customers and more service calls. Research shows that homeowners care most about competence and results.

Effective promotion involves public relations, direct sales and advertising. Public relations lays the

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