Dursban can make call-backs a thing of the past.

There's a phone call you shouldn't have to take ever again. The one that calls you back to redo a lawn or turf job. The one that costs you dearly in labor, time and gasoline. Not to mention the highest cost of all—the unhappy customer.

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Give your Dow distributor a call for DURSBAN insecticide. Also ask about the "DURSBAN delivers the goods" incentive program. Be sure to read and follow all label directions and precautions. Agricultural Products Department, Midland, Michigan 48640.

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The Magazine of Landscape and Golf Course Management Since 1962

QC1984 Edition of the WEED CONTROL GUIDE

Updated and expanded, this valuable reference now has roadside and aquatic weed control sections in addition to turf and landscape sections. You'll want to save this reference for all your questions about weed control methods and suppliers.

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Circle No. 147 on Reader Inquiry Card
Na-Churs goes after ChemLawn

“Our corporate objective is to be number two (in the lawn service industry) within the next five years,” Peter Moore, manager of lawn and garden care for Na-Churs boldly stated recently.

Na-Churs, a fertilizer manufacturer, will launch four branches in Ohio this summer. The company is based in Marion, OH. ChemLawn, number one, is based in Columbus, OH.

That seems like a pretty tough goal, to approach ChemLawn’s $180 million plus in lawn care within five years, especially when existing companies are closer in sales and going full speed, including Lawn Doctor, Ever-Green, and Tru-Green.

It’s not the first time a manufacturer attempted the market. Barefoot was owned at different times by O.M. Scott and The Toro Co. Sears tried lawn care for two years and backed out. The question is, can a manufacturer or supplier manage a service company? Were Scotts and Toro premature with Barefoot? Did Sears give up too quickly?

Na-Churs thinks it has the twist to make it happen.

1984 will be lawn care year

The excitement in the Green Industry this year will be centered on the lawn care industry. At this moment, we are aware of at least six large companies ready to invest or expand in lawn care. One is British and the rest are U.S.-based.

We can’t tell you the British company yet, but it makes you think of the opera. The U.S. companies include Na-Churs and True Value hardware. Two other diversified companies are ready to jump in and two mid-size lawn care companies are preparing to go public.

We expect a great deal to happen in the next few weeks. We’ll tell you as soon as we can.

Industry suppliers hire celebrities

Arnold Palmer did such a good job for Loft’s Seed Co. that The Toro Company has hired him to help promote its products. Maybe we’ll soon see an ‘Arnie’ mower since Loft’s introduced Palmer perennial ryegrass last year.

Estech already has Jack Nicklaus under contract for its Vigoro line and may use him for its Par-Ex professional fertilizer.

Sports celebrities help distinguish the professional turf market from agriculture. Roy Clark or Jerry Clower can’t sell grass seed or mowers like they can ag products. It’s a sign that turf is growing up and able to stand on its own, apart from agriculture.
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Columbia produces strong, vigorous seedlings that develop into dense, dark green, rapid spreading turf with excellent sod strength. This ensures a quick sod turnover. Columbia is a consistent performer that has topped turf trials in Manhattan, Kansas; Hubbard, Oregon; Urbana, Illinois; and Santa Ana, Camarillo and San Jose, California.
Hope says "Old Tom" Award good as Oscar

Before 1,800 golf superintendents and their spouses Bob Hope, comedian, actor, humanitarian, golfer and tournament sponsor, accepted the GCSAA "Old Tom" Morris Award from the 1983 recipient, Arnold Palmer. Hope said receiving the award ranks right up there with the Oscars.

Grau is third WT&T Man-of-the-Year

Fred V. Grau received the third annual Man-of-the-Year Award from Executive Editor Bruce Shank during the GCSAA Show in Las Vegas. Grau’s accomplishments extend to the 1930’s when he discovered Penngrit Crown Vetch and served as the first extension agronomist for turf in the U.S.

TURFGRASS

Penncross, Penneagle to ship Aug. 15

Tee-2-Green Corp. is planning an Aug. 15 shipping date for Penneagle and Penncross creeping bentgrass, if Mother Nature cooperates.

Bill Rose, speaking at a Tee-2-Green breakfast hosted at the Golf Course Superintendents Association of America in Las Vegas recently, said seed supplies are ample “if orders come in as they should and if it doesn’t rain.”

Last summer, seed fields in Oregon were inundated with 62 inches of rain, compared to the normal 40 inches, causing shortages.

“Right now (1984), we’re planning bentgrass needs for 1986,” Rose said.

Seed will be planted this spring for harvest in ’85 and ready for course use in ’86. An informal poll of attendees at the breakfast showed the need for bentgrass greater in 1986 than it is in 1984.

To help deal with the poor crop last summer, Tee-2-Green developed Pennway, a non-certified blend of Penncross and Penneagle. Rose said the company will continue developing Pennway into a certified variety.

EQUIPMENT

Equipment Expo endorsements grow

The Engine Services Association and the Outdoor Power Equipment Distributors Association have voted to endorse the International Lawn, Garden & Power Equipment Expo.

Speaking on the endorsement, Gary Merrill, OPEDA president, said, “Our members enthusiastically support this international event and we are looking forward to working with our supplier partners.”

ESA’s Bill Rousar, commenting on the show said the unique opportunities the event offers played a major role in their decision.

“Our members feel that the Louisville show will bring the industry together in one location where not only will we see the products exhibited, but we will have the opportunity to see them in actual operation.”

Both groups plan major meetings during the show and will co-sponsor and coordinate several industry seminars.

The show is scheduled for July 23-25 at the Kentucky Fair & Exposition Center in Louisville, KY. Information can be obtained by contacting show management at PO Box 37130, Louisville, KY, 40233, (502) 366-9592.
For fastest response, use the peel-off label from the front cover.

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A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:

- 0005 Golf courses
- 0010 Sport complexes
- 0015 Parks
- 0020 Rights-of-way maintenance for highways, railroads & utilities
- 0025 Schools, colleges & universities
- 0030 Industrial & office parks/plants
- 0045 Condominiums/apartments/housing developments/hotels/resorts
- 0050 Cemeteries/memorial gardens
- 0060 Military installations & prisons
- 0065 Airports
- 0070 Multiple government/municipal facilities
- Other type of facility (please specify)

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- 0105 Landscape contractors (installation & maintenance)
- 0110 Lawn care service companies
- 0125 Landscape architects
- 0130 Extension agents/consultants for horticulture
- Other contractor or service (please specify)

C. SUPPLIERS:

- 0205 Sod growers
- 0210 Dealers, Distributors
- Other supplier (please specify)

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