EDUCATION

WSNA deals out $5600 in scholarship funds

The Washington State Nurserymen’s Association (WSNA) recently awarded eight students in horticulture, landscape architecture, and related fields a total of $5,600 in scholarships and research grants for this school year.

Stephen Mark Nordeen, a Washington certified nurseryman and employee of Edmonds Garden Center, Daniel Ray Snipes, a horticulture student, Mary E. Auld, a third year landscape architecture student, and Elaine Montague, in her final year of horticulture and business studies, all received $800 scholarships. Nordeen attends Western Washington University, Mary Auld the University of Washington, and Snipes and Miss Montague Washington State.

The latest recipient of the WSNA Northwest Chapter’s Jim Brown Memorial Scholarship (established in honor of Jim Brown, the blind founder of Wayfarer Nursery, who died in 1978) is David M. Hulings, a student at Edmonds Community College.

Receiving $300 scholarships were Nancy Sakagami and Steve Swartz.

For a job well done

Jon Loft, chairman of Lofts Inc., presents a check for $65,232.26 to Rutgers University representing the royalties on the 1983 harvested turfgrass seed developed by that university, including RAM I and Mystic Kentucky bluegrasses, and five perennial ryegrasses—Palmer, Repell, Diplomat, Yorktown, and Yorktown II. Loft credited the unusually high royalties to the increased demand for high-quality turfgrasses. Pictured with Loft (to r) are Dr. R. Hurley of Lofts, and Drs. H. Indyk, R. Duell, C. Reed Funk, L.A. Douglas, and R. Engel all of Rutgers.
both of South Seattle Community College, and Roger D. Anderson at Clark College.

AWARD

Dow’s Chapman honored for articles

Douglas J. Chapman, horticulturist-administrator at Dow Gardens and a member of the Weeds Trees & Turf editorial board, picked up the Author’s Citation for 1984 from the International Society of Arboriculture at a recent meeting at the Chateau Frontenac in Quebec City, Quebec.

During the past three years Chapman has had articles published in numerous scientific and commodity publications, including: International Society of Arboriculture, International Plant Propagators Society, American Nurseryman, Weeds Trees & Turf, American Horticulture Society, Purdue University, American Society for Horticulture Scientists, and Arborists Journal.

The articles have dealt with some of the research conducted at Dow Gardens, Midland, MI, in the areas of propagation, provenance, plant adaptation, new plant introductions, and integrated plant management.

Chapman has been at the Dow Gardens since March 1975 with his main research concentrating on the development, propagation, and introduction of new woody ornamental trees and shrubs in the Great Lakes region.

ASSOCIATIONS

ASPA midwinter confab slated for Disney World

The Contemporary Hotel on the Walt Disney World Complex, just outside of Orlando, FL, is the site of the American Sod Producers Association’s (ASPA) 1985 Midwinter Conference, and ASPA officials caution that early hotel reservations will be necessary because of the popularity of the hotel. The room reservation deadline is Dec. 16, which is 45 days prior to the actual meeting set for Jan. 30-Feb. 1.

In a related matter, the ASPA five-point code of ethics is being distributed to members in plaque form.
Innovation has been a tradition with Morbark for more than a quarter of a century. In 1958, we introduced the world's first portable pulpwood debarker. We grew with the industry by always being alert to the needs of our customers. In 1970, we introduced the first portable whole tree chipper that would consume whole trees, branches and all and convert them to uniform dimensional chips in a matter of seconds. The success of the whole tree chipper brought the demand for the "Eeger Beever" brush and whole tree chipper for a market that had struggled for decades with less than adequate tools. The improvements, added efficiency and enhanced economic benefits made available by the disc type whole tree and brush chipper has found an appreciative and receptive clientel. Private tree companies, utilities, contractors and others in the trade have found this to be a dependable and reliable machine.

We are complimented by those who would try to imitate the highest standards of the original. If you compare honestly and carefully weighing feature for feature, you'll find that none can match the excellence of the MORBARK "Eeger Biever"... not even the price!

MORBARK INDUSTRIES INC.
P.O. Box 1000 • Winn, Michigan 48896 • (517) 866-2381

Circle No. 132 on Reader Inquiry Card
Supreme Court asked to hear
Bureau of Land Management ban

As reported in the August issue, the Pesticide Public Policy Foundation (3PF) has pinpointed a spraying ban on land in Oregon and Washington managed by the Bureau of Land Management (BLM) as “the most significant pesticide issue confronting the Green Industry”. This dispute over “worst case” analysis prior to spraying, has stopped all contract spraying in these areas and threatens to stop spraying in other BLM areas.

The Department of Justice has asked the Supreme Court to review a Circuit Appeals Court ruling supporting the worst case procedure, since it is a matter of conflicting pesticide regulations.

The original ban was achieved in a suit by the Southern Oregon Citizens Against Toxic Sprays, Inc. They won the case through the Ninth Circuit Court of Appeals, the Court ruling in favor the National Environmental Policy Act (NEPA) over FIFRA. NEPA uses worst case analysis while FIFRA uses risk versus benefit analysis for approving pesticide use.

EPA to tighten label regulations on
bird killing granulars, advertising

Wildlife consumption of granular pesticides and advertising claims will face greater regulation under new amendments to FIFRA proposed by EPA.

Certain granular pesticides have allegedly been toxic to feeding birds and other wildlife. These products would carry a restricted use classification.

EPA also wants to police advertising of restricted use pesticides. The proposal would probably be similar to Food and Drug Administration regulations focusing on claims of use, efficacy, and safety.

More restricted use training likely

EPA’s Administrator’s Pesticide Advisory Committee is hitting the question of direct supervision of restricted use pesticide applicators hard. Members of the Committee range in opinion from “on site” supervision to extra training, but not necessarily certification.

One member called direct supervision “impractical”, recommending varying levels of training for different pesticide classifications instead. The representative from the National Campaign Against Misuse of Pesticides claimed certification was no more difficult than taking a driver’s licence examination.

Lesco goes public, plans open house

More than 600,000 shares of Lesco, Inc. (formerly Lakeshore Equipment and Supply Company) stock became available for purchase August 29, at an initial price of $11 per share.

The public offering has been expected since last fall when the national distributor of landscape and golf course supplies occupied new headquarters in Rocky River, OH.

Persons desiring a prospectus for the common shares of Lesco Inc. should contact MacDonald & Company Securities, 2100 Central National Bank, Cleveland, OH 44114.

The colonial-style headquarters building has been completely renovated and an open house has been scheduled for November 29, 1984.

Those interested in attending the open house, which is open to everyone working in the Green Industry, should contact Barbara Betz, Lesco, Inc., 20005 Lake Rd., Rocky River, OH 44116. (216) 333-9250.

Shigo warns effects of improper pruning

Poor pruning is one of the number one culprits of injury to trees, according to Dr. Alex Shigo of the USDA Forest Service, Durham, New Hampshire.

Shigo, one of the key speakers at this year’s Professional Grounds Management Society annual conference in Worcester, MA, in October, told a packed room of professional grounds managers that neglect, poor care, and poor pruning are a tree’s worst enemies.

“Nature does everything short of putting blinking lights on how a tree should be pruned,” he said. “Nature comes with a set of instructions that are seldom heeded.”

Shigo, one of the foremost plant pathologists in the country and a frequent international tree consultant, drove home the idea that a tree is a “compartmentalized” organism with many “boundaries.”

“There is absolutely no way a tree can heal a wound,” explained Shigo. “They set boundaries around the infected tissue that compartmentalizes it, but doesn’t heal it.”

Shigo passed out brochures on proper tree pruning at the conference. Additional copies can be secured by writing the Northeastern Forest Experiment Station, 370 Reed Road, Broomall, PA 19008.
It pays to spray...economically!

Introducing LESCO Three-Way Selective Herbicide.

For single-application broadleaf weed control, the triple-action effectiveness of 2,4-D, MCPP and dicamba is tough to beat. Now you can get that reliable three-way control from LESCO — and at a lower price than you have been paying for the same herbicide combination. And LESCO Three-Way eliminates the inconvenience and inefficiency of tank mixing — you save time and money.

This newest quality herbicide from LESCO is available in five-gallon, 30-gallon and 55-gallon containers. In most areas, bulk shipment by tanker truck or tote tank can also be arranged.

LESCO just made broadleaf weed control more convenient and less expensive. To order or to find out more about LESCO Three-Way Selective Herbicide, call toll free.

(800) 321-5325 (800) 362-7413
NATIONWIDE IN OHIO

We sell the patented ChemLawn Gun

LESCO, Inc., 20005 Lake Road, Rocky River, Ohio 44116 • (216) 333-9250
Circle No. 124 on Reader Inquiry Card
You're responsible for a course worth millions. Sod webworms should be the least of your worries.

What's it going to be this year?
The usual sod webworms, billbugs, chinchbugs and grubs?
Or perhaps nasty surprises like armyworms or cutworms?
As if this time of year isn't busy enough without insect problems, that's when they hit you.
SEVIN\® brand SL carbaryl insecticide hits them back. Hard.
Without clogged nozzles or tank-mix problems. Without corroding equipment. And without protective gloves or masks.
As a water-based sprayable formulation, SEVIN\® brand SL is easy to handle, mix and dispose of. So with the time available for application, you spend more time spraying. Less time re-filling.

Tried, tested, trusted
SEVIN\® brand SL carbaryl liquid effectively controls over 25 common turf insects, including sod webworms, white grubs, chinchbugs, billbugs, crickets, even ants, ticks and fleas.
SEVIN\® brand carbaryl kills insects on contact as well as by ingestion. So you get extended residual action whether pests are feeding or not. And SEVIN\® brand carbaryl gives you the peace of mind that comes from knowing it's used for insect control on pets, poultry and even some game birds.
So it's ideal for insect control in golf courses, parks, and other recreational turf areas used by people.
In fact, you can put greens, fairways and other golf course areas treated with SEVIN\® brand SL back into play as soon as the spray is dry.
You keep more turf area in use. And to the people who play your course, that's important.

Dependable SEVIN\® brand
SEVIN\® brand carbaryl is biodegradable in the environment. And there's no harsh odor to annoy players.
SEVIN\® brand carbaryl insecticide is registered not just for turf but also trees, shrubs, and flowers. So you don't need to keep track of a large inventory of different insecticides.
Ask your turf chemicals supplier about SEVIN\® brand SL carbaryl insecticide. It can help put your pest problems into perspective.

From the turf care group at Union Carbide

Always read and follow instructions on label. ©1984 Union Carbide Agricultural Products Company, Inc. SEVIN\® Brand Carbaryl Insecticide is a registered trademark of Union Carbide.

Circle No. 152 on Reader Inquiry Card
SNOW REMOVAL
A Big Part of Full-Service Landscape Management

by Ron Hall, assistant editor

Full service is a term heard more and more today from landscape maintenance companies. Snow removal, although seasonal, is a growing part of full service landscape management.

Readers have discovered by using the same sound business practices they use for growing season industries (and much of the same equipment too) they can build a lucrative off-season business.

Maintenance contractors sometimes don't have a choice. Snow removal is an integral part of the year-round condominium and apartment maintenance accounts they worked so hard to get. They HAVE to provide professional snow removal.

WT&T talked to Green Industry businessmen from across the nation and learned that whether they push snow for that all-important winter cash flow or as part of their regular maintenance tasks, there are several factors that determine their success. Three kept popping up: planning, equipment, personnel.

Bill McGee of Smith Lawn and Tree, Kansas City, MO, thinks planning is a major reason why his company is successful in providing snow removal for 43 commercial locations in his area. He wants his employees to know their territories and duties long before snow flies.

"We take our men out and let them look at all of our areas, usually sometime in October," McGee says. Besides acquainting the men to their routes and duties, this pre-season tour can pinpoint potential problems, like shrubbery or landscaping that's likely to get covered and possibly mangled by machinery.

Each of Smith Lawn and Tree's four-wheel-drive trucks contains a 12-page booklet giving locations and the types of equipment to use for particular jobs, and many of Smith Lawn's trucks are equipped with two-way radios. "We do this so that if somebody not familiar with the route has to do the work, he'll know what to do," McGee explains.

The Kansas City firm uses 16 pieces of equipment in its snow removal battles, including a small fleet of four-wheel-drive trucks with plows, one John Deere tractor with a blade, and two Hustlers which double as riding mowers in the summer. When the snow falls the Excel Hustlers are equipped with cabs, heaters, windshield wipers, and blades to work in and around sidewalks and touch-up areas.

Other companies also provide accessories to turn what is generally regarded as summer equipment into
This new, exclusive Clean Crop® Dacthal formula has many advantages over liquid and wettable powder. The 75% water dispersible granules flow easily and completely from the container with no pre-mixing, no dusty measuring or container disposal problems. It's freeze-proof and stores stable for years. And unlike the others, it comes in handy 25-pound bags. Get Clean Crop Confidence with new Dacthal WDG, an exciting, new formulation of an old standby pre-emergent herbicide. For more helpful information call 1-800-228-0096, or 1-800-642-TURF in Nebraska.
snow fighting machinery.

For instance, Bunton recently announced optional attachments for its turf tractors, including an insulated cab with windshield wiper and defroster. Blades and snow throwers are available for the Bunton tractors, attachments other manufacturers usually offer for their turf tractors as well.

Although Bob Coles at Minnehaha Falls Nursery, Minneapolis, provides both snow removal and hauling, the hauling generates more cash and is generally easier on his equipment. He charges on an hourly basis and handles such commercial accounts as

their use from summer to winter by adding the necessary attachments.

The heart of his snow removal effort is a pair of 17-hp, four-wheel-drive Kubota tractors equipped with class A hitches (the same used on farm equipment). In the summer the tractors can be fitted with a backhoe, rototiller, or lawn mower, and in the winter with plows. “I’m not saying they’ll do everything perfectly,” Moren says, “but they’re versatile pieces of equipment.”

For clearing sidewalks to the individual housing units Moren uses four 8-hp Simplicity snow blowers which he describes as “the best on the market.”

Bob Nagel of Bob’s Lawn Service in Eden Prairie, MN, a suburb of Minneapolis, uses John Deere snow blowers, a Bobcat, and seven Ford trucks with Western snow plows to service his snow accounts who became customers as a natural extension of his lawn care business. “It just kind of fell in place,” Nagel says of his 10-year-old snow removal business.

Like Nagel, Craig Christenson of Midwest Turf in Wayzata, MN, uses a 1/2-ton Ford pickup equipped with a Western plow. Many of Christenson’s snow removal customers are also lawn maintenance customers.

“A lot of people want service 12 months of the year and they want to deal with one person instead of a lot of different people,” Christenson says. “So, if you’re willing to expand yourself, you open yourself up to a bigger market. If things start to get too big, we subcontract some of it out.”

Some of the largest accounts in the northeastern Ohio city of Akron are handled by Fred Azar whose landscaping and snow removal businesses are only six years old. Azar believes in getting the most out of his equipment, so he preaches maintenance.

“In changing from landscaping to snow removal I have to make sure everything is tuned up and in perfect working condition. Breakdowns are usually more annoying and more expensive in winter,” he says. The heart of Azar’s operation is 16 four-wheel-drive dump and pickup trucks and an assortment of front loaders and tractors he also uses in his landscaping business. “That way they’re not sitting around all winter,” he explains. “They’re out there making money.”

Among his 75 accounts is Akron City Hospital with its heliport which Azar must keep free of ice (he uses an alcohol-based solution) and miles of sidewalks which he assaults with an army of 15 Toro snow blowers.

“There isn’t one special manufac-

turer I buy from,” Azar says, “I want the best I can get because when you’ve got business rolling and something needs to be opened up, you have to be ready. I can serve my clients better by offering the best quality I can and that means that I have to have the best equipment I can get.”

But getting the best equipment money can buy is often a difficult decision because of competing features on similar products from major manufacturers.

For instance, John Deere, Simplicity, and Gibson Brothers all recently introduced walk-behind snowthrowers with 5-hp engines, big enough for most walkways and driveways but maneuverable enough for homeowners. Professional snow removers generally use 8-or-10 hp heavy-duty models.

The new, walk-behind snowthrowers, the John Deere 524, the Simplicity 555, and Gibson, which is offering one model with a 4-hp Tecumseh and the other with as 5-hp Briggs & Stratton engine, give prospective buyers a lot to think about in just that one size.

The competition is just as keen in other types of snow removal equipment and purchasers say they end up favoring those lines that are easiest to maintain and offer the best dealer service.

Bob Sutz of Sutz & Sons Corrective Landscape says he uses John Deere tractors in both landscaping and snow removal because of the service he’s received from his dealer. Sutz, of West Seneca, NY, just outside of Buffalo, bought his first John Deere tractor several years ago and now uses four: 318 and 650 models equipped with front-mount blowers, and 1050 and 1250 models with loaders and 3-point hitch snow blowers.

Sutz, no rookie snow jockey, has been in business since 1970 and prior to that drove a snow plow for the townshop. Most of his accounts are small plazas and large restaurants, and he suggests that businessmen should plan for snow when they build.

For instance, improperly placed planters and landscaping could cost a businessman an extra $300 to $500 a winter. “If we’re on the job an extra 40 or 50 minutes working around something each time we go out it’s going to cost more,” Sutz says.

“When they bring in architects to design these businesses they could reduce their snow removal 10 to 20 percent if they had somebody that did commercial snow plowing come in and show them some of the things they should look out for.”

continued on page 86