Service calls running you into the ground?

It could be your herbicide.

Lazy products may not control all the weeds they should. They may miss wild violet, for example, or spurge, oxalis, ground ivy... or something else your customers may have. And there's no surer invitation to a profit-robbing service call.

Weed out lazy herbicides, and start using TURFLON* D, the herbicide that delivers really broad spectrum control of broadleaf weeds to keep your customers happy and maintain profits. It gets hard-to-kill weeds, and the easier dandelions, plantains and clovers as well... over 50 different annuals and perennials in all. And it doesn't injure established cool-season turf such as tall fescue, bluegrass and perennial rye.

TURFLON D herbicide has been thoroughly researched and proven in years of university testing and under Experimental Use Permits. And it's continuing its outstanding performance this season in day-to-day use on LCO route trucks across the country. A combination of triclopyr and 2, 4-D, TURFLON D is a low-volatile ester that is highly efficacious without causing off-target problems when professionally applied.

In addition to its broad spectrum control, TURFLON D has proven to be extremely cost-effective. Lawn care operators who have used it find that it does in one or two treatments what other products fail to achieve in three applications a year. And its overall performance can mean a significant reduction in service callbacks... plus a marked improvement in customer retention.

TURFLON D herbicide. It could be just what you need, if service calls are running you into the ground. Talk to your distributor today.

*Trademark of The Dow Chemical Company

Circle No. 110 on Reader Inquiry Card
STOP GRUBS FROM THE FIRST BITE TO THE LAST GASP.

Grubs are a hardy breed. They're tough to prevent and even tougher to get rid of once they start chowing down on the roots of your turf.

One thing that puts them off their feed is ®OFTANOL 5% Granular insecticide.

Another is new OFTANOL 2 Insecticide. It's a liquid formulation of OFTANOL, containing two pounds of active ingredient per gallon.

The nifty thing about OFTANOL, liquid or granular, is that it stops grub damage fast, even before it kills. After an application of OFTANOL, grubs stop feeding and the damage stops. Use it as a preventive, in the spring, or as a curative anytime grubs are a problem.

Grubs, one serious problem with two serious solutions, OFTANOL. Always read the label before use.

OFTANOL. WHEN YOU'RE SERIOUS ABOUT GRUBS.

Mobay Chemical Corporation Specialty Products Group Box 4913, Kansas City, Mo. 64120

OFTANOL is a Reg. TM of the Parent Company of Farbenfabriken Bayer GmbH, Leverkusen.
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Cover Photo by Charlie Coppins, Charlie Company, Inc., Cleveland, Ohio.
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TerraBond is the premium state-of-the-art non-woven filter/landscape fabric.

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Warren's TURF PROFESSIONALS

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*Made from Trevira® (Reg. " of Hoechst AG).
Liability insurance rates jump

If you apply pesticides and haven't received a liability insurance bill recently, be prepared for a shock. Negative publicity about pesticides and falling interest rates are causing insurance companies to increase premiums, in some cases doubling or tripling them.

Large corporations, such as ChemLawn and Orkin, have developed self-insurance programs. Small companies, on the other hand, find it virtually impossible to develop sufficient reserves in case of a serious mistake and lawsuit.

Some pesticide applicators are opting for higher deductibles to moderate liability insurance premium increases. Others aren't worried as much about higher premiums as they are about availability of coverage in the future. A structural pest control operator said he could get by if insurance premiums increased from one percent of sales to five percent, but without insurance he would have to close his doors.

Smaller applicators should explore group plan options. Then, perhaps, they could develop self-insurance reserves like the big firms.

Reentry period for granulars eyed

Post-treatment reentry period differences between liquid and granular pesticides could cause a shift to liquids, Stanley Sweir, turf entomologist for the University of New Hampshire said in that state's Turf Talk newsletter.

Sweir said the Environmental Protection Agency is looking closely at liquid and granular formulations of Ciba Geigy's Triumph for reentry period differences. The agency, according to Sweir, is considering a 14-day reentry period for the granular and 'until dry' for the liquid applied formulation.

Delays longer than a few minutes or hours are impractical for commercial applicators. If EPA persists in sticking granulars with reentry periods, Sweir questions whether any new granular formulation will ever be approved for turf.

Baby boom to create a golf boom

As baby boomers reach the 35 to 54 year age group, they will swell the lines at first tees across the U.S., predicts Joe Beditz, National Golf Foundation Director of Research.

Beditz is predicting a 75 percent increase in middle-aged golfers by 2000. "Our statistics tell us the greatest potential market is with the relatively young adult age group," says NGF President David Huebner. "If the percentage of players in that group could be increased over the next five years, it could generate a substantial multiplier effect as golfers move into the older age categories." NGF is planning promotions to increase the number of golfers to 21.2 million by 2000.
GET YOUR CREWS BACK ON COURSE FAST WITH ONE-SHOT ROUNDUP.

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With Roundup® herbicide, your crews will spend less time controlling weeds and more time keeping greens, fairways and other high-visibility areas up to par.

One-shot, versatile Roundup controls over 100 species of weeds, roots and all, so they won’t grow back. That includes nuisance weeds like poison ivy, poison oak and kudzu. With one gallon of 2% spray solution, one man can treat 1,000 feet of fenceline for less than $2.00.* Or the areas around 30 trees for about a nickel apiece. You can get as much weed control with one treatment of Roundup as you would with up to 6 string trimmings over the course of a season.

Let the versatility of Roundup free your crews from time-consuming mechanical or hand weeding jobs.

<table>
<thead>
<tr>
<th>AROUND THE COURSE</th>
<th>AROUND THE CLUBHOUSE</th>
<th>HIGH-VISIBILITY AREAS</th>
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<tr>
<td>bunkers</td>
<td>tennis courts</td>
<td>parking lots</td>
</tr>
<tr>
<td>rough</td>
<td>swimming pools</td>
<td>entrances</td>
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<tr>
<td>fairways</td>
<td>pathways</td>
<td>steps</td>
</tr>
<tr>
<td>cart paths</td>
<td>patios</td>
<td>shrub beds</td>
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With Roundup along the edges of the rough areas, you’ll improve the looks of your course, plus improve and maintain “speed of play.” Players will spend less time hunting for balls lost in dense undergrowth.

More groundskeepers are finding that Roundup is helping to keep their courses looking their best and playing their best—because their crews are giving their best.

FOR A FREE ROUNDUP USAGE GUIDE, CALL TOLL-FREE 800-621-5800. IN ILLINOIS, 800-972-5858.

Monsanto

*Based on cost of Roundup alone to treat low-growing vegetation using flat fan nozzles.
Drought conditions in New Jersey, and portions of Pennsylvania, and New York are expected to continue through the summer and into the fall. Hardest hit is the Delaware River basin where 15 million people live.

George Klenk, an official with the New Jersey Bureau of Water Resources, tells WEEDS TREES & TURF, "the long range forecast doesn't make us optimistic that the situation will improve significantly in the near future." New Jersey, suffering a 35 percent drop in capacity of its reservoirs and going into its peak water usage period, declared a water emergency in mid-April, an action followed days later by 16 counties in east Pennsylvania and portions of southwest New York.

"It could very easily be the worst drought we've ever experienced in eastern Pennsylvania," says Dave Masek of that state's department of environmental resources. Lawn watering, other than newly seeded or sodded lawns, is forbidden in the stricken counties, while the owners of private gardens or landscaped areas are allowed to water by handheld hose with automatic shutoff valves or bucket only from 5 p.m. to 9 a.m. As of press time, commercial nurseries were exempt from the regulations in Pennsylvania.

Conditions in New Jersey resulted in the closure of 2 million acres of public and private woodlands in hopes of head off what is feared will be the worst forest fire season since 1963, and a 12-agency task force recommended residents limit themselves to 50 gallons of water each day.

EDUCATION
Shade tips help turfgrass
Shade is a problem for the development of healthy grass, Keith Karnok, Agronomy Department, University of Georgia, told attendees at the recent Southeastern Turfgrass Conference.

Karnok says turf managers can make their jobs easier if they understand why. A Pennsylvania study indicates as much as 20 percent of all turfgrass is maintained under some shade.

Karnok says shade has three immediate effects on turf: 1. It reduces light intensity and removes "quality" light; 2. It restricts wind movement, resulting in a higher relative humidity and a better environment for diseases; 3. It puts turfgrass in competition with trees for water and nutrients.

Good management coupled with the planting of the right types of turfgrass can offset these handicaps somewhat, he explains.

St. Augustine, centipede and zoysia grass and zoysiagrass are some of the best warm-season grasses for shade conditions, while tall fescue and Kentucky bluegrass top the cool-season shade list.

Karnok recommends infrequent but deep irrigation, higher mowing heights ("you want as much leaf surface as you can get”), and the avoidance of too much nitrogen which he claims stimulates leaf growth without a corresponding strengthening of the root system.

By selectively pruning limbs of nearby trees, sun flecking is increased helping the turf. And by removing underbrush air circulates more freely which reduces the chances of turf disease.

CHEMICALS
Pesticide and fertilizer sales at $3.3 billion
Manufacturers' sales of pesticides to commercial users jumped from $1.2 to $1.9 billion since 1981, reports the research and marketing firm of Charles H. Kline & Co., Fairfield, N.J.

Reasons? Kline points to the rapid growth of the chemical lawn care industry (turf and grounds accounted for 53 percent of the consumption), increasing numbers of pest control operators, and the growing popularity of slow-release fertilizers.

"Some leading manufacturers are placing greater emphasis in developing new products for professional use as opportunities in agricultural applications mature." Kline & Co. reports. "Many of the same products used on crops find rapid acceptance here, provided manufacturers are aware of the market needs."

Overall, about 125 companies offer some 350 different formulations for professional end uses. Pesticides account for 60 percent of commercial dollar sales in 1984, fertilizers the balance of 40 percent, the report states.

The consumer market for pesticides, fertilizers, potting soils, and soil conditioners was pegged at $1.4 million. Insecticides, spurred by the growth of household products, accounted for about 38 percent of sales and was the largest category. Fertilizers, previously the leader, ranked second with 36 percent total sales.

Kline & Co. says the consumer industry will grow at "a relatively moderate rate" but it won't be until 1989 that consumer sales of pesticides and fertilizers reach the $1.9 billion figure already reached by sales for professional end uses. Together, consumer and commercial sales of pesticides approached $3.3 billion in '84.
BEFORE WE DEVELOPED THESE PROBLEM-SOLVING TURFGRASS MIXTURES, WE MARCHED THROUGH ACRES AND ACRES OF PROBLEMS.

Nobody knows the troubles we've seen. Our Northrup King turf specialists and researchers have hoofed through salt problems, soil compaction, disease, starved turf, baked turf, cleated-to-shreds turf, and dormant winter turf—all depressing sights. But it was a road well worth our travels.

The result is a complete line of Medalist® turfgrass formulas that meet the demands of the professional turf manager.

If you've been staring down at a turf problem, look up your solution here. And if you think it's a turf problem we haven't seen, just let us know. Our business is putting your problems behind us.

<table>
<thead>
<tr>
<th>MEDALIST TURF PRODUCT</th>
<th>MAJOR AREAS OF USE</th>
<th>SPECIAL FEATURES</th>
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</thead>
<tbody>
<tr>
<td>Athletic Pro and Athletic Pro II</td>
<td>For athletic turf.</td>
<td>Well suited for new seeding or overseeding. Fast establishing, traffic tolerant, rapid recovery. Both provide good footing.</td>
</tr>
<tr>
<td>Boulevard Mix</td>
<td>Any area with high pH (roadsides, sidewalks, boulevards, alkaline soils, etc.).</td>
<td>Contains 'Fults' and Dawson red fescue for beautiful salt-tolerant turf. Performs at low to high fertility levels.</td>
</tr>
<tr>
<td>Landscape Pro Mix</td>
<td>School grounds, cemeteries, golf course roughs, home lawns.</td>
<td>Establishes fast. Adapts to broad range of conditions and management levels. Low to moderate fertility needs.</td>
</tr>
<tr>
<td>Overseeder II Mix</td>
<td>Fairways, tees, athletic fields.</td>
<td>Rapid germination and establishment. Withstands heavy traffic and resists diseases. Penetrates compacted soils.</td>
</tr>
<tr>
<td>Medalist North Mix</td>
<td>Fairways, tees, cart paths, wear areas.</td>
<td>Quality turf for high traffic areas. Clean mowing and disease resistant.</td>
</tr>
<tr>
<td>Renovator Pro Mix</td>
<td>Problem solver for heavy traffic areas (athletic fields, golf tees, and fairways).</td>
<td>Penetrates compacted soils and combats Poa annua. Adaptable to most geographic regions.</td>
</tr>
<tr>
<td>Medalist Brand Overseeding Products</td>
<td>Winter overseeding of dormant bermudagrass.</td>
<td>Establishes rapidly and evenly. Tolerates traffic while providing a superior putting surface. Smooth spring transition.</td>
</tr>
</tbody>
</table>

Ask your Northrup King distributor about Medalist Turf Products to solve your turf problems. Or write Northrup King Medalist Turf Products, PO. Box 959, Minneapolis, MN 55440.

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GROWTH

Davey Tree builds new headquarters

About 160 administrative and technical service employees of the Davey Tree Expert Co. are moving to new corporate headquarters on a 54.5-acre site near Kent, OH. Work on the $4.5 million facility began last summer.

The new complex includes a Corporate Office Building and a Human and Technical Resources Building. Design of the buildings is contemporary with a suggestion of Williamsburg, says a Davey Tree spokesman. The "naturalistic" setting of the 22 acres that are being developed is the responsibility of the landscape architectural firm S.W.A. Group, Houston, TX.

Davey's offices had been spread across upper floors of several connecting buildings in downtown Kent, OH.

INDUSTRY

Temik production resumes this month

The inventory of Temik 10g, a pesticide used by large-scale ornamental nurseries for insect control, was exhausted late this spring, but production could resume in July, a spokesman for Union Carbide tells WEEDS TREES & TURF.

"We expect it will be about four weeks after production begins that it will be available to consumers," Marketing Manager Larry Baird reports.

Temik 10g, like the more concentrated Temik 15g which is used in agriculture, was produced from methyl isocyanate. Production by the company was stopped early this year at the Woodbine, GA, plant following the methyl isocyanate leak in Bhopal, India, which resulted in an estimated 2,000 deaths.

Baird says Union Carbide does not anticipate a price increase when Temik becomes available again.

GOVERNMENT

Long Island village ‘regulates’ landscapers

Old Westbury on Long Island, NY, despite opposition from landscape and tree care representatives, recently passed legislation regulating the Green Industry in that village.

Included in the ordinance is a provision calling for the pre-notification at least 72 hours in advance of all property owners within 300 feet of the spraying of pesticides.

"If they make it stick it'll set precedents for other communities," says Don Lehman of Lehman Tree, Upper Brookville, NY, who termed the legislation "devastating and totally unrealistic."

Jon Hickey, in nearby Hicksville, NY, and another member of the American Society of Consulting Arborists, Inc., tells WEEDS TREES & TURF he feels the ordinance "is not enforceable."

The new law licenses grounds companies that work in the village. As part of the procedure each contract...