Experts recommend combining a proven fungicide with smart cultural practices to create a summer patch prevention program. If you think that's sound advice, then call for our free audio tape and brochure.

Each outlines a summer patch program that includes everything from identifying the causes to managing susceptible areas. Also, they tell you a little bit about BAYLETON 25 Turf and Ornamental Fungicide. For ten years, you've seen what it can do for dollar spot and many other diseases. Now discover how well it performs in a summer patch program.

For your free tape and brochure, call 1-800-842-8020. Or write Miles Inc., Specialty Products, Box 4913, Kansas City, MO 64120.

After all, summer patch control today requires that you use your head. And what better place to start than with your ears.
Friend from page 38

sessions. If you oppose it, suggest alternatives.

5. Make an accurate assessment of the benefits that your business and industry offer your community—environmental and economic benefits, including the number of jobs they provide. “That’s the kind of message that gets to a member of Congress,” says Graves.

6. Leave time for questions and answers. Your legislator or their staffer will almost certainly want to ask some questions. If you have literature to leave behind, keep it in hand until after your talk, then present it, says Goldenberg.

7. Never burn your bridges. “Sometimes a heated argument is appropriate but that’s very rare,” says Graves.

8. Ask for support. “Don’t just leave, ask them to take some action that supports your efforts,” says Graves. Co-sponsor a bill? Communicate your views to a committee or subcommittee chairman.

9. Write a thank you letter to the representative or the staffer you met. In the letter reiterate several key points you made during your visit.

10. Seek a long-term relationship. A single meeting with a lawmaker will not accomplish much, adds Goldenberg. Offer yourself as a continuing source of accurate and useful information concerning your industry to your representative and staff members.

“You’re only a telephone call away,” adds Graves. “You can establish an ongoing relationship with them over the telephone, having met them.”

—Ron Hall

### BEFORE YOU MEET A LEGISLATOR: A CHECKLIST

I want to discuss: ________________________________ (Bill number, amendment, issue, etc.)

I am meeting with ________________________________

Office location: ________________________________

Telephone: ________________________________

Material to take: ________________________________

Three points to make: 1. ________________________________

2. ________________________________

3. ________________________________

Supporting statements/ideas: ________________________________

Action requested/desired outcome: ________________________________

Response from legislator: ________________________________

Thank-you letter sent (date): ________________________________

Additional follow-up action: ________________________________

Source: PLCAA

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**Coach Knight to speak at GIE/92**

- Bobby Knight, the sometimes controversial but remarkably successful basketball coach at Indiana University, will deliver the keynote address for the Green Industry Expo/92 in Indianapolis Nov. 16-19.

  Knight, the winningest coach in Big Ten history, sought his 11th conference championship this season. Besides winning three national championships, he’s also coached gold medal-winning teams in both the Olympics and Pan American Games. In 1991 he was elected to the National Basketball Hall of Fame.

  GIE/92 will be held at the Indiana Convention Center—part of the complex that houses the Hoosier Dome, home to the NFL’s Indianapolis Colts.

  Coincidentally, PLCAA President Robert Andrews is an Indianapolis businessman, and a graduate of Indiana University.
PLCAA instructs ‘Capitol Hill’ participants: let legislators know that we will inform customers

Some of the public demands that “squirt and split” professional lawn care vanish. They clamor that they’re being exposed to chemicals by profit-hungry chemical lawn application companies. They say that without adequate warning and/or information they can’t protect themselves, their children, or their pets from unwanted and potentially harmful chemical exposures.

Their complaints are emotional. Lawmakers are listening, and acting.

That’s why, says the Professional Lawn Care Association of America (PLCAA), the image of a professional applicator cruising into a neighborhood and hosing down lawns with fertilizer and chemical controls—then leaving behind little else other than invoices—must change.

To that end, PLCAA drafted “Customer Right-to-Know Provisions.” These provisions were handed out to the 100-plus lawn pros who traveled to Washington D.C. for the third annual “Day on the Hill” gathering this past February.

The PLCAA policy statement urges professional lawn applicator companies to provide their customers with a written Customer Service Agreement containing the following information:

- the property address;
- number of applications over a 12-month period;
- general time frame in which chemical product applications will be made;
- statements informing the customer of the right to be notified one day before products are applied, and to receive information on the products to be applied on the day of application;
- the annual cost of the basic service;
- a statement of what additional services may be necessary but are not included in the basic cost;
- a statement informing the customer of the right to be informed in advance of any price increases for services in subsequent years;
- the signature of the commercial applicator;
- the company name, address, telephone number, business registration number and, where applicable, the applicator’s state license number.

PLCAA’s members also believe that the following information should be provided to customers at the time of an application:

- the brand name or common name of the chemical lawn-product applied,
- the general reason for use as stated on the label,
- the maximum concentration of end-use product and the rate of application,
- any special instructions relating to the use of the lawn by the customer after the application is made, and
- on request, a copy of the product label.

Notification Registry—PLCAA says the idea has worked in seven states and supports creation of a registry in each state. People wanting to be notified prior to nearby chemical applications could sign up for the registry. Applicators, on a regular basis, could be informed of the people signing up for the chemical application registry.

Pre-notification—PLCAA supports a proposal to require commercial applicators to pre-notify the following people one day in advance of intended applications: customers (if applicable); people on the Notification Registry that are adjacent to the customer’s property; or an appropriate school authority.

Posting—PLCAA supports national posting requiring commercial applicators and do-it-yourselfers affix a posted marker at the primary point or points of access to a property at the time of chemical application.

Don’t let your next dig be your last.

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The 8840 - 8850 models pinpoint underground cables and pipe, keeping you from serious injury and considerable financial loss.

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ONCE was developed using our OSMOCOTE® resin coating technology, the leading controlled release fertilizer worldwide. This unique system meters nutrients continuously—every day—for a full season.

Because release is based only on temperature—not water, pH, or bacteria as with other fertilizers—nutrient availability matches turf and plant growth needs.

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Industry urged to keep pressure on Congress to get pre-emption on fast track in fiscal 1992

The Federal-State Pesticide Regulation Partnership Act of 1991 may remain buried in committee in 1992. Thousands of professional pesticide users—from lawn applicators to farmers—would rather see action, now. But 1992 is an election year. Issues such as health care and the state of the nation's economy hold the public's attention.

Admittedly, the Federal Insecticide, Fungicide, Rodenticide Act (FIFRA) is not a glamorous vehicle for attracting voter attention and support. Bluntly, FIFRA is dull—even if it is up for reauthorization this year. (Look for a one year extension, instead, say sources in Washington D.C.)

And the Partnership Act is a pesticide pre-emption proposal to amend FIFRA, to keep (pre-empt) cities and towns from passing their own pesticide use regulations.

In the U.S. Senate, the pre-emption proposal is referred to as S. 2085 (sponsored by Sen. David Pryor, D-Ark.), and in the House as H.R. 3850 (sponsored by Rep. Charles Hatcher, D-Ga.). The measures are identical.

Passage of the Partnership Act could end the uncertainty caused by the the U.S. Supreme Court's ruling in June 1991 that FIFRA does not prevent town and cities from passing their own pesticide-use laws.

At least that's what the green industry—particularly applicators and chemical suppliers—believe will happen. And hope for. The intent of S. 2085 and H.R. 3850 is clear: "A local government shall not impose or continue in effect any requirement or regulation regarding pesticides or devices."

But its passage is not imminent.

"Our goal is to put enough pressure on through co-sponsorships on the senate and house side for the committee chairman to realize something should be done now, instead of waiting a year," says Allen James, executive director of Responsible Industry for a Sound Environment (RISE), a pro-industry group.

Richard Tice, left, of Greenkeepers/T&L Lawn Service and fellow lawn care professionals from Connecticut sought pesticide pre-emption support from Sen. Christopher J. Dodd (D-Conn.). Twenty-five representatives traveled from Connecticut to Washington D.C. to also meet with Sen. Joe Lieberman (D-Conn.), lawn care's harshest critic on the Hill.
Granular control for insects. Because you never know which way the wind will blow.

To control surface and soil insects as you feed, nothing works harder than Lebanon granular fertilizers with DURSBAN* insecticide. They spread evenly, without drifting or leaching through, to eliminate chinch bugs, ants, weevils and fleas, as well as ticks that can carry Lyme disease.

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For more information, contact your Lebanon sales representative or local Lebanon Turf Products distributor. Or simply call 1-800-233-0628.
Good argument for pesticides: we’re living longer than ever

‘I just hope the lawyers allow that technology to happen.’
—John Stossel

NEW ORLEANS—If ABC-TV environmental reporter John Stossel were a golf course superintendent or landscaper or lawn care operator, here’s what he’d tell his customers:

“We are exposed to more dangerous chemicals than ever before. The result? We’re living twice as long as we were 100 years ago! And what gave us this longer lifespan? Technology. I just hope the lawyers allow that technology to happen.”

Stossel tried to put everything in perspective following presentations by Jay Feldman of the National Coalition Against the Misuse of Pesticides (NCAMP) and Victor Kimm of the U.S. Environmental Protection Agency (EPA), at the annual GCSAA conference here last month.

“Sixty people a year die fishing,” he continued. “Should we outlaw fishing? Should the regulators decide? I think you should give people information and let people decide.”

Feldman addressed the overflow session first. He pretty much went by the book—his book—in citing what he considered to be problems with pesticide use in this country:

- 602 of 620 pesticides slated for EPA re-registration still haven’t been reassessed.
- Studies in Nebraska and Kansas, and the National Cancer Institute’s study on dogs, point to a relationship between certain pesticides and non-Hodgkin’s lymphoma.
- Pesticides in groundwater: “The more we look, the more we find.”

Feldman admitted he has little confidence in the EPA.

“The EPA assumes a perfect world,” he noted. “We cannot rely on the EPA because it doesn’t assure safety. We need to question the benefits of pesticides. We’ve assumed the benefits are there.”

Kimm observed that NCAMP and the EPA “share the goal of becoming less dependent on pesticides.

“There are more tests on pesticides going on today than at any point in history,” he said. “It is absolutely certain in my mind that some of that testing is going to show us new perceptions of risks about chemicals. We will then be able to change, alter or eliminate those risks that constitute unreasonable risks.”

The EPA will decentralize as much as possible, Kimm noted:

“The heart of our plan is state control. We’re anxious to see states develop management plans that are constantly under scrutiny. This is the only applicable long-term strategy.”

—Jerry Roche

Victor Kimm of the EPA (left) and John Stossel of ABC-TV (right) confer while Jay Feldman of NCAMP (not pictured) calls for more strict federal legislation to regulate pesticide use in the United States.

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Writer question product claims, p. 52
Effluent great for turf, p. 56
More contractors rent equipment, p. 56