Hit a Green Industry Expo (GIE) bull's-eye on the first try.

How? Sign up for any of three educational conferences offered by the GIE sponsoring associations—ALCA, PLCAA and PGMS—and you can “shop” the green industry’s leading national trade show FREE! What a deal. You can mix and match sessions on management, marketing, customer service, landscaping, lawn care and grounds management techniques. Expert speakers available on all green industry topics—you just sign up once, and pick and choose your schedule.

All for ONE great price.

For more information on educational conferences held in conjunction with the GIE, FAX or mail your request with this coupon. We'll let you know real quick how you can learn and save at three national conferences during “A Show So Big, It Could Only Be Held in Texas”—GIE, that is.

Hit a Bull’s-Eye...
Request Conference & GIE information Today!
Mail or FAX coupon to: Conference Information, 120 Cockeysville Road, Suite 104, Hunt Valley, MD 21031/FAX (410) 584-9756.

Name
Title
Company
Address
City/State/Zip
Phone ( ) FAX ( )
Here comes a new tick-borne illness. HGE symptoms are more severe than Lyme disease, and they appear sooner.

by James E. Guyette
Contributing Editor

Landscape managers are being alerted by public health officials that another tick-borne illness is being carried by deer ticks. The symptoms are similar to Lyme disease, but the sickness strikes much sooner.

So far, the ailment has struck about 60 victims in New York, Minnesota and Wisconsin. However, it is difficult to diagnose—and there may be considerably more cases that have yet to be detected, according to Dr. Yasuko Rikihisa, a professor of veterinary microbiology at Ohio State University.

"The bacteria that cause the disease have not been isolated, and they can only be identified by DNA analysis of a victim's blood," she reports. "The disease has probably existed for years, but we just haven't known how to diagnose it."

The illness—human granulocytic ehrlichiosis (HGE)—attacks victims' white blood cells like a virus, causing the immune system to weaken, Rikihisa says. A weakened immune system makes people susceptible to other illnesses. These secondary sicknesses are what have thus far claimed four lives in the United States.

"If you have been bitten by a tick and are experiencing flu-like symptoms that your doctor cannot diagnose, have the doctor check to see if it could be HGE," Rikihisa says. "Always be sure to tell a physician that you have been bitten by a tick if flu-like symptoms arise."

The bacteria involved are similar to types that have caused illnesses in animals for years, and a customer's pet stricken with these diseases can experience fever, depression, weight loss, bleeding and even death. The dog tick can be a carrier of this.

A person coming down with HGE will become sicker much sooner than someone suffering from Lyme disease, which is the nation's leading tick-borne illness. "Lyme disease is a chronic disease and it can be present in the body for weeks, months or even years before symptoms appear," says Rikihisa. "HGE is an acute disease occurring in the blood, so symptoms will show up much more quickly."

HGE, like Lyme disease, is easily treatable with antibiotics once it is diagnosed. The sooner HGE is spotted, the better chance there is of effective treatment before a secondary illness moves in.

Standard tick treatments will defeat the deer tick, and landscape managers and their clients are advised to check themselves for ticks when in tick-infested areas.

Environmental awards deadline is Oct. 31st

BURNSVILLE, Minn.—Closing date for the fourth annual Environmental Steward Awards is Oct 31, 1995, according to their four sponsors: Ciba Turf & Ornamental, Rain Bird, Jacobsen Division of Textron and Lebanon Turf Products.

Entry forms are available from any of the sponsors, program coordinator Ceres Communications or in the September issue of Golf Course Management, the monthly magazine of the Golf Course Superintendents Association of America.

Awards are given in three categories: public, private and resort golf courses. One national winner is selected in each, and up to 24 regional winners are also chosen. Merit winners may be selected at the judges' discretion.

Last year, 31 superintendents received the awards, which were created to recognize work in protecting and enhancing local environments.

"Promoting environmental stewardship...is the primary reason we helped create the program, and that's one of its major functions," says Bill Liles of Ciba, one of the program's founders.

Dial One to try landscape again

LOS ANGELES—Dial One Inc., a property-care franchise operation, says it's ready to expand again.

Dial One says it's recruiting landscapers, plumbers, roofers, carpet cleaners and a wide variety of other established local contractors to join the franchisees now licensed under the Dial One name.

Dial One took off with a bang about 10 years ago but ran into trouble when it expanded too quickly. Its new management team, led by President and CEO Dennis Galloway, says the company has charted a course of controlled growth.

Dial One will enter the San Francisco/East Bay market early this fall. That model will then be used in other cities to build the network system into a national provider of multiple services for residential and commercial properties, says Galloway.

For more information: Dial One Inc., 1036 Taft Ave., Orange, CA 92665.
NEW FINALE HERBICIDE WORKS.

FINALE KILLS WEEDS IN 1 TO 4 DAYS

Seeing dead weeds proves its effective control. FINALE® gives results in as few as 1 to 4 days, versus the 7 to 14 days required with Roundup®. So why wait when you can use FINALE?

FINALE. ECOLOGICAL FEATURES

FINALE degrades rapidly* in the soil into naturally occurring compounds. It has no soil residual activity and there is no root uptake.

FINALE EFFECTIVE BROAD SPECTRUM CONTROL

A nonselective herbicide, FINALE provides effective control of broadleaves, grasses, sedges, and woody species.

FINALE. BECAUSE RESPONSIBLE VEGETATION MANAGEMENT INCLUDES THE ENVIRONMENT

IMPORTANT: Please remember always to read and follow carefully all label directions when applying any chemical.

*Under natural conditions the half life of FINALE in soil and water (DT50) is between 7 and 20 days, depending on temperature, aerobic conditions and microflora.

Roundup is a registered trademark of Monsanto Company
GCSAA finally gets Paul Harvey’s ear—but to little avail

Pat Jones of the Golf Course Superintendents Association of America had a chance to corral national radio commentator Paul Harvey at the most recent outdoor power equipment Expo in Louisville, Ky.

“His opinion is that golf course superintendents are ‘good old boys’ off the farm whose livelihood depends entirely on making golfers happy,” Jones says. “Of course, that flies in the face of all our research.”

Harvey has taken potshots at the golf superintendents’ fraternity on several occasions during his nationally-syndicated program.

“He said that he won’t back off until it’s proven to him that there’s no risk to birds and wildlife from the products that superintendents use on the course,” says Jones. “Of course, if he really means ‘no risk,’ we’ll never achieve that.”

Jones sent Harvey some material on the GCSAA and its membership. “We hope to hear from Mr. Harvey soon and get a chance to talk to him again,” says Jones.

Landscapers get around

Landscaper Marvin Gross of Marvin’s Gardens, Sarasota, Fla., spent five weeks in the Egyptian desert earlier this year. He helped design a landscape plan for a village, through the auspices of the International Service Executives Corps. “Third World countries are not well-versed in anything,” says Gross. “They don’t use any machinery; everything’s done by hand, much like it was 5,000-6,000 years ago. They need a lot of help.”

The city of Atlanta declared May 22nd “Post Properties Day” because of its commitment to preserving Atlanta’s green environment by dedicating a bicentennial tree at Post Lenox Park Apartments. “We take great pride in our planning, construction and landscape,” says Post CEO John Williams, “and when we can preserve historical, landmark trees in the process, that just makes our work more rewarding.”

After five years of pushing for legislative reform, John T. Hermes, co-owner of Hermes Landscaping, Lenaxa, Kans., lobbied for successful passage of a tax law change that allows nurseries in Kansas to receive the same tax considerations as other agriculture producers.

Bill Bradshaw, owner of Bradshaw Landscape in Houston, has been named a delegate-trustee to the Galveston Bay Foundation.

But not forgotten...

Don Sweda, past president of the northern Ohio chapter of the GCSAA, passed away Aug. 7. Sweda, who was also immediate past president of the Ohio Turfgrass Foundation, was superintendent at Columbia Hills (Ohio) Country Club after having spent 16 years as super at Beechmont Country Club in Beechwood, Ohio. He suffered a stroke July 28.

Golf course architect James G. (Jim) Harrison, whose career began with the legendary Donald Ross at Pinehurst in 1921 and spanned 60 years, died July 21 in Monroeville, Pa. Harrison, 95, was one of the few to serve two terms as president of the American Society of Golf Course Architects. During his career, he designed more than 70 courses, about 45 of which are in Pennsylvania.
American Cyanamid
And I Want to Give You $10,000.

Details October 1st.
SPORTS TURF...Lofts Seed has just released a free, 22-page guide to the selection of turfgrasses for sports turf. The guide is geographically arranged, and encompasses a full range of recommendations on turfgrass use for leisure activities (tennis, croquet), athletics (football, soccer) and non-athletic areas (campgrounds, parking areas). To get your copy, write Lofts Seed, 347 Elizabeth Ave., Somerset, NJ 08873 or phone (800) 526-3890, x250.

FLOWER REFERENCE...The 1995-96 Garden Plant Book is the Flower Council of Holland's latest full-color photo reference guide. The handy 92-page book is a guide to 394 garden plant varieties. Its cost is $9.95. Orders must include a check or money order payable to Public Relations Marketing. Mail payment to Public Relations Marketing, Holland Plants Dept., P.O. Box 749, Glenwood Landing, NY 11547. For more information, phone Joan Hahn or Bob Perilla at (516) 621-3625.

STARTING A BUSINESS...The Associated Landscape Contractors of America has updated its popular "Guide to Developing a Landscape Maintenance Business," with 19 chapters on customer service, total quality, banks and banking, financing, pricing, market potential, estimating, costing and site specifications. Price is $55 for ALCA members and $80 for non-members. Send your order to ALCA, 12200 Sunrise Valley Dr., Suite 150, Reston, VA 22091 or phone (800) 395-2522.

GOLF GREENS..."Diagnostic Turfgrass Management for Golf Greens" by Tom Mascaro is a textbook outlining the tests that can be performed on under-performing greens, how to monitor greens, and recording information on specially-designed record charts. The text has 106 color photographs. For more information, contact Turfgrass Products Publications, 4740 NW 12th Ave., Oakland Park, FL 33334; (800) 258-7477.

IMPATIENS REFERENCE...Ball Publishing now has "New Guinea Impatiens: A Ball Guide" that features a 16-page color section containing 84 color photographs of key pests and diseases and new cultivars of New Guinea impatients. For more information, phone (800) 456-5380; outside U.S. (708) 208-9089.

SMALL BUSINESS..."The Legal Guide to Starting and Running a Small Business" is published by attorney Fred Steingold. The 8½"x11" paperback retails for $24.95. Information included: raising money for a new business, limited liability companies, handling business debts and small business bankruptcy. For more information, phone (800) 992-6656.

WOMEN'S TEES...Alice Dye, a respected member of the American Society of Golf Course Architecture, reviews current research on a two-tee golf system for women, explains why the system is gaining momentum, illustrates how to create the tees and breaks out typical construction costs. The poster is available from the ASGCA for $5. Send payment and your name and address to: ASGCA, 221 N. LaSalle St., Chicago, IL 60601.

SUPPLIERS CORNER

- DowElanco has launched a public relations campaign to counter adverse national publicity about the safety of Dursban products.
  The company is cooperating with the Environmental Protection Agency "charged with the regulation of both existing products and new technology which we hope to bring into your marketplace in the near future," says a DowElanco press release.
  "DowElanco has an exemplary record when it comes to defending its products in court," says the release. "Extensive scientific data and 30 years of toxicological history establishes that Dursban is not going to cause injury when used appropriately. Using these facts, combined with an aggressive litigation approach, we have never lost a lawsuit involving Dursban products."
- The John Deere Team Championship Golf Tournament will be held at Wild Wing Plantation in Myrtle Beach, S.C. on Oct. 26-28. Thirty-six competing teams have already won their local qualifying tournaments. Finalist teams are composed of the golf course superintendent, golf professional, club manager and club president.
- Zeneca Ag Products will spend $34 million to complete manufacturing facilities for a major fungicide, coded 5504, by the third quarter of 1996.
  According to Vern Hawkins of Zeneca, 5504 is a very broad-spectrum, low-rate product that will have applications in turf. It represents a new class of chemistry.
- Redexim, the company that developed the Verti-Drain deep-tine soil aeration machine, is pursuing litigation in this country against a former distributor, Southern Green, that markets the "Soil Reliever" aerator. Redexim is bringing suit for infringement of its patent and trademark rights. The Verti-Drain product line is represented by North American distributor Emrex, Inc.
- Lesco reported record second-quarter sales of more than $71.4 million, an increase of 18.1 percent over the same 1994 period.
  Cool, wet weather in the Northeast and Midwest in the spring of 1995 were responsible for the record sales, according to President, Chairman and CEO William A. Foley. The company also opened 11 additional service centers to bring its total of 169.
- Dr. Michael Kelty has been named senior vice president, Professional Business Group, at the Scotts Company. He replaces Dick Stahl, who retired. Kelty joined the company in 1979 as a regulatory environmental advisor.
- Vermeer Manufacturing recently opened a seventh manufacturing plant for its rubber tire trencher products and directional boring equipment. The plant will add 200,000 square feet to the company's production capacity for a total of 1.4 million square feet—33 acres under one roof.
  Also, Doug Hundt is Vermeer's new national sales manager, in charge of all North American product sales.

INFO CENTER
Books, literature and videos for the green industry

HOT TOPICS
ALL THE ANSWERS FROM KUBOTA

When the question is how to work smarter, Kubota gives you multiple choices!

Kubota’s new L-35 has performance features that include a GST transmission for clutchless shifting on the go through all 8 forward and reverse speeds, hydrostatic power steering, and a roomy ISO-mounted operator’s platform that reduces vibration. An optional hydraulic port offers the versatility to use hydraulic breakers and other tools.

The rugged B-20 offers a liquid-cooled 20 HP diesel engine with hydrostatic transmission, integral power steering, and standard 4WD for greater traction and power.

Both the B-20 and L-35 feature a loader-integrated reinforced frame that withstands rigorous work. Loader operation is simplified with a single-lever control, and the durable backhoe can be attached or detached in just a few minutes without the use of any tools. For even more versatility, a Rear-PTO and 3-point hitch capacity allow you to till, scrape, mow, and more.

When the question is how to work smarter, Kubota responds to your needs with tractors that are at the top of their class!

<table>
<thead>
<tr>
<th>Feature</th>
<th>B20</th>
<th>New L35</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kubota Diesel Engine, (gross HP)</td>
<td>20</td>
<td>35.1</td>
</tr>
<tr>
<td>Hydraulic Pump Capacity, (gpm)</td>
<td>12.7</td>
<td>17.3</td>
</tr>
<tr>
<td>Loader Lift Capacity, (lbs)</td>
<td>926</td>
<td>1,653</td>
</tr>
<tr>
<td>Loader Breakout Force, (lbs)</td>
<td>1,543</td>
<td>2,744</td>
</tr>
<tr>
<td>Loader Maximum Lift Height, (in)</td>
<td>85&quot;</td>
<td>105.5&quot;</td>
</tr>
<tr>
<td>Backhoe Digging Depth, (in)</td>
<td>92.9&quot;</td>
<td>111.3&quot;</td>
</tr>
</tbody>
</table>
**PRODUCT REVIEW**

**Ear plugs feature bright colors and soft surface**

Two foam ear plugs from Moldex-Metric, Inc. feature a new shape and extra-soft, extra-light foam.

The ear plugs—Softies and SparkPlugs—were designed for easy insertion and a comfortable fit. They feature a flared base that makes removal simple. The smooth foam is non-irritating and non-allergic, and requires less pressure to seal the ear canal, according to the company.

SparkPlugs come in a variety of bright colors in order to make compliance checks quick and simple. Softies are bright gold. Both ear plugs are available on a cord.

Softies and SparkPlugs are packaged one pair per paper pouch, 200 pairs per dispenser box and 10 dispenser boxes per case. Plugs with a cord are packaged one pair per polybag, 100 pairs per dispenser box and 20 dispenser boxes per case.

Circle No. 193 on Reader Inquiry Card

**Respirator offers dust and mist protection**

A dust and mist particulate respirator from 3M is designed for workers with smaller facial features.

The 3M brand No. 8110 dust and mist respirator has a smaller shell size that is 20 percent smaller than the standard 3M brand No. 8710 respirator.

The respirator features a lightweight filtering face piece that should increase potential wear time. A padded nose foam strip and an adjustable metal nose clip offer both comfort and a secure fit, according to 3M. The respirator was designed with a low profile so it would be compatible with eye and hearing protection.

The respirator is NIOSH/MSHA approved for dusts and mists. It offers protection to mists and particulate substances that do not produce harmful vapors. It is not intended to be used for protection against paint spray, welding fumes, gases, vapors, asbestos or sandblasting.

Circle No. 192 on Reader Inquiry Card

**Wide-brimmed hats give greater sun protection**

The American Horticultural Society is promoting Headhunter’s Ultimate Lifeguard Hat for sun protection.

The hat features a five-inch brim that provides ample shade for the head, face, ears, nose and neck, according to Headhunter. The tightly woven palm weave does not allow UV rays to penetrate to the wearer’s skin.

An interior sweatband was added to provide a snug fit, and six ventilation holes help cool the wearer’s head.

A portion of all sales benefit the American Horticultural Society and the Skin Cancer Foundation.

Circle No. 194 on Reader Inquiry Card

**Four micronutrients in one handy product**

A new line of turf and ornamental micronutrient fertilizers under the Turfgo label are called “FEature” and “Double FEature.” They are a unique combination of fully-chelated elements, according to United Horticultural Supply.

Both products contain 12 percent nitrogen, six percent iron, five percent sulfur and one-half percent magnesium. FEature has two percent manganese and Double FEature has one percent manganese and one percent zinc.

Double FEature is formulated specifically for soils deficient in zinc, particularly those west of the Mississippi River.

The products, the result of almost 20 years research and development of micronutrients, help supply turf and ornamentals with liquid magnesium.

“Magnesium is the central ion in the chlorophyll molecule and is essential in the synthesis of chlorophyll, which gives turf and ornamentals their dark green color,” says Neal Howell, who developed the products for UHS.

Circle No. 191 on Reader Inquiry Card
Tackifying agent meets environmental standards

RMBplus tackifier replaces asphalt emulsions as an environmentally safe, easy-to-apply fixative and bonding agent for holding seed and mulch in place.

The product is blended to comply with state and federal EPA, SCS, DEP and DOT agency standards. It is an effective, low-cost solution when used with hay, straw, paper and wood fiber during hydraulic seeding and power mulching. After use, a simple water cleanup is all that is needed.

RMBplus contains a polymer that prevents breakdown or softening during rain and is an effective soil stabilizer, growth stimulator, soil moisture retaining agent and fiber mulch lubricant. It does not encourage mold or bacteria growth.

Circle No. 195 on Reader Inquiry Card

Rear discharge mower designed for safety and side-discharge benefits

Land Pride has attempted to combine the benefits of a side-discharge mower with the safety of rear-discharge in their new 15 Series rear discharge grooming mower.

The mowers come in 48-, 60- and 72-inch widths and provide a cut comparable to a walk behind mower, the company says. The mowers also feature clevis point hitch points for easy hookup. A three-point feature and four-gauge wheel design were added to allow the mower to hug contours.

The rear discharge feature allows for safer mowing, Land Pride says. Clippings and debris are thrown close behind the mower, avoiding streets, sidewalks and landscaping.

Circle No. 198 on Reader Inquiry Card

Three low-voltage lights are safe and effective

Malibu offers three new low-voltage light fixtures for outdoor use: a low-profile well light, a low-profile tier light and a low-profile flare light.

The well light features a shade that conceals the light source while creating highlights and shadows on the undersides of leaves and branches. The shade can be removed in order to disperse light over a broader area.

The light is also smaller than typical well lights, allowing it to be used in locations where large well lights would be impractical, according to the company.

The tier light features a contemporary design and a four-inch diameter shade that directs light downward. Illumination is projected to the base of the fixture and eliminates the possibility of glare striking the user’s eyes.

The low-profile flare light was designed to accent gardens, driveways, sidewalks and decks. It features a wide shade and base, plus a translucent, flared lens.

All three components are constructed of a weather-resistant, high-impact, non-corrosive polymer. They are installed with seven-watt bulbs and use Intermatic’s Fast Lock II cable connector.

Circle No. 197 on Reader Inquiry Card

Software package designed exclusively for golf courses

GCS for Windows, by Incircuit Development Corp., is the only true Microsoft Windows software package specifically for golf course applications.

The system combines several management functions, including chemical and fertilizer data, personnel data and financial information. Other features include:

- inventory/preventive maintenance;
- calendar; math; vegetation library;
- references and work orders.

Sections are easy to use and understand. Data can be automatically shared to minimize data entry.

Circle No. 196 on Reader Inquiry Card

Rain gauge combines accuracy and simplicity

A compact electric rain gauge from Innoquest provides accurate indoor readings to 0.01-inch resolution.

The gauge provides a record of each rainfall as well as a cumulative total on a battery-operated display. Memory can be reset with the touch of a button without having to empty the unit. The collector was designed to be rugged enough to withstand the elements year round.

The rain gauge was designed to provide the accuracy that professionals require while still allowing simple installation.

Model DRG-6VB comes complete with mounting hardware and 40 feet of connecting wire.

Circle No. 199 on Reader Inquiry Card

continued on page 40
**PRODUCTS** from page 39

**Safety glasses look sporty, offer UV, debris protection**

Elves UniWraps are designed to look and feel like sports glasses, but have the features of an ANSI-tested safety glass.

The polycarbonate lens is molded to a base six curve and curves around the face to give coverage of both front and sides. UV-absorbing lenses make these glasses suitable for outdoor applications.

The UniWraps glasses come in a variety of hot frame colors and are available with clear, gray and flash mirror lenses.

Circle No. 206 on Reader Inquiry Card

**Digital plan measure has many new features**

Calculated Industries, Inc., has a new, more powerful version of its Scale Master multi-scale, digital plan measure.

The Scale Master II was designed to simplify take-offs from architectural and engineering drawings. Its new features include 50 Imperial and 41 metric scales, custom scaling so users can define their own scale and an auto-count value that enables users to know how many times a specific distance has been rolled.

A constant key allows users to add or subtract a constant value to the distance measured. With an optional PC interface, data can be entered directly into spreadsheets and estimating programs.

This model also features a larger LCD with easier-to-read digits than past models. Additional features include 40 percent more choices in available units, a memory function, the ability to display larger values and a dedicated metric mode switch.

Circle No. 208 on Reader Inquiry Card

**IGR shown to work on variety of ornamentals**

Citation, Ciba Turf & Ornamental Products’ insect growth regulator, has been shown in tests to effectively control shore flies and fungus gnats on a wide variety of ornamentals, according to the company.

Citation’s recently expanded label now permits growers to control Dipterous leafminers and fungus gnats in landscape ornamentals; container-grown ornamentals; greenhouse- and shade-house-grown ornamental bedding plants; and ornamental crops and interiorscapes.

The product may also be used to control shore flies on greenhouse-grown ornamental crops and interiorscapes.

The old label only included control recommendations for leafminers on container-grown chrysanthemums in greenhouses.

Circle No. 209 on Reader Service Card

**New generation of creeping bent is now available**

Tee-2-Green Corp. will release in 1995 a new generation of creeping bentgrasses developed by Dr. Joseph M. Duich, formerly of Penn State University.

Unlike Tee-2-Green’s earlier bentgrass releases (Penncross, Pennlinks, etc.) the six new cultivars will all bear letter/number codes. They have been developed exclusively for use on golf course greens.

The varieties are A-1, A-2, A-4, G-1, G-2, and G-6; and they are typically lower growing and must be maintained at a cutting height of ¼-inch or less.

These new varieties are dense and fine-leaved, with an upright growth habit to meet the demands of quality and image-conscious superintendents.

This new generation of creeping bents—from parental clones collected in the Southeastern U.S., have low fungicide and nitrogen requirements. Their fine, dense putting surfaces strangle *Poa annua* before it has a chance to take hold, says Tee-2-Green.

Circle No. 210 on Reader Inquiry Card

---

**Buildings have fire rating, safety**

FireShield two-hour fire-rated buildings from Safety Storage, Inc., are available for the storage and dispensing of chemicals and hazardous materials.

The prefabricated, relocatable FS Series includes eight different models in sizes ranging from 44 to 400 square feet of floor space, with storage capacities of up to one hundred 55-gallon drums or 200,000 lbs. of bulk materials.

Standard features include welded, unitized construction, up to 1,675 gallon spill containment sump, removable floor grating and chemical resistant coating inside and out. Air inlet vents are equipped with 1 ½-hour UL-classified fire dampers.

A full range of options is available including heating and air conditioning, exhaust ventilation, stainless steel interior lining, interior and exterior lighting, dry chemical fire suppression system, interior walls and shelving.