

# LANDSCAPE management

A proud member of these green industry  
professional organizations:



**Associated Landscape Contractors of America**  
12200 Sunrise Valley Dr., Suite 150, Reston, VA  
(703) 620-6363



**American Association of Nurserymen  
(National Landscape Association)**  
1250 I St. NW, Suite 500, Washington, DC 20005  
(202) 789-2900



**Golf Course Superintendents Assn. of America**  
1421 Research Park Dr.  
Lawrence, KS 66049-3859  
(913) 841-2240



**Independent Turf and Ornamental  
Distributors Association**  
1217 Wayburn  
Grosse Pointe Park, MI 48230  
(313) 331-7739

**International Turfgrass Society**  
Crop & Soil Environmental Sciences, VPI-SU,  
Blacksburg, VA 24061-0403  
(561) 996-3062



**National Arborist Association**  
The Meeting Place Mall, P.O. Box 1094,  
Amherst, NH 03031-1094  
(603) 673-3311



**National Golf Foundation**  
1150 South U.S. Highway One, Jupiter, FL 33477  
(407) 744-6006



**Ohio Turfgrass Foundation**  
P.O. Box 14824, Columbus, OH 43214  
(614) 261-6750



**Professional Grounds Management Society**  
120 Cockeysville Rd., Suite 104,  
Hunt Valley, MD 21031  
(410) 584-9754



**Professional Lawn Care Association of America**  
1000 Johnson Ferry Rd., NE, Suite C-135,  
Marietta, GA 30068-2112  
(770) 977-5222



**Responsible Industry for a Sound Environment**  
1156 15th St. NW, Suite 400,  
Washington, DC 20005  
(202) 872-3860



**Sports Turf Managers Association**  
1375 Rolling Hills Loop, Council Bluffs, IA 51503-8552  
(712) 366-2669; (800) 323-3875



**Turf and Ornamental Communicators Association**  
P.O. Box 156, New Prague, MN 56071  
(612) 758-5811

## new Publication!

This new single-source reference provides  
the most current and comprehensive  
information on the basics of turfgrass and  
landscape management available today!

The  
Landscape  
Management  
Handbook

## The Landscape Management Handbook

edited by William E. Knoop

125 pages, softcover. Item #LSMB830 \$34<sup>95</sup>

**The Landscape Management Handbook** provides  
a unique, single-source reference of comprehensive  
information on a variety of turf and landscape topics.  
It's an ideal handbook for golf course and lawn care  
superintendents and crew members, and is also  
appropriate for schools that teach basic turf and  
landscape management.

**Call 1-800-598-6008**

Fax: 218-723-9146 • Outside the U.S. 218-723-9180

ADVANSTAR MARKETING SERVICES • Customer Service Dept. • 131 W. 1st St., Duluth, MN 55802  
Shipping/Tax: UPS—add \$5 per order; plus \$1 per additional book. International, Hawaii, Alaska,  
Canada and expedited shipments—call for rates. Residents of CA, CT, GA, IL, MN, NJ, NY, OH and  
TX must add sales tax. Prices subject to change. CODE: 950072

INFORM ♦ INTRODUCE ♦ INFLUENCE ♦ INSTRUCT

## REPRINTS

Reprints of *Landscape Management*  
articles, advertisements, news items or special  
announcements are available through Advanstar  
Marketing Services. Customized to meet your  
specific needs, reprints are highly effective when  
you use them to:

- Develop direct-mail campaigns
- Provide product/service literature
- Create trade show distribution materials
- Present information at conferences and seminars
- Train and educate key personnel, new hires
- Enhance press kits
- Compile reference materials
- Track trends and emerging technologies

ARTICLES  
NEWS ITEMS  
ADVERTISEMENTS

**LANDSCAPE  
management**

ADVANSTAR MARKETING SERVICES  
1-800-736-3665  
216-891-2744  
FAX: 216-891-2740

## Gypsum for calcium

*I am somewhat familiar with gypsum, and its use as a deicing material. A local lawn care company is applying the gypsum over the entire lawn. Any idea why?*

—CANADA

Gypsum—or calcium sulfate—is recommended when large amounts of calcium are desired without an increase in pH. Although gypsum releases a significant amount of calcium, the pH of the soil solution may actually be reduced slightly because of the release of sulfate.

The most common use of gypsum in the U.S. is the treatment of sodic soils which often result from contamination with salt water or deicing salts containing sodium. Sodium in low concentrations is toxic to plants and sodium ions disperse the mineral colloids, which then develop a tight, impervious soil structure. Calcium from gypsum replaces sodium on the exchange complex allowing excess sodium to be leached from the soil.

This replacement serves to flocculate the soil and increase its permeability.

The soil structuring ability of gypsum on sodic soils has led to the belief that gypsum will improve the structure of soils in general. However, gypsum has this effect only in soils deficient in calcium, particularly those with excess sodium.

Gypsum is recommended to minimize injury from deicing salt applications near turfgrass, shrubs and trees. If you are considering this, aerify the lawn

and then apply gypsum. This should help move the product deep down into the aeration holes and provide better results. Also, consider pre- and post-watering the areas to improve the performance.

## Trees and flooding: a preview

*Our June issue features an article by Drs. Rao, Beth Buchanan and C.J. Luley on the effects of flooding on landscape trees. For those of you currently experiencing long periods of standing water, we're including a preview of the article's main points. —ed.*

Trees may be uprooted by water current, blown over after the soil is saturated, or be chronically weakened by the event.

Eventually, they will be predisposed to secondary factors such as insects and disease. Factors that will determine the severity of the flood damage include:

**Season:** flooding is less detrimental to woody plants during the dormant season than during the growing season. If flood waters recede before the growing season, the water might actually stimulate growth.

**Duration of standing water:** Most trees can withstand only one to four months of continuous inundation of the root crown.

**Water level, movement and temperature:** Tree mortality is higher when exposed to standing water as compared to saturated soils. Flowing water usually has higher oxygen content. Cold water holds more dis-

solved oxygen.

**Sedimentation and scouring:** If silt and sand deposits of three inches or more cover the tree roots, the roots may be deprived of oxygen. Trees that have evolved on flood plains like cottonwood, bald cypress, tupelo, and black willow can withstand moderate siltation.

**Tree species and tree age:** Very tolerant species are able to survive deep, prolonged flooding for more than one year. They include bald cypress, black willow, boxelder, and eastern cottonwood. Tolerant species are able to survive deep flooding for one growing season.

**Somewhat tolerant trees** survive flooding or saturated soils for 30 consecutive days during the growing season.

The somewhat tolerant species include American elm, American holly, honey locust, red elm, and water oak.

**Intolerant species** can't tolerate more than a few days of flooding during the growing season without significant mortality. They include, bitternut hickory, black cherry, blackjack oak, black walnut, and flowering dogwood. **LM**

**Correction:** the insect control article on page 28 of our April issue listed *Conserve SC*, a product soon to be available from DowElanco, as being used at a rate of .08 lb. to 4 lb. of active ingredient per acre. The correct rate is .08 to .4 lb. ai/acre. The product is expected to be available by mid-1997 for use against sod webworms, black cutworms and armyworms. —ed.



**BALAKRISHNA RAO**

Manager of Research and Technical Development for the Davey Tree Co. Kent, Ohio

## SEND YOUR QUESTIONS TO:

"Ask the Expert"  
Landscape Management  
7500 Old Oak Blvd.  
Cleveland, OH 44130

Please allow two to three months for an answer to appear in the magazine.



# Tough Choice for Hard Hats

Two tough machines to get you into and out of tight spots. Our loader/landscaper tractors – the Kubota B21 with 21 horsepower and the L35 with 35 horsepower – give you two ways to go when you're moving dirt.

Both tractors are compact and powerful for working in close quarters. They feature a slanted, hard-nose hood and enclosed muffler for better visibility. A liquid-cooled diesel engine, power steering and 4-wheel drive are all standard features.

The B21 features a user-friendly hydrostatic transmission with 3-speed range. While the L35's new generation Glide Shift Transmission operates all eight speeds and reverse without clutching.

Integrally designed, the front loader on the B21



and L35 have a convenient single-lever/dual function control with an increased lifting capacity. The backhoe is a cinch to quick-attach while the rear PTO and 3-point hitch maximize

your applications. Dig, till, scrape or mow with one tractor. Both tractors are easy to transport on a utility trailer, so they go where you go. And this tough team is solidly built to Kubota's rigorous standards.

So, small wonder these compacts are the choice for breaking ground with contractors and municipal diggers everywhere. See your dealer today and size up these versatile compacts.

For more information, please write to:

## Kubota

**KUBOTA TRACTOR CORPORATION**

P.O. Box 2992, Dept. LM, Torrance, CA 90509-2992

or call Toll Free 1-888-4 KUBOTA ext. 403

(1-888-458-2682 ext. 403)

Financing available through Kubota Credit Corporation





WITNESS PROTECTION PLAN

For some, protection can be a matter of life and death. But when it comes to protecting your ornamentals, death is not an option if you use Surflan® herbicide from DowElanco. In fact, while being safe over the top of 400 types of ornamentals, it's still tough as nails on weeds. Surflan gives you extended control of 50 weeds such as crabgrass and goosegrass. It also strong-arms small-seeded broadleaf weeds



ORNAMENTAL PROTECTION PLAN

like chickweed and henbit - weeds that are usually untouchable. Plus Surflan can be used in many tank mixes. So when it comes to protecting ornamentals while killing weeds, let's just say we've got an offer you can't refuse. For further information on Surflan or any other product in the extensive line of DowElanco products, call 1-800-352-6776. Always read and follow label directions.

# Spring snows hit Northeast, floods drown Midwest

by TERRY MCIVER / Editor-in-chief

The temperature in Cleveland peaked at 74 degrees on Sunday, April 6. In North Dakota on that same day, snow drifts reached as high as 20 feet.

On April 18, North Dakota's Red River had crested at 54 feet, and Grand Forks residents didn't know when, or if, they'd ever make it back inside their homes.

Weather was the lead story in the minds of many green industry professionals in the east, northeast and midwest, as un-spring-like conditions prevailed.

Scott Buitta of American Lawn Care, Norwell, Mass., said the two feet of snow didn't interfere with his scheduling, because he expected it to happen.

"Some of the commercial companies had already been out there applying product," says Buitta. "It kind of shows you their timing. They've been out there a month. I was expecting something to happen. Last year we had eight inches the same week."

## The plows go back on

"We were all set for spring," said Michael Byrne of Byrne Brothers Landscaping, Inc., Essex, Mass. "We had taken off all the plow stakes on properties, and were scheduled to go to work on April 2."

Instead, the plows went back on, and Byrne's com-

pany had to handle a 32-inch snowfall.

"We had about 40 guys out shoveling," said Byrne, who teamed with one or two other companies to meet each others snow removal equipment needs, which was better than the municipal crews were able to do.

City crews in Boston were sharply criticized by residents for inept snow removal. The National Guard was called in to help remove fallen trees and utility poles, and residents were shoveling the streets to get to their cars.

"We thought we had enough plows," said Boston Mayor Thomas Menino.

## Turf disease pressure?

As far as disease pressure on New England turf, Gail Schumann, plant pathologist at the University of Massachusetts, says disease will likely be minimal since the turf was briefly covered.

"I've had a couple samples come in where the frost seems to be affecting some of the *poa annua*, but it isn't killing the plant, because the crowns are alive. It will probably come back when we get a stretch of warm weather. But with the weather, none of us should be doing any predicting," says Schumann.

"Many in the Northeast are telling me that the bent-



AP/WIDE WORLD PHOTOS

grass came through winter well. Even though it was a fairly open winter, it wasn't extremely cold."

## Town evacuated

North Dakota's troubles began with blizzards and super cold temperatures. Subsequent flooding hit parts of the Midwest on April 6 and continued for days. Fargo, N.D. was virtually shut down, as were state highways, due to blizzard conditions, and residents of Montevideo, Minn. were looking at a swollen Minnesota River ready to overflow its banks in chilly 40 mph winds.

Grand Forks, N.D., was evacuated during the third week in April.

"For the last couple weeks we've had our people out helping other people sand-bag," said George Sholy, of S&S Landscaping, Fargo, N.D. Sholy said many of his clients' properties were under water, but the worst damage

**Play snowball! A grounds worker pushes a snow blower across the infield of Boston's Fenway Park on April 1, 10 days before the home opener.**

was in Grand Forks, where the Red River crested at 54 feet.

Steve Snortum, owner of Snortum Nursery, Granite Falls, Minn., called the floods there "the worse since 1969.

"Bridges have washed out, the Salvation Army's here, and it's snowing so it's kind of bleak," said Snortum.

## Thinking positive

On the upside, Snortum predicted future business activity from lawn renovations, even though the profit margin on the service is low.

Also, the floods will obviously delay landscape installation projects.

"Renovations will be needed due to the mud; the

*cont. on page 18*



# The Word Is Spreading.

The word from Terra® is seed. With 14 different blends, we've got you covered on golf course fairways, roughs, non-play areas, lawns, landscapes, sports fields, parks, rights-of-way and commercial areas. The best of hearty, attractive bluegrass, perennial ryegrass and fescue varieties – scientifically blended to provide top performance. Every one is backed by



in-depth research, agronomic expertise, and quick delivery. Terra's high-quality seed and excellent selection of turf care products make Terra the one-stop shopping place for your turf needs. Talk to your Terra Professional Products representative today.

**Terra**  
 Terra Industries Inc.  
 P.O. Box 6000  
 Sioux City, Iowa 51102  
 1-800-831-1002  
 www.terraindustries.com

## &gt; HOT TOPICS

# 'Career Days' hits big numbers in Texas

**DALLAS**— Some students climbed trees. Others covered a parking lot with an irrigation grid. A few dozen tried their best to identify weeds and turf, while some made sales presentations to the pros.

It was all part of The Associated Landscape Contractors of America's 21st Annual Student Career Days competition, held at Richland College March 20-23.

A reported 550 students from 39 schools came in for the event, which each year tests the landscape and horticulture smarts of students enrolled in two- or four-year colleges across the country.

"This is definitely going to go down as one of the best Student Career Days we have ever had," said Career Days Chairman, Drew St. John, II, CLP, of St. John and

to a strong economy, a good central location and an enhanced awareness of ALCA and its curriculum programs across the country.

Students competed in 20 events that tested school teams on skills and ability to implement sound landscaping practices and principles, including design, sales skills and plant identification.

#### A look at the 'real world'

Mike McPherson of the Oregon Landscape Contractors Association helped judge the irrigation installation event.

"This gives you a chance to see how technical it can be," said McPherson. "It gives the students a good idea of what they're up against."

"Most of [the irrigation contestants] have a lot to learn. But that's what we expected," said another judge. "You can tell the people who have worked in the field from the ones who have had only book learning."

Mike Seneff, president of Plant Interscapes, attended the Sales Presentation competition, in which students were expected to "sell" a contract to a client, played by an industry professional.

"Most of the students took the presentations very seriously in terms

*cont. on page 21*

*SNOW cont. from page 16*

National Guard trucks driving across people's lawns; front-end loaders; and sand bag debris," said Snortum, whose business was not flooded.

"We normally begin to install landscapes about the second week in April. Right now we don't have a cash flow due to the blizzard and flooding. The one advantage to all this is that we have a great opportunity to get our garden store organized and the plants potted."

## PLCAA director job a hot item

**Jeffersonville, Ind.**—Lots of people want to be executive director of PLCAA, headquartered in Marietta, Ga. Within several weeks of advertising for a new executive director, the PLCAA search committee had received 178 responses.

"Frankly, I was surprised at the number," says Larry Messina, chairman of the search committee and PLCAA president-elect. Messina says the committee is narrowing its list of candidates, and hopes to present its recommendations at the PLCAA board meeting May 16-17.

The search committee advertised the opening in the *Washington Post*, *Atlanta Journal-Constitution* and *Chicago Tribune* newspapers in addition to several trade magazines directed at association officers.

"We have some excellent people who have applied for the position. We feel confident that when we get down to our final decision we will have a very, very qualified person," says Messina.

Ann McClure, who had served as PLCAA executive director for six years, left the job in April to manage the International Gas Turbine Institute.

## Green industry publisher dies at 76

**CLEVELAND**— James A. Nelson, who began *Weeds Trees & Turf* magazine—which was later renamed *LANDSCAPE MANAGEMENT*—died April 16 in a nursing facility in Lakewood, Ohio. Cause of death was a brain tumor.

Nelson began *Weeds Trees & Turf* and *Pest Control* magazines as part of his Trade Magazines, Inc. company, which also published books. Both magazines are now published by Advanstar Communications, headquartered in Cleveland.

[CLIPPINGS]



Ron, left, and Chris Kujawa of Kujawa Enterprises, were looking to hire 'just one good person' at Career Days. There were plenty of candidates to choose from.

Associates, Hattiesburg, Miss.

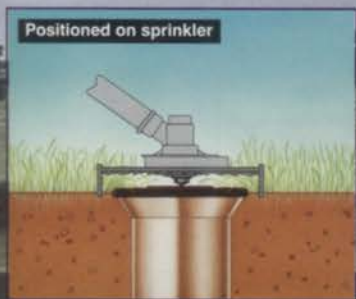
"We keep exceeding our expectations and goals. We had a 35 percent increase in participation over last year," reported St. John, who attributed the Career Days success



# POWERHEAD™

## THE NEW BRUSH CUTTER ATTACHMENT

- The most cost effective way to maintain sprinkler heads.
- A perfect cut sprinkler.
- Cleans and cuts in seconds.
- Frees valuable labor.
- Optimum use of valuable water.



The NEW brush cutter attachment from POWERHEAD will achieve a 10mm cut around your irrigation heads in under 4 seconds.

### Powerhead Distributor

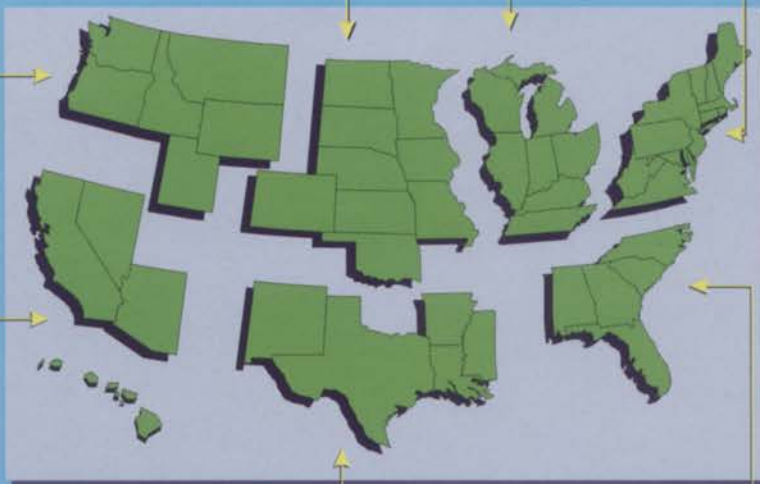


Pacific Division  
Phone: (503) 678-9000

Atlantic Division  
Phone: (410) 548-2200

Midwest Division  
Phone: (402) 330-1910

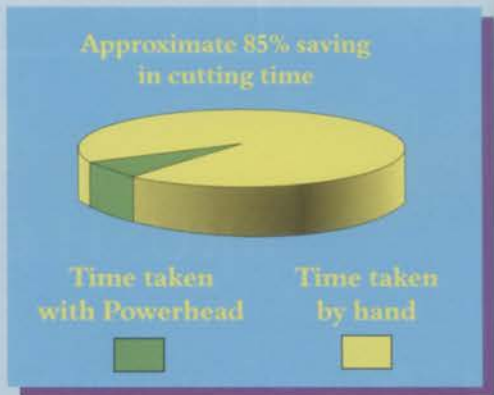
Great Lakes Division  
Phone: (317) 272-7110



Western Division  
Phone: (209) 253-5700

Gulf States Division  
Phone: (813) 664-0371

Southern Division  
Phone: (409) 731-1017



John Body  
Managing Director of  
POWERHEAD



'This simple and effective tool is for use in both golf and leisure maintenance. Satisfied customers acclaim Powerhead as being the most efficient way to keep irrigation heads clean of grass.'