



Outgoing president William Owen (right) congratulates '67 president Jack Daniels.

Licensing the Sprayer

"Too often, a sprayman studies for his license exam, passes the test, and then proceeds on an inadequate *continuing* study program," Ray McNiellan, agricultural extension agent from Multnomah County, Oreg., complained. "In the future, we will see the need for more specialized, prescription-type spraying demanding a depth of knowledge that may be unknown to us at this time."

McNiellan and Art Mehas, extension agent from King County, Wash., gave county agents' impressions of custom applicators they have known. "Many calls to the county agent's office indicate a breakdown in communication between the sprayman and his customer," Mehas remarked. "This situation can be prevented by a better organized person-to-person relationship between applicator and customer." As evidence of the problem, Mehas cited the extremely large turnover of customers between various spray companies.

Another problem area, seldom realized, was brought forth by Mehas when he noted that "many applicators are called on the carpet for supposed damage to plants which actually may have resulted from reactions of plant leaf surfaces to air pollutants. Being mindful of this is another way in which a sprayman can better his customer relations," the extension specialist concluded.

Spray Equipment Shown

An equipment display at the '66 Spray-O-Rama featured some

30 spray items, ranging from small pickup outfits to large (900 gal. to 1,000 gal.) rigs with several pumps. "This equipment serves best to illustrate the complexity of demand in our industry and a resultant need for versatility of application equipment and methods on the part of the 'pros' in the business," William Owen, '66 PNSA president, commented.

Spray gear was also discussed by a symposium session manned by Donald Mock, Shamrock Spray Service, Seattle, Wash.; Earl Parker, Jr., Chemical Spray Co., Dayton, Oreg.; and L. F. "Lew" Sefton, Sefton Spray Service, Portland, Oreg. These veteran spraymen agreed there is no optimum size for a given piece of equipment. It's a matter of the size and type of equipment an applicator chooses to use; one sprayman's large rig might be another's undoing, and vice versa.

"I have always found that if you can help a prospective customer, you can generally get the job to do the work for him," Ray Collier, Collier Spray Service, Portland, said in his talk on "How I Sell the Spray Business and You Can Too."

"If you show prospects what's wrong; show them their needs, and in doing so, demonstrate your own knowledge and ability, customers will come flocking to your door." This was Collier's advice to spraymen for using the "professional" approach to sell their services.

General interest speakers at the two-day meet included Del Snider, Taylor and Co., adver-

Meeting Dates



New Jersey Federation of Shade Tree Commissions, Annual Meeting, Haddon Hall Hotel, Atlantic City, Nov. 13-15.

Nebraska Association of Nurserymen, Annual Convention, Cornhusker Hotel, Lincoln, Nov. 14-15.

National Weed Committee of Canada, Western Section, Research Station, Canada Agriculture, Brandon, Manitoba, Nov. 29-Dec. 1.

Illinois Turfgrass Conference, University of Illinois, Urbana, Dec. 1-2.

Minnesota Nurserymen's Assn., 40th Annual Convention, Curtis Hotel, Minneapolis, Dec. 5-6.

North Central Weed Control Conference, Broadview Hotel, Wichita, Kans., Dec. 5-7.

Connecticut Nurserymen's Assn., Annual Meeting, Hotel Park Plaza, New Haven, Dec. 28.

North Carolina Association of Nurserymen, Short Course and Trade Fair, North Carolina State University, Raleigh, Jan. 1-3, 1967.

Northeastern Weed Control Conference, Commodore Hotel, New York, N.Y., Jan. 4-6.

Indiana Arborist Assn., Annual Meeting, Claypoole Hotel, Indianapolis, Jan. 4-6.

Pennsylvania-Delaware Chapter, International Shade Tree Conference, Annual Meeting, Nittany Lion Inn, University Park, Pa., Jan. 10-12.

Illinois Nurserymen's Assn., Annual Convention and Trade Show, Hotel LaSalle, Chicago, Jan. 15-17.

Virginia Nurserymen's Assn., Annual Convention, Williamsburg Lodge, Williamsburg, Jan. 15-17.

New York State Arborist's Assn., The Concord Hotel, Kiamasha Lake, N. Y., Jan. 15-17.

Maryland Nurserymen's Assn., Annual Meeting, Washington Country Club, Gaithersburg, Jan. 17-18.

Ohio Chapter, ISTC, Annual Meeting; Ohio Nurserymen's Assn., Winter Meeting; and Ohio State University Short Course for Arborists, Turf Managers, Landscape Contractors, and Nurserymen, Sheraton Hotel, Columbus, Jan. 23-26.

Virginia Turfgrass Council, Hotel John Marshall, Richmond, Jan. 24-25.

California Weed Conference, Hilton Inn, San Diego, Jan. 24-26.

Southern Weed Conference, Jung Hotel, New Orleans, La., Jan. 24-26.

Illinois Custom Spray Operator's Training School, University of Illinois, Urbana, Jan. 25-26.