



Lew Seflon



Portland, Ore., was the site of the annual Spray-O-Rama sponsored by the Northwestern Spraymen's Association. Scene shows early arrivals for the Saturday session.

Northwest Spraymen Discuss Association At Portland Annual

A PANEL with 90 years experience in the spray business, discussed the worth of their association at the recent Spray-O-Rama, annual meeting of the Northwest Spraymen's Association, Inc., Portland, Ore.

Panel moderator William Owen, General Spray Service, Clackamas, Ore., led four veteran operators in comparing their business before and after becoming members of a spray association.

"My association keeps me in touch with people who can help solve problems and with people who can get information." This key statement was by Ray F. Collier, Collier Spray Service, Portland, Ore. Collier said members have to work but that they thereby gain in education, and in association with educated and experienced men. A group such as the Northwest Spraymen brings in top speakers, both local and from throughout the country, he said. By joining together, Collier

pointed out, his group helps on legislation to protect members, and to protect the public. Members learn to appreciate their competitors as people and are able to exchange ideas with both local and distant spraymen. Collier said he personally wanted to see the educational program of the association continued. He called for more information on

new materials and equipment. In return for the many association benefits, Collier said that he in turn pays dues, spends time in meetings and on committee work and gives talks to garden clubs and similar groups. He also discusses pesticides on television and radio when asked.

Another pesticide applicator, John Haines, Haines Tree Ser-

Verle Woods, Crop King Chemicals, left, and Chuck Nichols, Nu-Life Fertilizers, discuss products during Spray-O-Rama.





New officers for 1969 for the Northwest Spraymen's Association are, left to right: Stan Raplee, Seattle, Wash., president; Lew Seflon, Portland, Ore., vice-president; and Ken Crane, Edmonds, Wash., secretary-treasurer.

vice, Bellingham, Wash., said he received far more in benefits than many because he lived in a sparsely populated area. The association, he said, gives him the chance to talk with and associate with other spraymen. From others, Haines stated, he finds standards by which to judge his own business. He can freely talk over problems and keep in touch with the industry. Haines depends on

the association for meeting and seminar notices and further, he said, the organization gives an operator satisfaction in being a sprayman. Haines believes his greatest contribution can be help on recruitment of spraymen from smaller towns who are not as yet association members.

Full-Time Business

Owner of the Eastside Spray-

ing & Fogging Service at Kirkland, Wash., John Behey, gave the association full credit for getting him into the business full-time. He not only learned to know his competitors, Behey said, but he developed a high regard for them and the quality of service they rendered. Behey said he found them, through the association, to be very helpful in exchanging ideas on methods and equipment. As he personally grew in the business, Behey became a leader in educational programs to improve the business. He hired an agronomist to teach him and his employees, plus other association members, more about soil testing. Since that time, Behey has developed a full training course for new employees. He offered the group more of his time and stated that he would willingly do anything asked by the association.

An aerial applicator and pilot who operates a fixed-wing aerial spray service, Bill Powell, told the group that he would like to see aerial and ground applicators work more closely together. He said that group action was especially needed regarding legislation. Powell who is not a member of the N. W. Spraymen's Asso-

Panel discussing subject of association benefits is, left to right: Bill Powell, pilot; John Behey, Eastside Spray Service, Seattle, Wash.; John Haines, Haines Tree Service, Bellingham, Wash.; Ray Collier, Collier Spray Service, Portland, Ore.; and panel moderator, William Owen, General Spray Service, Clackamas, Ore.



ciation but is affiliated with the National Aerial Applicators Association proved to be a firm advocate of an association. In the NAAA, he said, the applicators who do not participate as members in association activities are usually the ones who are troubled with drift, materials, requirements, and similar problems.

Technical Information

Technical representatives of suppliers were featured on the educational section of the program. William H. Pierson, Diamond Shamrock Corporation, Portland, Ore., discussed turf weed and disease control. He explained that dacthal W-50 for turf is no longer available but is now supplied as W-75. In response as to why dacthal cannot be supplied as a liquid, Pierson explained that it is possible, but is an expensive and technical process and not economically feasible for the user.

Pierson also cautioned against using dacthal on golf greens because of the high chemical residue common to most greens. This precaution is especially appropos on Toronto or bentgrass greens. Residues build up in greens soils, he said, and addition of dacthal may cause an imbalance.

Systemics are not a panacea for all problems according to Clark Amen, American Cyanamid Co., but they are helpful. Amen proved a popular addition to the program as he listed all major systemics on the market today, and discussed the characteristics of each. Amen emphasized to each sprayman to carefully "read the label," whether using the product for soil or foliar application.

Among advantages of systemics which Amen pointed out are that a systemic can be sprayed on foliage and be expected to stay and it can be used at lower rate because a systemic is highly



Don Miller, A-1 Spray Service, Tacoma, Wash., left, visits with Jerry Mills, Miller Products Co., center, and Roger Hastings, Elanco Products Co., Tacoma, Wash.

active. By placement with the granular form the sprayman can avoid upsetting the balance of nature and killing off helpful predator insects. Also, Amen said, the systemic offers a method of achieving early season control. One application, he said, can give protection for six to seven weeks.

Precautions

Limitations of systemics, Amen said, include the fact that they are very toxic and require extreme care in handling. Also, the systemic does not translocate back toward the trunk of a tree and requires careful application to assure coverage. Systemics can also delay germination of seed unless the chemical is placed at the side of the seed.

By way of summary, Amen said that systemics are a valuable tool, but that this does not mean they are a substitute for other things. He urged spraymen to take the approach of the doctor and carefully consider each problem before determining whether to use a systemic.

An unusual and helpful session on the program was a 4-hour session with a psychiatrist, Dr.

John L. Shirley, of Group Dynamics, Inc., Dallas, Tex. Dr. Shirley tied a discussion of the physiological make-up of the individual with an approach to selling. He urged spraymen to take note of the personality type being dealt with in determining sales approach. This type of program was unique in an annual meeting such as the Spray-O-Rama, but proved to be extremely popular with the group and apparently most helpful. President Jim Overton said that it was planned in response to the policy of the association, the intent of which is to feature educational segments in each annual meeting.

New officers elected for the coming year are: Stan Raplee, Washington Tree Service, Seattle, Wash., president; Lew Seflon, Lew Seflon Spray Co., Portland, Ore., and Kenneth Crane, Turf-spray, Edmonds, Wash., secretary-treasurer.

Outgoing officers who planned the '68 Spray-O-Rama and generally served as hosts were: Jim Overton, Miller Products Co., Portland, Ore., president; Seflon, vice-president; and Charles Seibold, Major Spray Service, Portland, Ore., secretary-treasurer.