



Dunes Hotel parking lot proved to be a handy location for aerial applicators. Late models of both helicopters and fixed-wing aircraft were exhibited.

2nd Annual N-TRIPLE A FLY-IN

National Aerial Applicators
Meet At Las Vegas, Nevada

THE National Aerial Applicators Association staged their second annual convention at Las Vegas, Nev., the first week in December. Despite the fact that this was only the second such event in the history of this youthful organization, they sandwiched a mammoth amount of business

into a well planned educational program.

The group is growing, which demonstrates that members are finding that pooling their efforts in an association is paying dividends for them. At this 2nd annual event, more than 550 persons were on hand, more than

300 being dues paying members. The remainder were exhibitors, wives, and press representatives.

Outgoing President Robert Phillips, Phillips Aero Ag Co., Ceres, Calif., reported on progress during 1968. He urged members to work with groups such as chemical companies, equipment suppliers, and research organizations who now recognize the association as vital to the industry. Phillips said he believes that the membership can strengthen itself through this kind of cooperation. More and more groups and organizations are becoming interested in working with the association. A prime example given by Phillips was the many chemicals which are now being tailored for aircraft.

On the business side, the applicators formally thanked the overflow number of booth exhibitors which filled all available space in the Dunes Hotel. In addition, exhibitors brought in 2 helicopters and 6 of the latest models of fixed-wing aircraft specifically designed for aerial application.

N-Triple-A leadership for 1969, left to right: William O. Marsh, president; L. H. Mills, vice-president; F. Farrell Higbee, executive director, Walter Ball, secretary; and Charles Stone, treasurer.



These, with the help of the highway patrol, were taxied into the Dunes Hotel parking lot and readily available to N-Triple-A members.

F. Farrell Higbee, executive director of the group was complimented for his effective work during the past year and two offices authorized for him, one at Washington, D.C., and the other at Loveland, Colo. Higbee in private conversation said that 23 state aerial applicator groups are now members and he sees several more state groups as strong possibilities during 1969.

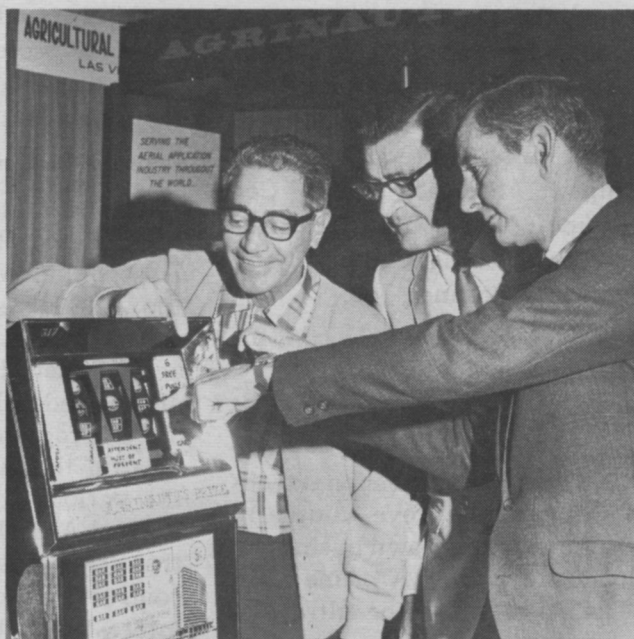
New Officers

Officers elected for 1969 are all veterans in the field of aerial application. Elected president was William O. Marsh, Marsh Aviation Co., Litchfield Park, Ariz.; vice-president, L. H. Mills, Less Mills Aircraft, La Crosse, Wash.; secretary, Walter F. Ball, Ball Aero, Inc., Huron, So. Dak.; and as treasurer, Charles Stone, Southeastern Aerial Crop Service, Fort Pierce, Fla.

John Neace, Bell Helicopter Co., Fort Worth, Tex., handled the awards ceremony during a Wednesday evening banquet. The mammoth trophy which is the annual Agrinaut Award given by Agricultural Aviation Engineering Co., Las Vegas, Nev., went to the new president, William Marsh. Outstanding service awards were presented to George Sanders, convention chairman, of Agricultural Aviation Engineering, Karl Heimer, and John Neace. Neace who was emceeing the ceremony was pleasantly surprised by being interrupted midway during this presentation to himself be presented a plaque recognizing his close association and effort with aerial applicators.

Best exhibit award went to Jacobs-Page Aircraft Engine Co., with honorable mentions being given Duster & Sprayers Supply, Inc., Amchem, and Agrinautics Agricultural Aviation Engineering Co. Plaques were also pre-

Unique exhibit by Agrinautics Engineering Co., Las Vegas, Nev. NAAA members were given 6 chances to win a prize. Left to right are: L. R. Ferguson, Agrinautics sales manager; E. A. "Slim" Cancienne, executive - secretary of the Louisiana AAA at Baton Rouge; and Bill Britt, B & B Crop Service, Inc., Basile, Louisiana.



New N-Triple A President William Marsh, left, receives "Agrinaut of the Year" award. Making the presentation is John F. Neace, Bell Helicopter Co., Ft. Worth, Tex. Neace was later awarded a plaque for outstanding service recognizing his close association and efforts to the organization.



Outgoing president Robert Phillips, Phillips Aero Agricultural Co., Ceres, Calif., visits with Joseph J. Graham, resident manager for the Insurance Company of North America, and Frank Green, Jr., vice-president of Hutchinson, Green, and Mayo, Inc., Shreveport, La.



sented the outgoing officers including President Robert Phillips; Vice-President Harold C. Tapley, Tapley Flying Service, Shaw, Miss.; Secretary F. Dale Simpson, Simpson Aero Co., Tribune, Kan.; and Treasurer Robert G. Ueding, Ueding Flying Service, Vincennes, Ind.

New Type of Contract

C. F. Garner, Chemagro, suggested that applicators investigate new areas where their equipment and professional techniques might prove mutually beneficial to their own businesses and to the public. A prime area, he believes, might be ultra low volume spraying for mosquito control. Except in areas where public abatement control programs staffed by professional entomologists are operating, there is a need for help. Aircraft, Garner said, offer the only economical means of control for large areas on a timely basis. He told applicators they could do such a job and would not have to overload planes to do so.

Insurance has always been a major operating cost for aerial applicators. This has stemmed partly from the high risk involved and also from the fact that few insurance companies have specific programs designed to fit the needs of the aerial applicator. To develop more adequate programs in addition to the already improved types of insurance available to applicators today, Joseph J. Graham of the Insurance Company of North America, offered several suggestions. INA's Graham believes that more resource management is needed to be offered by insurance companies to clients such as the aerial applicator. He suggested that the association as a group develop qualification standards for insurance. They can then screen eligible companies and hire one to represent the group. The screening, he believes, should definitely be done by NAAA members. Such a step

could eventually standardize the types of protection needed and at the same time should cost less than members are now paying.

Contract Bidding

Arthur Gieser, of the Agricultural Research Service, USDA, Hyattsville, Md., reported that the ARS division of the USDA contracts for 15 to 20 million acres of aerial application annually on federal and state cooperative programs. Contracts for most of this work are issued by the various administrative divisions of ARS. In addition, he said that some states issue their own contracts. When an applicator is interested in bidding on a state contract, Gieser suggests that he write directly to the state department of agriculture which is involved.

Gieser offered N-Triple-A members still more advice and general information on the bid program. For example, he said, "When you submit a request to be placed on a bidders list, it is helpful to include the areas or States for which you wish to be considered, the amount of acreage or size of area you are prepared to undertake, the type and number of aircraft you can provide, whether you can apply liquids or dry materials or both, and other pertinent information.

"Occasionally there have been complaints from operators who thought they were on a bidders list, but did not receive an invitation to bid on some programs." Gieser listed several reasons for this:

1. Some operators do not respond to all bid invitations for various reasons: (a) They may be too busy with other work; (b) the acreage may be too extensive for them to handle; (c) the area may be too distant or too small to interest them; or (d) they may not have the aircraft types requested. When a bid invitation is received and you cannot or do

not wish to bid, acknowledge receipt of the invitation. State that you cannot bid at this time; but you wish to remain on the list for consideration when future invitations are issued. A post card or letter is all that is necessary. A contracting officer may remove your name from a bidder list if he receives no re-

For Bid Information:

Contacts for getting your name on bidders lists of the Agricultural Research Service, USDA. Names and addresses of the Administrative Division offices are as follows:

Eastern Administrative Division

USDA-ARS
Federal Center Building
Hyattsville, Maryland
20782

This office issues contracts for North Carolina and South Carolina, Virginia, West Virginia, Pennsylvania, and all States north and east of those mentioned.

* * *

Southern Administrative Division

USDA-ARS
P. O. Box 53326
New Orleans, Louisiana
70150

This office issues contracts for New Mexico, Texas, Oklahoma, Arkansas, Tennessee, and all other Southern and Southeastern States.

* * *

Northern Administrative Division

USDA-ARS
400 South Fourth Street
Minneapolis, Minnesota
55415

This office issues contracts for all other States beginning with Kentucky, Ohio, and Michigan and all States to the Pacific coast.

* * *

For more information:

Arthur Geiser
Plant Pest Control Division
USDA-ARS
Federal Center Building
Hyattsville, Maryland
20782

sponse to three bid invitations.

2. Some programs may be so small that it would be wasteful to canvas everyone on a bidders list. In such cases, bid invitations may be limited to those bidders located within a reasonable distance of the work to be done.
3. Some programs may be of an emergency nature requiring immediate applications. Or sometimes, Federal appropriations or State or cooperator funds are delayed. Since we cannot issue bid invitations until funds are available to cover a program, he stated, emergency programs make it necessary to issue telegraphic bids. When a telegram becomes several pages long due to the details that are necessary, the cost would be prohibitive to

send telegrams to everyone on the bidders list. In such cases, the invitations may be limited to those operators who have done this work regularly for us and are known to be capable and equipped to do the job. Although it is the policy to canvas as many bidders as possible, we are not required by law to do so. The solicitations must be adequate to assure a competitive response.

Gieser told the group, "There is no need to belabor the point of increased cost of labor, aircraft, and materials. In spite of this, aerial application prices on our contracts have gone downward almost every year. For example, our first contract on grasshopper control, which was bid on an hourly basis, aerial application cost us about 70 cents an acre. Ten years later it cost about 50 cents an acre. In another 10 years,

the cost was reduced to about 18 cents an acre. Two years ago, we had a sizable area sprayed for less than 7 cents an acre. It is true that many improvements in insecticides and techniques have been made, but have they changed by 4000 percent?

"Obviously, he said," these prices can no longer go downward. There is no one in Government that does not believe everyone is entitled to a fair profit. Everyone is expecting aerial application prices to increase; however, it has reached a point now where prices cannot be doubled overnight. Several bids have recently been rejected because they were considered too high. The most recent example was on one of our programs in Florida. In this case, the first application on a large contract cost less than 9 cents an acre. When invitations to bid were issued for the second application on generally the same area, the lowest bid was al-

Garber broadcasting equipment

- more efficient
- more profitable

PTO & Electric Seeders

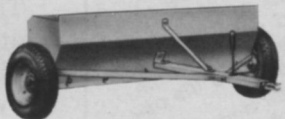
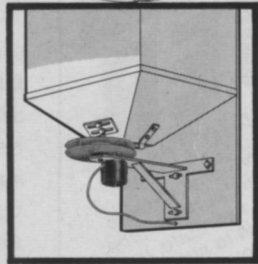
America's finest tractor-mounted seeding units. Assure wide, even distribution over 10 to 25 acres per hour. Fit all tractors—go on and off in minutes. Have positive, easy-to-reach control and permanently attached operating guide. Also ideal for any aquatic application. Made in 26 qt., 3 and 5 bu. models.

Electric Chemical Broadcasters

Broadcasts all types of dry, granular chemicals. Specially designed twin disc, ball bearing aluminum fan assures wide, even distribution. Metering panel permits instant adjustment of pattern placement while unit is operating. Two interchangeable rubber drive rings let you broadcast over a 10' to 15' or a 15' to 20' swath. Made in 26 qt., 3 and 5 bu. models with 6 or 12 volt motor. Operates off battery.

3' & 5' Seeder-Fertilizer Spreaders

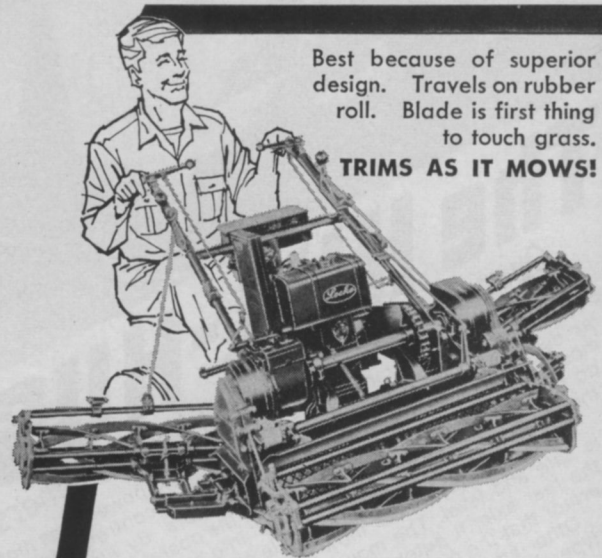
Sows seed, spreads fertilizer or salt evenly, uniformly. Quantity control handle is easily operated from tractor seat or hopper. Application guide gives exact control—stays firmly in position. Can be cleaned quickly and easily. Equipped with 4.00 x 8 two-ply tires.



Write today!

Garber Seeders, Inc., Dept. WT, St. Paris, Ohio 43072

For More Details Circle (106) on Reply Card



Best because of superior design. Travels on rubber roll. Blade is first thing to touch grass.
TRIMS AS IT MOWS!

Where grass cutting's serious business:

There's nothing like a LOCKE REEL!

25" and 30" Single Units • 70" and 75" Triplexes • Electric Starters

WRITE FOR FREE BOOKLET
COMPLETE LINE OF REEL & ROTARIES

Locke

Manufacturing Companies, Inc.
5337-L MacCorkle Ave., S.W. South Charleston, W. Va.

For More Details Circle (109) on Reply Card

most twice that of the first application and the bids were rejected.

"It must be remembered that the decision to accept a bid is not ours alone. These are cooperative programs. Funds are provided by States, counties, and private property owners. Budgeting people look at figures—they are not aware of your problems with aircraft, maintenance,

labor, or weather that influences operations. Budgets during pre-planning are now figured closely, based on the costs of previous similar programs. As stated before, the funds for a program must be available before bid invitations can be issued. When the bids are opened, if the cost for the program exceeds that amount, we could neither accept the bid nor treat only a portion

of the program. To do this would perhaps exclude parts of several counties and property owners who provided some of the funds," Gieser concluded.

The 1969 NAAA convention, slated again for the month of December, will be held at the Roosevelt Hotel, New Orleans, La.

Michigan Nurserymen Want Effective Licensing Law

The Michigan Association of Nurserymen, Inc. Board of Directors is interested in calling a meeting of the state's leading sod growers to consider stricter regulations concerning the growing and transporting of sod in their state.

Inspection and certification of sod and licensing of growers has been required by law since 1933, but the Department of Agriculture has been unable to effectively enforce the law, especially since mushrooming of the sod industry in recent years. Michigan reportedly raises more than twice as much sod as any other state.

The Plant Industry Division inspects and certifies sod shipped to states requiring such actions, but there has been no inspection or certification of sod shipped to other states or even within Michigan itself.

As it now stands, nursery stock must be inspected and certified before being transported and growers and dealers must be licensed, but a neighboring sod farm may ship turf at will without such safeguards to prevent the spread of pests and plant disease.

The MAN directors feel that stricter regulations would be beneficial to responsible sod growers, but they want to find out exactly what such a program would involve before any enforcing is done.



The HILL-HUGGER

Operates Safely in Areas Where Others Fear to Tread

This new industrial tractor is as rugged and as powerful as most conventional tractors but with a big difference... its hydraulic sloping controls allows it to easily perform jobs far beyond the safety limits of other tractors. By simply adjusting a hydraulic lever mounted on the tractor's control panel, the operator can adjust the wheels to side slopes up to 30 degrees. As the unit "leans" into an incline, the weight shifts to the wheels on the uphill grade providing a valuable stabilizing feature.

The Slope Tractor will mow steep roadside and highway embankments yet the driver is safe and level. The mower is positioned on the surface being mowed, assuring the rear axle. It automatically follows the inclination of the rear axle, a center mounted grader blade, a grass seeder, sprayer, front-mounted broom, and flail-type mower.

Other attachments include a side mounted auger-type digger and a sickle-type mower. Soon to be available are the following additional attachments:

"WE COPE WITH THE SLOPE"
For additional information, write:
SLOPE TRACTOR, INC., Harper, Kansas 67058



For More Details Circle (118) on Reply Card