

tenance superintendent with a title having something to do with grounds will be a key person to contact. Likely he will make recommendations and a purchasing agent will put the order out for bids. In any case, the firm will probably work with several persons in getting the business.

Federal accounts are different. Personal contact is a must.

A management key in building business for a new firm is a uniform markup. Fenimore believes this has aided the fast start Ky-Inna has enjoyed. Because they do not

headquarter in a congested area and have less than imposing warehouse space, they do keep overhead low. Everyone pays the same price, and this in itself, Fenimore believes, helps business.

Where the firm goes depends not only on management but on the total economy of the area. Fenimore no doubt will continue to push. He is a young man in a hurry but he still finds time for living. Besides a family, Alberta, his wife, and two daughters, he is active in civic events. He is a registered football official and was among 20 of some

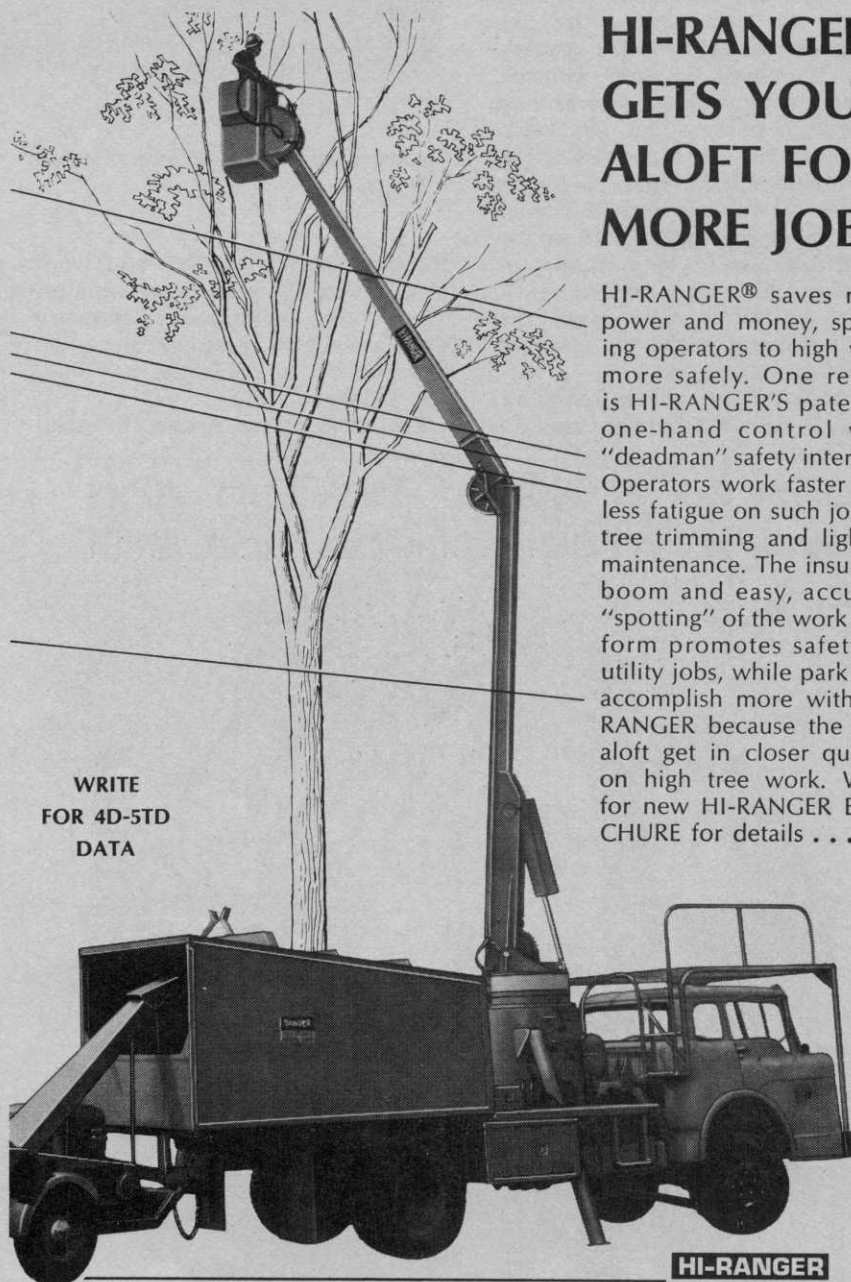
400 picked to handle the state play-offs this past season. He is also a volunteer fireman (and drives the aerial ladder truck as well as climbing it at times).

Likely his interest in athletics officiating is a follow-up of his college days when he was the college radio voice of the Western Kentucky Hill-toppers, a team recently in the NCAA playoffs. (Incidentally, he attended all playoff games.) He also, while in college at Western Kentucky, was a dorm counselor, worked in the college Public Relations office, college post office, was a member of the Circle K Pershing Rifles Drill Team, Alpha Gamma Rho fraternity, in which he helped organize and was the 1st Noble Ruler. Somewhat incidental to all this activity was the fact that he also earned an agri-business degree.

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Here's How to Whip Selected Turf Pests

Entomologist Dave Shriver of the University of Maryland has released information, in view of changing pesticide-use regulations, on control of insect pests on commercial turf-grass.

To better understand how control can be achieved, he has classified the pests in either above-ground or below-ground categories.

For below-ground pests, such as whitegrubs and wireworms, the critical control need is to get the pesticide into the soil. For above-ground pests, such as sod webworms and billbugs, the grass blades and ground surface should be treated to get a minimum of wash off or soil penetration. The above-ground pests, he added, can be further classified into those that inhabit the thatch near the soil surface, but feed on grass blades (such as sod webworms and chinchbugs) and those that move and feed upon the grass blades (such as aphids and billbugs).

Here is Shriver's control information for these selected insect pests:

APHIDS		
Insecticide	Formulation	Amount/ 1,000 sq. ft.
Diazinon	AG 500WP	1.25 fl. oz.
	50% WP	1.25 oz.
Malathion	57% EC	1 fl. oz.
	25% WP	5 oz.

Remarks: Do not use granular formulation. Mix the suggested amounts in 10-15 gallons of water as a spray. Do not water in treatments. Do not

cut grass for 2-3 days following application.

CHINCHBUG

Insecticide	Formulation	Amount/ 1,000 sq. ft.
Aspon	66% EC	¼ pt.
	5% G	3½ lbs.
Diazinon	50% WP	6 oz.
	AG500 EC	6 oz.
	10% G	2 lbs.
Carbaryl (Sevin)	50% WP	8 oz.
	10% G	2 lbs.
Ethion	25% WP	12 oz.
	25% EC	8 fl. oz.
	25% G	12 oz.
Trithion	25% EC	12 oz.

Remarks: Water prior to treatment. Mix the suggested amount of insecticide formulation with 25-30 gallons of water for treating each 1,000 sq. ft. If granular formulations are used, water in following application. Apply first treatment in late May to early June, repeat 2-3 weeks later. Only one application of Aspon is necessary. Where infestations are discovered later in the season, treatments may be applied when insects are found. Grub-proofing treatments will not control chinchbugs.

SOD WEDWORMS

Insecticide	Formulation	Amount/ 1,000 sq. ft.
Carbaryl (Sevin)	50% WP	8 oz.
Chlordane	40% WP	5 oz.
	75% EC	2 fl. oz.
	5% D	2.5 lbs.
Diazinon	50% WP	4 oz.
	AG500 EC	4 oz.

Remarks: Applications in the evening are preferred and should not be watered in following treatment. Sprays are preferred; apply by mixing with 10-20 gallons of water. Do not cut grass for 1-3 days after application.

WHITEGRUBS WIREWORMS

Insecticide	Formulation	Amount/ 1,000 sq. ft.
Chlordane	10% G	2.5 lbs.
	5% D	5 lbs.
	40% WP	10 oz.
	75% EC	4 fl. oz.

Remarks: A long residual type insecticide is recommended. One treatment every 5-6 years is adequate. Chemicals penetrate slowly into the root zone area of the soil. Generally, the chemicals are slow acting against mature grubs, requiring at least three weeks or more to give effective kill. Applications are made to protect against reinfestation primarily or against young grubs in the fall.



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