

I.P.A.A. Meeting Report

Pesticides, Politics and Professionalism

PROFESSIONALS. A title applied to members of the traditional professions: medicine, law and the ministry. They are involved in a code of ethics, a way of life and a constant, positive input for their profession and its institutions. Literally, they qualify as professionals because they are members of a profession.

But what about the industries of the Green Industry? Do they qualify on the same level as the traditional professions?

The International Pesticide Applicators Association (IPAA) is one Green Industry organization trying to reach those lofty standards. At their annual meeting September 18-21, in Seattle, Washington, discussions centered on professionalism, political strength and educational improvement.

Host for this year's program was the Washington Chapter of IPAA. Wednesday the host sponsored a tour of local businesses including Washington Spray Service, Eastside Spraying Service and a few local landmarks.

Persons attending the tour were treated to firsthand examinations of some custom equipment. Don Mock, past president of IPAA, demonstrated original design equipment at Washington's main office. Mock described the workings of a manually-operated lawn pesticide applicator. It combined a speed-of-travel indicator, controlled tip spacing and size and a pressure gauge — all the components necessary for accurate chemical application. John Beheyet, owner of Eastside, also demonstrated his unique proportioning spray rig.

Keynote speaker for the meeting was Erret Deck, assistant director, Alaska Department of Agriculture. He discussed current label and product certification regulations and how they would affect the pesticide applicator. After a short history of government controls and legislation applying to pesticide application, Deck pointed out that uses inconsistent with the label would have to be more hazardous than those listed on the label or uses in or around the home as long as the rate and timing followed the label. Retention of state flexibility in

certification programs was also a major point in his presentation. A total program for licensing dealers, applicators and consultants should be left in control of the states, he said. Deck's presentation was followed by a lengthy question and answer period.

Dean Jamieson, vector control specialist, Santa Clara City Health Department, discussed pathogens, predators and parasites. Jamieson presented statistics on worldwide biological insect control. He said there have been 20 cases of complete or substantial control in the United States, with three of those resulting in complete control.

Improving and maintaining employee relations was the topic of after-lunch speaker, Lyman Gies. "Once you've defined the problem you have it half solved," he said. And in order to solve most human relation problems, he suggested that you first identify the problem, analyze it, generalize and then take a projected course of action.

Insect life cycles was the topic of Lee Campbell's talk on Thursday afternoon. "Know the life history of the insect you want to spray; the egg hatch, flight period and the larval stage," he said. Campbell suggested that the time to spray is not exactly when the damage is being done. Determine when the most vulnerable period in the life cycle of the insect is and then spray accordingly, he said. He talked of selling spray schedules to customers and said don't sell spray, sell service.

C. Howard Rice, Dean Witter Co., discussed investments and tax shelters. He reviewed the pros and cons of common stocks, preferred stocks and bonds. Rice emphasized municipal bonds, saying "there has never been a failure to pay a municipal bond in the state of Washington."

Friday's education program started with an interesting and entertaining in-basket exercise. Rod Fairbanks, Fairbanks Spray Service, distributed lists of typical complaints, problems and compliments possibly experienced by a business manager. Conference

(continued on page 31)



John Beheyet, owner of Eastside Spray Service, Kirkland, Wash., demonstrates his pressure-compensated, proportional-mixing spray rig.



Chuck and Carol Seibold, (left), Major Spray Service, Portland, Ore. Chuck is program chairman for the 1975 International Convention. I.P.A.A.'s new president, Gary Mulkey, Mulkey's Spray Service, Eugene, Ore., is also president of the Oregon Chapter.

attendees were than asked to write-out their solutions and later discuss them with the rest of the group. The impromptu session proved there may be more than one solution to individual problems.

"If all else fails, read the instructions," said Art Kain, Seattle Community College, as he discussed the proper preventive maintenance for equipment. Kain discussed several practical steps for winterizing gasoline engines and continuing maintenance schedules common to most equipment.

Don Mock, past-president of I.P.A.A., discussed what he determined to be the most important factors of spray applications; tip size, spacing, pressure and rate of travel. Mock also reviewed a spray chart and explained the advantages to using the chart and how it can work for a sprayer.

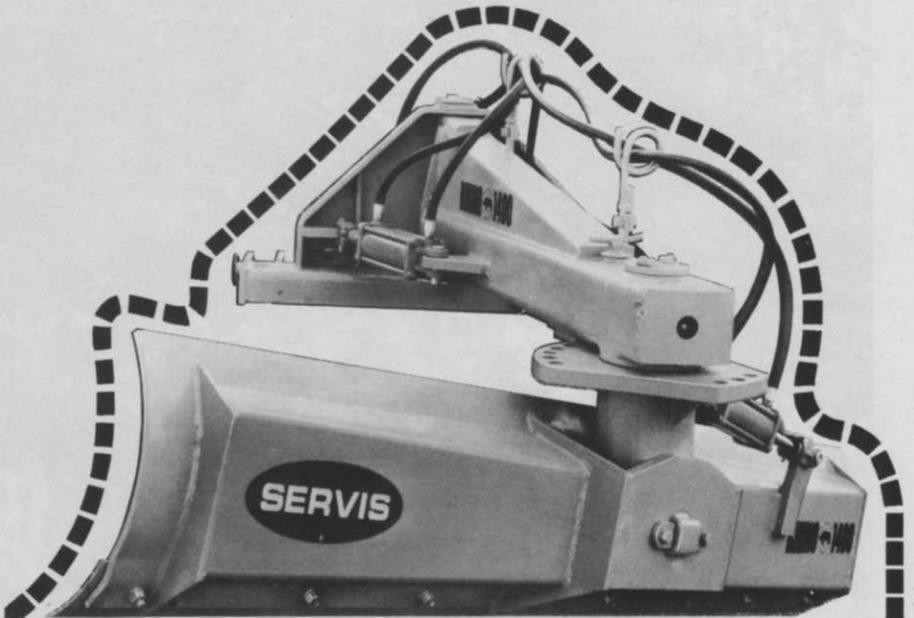
A rap panel discussion featuring Don Mock, Roy Goss, Dean Jamieson, Gary Mulkey, Don Nicklebrink, Lee Campbell and John Beyehet drew many questions from the audience. The emcee was Don Mock.

Dr. Roy Goss entitled his talk 'Fertility and other practices that effect turf grass disease development.' He discussed the cause of diseases in relation to the level of nutrition and the balance that exists between disease and fertilizer application.

A nation-wide survey conducted by Bill Owen, General Spray Service, provided information for his talk on 'Application Techniques'. Owen discovered that all spraying services polled had at least some training program for their employees. He averaged truck size, tank size, gallons sprayed per day, costs, daily gross per truck and crew size of each business. Management, said Owen, makes money for your business. A manager who plans and organizes can free the owner/boss for more public relations work and higher level decision-making, he said.

I.P.A.A. officers for 1974-75 are Gary Mulkey, Junction City, Oregon, president; Rod Fairbanks, Seattle, Washington, vice president; George Harrison, Seattle, Washington, treasurer and Larry Costello, Seattle, executive secretary.

If you want to see how tough **SERVIS** blades really are, cut out the coupon.



Mail it to us. We'll send you a full line brochure on all of the famous **SERVIS** rear-mounted blades... from the super heavy-duty Rhino 1400 to our popular lightweight models. And we'll put you in touch with your nearest authorized **SERVIS** dealer.

To demonstrate what a real cutting blade is, he'll probably first show you the Rhino 1400. This bully puts more than 1,400 pounds of muscle into each ditching, grading, backfilling and terracing job. Like other **SERVIS** blades, the Rhino 1400 never drags. It cuts!

SERVIS blades fit tractor categories I through III. Quick attach systems, too! For wheel type tractors rated from 20 to 150 horsepower. Moldboards range from 6' to 10' in length.

Got a tough schedule? Get a tough blade. We give you a choice of five. The best five.



AUSTIN PRODUCTS, INC.*
Box 1590/Dallas, Texas 75221

Name _____	Student? _____
Address _____	Zip _____
City _____	State _____

*Formerly Servis Equipment Company

WT 11