

## IRS Sets Off Trade Show Tremors

Late last year the federal Internal Revenue Service, after studying the question for seven years, ruled that non-profit organizations have to pay income tax on trade shows they run if selling takes place at the exhibitions.

Companies and attendees at the Golf Course Superintendents Show in Minneapolis earlier this year in Minneapolis were well aware of this ruling, due to a printed sheet handed out to exhibitors as they set up their booths. "We've never wanted a carnival atmosphere at the show," GCSAA director Lou Haines told WEEDS TREES & TURF at the time. No problems, the show went smoothly.

But there could be some repercussions at future shows in the green industry, according to a recent report in *Business Week*, which polled other associations. Many associations plan to have its staff pose as attendees and listen to the pitches of exhibitors to make sure no rules are being broken. Many exhibitors in some industries are dropping out because of the ruling.

Trade show sponsors in all industries are writing no-selling clauses into their contracts with exhibitors, insisting on posting of no-selling signs at the exhibitions, and urging that booths be manned by technical personnel rather than sales types. Long-used promotion literature about shows is being screened

more carefully by association lawyers.

Some associations are even banning distribution of price lists and not allowing companies to pass out any kind of sample. But many argue that a trade show without selling may seem a contradiction in terms. The issue seems to be what actually constitutes selling. Many shows, for instance, have long banned booths that actually accepted cash on the spot and turned over merchandise. But the new IRS rules apply to any orders written at the show — even if they are subject to later credit checks and similar contingencies.

Some say this is discriminatory against smaller companies in the industry because they look at the shows as the only way to offset the advantage companies with large sales forces have.

Order writing can still go on, of course, as long as it is not at the show, so hospitality suites are expected to get a greater-than-usual workout. It is still not clear, however, whether suites provided to exhibitors by the show's sponsor can be used for such purposes.

The IRS rules leave companies the option, of course, of going ahead with a selling exhibition and simply paying taxes on the surplus from the part of the show where orders are written. Informal figuring by one association indicates that a surcharge of about \$5 per booth would cover any tax liability.

products which are most agriculturally used and important and classified for restricted use" will be completed by the EPA by September.

Only private and commercial applicators will be allowed to make "restricted use" applications. Chemicals classified as "general use" can receive application by the general public. Almost one half of the states now have EPA-approved plans to certifying applicators for marking "restricted use" applications.

## Green Section Conference Moves to Atlanta in 1977

The annual United States Golf Association Green Section Conference will be January 28 at the Hyatt Regency, Hotel, Atlanta.

The subject of the conference is "Great Golf Courses of America — What Makes Them That Way". The scheduling of the annual meeting away from New York City is a departure from tradition; only in 1958, when it was in Chicago, was it held outside of New York.

## Tree Organizations Sponsor Bicentennial Tree Programs

The International Society of Arboriculture (formerly International Shade Tree Conference) and the National Arborist Association are jointly sponsoring a tree recognition program for the Bicentennial Celebration.

In keeping with the Bicentennial, the groups are honoring significant trees of 200 or more years which are standing today as they did during the American Revolution. To qualify, the person must sponsor a tree by sending documentation of its age. The Society will issue bronze plaques to the sponsors. Members or non-members of the two groups are eligible.

The program is officially recognized by the American Revolution Bicentennial Administration in Washington, D.C.

For further information, contact the International Society of Arboriculture, P.O. Box 71, Urbana, Illinois 61801.

*please turn page*

## ALCA Seeks CLCA Merge For Problem Solving

The American Landscape Contractors Association (ALCA) seeks to interest the California Landscape Contractors Association (CLCA) into forming a united organization.

The largest and oldest landscape contractors organization in the U.S., CLCA draws leadership from 700 landscape contractor members representing small concerns to interstate groups of massive businesses. Its 60 member board of directors is larger than membership figures for some states, according to

the Landscape Industry Council of Colorado.

The purpose of the merger is to better deal with the groups' problems and to provide better answers. Both groups have remained separate since their founding in the 1940's.

Wally SaBell, a director at large for ALCA, and Duane Nelsen, president of ALCA, are coordinators for the proposed merger.

## Fall Set as Release Date For EPA Pesticide Review

Review and classification of "those

**Golf Foundation Names Griffin Southwestern Regional Director**

Holman M. Griffin, a national authority on turf management, will serve the National Golf Foundation as regional director for Texas, New Mexico, Oklahoma, Arkansas and Louisiana.

He brings 15 years of experience with the United States Golf Asso-

ciation Green Section to his job and has an agronomy degree from Texas A & M University. While working for the Green Section, he held positions in the South, Southwest and Northeast and has directed the USGA Green Section's Mid-Atlantic region since 1971. He also has written numerous turf management articles.

As regional director, Griffin will also be part of NGF's expanded workshop program this year.

**Future of Maple Trees Threatened by Disease**

The maple tree is in serious decline throughout the Midwest, according to Alden Townsend, a geneticist at the U.S. Forest Service laboratory at Delaware, Ohio.

"Affected maples virtually stop growing," the scientist said. "Their leaves break off and they begin to look a little unsightly. They also drop their leaves earlier in the fall." The decline of the maple is so recent that forestry scientists are uncertain about the outlook for the species.

"They will hang on for 10 or 15 years," Townsend said. "First, we thought it was confined to just the sugar maple, but then we found it was happening to the red maple too." The red maple is used more for shade and ornamental purposes. Scientists are working at a number of laboratories to identify the cause of the maple tree decline. There appear to be several causes, at least.

Scientists at the Ohio Agricultural Research and Development Center in Wooster recently identified verticillium wilt, a fungus disease, as the cause of affliction of some maples. Scientists at Michigan State University have identified manganese deficiency in the soil as an additional cause.

Other scientists believe salt used to melt ice from roads is damaging the maples. A scientist at the United States Department of Agriculture laboratory at Delaware is seeking to identify a virus believed to be the cause of another maple tree problem — the curly or birdseye grain. Such a figure is considered a defect in maple wood used for furniture, although it adds to the value of the wood when used for fancy firearms stocks.

Researchers at the University of Michigan are experimenting with various remedies, including fertilization of afflicted maples and the administering of manganese, fungicide and even tetracycline, an antibiotic commonly prescribed for humans. None of the treatments have been particularly effective. Townsend suggests deep watering of the trees and a fertilizer comprised of equal parts of nitrogen, potassium and phosphorous to ward off the infection.

*please turn page*

**T38 3 UNIT GANG SAFETY MOWER**

9 FOOT SWATH  
24 HP  
FOR ACREAGE MOWING

MOWS FINE LAWNS  
SHREDS HIGH GRASS & WEEDS  
HIGHLY MANEUVERABLE  
AROUND TREES & SHRUBS

WORKS IN ROCKS & TRASH  
IN CONDITIONS WET OR DRY

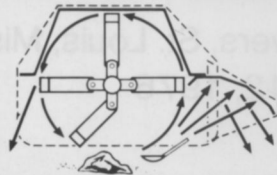
COSTS LESS  
DOES MORE  
THAN ANY OTHER  
GANG MOWER  
IN ITS CLASS



FOR 28 YEARS

**MOTT CORPORATION**

514 SHAWMUT AVE.  
LA GRANGE, ILL. 60525  
(312) 354-7220



**LOW IMPACT FORCE ACTION**  
of the MOTT lightweight free swinging flail knives, their vertical mode of operation, the guard action of the anti-scalp bar and the deflecting features of the cutter housing all combine to make the MOTT HAMMER KNIFE flail mower by far the SAFEST of all impact action mowers.

**For the  
Cost and Safety  
Conscious  
who want  
Best Value  
Purchase!**

**MOTT  
FLAIL  
MOWERS**



USE ANY TRACTOR 8 to 10 HP UP.

Circle 135 on free information card



## Portable Power For Hyd. Tools



## Causco Power/Pack

The Causco Power/Pack makes it easy, economical to use hydraulic chain saws, circular saws, pruners, paving breakers, tamps -- anywhere! Write today for full details on this low-cost power source for low-maintenance, labor saving hydraulic tools.

### Causco INC.

P. O. Box 1921  
Independence, MO 64055

**(816) 254-9850**

Circle 132 on free information card

## NEWS *continued*

### OSHA an Agency in Disarray, Ready for a Major Overhaul?

The federal Occupational Safety and Health Administration (OSHA) is in difficulty and disarray, beset with a host of legal, research, standards and enforcement problems. It also is subject to political pressure, say its critics and is beset with internal disension, according to a recent report in *The Landscaper*, official publication of the Illinois Landscape Contractors Association.

"The muddled agency has the power to regulate industry, however, and must be reckoned with," the report said. "Reports that OSHA will fold its tents and go away are grossly exaggerated."

To cite one problem which besets the agency, OSHA's standards — particularly chemical manufacturing standards — are constantly under attack. OSHA lawyers are constantly in federal court defending the agency and its work. In most cases to date, OSHA standards have not held up under judicial scrutiny. When after legal challenges to standards have been heard in federal court they are remanded, they must go through the whole OSHA procedure again, including more scientific review, revision by standards writing department and legal review. After that, the revisions are subject to hearings where OSHA gives industry and the unions their chance to air objections and propose their own amendments. Finally, back to court they go.

The process can take months, the report said, even years, and all departments of OSHA are overwhelmed with the flood of material and subjects with which it must deal. While it wrestles with these problems and fences with industry's lawyers and labor lawyers, OSHA also has to contend with the government's Office of Management and Budget (OMB). Before issuing a standard, the agency has to file with the OMB an "inflation impact" statement.

The OSHA people find this particularly irksome. The agency head, John Stender, points out that "it's easy to count up capital costs that industry may incur to comply with a

standard. But it is not so easy to add up the economic benefits — such as lower workmen's compensation costs and lower costs for a community to care for an injured worker's family."

Even as it picks its way through the standards-setting maze, OSHA is confronted with a problem that could make all its other problems academic: its field enforcement scheme shows signs of falling apart.

OSHA's goal was to return much of its enforcement effort and power to the states. Twenty some states, however, have not won federal approval of their inspection and enforcement programs, for which the federal government pays half. New Jersey is trying to turn the whole thing back to the federal agency, and many states, including New York, are finding money a serious problem.

If more states pull out, the burden on inspectors working from regional offices will become intolerable, insiders say. The prospect of weaker enforcement and lagging standards leads to speculation that young OSHA is already in for a major overhaul.

*please turn page*



**W.I.N.**  
with  
**NITROFORM®**  
and save!

W.I.N. with Nitroform® nitrogen . . .  
and save! On time turf is out of play.



**BLUE CHIP**  
38-0-0  
UREA-FORM  
FERTILIZER  
FOR  
LAWNS & GARDENS  
NITROFORM®  
DRY APPLICATION  
LONG-LASTING NUTRIENT  
NON-BURNING - ODDLESS  
50 LBS. NET WEIGHT

**Reed & Perrine  
bags it!**





Turf and Horticultural Products  
**HERCULES** Wilmington, Delaware 19899  
INCORPORATED

STH76-26B

Circle 116 on free information card



## Your Image Is Important Landscape Contractor Says

Landscape contractors and other green industry businessmen must be concerned about their image because it is a powerful influence on where their business is going, according to Ralph Little, Geneva, Ill., and president of the Illinois Landscape Contractors Association.

"I am often amazed at how many horticultural-related retail companies have such a poor image at their place of business," Little told WEEDS TREES & TURF. "You have seen them: the landscape contractor whose sign is faded and falling down or crudely done, or non-existent; the one whose headquarters is a dilapidated building, weeds growing about rusty, discarded equipment and in general has paid no attention to the fact that he is selling beauty; the garden center that looks more like a used-furniture or second hand store.

"No, I'm not objecting to stacks of mulch, peat moss and the like; I am objecting to a cluttered, littered place, with no real definition of areas such as parking, sales, etc.,

and with poorly maintained buildings and equipment," he said.

He suggested that if a business has a location that reflects neglect and little commitment to aesthetic beauty that it will attract bargain hunters, the types of customers who shop on price alone. He said many tend to overlook eyesores, and often taking pictures will show you more clearly what the public sees.

## Course with More Than 60 Is Over-Trapped — Finger

Any course that has more than 50 or 60 traps is probably overtrapped, and the course should have a study made to determine whether unnecessary bunkers can be eliminated, according to golf course architect Joseph Finger. He spoke at the United States Golf Association Green Section's annual conference on turf management earlier this year in New York.

"There is also the possibility of creating grass bunkers instead of sand traps," he said, "and as any player will tell you, high grass is much tougher to recover from than a sand bunker. In the fairway areas, I prefer to use 'tree traps' instead of sand traps, except for 'picture' holes."

He said some superintendents say it costs from \$50 to \$150 a year to maintain a bunker. On a course with 80 to 100 bunkers, this becomes a substantial item. The club and its architect should first take a good look at reducing the number of bunkers, particularly those that are only in the way of the average golfer and do not necessarily hinder the low-handicap golfer.

"I will have to admit that there is hardly anything prettier on a golf course than dark green grass and white sand, particularly in irregular patterns," he said. "If the object of your program in redesigning your greens or course is to make beautiful pictures for the magazines, then I suggest you use big, long bunkers from tee to green or extending 30 to 40 yards out in front of the greens. They will make beautiful pictures, especially if you take them from a plane. But they make expensive courses and slow play. If the bunker is designed properly it will not be cut so steeply that either the golfer cannot take his stance, or the sand is

beyond its natural angle of repose where it will slough at the slightest movement of wind, water or vibration."

He said there is usually no agreement between a superintendent and a golf course architect when it comes to traps. The superintendent wants a bunker which is so shaped that it is very easy to mow around. The architect, in trying to please the membership, has to design what are often referred to as "character" traps with all the little "walk-outs" or "tongues" and irregular shapes reminiscent of the old Scottish courses or links, but universally used where the "pretty picture" impulse is predominant. "So, if you want 'character' bunkers you had better be prepared to pay for the maintenance," he said.

## Ciba-Geigy Seeks Label For New Turf Insecticide

An organophosphate insecticide for turf — CGA 12223, will be field-tested in liquid and granular form when Ciba-Geigy Corp., Greensboro, N.C. receives an experimental permit.

The insecticide controls grubs, chinch bugs, sod webworms, bermuda mites, mole crickets and nematodes, the company said. All types of commonly grown lawn and commercial turf will be included in the research.

Tests have been underway at company research farms and at universities for several years. The company hopes to apply for registration on turf in time for the 1978 season.

## Plants in the Landscape Covered in New Volume

*Plants in the Landscape*, an introduction to the principles and practices of ornamental horticulture in landscape architecture, is available from W. H. Freeman and Co., 660 Market St., San Francisco, Calif. 94104.

The book was written by Philip L. Carpenter, Theodore D. Walker and Fredrick O. Lanphear. Carpenter is associate professor of horticulture at Purdue University; Walker is associate professor of landscape architecture at Purdue; Lanphear is manager of instruction of the Texas State Technical Institute, Amarillo.

**W.I.N.**  
with  
**NITROFORM®**  
and save!

W.I.N. with Nitroform® nitrogen . . .  
and save! On time and labor.

**SHASTA**  
30-0-0  
ORGANIC SULFONATE

**Northern  
California  
Fertilizer  
bags it!**

**HERCULES**  
INCORPORATED

Turf and Horticultural Products  
Wilmington, Delaware 19899  
STH76-23A

Circle 113 on free information card



## Tax-Supported Agencies Pose Threat to Contractors

Increasingly, private contractors are facing competition from a new front — organized municipal and tax-supported agencies pursuing the practice of "force account."

In force account, these groups use their workers for construction on outside accounts. The result: competitive bidding is bypassed, private contractors are frozen out of work and contracts, and unnecessary expense hits all taxpayers, whose taxes sustain the agencies.

Landscape and irrigation industries are especially threatened. According to the Landscape Industry Council of Colorado, some \$220,000 has been diverted from industry in Denver to the agencies over the past six months.

It is much the same in California. An example is a landscape and irrigation contract awarded to municipal workers in San Marcos, San Diego County, which halted a project costing \$243,000 over three years. The action was in direct violation of a state statute which usually requires bidding by private concerns on public work projects in excess of \$3,500.

Besides involving the misuse of tax monies, force accounts also impair private enterprise systems and cost clients extra expense. In Colorado, one agency convinced residents to buy unneeded and costly equipment for its project, just to see the tools fall into disuse and rust.

Industry is taking steps against the situation, however. In the San Marcos case, private contractors successfully stopped the municipal effort through the courts. The decision in favor of the contractors was not appealed.

## Spruce Budworm Attack Taking Place in Maine

An aerial insecticide spray program to combat the spruce budworm is taking place on 3 1/2 million acres of Maine forest this spring and early summer.

The project is a joint effort financed by the U.S. Forest Service, the State of Maine and paper companies owning land in the area. Project sponsors estimate that five to seven million acres of Maine forests

are infested by the spruce budworm, and 3 1/2 million acres are infested severely enough to threaten the immediate survival of the trees. The objective of the program is to control the budworm and prevent defoliation to the point that trees in the severely infested areas can survive. Project leaders hope to obtain better than 90 percent insect control and better than 30 percent foliage protection.

Sevin 4 Oil carbaryl insecticide, a Union Carbide product, has been chosen for the spray program. Officials said the decision to use this material was based upon the product's availability and its performance in a 500,000 acre program in Maine in 1975. This program demonstrated the product's extended residual properties, capability of being handled efficiently in large scale programs, insecticidal activity and foliage protection effectiveness.

The material has been evaluated by state and federal forest and regulatory agencies and meet environmental criteria which they have established for the project.

The company is shipping 648,000 gallons to Maine for the program. The material is being formulated at facilities in Memphis, Tennessee and Elkton, Maryland.

The spruce budworm has been a

problem in Northeastern forests for many years. An infestation in the early part of this century destroyed 27,000,000 cords of spruce and fir timber.

Today the budworm threatens to severely hamper Maine's pulp and lumber industry.

*please turn page*



**W.I.N.**  
with  
**NITROFORM®**  
and save!

W.I.N. with Nitroform® nitrogen . . . and save! In lower cost per pound of W.I.N.

**Regal Bags It**

**REGALITE**  
NITROFORM®  
38-0-0

HERCULES  
INCORPORATED

Turf and Horticultural Products  
Wilmington, Delaware 19899  
STH76-27

Circle 120 on free information card

# TRELAN

*"Whole Tree Chipper"*

New forward discharge spout designed for the tree services.



"Treelan is the machine I've dreamed of for years."

Robert Klausung  
Klausung Tree Service  
New Lenox, Ill.

**STRONG**  
MANUFACTURING COMPANY

498 - 8 Mile Rd., Remus, Mich.  
Phone (517) 561 7591

Circle 131 on free information card



## Little Future for Fairways Of Bluegrass, USGA Says

There is not much of a future for bluegrasses on golf course fairways, in the mid-Atlantic region of the country at least, according to Holman M. Griffin, former director of that region for the United States Golf Association Green Section, now with the National Golf Foundation.

At least with the bluegrass strains now available, the disease *Fusarium roseum* is a major problem along with insects such as *Ataenius spretulus* and others, he said as part of a panel discussion at the Section's annual conference on golf turf management earlier this year in New York.

Stanley J. Zontek, USGA director, "There is no doubt we do have problems with bluegrasses. Bluegrass is being forced to grow at too low a cutting height with too much nitrogen, too much water and maybe not enough other good maintenance practices, such as liming and aeration. But the researchers are continually trying to improve bluegrass strains, to improve disease controls and to develop better insecticides. I think there is a

great future for bluegrass progress simply by sorting out the tremendous amount of information already available on diseases, insects, etc."

Carl Schwartzkopf, USGA director, said, "In the mid-continent, the failure of bluegrass has always probably been due more to cutting height than anything else. The superintendent is being forced to cut bluegrasses too short, and this places undue physiological stress on the plant. There is also the tendency for some to overwater in order to maintain *Poa annua* during the summer.

"Unfortunately, many golfers believe green is good and brown is bad. When everyone realizes the capabilities and management requirements of bluegrass, I think bluegrass will probably do very well. I have played bluegrass fairways that were cut at 7/16 inch. When I mention this to some people, they simply shake their heads in disbelief. But those bluegrass fairways were so dense, it was almost like hitting a ball off Bermudagrass fairway turf. They were excellent. But we simply do not have bluegrasses available today that will very long survive the 3/4 inch or less height of cut."

National director Al Radko said, "I do not think we should allow bluegrasses to be knocked out of the turf manager's box. Today, there are a number of excellent bluegrasses being developed by researchers like Dr. Joseph Duich of Penn State and Dr. Reed Funk of Rutgers. These bluegrasses will one day be equal to our other good grasses for fairway turf. They will survive a height of cut desired by most golfers. We are definitely working our way down to this point."

## California Superintendent Takes on GCSAA Bylaws

There is a biased situation in the membership bylaws of the Golf Course Superintendents Association of America, according to a letter published in a recent newsletter of the Southern California Chapter of that association.

"There are many young, professional people in the field who have much to offer the GCSAA, but without association voting rights their voices cannot be heard," the

unsigned letter said. "The membership laws are blind to professionalism. The bylaws stress quantity and negate quality. According to these regulations, as long as one puts in his time as a superintendent or assistant he can attain class A and B membership.

"I must point out at this time that I am by no means criticizing the vast majority of reputable superintendents," it continues.

He said the quality of the golf course where a person puts in his "time" has nothing to do with his membership classification. He suggests that as an example, if he had foregone his university education and had rather accepted a position at a pitch-and-putt, nine-hole sand course, by now he would be a class A member instead of a class F member.

He proposes that substantial experience credit be allowed persons with an applicable degree, and that a person with a four-year degree be permitted to take the certification exam upon graduation. Certification could be given after a few years of experience as a superintendent.

"If major changes cannot be made in our bylaws, perhaps it is time for a Professional Golf Superintendents Association," he said.

**W.I.N.**  
with  
**NITROFORM®**  
and savel

W.I.N. with Nitroform® nitrogen . . .  
and save! On time turf is out of play.

**Lawn-A-Mat  
Bags It**

**LAWN-A-MAGIC**  
SOFTEN SOFT-TURF PELLETS  
33-0-0  
NET WEIGHT 35 LBS.  
LAWN-A-MAT 33-0-0

**HERCULES**  
Turf and Horticultural Products  
Wilmington, Delaware 19899  
INCORPORATED STH76-14B

Circle 121 on free information card

**W.I.N.**  
with  
**NITROFORM®**  
and savel

W.I.N. with Nitroform® nitrogen . . .  
and save! In lower cost per  
pound of W.I.N.

**Midwest  
Toro  
bags it!**

**NITROFORM**  
36% NITROGEN  
FOR DRY APPLICATION

**HERCULES**  
Turf and Horticultural Products  
Wilmington, Delaware 19899  
INCORPORATED STH76-21

Circle 124 on free information card