

GREEN INDUSTRY NEWS

Arborists emphasize self-help programs

Speakers at the National Arborist Association's annual meeting in Orlando accentuated the need of arborists to educate themselves and their crews through newly available materials.

"The Tail Gate Safety Program (developed by the NAA last October) provides good evidence that an employee has been instructed of the hazards he'll be involved in," said Rick Compton, safety director of

Farrens Tree Surgeons in Jacksonville, FL. He noted that there are many safety programs but the Tail Gate is the only one acceptable to OSHA requirements, based upon standards of the American National Standards Institute.

Compton and others spoke to arborists representing 140 major tree services. In his speech, "Common Accidents and How to Prevent Them," he suggested requiring each

employee take a driver's test, wait at least two weeks before operating a chain saw when starting with a company, and put aerial lifts on a regular inspection schedule.

Professor H. Dennis P. Ryan, III, of State University of New York at Farmingdale, said that arboricultural education is a problem in the schools and in small com-

Continues on page 14

Sod farmers approach 80's optimistically

An enthusiastic attitude toward the challenges of the next decade pervaded the meeting rooms of the American Sod Producers Association's midwinter conference, held in Orlando, February 24-26.

Although speakers and members cautioned of energy shortages, increased inflation, and hampering government regulations, the majority emphasized the value of their land and their ingenuity to overcome the problems.

Dr. James Beard, in his projection of what lies ahead in the 80's, said, "I'm optimistic. I think turf will be around for a long time." The Texas A&M professor of turfgrass physiology continued, saying, "If we lose turfs and ornamentals, the country will be in bad shape."

He said that turf varieties will no longer be developed on beauty contest standards, but on low energy requirements. Advances have come from extra nitrogen, irrigation, and

other energy sources, but new cultivars will have to go the other way. Water will be scarcer, poorer quality, and more costly, and should be a special concern of the sod farmer, Beard said. There should also be increased use of effluent water and better management of irrigation systems.

In the 80's, there probably won't be any new pesticides on the turf market, Beard said. Not only are

Continues on page 16

Conservation is golf show message

The biggest North American turf conference, the International Turfgrass Conference and Show of the Golf Course Superintendents Association of America, was held in St. Louis in February. The meeting continued its growth in attendance and number of exhibitors, as well as the number of educational topics covered during the five day show.

Attendance was estimated at 7,500, an improvement of 1,500 from the conference in Atlanta in 1979. The convention floor was filled with

nearly 300 exhibitors, from regular turf and irrigation suppliers to encyclopedia and sign companies. A person could easily spend a day just looking at exhibits.

But then, a complete range of concurrent educational sessions easily filled three other days. Conservation of water, fertilizer and energy and personal financial planning were the dominant subjects of the educational sessions. Critical basic knowledge of diseases, design, and irrigation formed a base for current interests.

If one area was weak, it was herbicide use and developments in that area. Overall, the intent of educational session planners was to help superintendents avoid pitfalls common in challenging years.

In the same conservation theme, was Toro Chairman David McLaughlin's keynote address, "Are we savers or spenders?" McLaughlin urged superintendents to promote the value of golf courses to state and local officials and to dispel believes

Continues on page 67

LANDSCAPE

CONTRACTOR NEWS

Ohioan offers cost saving advice

Art Landseadel, past president of the National Landscape Association, has offered the following advice to fellow contractors to cut costs.

Check insurance coverage to see that your insurance man has depreciated the value of insured items and reduced premiums accordingly.

Adjust coverage seasonally of resale items such as chemicals, stocked materials, and tools during the off season when your supply and its value is reduced.

Adjust telephone service during off periods. You may need fewer lines except during the sales season.

Offer fast pay discount of two percent to those customers that pay within ten days. Take advantage of similar offers from suppliers.

Contract out work to avoid fringe benefits of fulltime employees if the job is short term. Also lease equipment for short term jobs.

Take advantage of cooperative advertising in which the manufacturer offers to pay part of the advertising to get his product in use.

Consolidate business forms and billing to reduce printing and handling costs.

Void guarantee on past due accounts by terminology on contracts and charge late payers 1 1/2 percent interest per month after 30 days.

Add equipment/supervision charge to jobs to account for all overhead not considered when price structure was designed.

Every little bit helps and eventually adds up to a large savings.

California chapter selects Vandergeest

The Long Beach-Orange County chapter of the California Landscape Contractors Association, the largest chapter in the group, elected William Vandergeest of Vandergeest Landscape Care, Santa Ana, president. More than 200 landscape and irrigation contractors belong to the chapter.

Four vice-presidents were also elected to serve for 1980. They are John K. Budd, Budd Landscaping, Orange; Allen Chariton, Tierra Verde Landscape, Santa Ana; Wayne Duboise, Mission Landscape Service, Costa Mesa; and Bob Newton, Santa Ana.

Two more groups affiliate with ALCA

The Associated Contractors of Oregon and the Metropolitan Detroit Landscape Association became the 12th and 13th state and regional landscape contracting associations to formally affiliate with the Associated Landscape Contractors of America. Under the sponsoring member arrangement, member firms gain direct access to all ALCA publications and meetings.

ALCA creates interior division

A new division with its programs specifically for interior landscaping has been launched by ALCA. Lainé Craft, owner of Living Interiors, Lake Park, FL, has been installed as chairman of the division. The Interior Division has scheduled several sessions on maintenance, a fullblown conference in Denver this fall, and a newsletter of its own. Under development is a Maintenance Procedures Manual expected for release late this year.

Arborists from page 13

panies which don't have their own training programs. He urged arborists to bring the NAA's slide/cassette program to schools, where there is not the time to teach practical experience.

Four ways to improve the profession, Ryan said, are: education, good publicity (support of arbor day), hiring women, and paying more for workers to get better performance.

Charles Cissel of Guardian Tree Experts and Ted Collins of Ted Collins Tree and Landscape Service said the slide/cassette and Tail Gate safety programs can be very helpful for practical Integrated Pest Management (IPM). The question to consider for pest management, Collins said, is: "Is it safe, healthy, environmentally acceptable, and profitable?" He has promoted IPM through television, radio, public relations, advertising, and personal appearances.

Lively response came from Kenneth Morefield's talk on "The Wage and Hour Law, and Company Policies." The management consultant said, "Investigation of operations usually proves violations." Questions and disbelief from arborists showed that he was probably correct.

Speakers also shared their expertise on other governmental concerns, such as pesticide regulations and certification in the 80's; cultural practices, such as soil and foliage analysis and Dutch elm disease; and new technology, including computers. Members showed slides of innovative practices they have used to aid their operation.

The association honored the "Senator" cypress tree in Big Tree Park, Longwood, FL, with a bronze plaque. The tree is over 3,500 years old and has a dbh of 138 feet.

President Larry Holkenborg handed over his office to Bruce Walgren of Walgren Rree Experts, Inc., West Hartford, CT. Other newly elected members are: Walter E. Money, 1st vice president; Erik H. Haupt, 2nd vice president; Lee L. Lesh, secretary; Robert Mullane, treasurer; and William L. Owen, director.

Carter blocks fertilizer shipments to Soviets

President Carter has won support from Congress for his decision to indefinitely block the shipment of one million metric tons of phosphate fertilizers to the Soviet Union this year by the Occidental Petroleum Co.

"The President has doubled the effect of the grain embargo," said U.S. Congressman Tom Harkin (D-IA). "And he has done so in a way that does not further penalize farmers, but instead, helps them by increasing the phosphate fertilizers available here at home."

Harkin led congressional efforts to convince the President to block the shipments until the Soviets remove their troops from Afghanistan. He argued that it made no sense to withhold 17 million metric tons of American grain through an embargo if we then allowed the Soviets to receive enough American fertilizer to boost their own production by about 20 million metric tons.

EPA responds to Dow's request for 2,4,5-T

Dow Chemical's request for EPA to withdraw its emergency suspensions of 2,4,5-T and silvex should be rejected, according to EPA's lawyer Dorothy E. Patton.

Patton cited several procedural and factual shortcomings in the Dow suspension request. She said, for example, that before the administrator could reconsider his suspension orders, Dow must show that new evidence is available to support its request. Patton argued that Dow failed to meet that test and that its request relies only on examples showing that some scientists disagree with EPA's regulatory decisions on 2,4,5-T and silvex.

She said that EPA's recently completed TCDD mother's milk studies could be construed as new evidence, but the significance of the study, which showed no TCDD residues, was "highly questionable."

USDA establishes energy centers

Two agricultural energy centers to make farmers and ranchers energy self-sufficient in ten years are being established in Tifton, GA, and Peoria, IL, by the U.S. Department of Agriculture.

At Tifton, scientists will seek new and better ways to generate energy on the farm and better ways for farmers and ranchers to put that energy to work. The programs at the Peoria center will concentrate on converting farm- or forest-produced biomass into fuel alcohol or petrochemical substitutes.

At the centers, scientists and extension officials from USDA's Science and Education Administration (SEA) will work in cooperation with a number of state agricultural experiment stations and universities.

The research will cost about \$6.2 million. The SEA will fund the research at the Tifton energy center for the first three quarters of 1980 with \$1.6 million, plus \$200,000 for extension activities. In Peoria, the agency will spend \$2 million, including \$100,000 for extension work. Another \$2.4 million will be awarded for university research projects on agricultural energy.

Sod from page 13

some countries doing a pretty good job without them, their cost is expected to rise 25 to 30 percent in the next few years. Target use will be the style of application.

Beard doesn't think mowers will be changed, but popularity of energy efficient models will. Energy is the major factor in the type of turf-grasses to be used. These will be of two types, Beard said: fast growing for high stress areas, such as athletic fields, and slow growing for aesthetic areas and lawns, which subsequently won't have to be mowed as often.

Beard also headed a session on warm season grasses. Dr. Richard Smiley from the department of plant pathology at Cornell University, and Dr. Robert Shearman, extension turfgrass specialist at the University of Nebraska, shared their knowledge in a session on cool season grasses.

Panel discussions by ASPA members on fuel saving tips and netting suggested changes in practices for the future. M.L. Beck from Alabama, said, "Saving fuel is a case of changing habits." Yet sometimes you have no choice but to do a job regardless of the energy costs. The panel on netting showed slides of the foibles and successes from using it, and all are convinced that its help in increasing production make it more attractive for the next 10 years.

Ralph White from Georgia explained how his company, Southern Turf Nurseries, is using brewery waste from Anheuser-Busch to raise sod. John Patton of Maryland showed the audience how he used aircraft to spread fertilizer over his fields. Other members talked about adapting their equipment and preparing their fields in less conventional ways.

Other stimulating talks came from Michelle Williams from Utah and Mike Swanson from Florida on their ways of marketing sod, and Richard Underwood from the Lyndon B. Johnson Space Center in Houston, TX, gave a dazzling display of what NASA is doing to help the farmer.

After the two days of talks, more than 100 participants out of the more than 700 who attended the conference, took advantage of the tour through R&D Sod Farms, Inc. given by Ed Davis. On a sunny Florida day, Davis led the tour to various levels of production on his 900-acre farm.

that they are merely a playground for the wealthy. They are one of the greatest components of the urban "Green Belt" through which people preserve natural environments.

McLaughlin also recommended expanding the functional use of golf courses as filter bases for recycling waste water. He urged superintendents to be more demanding of manufacturers to keep costs down through energy efficient manufacturing and to develop more efficient irrigation systems. The superintendent must express his willingness to experiment and to test new technologies.

GCSAA's Distinguished Service Awards were presented to Manuel Francis and Dr. John Madison. Francis' career as a superintendent, designer and consultant has spanned more than 60 years. Madison previously served the turf industry as a California educator, researcher, and author.

Melvin Lucas, superintendent of Piping Rock Club, Long Island, N.Y., was elected GCSAA President for

1980. Michael Bavier, superintendent of Inverness Golf Club, Palatine, IL, was elected vice president. The 52nd International Turfgrass Show will be in Anaheim, CA, in January.

NURSERY

Nursery trade called "people business"

A California nurseryman told participants at the Annual Nurserymen's Short Course at Texas A&M University that "we are in the people business and we must have commitment and enthusiasm to succeed in the 1980's."

Ken Cook from The Growing Grounds in San Diego challenged his audience "to never rest on your laurels—your past accomplishments. You must make each and every day a special experience for the guest that walks into your place of business."

Another speaker, Sidney

Meadows, owner of Flowerwood Nursery, Mobile, AL, talked about the people employed by the nurseryman. He said the right people with proper training can solve the biggest problem in nursery production—lack of productivity.

"The day of the small nurseryman is still here," Meadows said. A worker is like a student. If he is given work under his level of ability, he will get bored; if given too much responsibility, he will become frustrated and quit.

GOLF

Golf superintendents elect new officers

Melvin B. Lucas Jr., superintendent of Piping Rock Club, Locust Valley, Long Island, NY, was elected president of the Golf Course Superintendents Association of America during the association's annual meeting Feb. 20 in St. Louis.

Michael R. Bavier, superintendent of Inverness Golf Club, Palatine, IL, was elected vice president for 1980.

New members of the association's board of directors are Robert W. Osterman, superintendent of The Golf Club of Aspetuck, Easton, CT, and James W. Timmerman, superintendent of Orchard Lake Country Club in Michigan. Osterman and Timmerman will serve three-year terms.

President Lucas appointed James A. Wyllie, superintendent of the Bayview Country Club, Toronto, Ontario, to serve as secretary-treasurer. Lucas also appointed Paul Boizelle.

TRADE SHOW

Mid-America show breaks past records

The 1980 Mid-America Trade Show, held in January at the O'Hare Exposition Center in Rosemont, IL, attracted the largest audience in its history.

A total of 4,487 buyers visited the show, spending \$1,916,954, for an average of \$428 per buyer. These figures represent a big jump compared to past shows.

Companies attending Mid-Am/80 totaled 246, occupying 386 booths. The total attendance, including exhibiting personnel, guests, students, and press, was 5,744, also a record.

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