

GET TOUGH

on
Dollar Spot
Fusarium Patch
Leaf Spot*
Brown Patch*
Red Thread*

*Approval Pending

BOOK REVIEW

Vargas Translates Disease Terms to Useful Words

Turfgrass diseases are one of those hitches to an otherwise smooth running management program. You'd rather not study them unless you have to.

Dr. Joe Vargas of Michigan State University, has tried to make the task more interesting in his new book *Management of Turfgrass Diseases*, published by Burgess Publishing Co.

Vargas discusses each significant disease of warm and cool-season turfgrass and explains factors which cause, encourage, or discourage them. Diseases and cultural influences are covered for home lawns, golf courses, and sports turfs.

Selection, use, and action of turf fungicides are covered in one 15-page chapter. Some authors have written entire books on this subject alone. But, Vargas has distilled down this information to the quantity desired by turf managers. He is writing specifically for them.

There are 23 color plates of diseases on turf and numerous line drawings.

The entire book is 200 pages and sells for \$24.95. If you are looking for a simplified, basic guide to turf diseases and their control, *Management of Turfgrass Diseases* is your book.

WTT

L.I.S.T. Monthly Simplifies Plant Locating, Job Costing

When you first open L.I.S.T. Monthly, a national catalog and price list for nursery material, the rows of numbers overwhelm you. But, once you learn a few simple codes, locating and pricing plants for a job is a breeze. No more phone calls searching for each plant in a job and then getting a firm price.

Both contractors and architects should benefit greatly from this eight-month-old publication, one primary reason is the two people who created L.I.S.T. Monthly worked for major contractors. Robert MacDonald graduated from Mississippi State University's landscape contracting program and worked for Gustin Gardens in Gaithersburg, MD. He did much of the bid work for Ray Gustin's commercial division. John Cote worked for Theodore Brickman in Long Grove, IL, and is also a Mississippi State University graduate.

Currently, 145 growers have products listed in the publication. MacDonald hopes to increase that number to 600 in the near future. The February edition was 236 pages, four times larger than the original July 1982 issue.

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The growers are divided into six regions. Distributors, mail order houses, retail operations and landscape nurserymen are included by region as well but are coded for identification.

The catalog is based upon the common and botanical names for each plant. These are in alphabetical order. Next to the plant are listed the size, container type, quantity available, average wholesale price, date of the information from the supplier, supplier name, region, price each, and quantity range for sale. Wholesale prices of all growers listed are averaged for job estimating.

By looking at this catalog, an architect can decide whether to specify a certain type of plant based upon availability. He can also tell a contractor where to find a plant if he says it's not available.

The contractor can save time doing estimates for bids and can show an architect with reasonable cer-



tainty a plant is unavailable. He may find the plant available in a smaller or larger size, but still in his area. Substitutions can be made up front rather than by post contract negotiations.

Computerized architects and contractors can access the information by phone rather than using the publication if desired. A "black box" is generally all that is required.

All plants are identified by the eight-digit American Association of Nurserymen code for future numerical identification.

McDonald got the idea when Ray Gustin hired him as a coop student from MSU to consolidate 400 nursery catalogs into one for his estimators. Gustin was one of McDonald's first subscribers.

Members of industry associations receive a discount for subscriptions. MacDonald has announced a spring special price of \$36 for 12 issues. The regular price is \$59. MacDonald is shooting for 15,000 subscribers.

At today's labor rates, the catalog pays for itself in less than three hours of saved time. Think of the hours you've spent paging through nursery catalogs and making phone calls. Architects, contractors, and other nurserymen should find this publication very helpful.

Subscriptions can be arranged by contacting L.I.S.T. Monthly, 218 Joseph Square, Columbia, MD 21044. (301) 964-3838.

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