

## EQUIPMENT

### Louisville equipment expo wins on first try

Aisles were filled with distributors, booths overflowed into an extra hall, and outside, despite 90 degree heat, engines cranked as equipment was demonstrated. A typical field day perhaps? No, this was the first International Lawn Garden & Power Equipment Expo, held in Louisville, July 23-25.

More than 200 equipment manufacturers gave the new show their best shot with impressive professional exhibits equal to shows in Chicago's McCormick Place. It is the Hardware Show, held in McCormick Place in August, these equipment manufacturers were abandoning in favor of a show just for retail and commercial lawn and garden equipment.

The Expo was a selling show, with privacy rooms included in many exhibits so orders could be negotiated and signed. The number of distributors in suits gave the impression large orders were changing hands.

Commercial equipment may have been forgotten in the educational sessions, but its presence was clearly felt on the exhibit floor and outside on the demonstration field. Although Toro and Jacobsen held their commercial equipment back in favor of their homeowner lines, Ransomes and Bunton came in with their complete professional lines. Deere and Co. took the opportunity to launch its new pro-



Bunton's surprise at the Outdoor Equipment Expo show was an imported fairway and parks mower.

fessional out front rotary. Many outdoor equipment companies had small booths to test the water.

In some cases it was difficult to tell the difference between large homeowner products and smaller commercial ones. The commercial products gave the retail products in the same booth a beefy, well-built appearance.

Comments following the show

indicated both manufacturers and distributors were impressed. Both are hoping for greater attention to commercial lines at the same show next year.

## TRAVEL NOTES

### Moving, buyout activity on upswing

The effects of a healthier economy are being felt across the Green Industry this summer.

Lawyers in Ohio and New Jersey are busy this summer as LESCO, in the process of going public, has purchased a plant formerly owned by U.S. Steel in New Jersey. At the same time, The Andersons is completing negotiations for a Kaiser Agricultural Chemicals facility in New Jersey. Both Ohio companies are aggressively expanding their formulating capabilities to serve the commercial turf fertilizer and chemical market.

Milwaukee newspapers reported Briggs & Stratton has purchased a manufacturing facility outside of Milwaukee to avoid production tie-ups caused by strikes, such as the one last July through October. B&S is also making a strong push into the electric motor business. A recent Better Homes and Gardens survey indicated



John Deere's commercial out-front rotaries are now available. This F930 caught the eye of distributors during the Expo.

## UPDATE

### GCSAA opposes FIFRA

The Golf Course Superintendents Association of America, as part of a national coalition opposing passage of the Federal Insecticide, Fungicide and Rodenticide Reform Act (H.R. 3818), has authorized the National Club Association to speak in its behalf in opposing it.

The act contains provisions which would increase the liability of pesticide users in cases of contamination of land and water supply as well as other limitations. If enacted, the provisions would increase golf course and administrative costs and deter new golf course development, according to the coalition.

Specifically, some ramifications of the act would include:

- Only certified applicators would apply restricted use pesticides
- Private applicators would have to keep records of all sprayings
- Any individual could sue a FIFRA violator
- EPA would have to regulate application to protect local residents

### An economical alternative

Would you like to play golf in half the time and on half the land it takes to play a normal game? If Jack Nicklaus' "short ball" idea comes into play, you'll be able to do just that.

Nicklaus feels so strongly about the idea, his new course in the Cayman Islands, scheduled to open this fall, was specifically designed for the new ball that travels only half the distance of regular balls. The Cayman course can be played as a 3,338-yard par 72 by short ball users.

*Golf Digest* reports the new one-piece balls are made of a plastic material that has a varying density through its cross section. It has a 10 compression and an initial velocity of about 200 feet per second, where a normal ball's velocity is 250.

The \$1,000 price tag per experimental ball will have to drop considerably, though, before the average golfer could ever test the new idea.

"We know there will be a monstrous amount of skepticism about the idea," says Bob Cupp, Nicklaus' chief course designer. "But it's not a commercial endeavor. We're not trying to change golf—just provide an economical alternative."

### Father of 18

The next time you find yourself scrambling for some golf trivia at a party, try this one.

How many courses other than the original in Scotland are named St. Andrews?

The answer is 18.

None, however, offer the same type layout, only an occasional hole that beckons back to the 1552 Scottish course, the birthplace of the game.

ten percent of retail mowers sold are electric. Briggs hopes to gain market share in the electric motor business.

Media in the Twin Cities have revealed Northrup King's plans to leave its historic headquarters and warehouse in Minneapolis. NK's research farm outside Minneapolis was sold last fall. Turf research will move to Mt. Joy, PA, and Tangent, OR. NK's packet seed business is looking for a more southerly location. The company's headquarters may remain in the Minneapolis area.

Speaking of seed, Leah Brillman, turf breeder for Jacklin Seed, Post Falls, ID, and her husband are expecting their first child in about five months.

### SEED

#### Loft's Field Day features tall fescue

Even though demand is still outpacing production, Dr. Richard Hurley of Lofts Seed, Bound Brook, NJ, says there will be enough turf type tall fescue to meet demands this year.

That was some of the good news about 95 sod producers, lawn care professionals and researchers heard at the seventh annual Lofts Field Day, held in June at the company's



Dr. Rich Hurley explains a type of turf disease to attendees at the Field Day.

research farm in Martinsville, NJ.

Hurley believes the turf type tall fescues is the "grass of the future."

"Rutgers is introducing new varieties with greater stand density, better color and good shade tolerance not to mention drought tolerance," said Hurley. "We are continually looking to improve brown patch, pythium, and leaf spot resistance as well."

Hurley also said the turf type tall fescues will come on strong in the transition zone and even overtake the use of Kentucky bluegrasses.

"By the end of the decade, we will have varieties that surpass Rebel and  
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## UPDATE

### Salary extremes between coasts

The latest salary survey of grounds managers by the Professional Grounds Management Society shows grounds managers on the West Coast to be the highest paid, and their counterparts on the East Coast to be the lowest paid, on the average.

The breakdown is as follows:

New England Region: (Mass., Vermont, Rhode Island, New Hamp., Maine, NY, NJ, and Conn.); an average salary of \$22,921.

Mid Atlantic Region: (Penn, Maryland, Wash, DC, Del., Virginia); an average salary of \$25,819.

Southeast: (West Va., Ky., Tenn., NC, SC, GA, Alabama, Fla); an average salary of \$24,101.

Mid-West Region: (North Dakota, South Dakota, Neb., Minn, Iowa, Wisc. Ill., Mich., Indiana and Ohio); an average salary of \$24,249.

Southwest Region: (Kansas, Missouri, Okla., Arkansas, NM, Texas, Louisiana and Miss.); an average salary of \$26,957.

Far West Region: (Alaska, Hawaii, Wash., Oregon, Idaho, Montana, Wyoming, Calif., Nevada, Utah, Colo., Arizona); an average salary of \$27,643.

### ASLA down to the wire

By its June 1 deadline, The American Society of Landscape Architects was only \$61,000 shy of its \$400,000 goal to purchase a building to be used as the national headquarters.

The Executive Committee and the Board of Trustees, however, voted to proceed with the purchase of the building and to keep up fundraising efforts, according to Society president Darwina Neal.

### ALCA Grand Award to Brickman

A wooden bridge, man-made ponds and extensive greenery are all part of the landscape design developed by Theodore Brickman Co., Long Grove, IL, for a single family home in Barrington Hills, IL, that has won an Associated Landscape Contractors of America Grand Award for Excellence.

Brickman landscape architect Feryl Waldenmyer said the intent was to make the best use of existing vegetation and to provide optimal views of the 10-acre lake on the property.

### EPA cracks down on wood savers

Application of three wood preservatives is now restricted to certified applicators following a July ruling by EPA. Certified applicators of pentachlorophenol, creosote, and inorganic arsenicals must wear impermeable gloves in all cases, wear respirators and protective clothing in many cases, and not smoke, eat or drink while handling the materials.

### LOFTS from page 10

Rebel II (set to be introduced in a few years)."

Dr. Richard Smiley of Cornell University presented information on fusarium blight. Drs. Reed Funk and Ralph Engel of Rutgers also attended.

Hurley said the number of invitees to the field day is kept to a minimum so that people can ask questions and get problems solved. Those attending represented \$4 million in business to the company.

### PESTICIDES

#### Maine paper companies battle spruce budworm

Maine paper companies, in an effort to protect their woodlands and also the state's largest industry, paid an estimated \$5.5 million to spray 624,500 acres of forests with two chemicals, Zectran and Matacil, and with a natural caterpillar killer called *Bacillus thuringiensis* (Bt) in what has become an annual battle to control the spruce budworm.

Studies indicate the budworm could seriously affect Maine's paper-making capabilities by the turn of the century and the paper companies have responded with what is believed to be the nation's largest forest pesticide-spraying project.

Throughout May and June nearly 40 planes flew over infested areas, spraying chemicals and Bt. The Maine Pesticides Control Board said the spraying poses no danger and the chemicals will cause no lasting problems because dozens of support personnel were used to pinpoint the spraying thus avoiding populated areas.

### EQUIPMENT

#### Exmark enlarging manufacturing plant

Expansion of Exmark Manufacturing Company's product lines as well as "a dramatic increase" in growth are the reasons for the 18,000-sq.-ft. addition under construction at the company's Beatrice, NB, plant. Exmark is a manufacturer and marketer of lawn and turf care products.

"We recently completed our new facility in Beatrice, and product demand by our distributor organization and their customers necessitates the immediate expansion of our facility," Robert Martin, the firm's president, says. "The acceptance of the



## UPDATE

### Monsanto/Carbide cases end, data arbitration stands unscathed

Years of heated debate, led by Monsanto and Union Carbide, have produced little relief to chemical companies wanting to protect secret data used to register a pesticide with EPA from competitors.

In August, we reported the Supreme Court ruled in favor of EPA in the Monsanto case, although the Court did recognize trade secrets as property. The Court shut the door completely when it ruled in a similar data arbitration case concerning Union Carbide that the constitutionality of EPA's data compensation was not ripe for review.

Union Carbide says EPA will again start using its data in support of other companies' registration applications. This opens the door for me-too registrations until Congress can amend FIFRA, something unlikely before 1985.

### Chemigation regulations eminent

Federal and state pesticide regulatory officials are pressing for new rules to prevent groundwater contamination and accidental poisoning caused by chemigation, application of pesticides through irrigation systems. Posted warnings, restrictions by soil type and water table, and allowing only products specifically labelled for chemigation are the leading proposals for regulations. Expect restrictions by the end of 1985.

Other topics raised during a meeting of these officials in July, which could result in additional regulations, include using pesticides at less than label rates, standards to judge groundwater contamination, additional label warnings for fumigants, and possible elimination of the restricted use classification for pesticides.

### Civil servants fight contracting out

Park Service employees are strongly influencing U.S. House Appropriations Interior subcommittee members to attach an amendment to the Park Service's 85 budget to prevent contracting out. The Park Service hoped to save \$15 million over the next two years by contracting out maintenance and repair services. It contracts \$90 million in work each year to private concerns. Other agencies seeking to save money by contracting out include EPA, Transportation, Health and Human Services, and Housing and Urban Development. Once contracting out issues are settled, government bid work should vastly increase.

Meanwhile, the American Association of Nurserymen are accusing the U.S. Forest Service for unfair competition for selling overstock from its tree nurseries to the customers of private nurserymen. AAN says private nurserymen can't compete with the subsidized prices of the Forest Service and that overstock would not occur if the government nurseries were well-managed.

Exmark product line and our entire line of Ranger walk-behind mowers resulted in the decision to expand our facility at this time."

## TREES

### Davey joins effort to aid disabled

The Davey Environmental Services signed a contract to operate a new project recruiting disabled workers for work in nursery, landscaping, lawn care, arborist, groundskeeping, and allied industries.

The Ohio Area Office will be part of a national outreach effort called Horticulture Hiring the Disabled (HHD). The project is sponsored by a U.S. Department of Education grant to the National Council for Therapy and Rehabilitation through Horticulture. Horticulture business leaders in Ohio will be called to support the new project office.

The Davey Environmental Services is a division of the Davey Tree Expert Company, Kent, OH. Davey will be working closely with service and vocational agencies serving disabled persons in Ohio to identify new opportunities for training and employment of physically and mentally disabled workers.

Tom Hazelwood, operations manager at Davey, says, "We are pleased to be involved in this new project. It will add an extra dimension to our services and provide additional opportunities for employment of disabled persons in Ohio."

Other HHD area offices are located in Upper Marlboro, MD, Lake Worth, FL, and Pleasant Hill, CA.

## INDUSTRY

### Allied sells liquid fertilizer business

Allied, an energy and chemicals concern based in Morristown, NJ, recently announced the sale of its liquid fertilizer business to members of the business's management and E.F. Hutton & Co. The sale includes plants at Geismar, LA, LaPlatte, NB, and Hopewell, VA. Other details of the transaction were not disclosed.

Late last year Allied revealed the liquid fertilizer market had been unprofitable in recent years and announced that it was selling its operation. Allied said its 1983 profit would be reduced by \$140 million as a result of the sale.

The new liquid fertilizer business will be called Arcadian Corp.