

ASSOCIATIONS

ALCA attracts 460 to annual conference

Another Associated Landscape Contractors of America convention is history, but for most who attended the four-day conference at the Kona Surf Resort Hotel in Kona, Hawaii, the convention theme of "Profit in the Pacific" paid off in many ways.

Gail Morgan, executive director of ALCA, said the 460 total registrants learned from the educational sessions as well as from networking among themselves.

"I think we had just the right mix of formal educational sessions and enough time allotted for interaction around the swimming pool or in small groups. There's a lot to be said for learning from each other."

At a luau-styled installation banquet, President Rod Bailey said, "We're ready for growth and it will come. We've set a goal of 25 percent growth in '85. We're celebrating our 25th anniversary with that goal. Together we can do it."

The 26 exhibitors set up shop in the Kona Surf Convention Center and had a "fairly good" flow of traffic.

Warren Hamlin of B. Hayman, Hawaii, said booth traffic was good in general, but slowed down considerably in the afternoons.

"We were pleased with the (exhibit floor) turnout," Morgan adds, "Most exhibitors didn't expect big turnouts every day. The exhibits had to compete with outside activities."

Plans are in the works for the Landscape Maintenance Division of ALCA and the Professional Grounds Management Society to co-sponsor a trade



ALCA board meets in Hawaii.

show next year in Milwaukee.

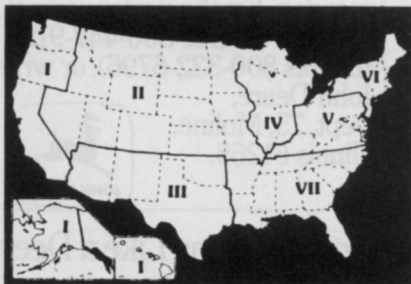
If certain details can be worked out, the two associations would jointly sponsor a trade show, while retaining their own individual educational sessions. Depending on the subject matter, some joint educational sessions may be planned. The boards of each have approved the plan.

ASSOCIATIONS

ALCA survey shows wages, procedures

A survey taken at the Associated Landscape Contractors of America Landscape Management Division conference in Atlanta in October gives a composite of the contractor and his company.

There were two parts to the survey—wages and procedures and benefits. Some of the results follow: (Results were listed by region).



Wages—Production manager, a high salary of \$48,000 (Region III); low of \$15,600 (Region VII).

Production supervisor, high \$32,000 (Region I), low \$11,400 (Region VII).

Route/Site Foreman, high \$22,500 (Region III), low, \$10,400 (Regions V and VII).

Equipment operator, high \$45,000 (Region III), low \$9,360 (Region II and V).

Crew member, high \$15,000 (Region IV), low \$6,500 (Region V).

Shop foreman, high \$30,000 (Region V), low \$10,400 (Region VII).

Mechanic, high \$26,000 (Region V), low \$9,360.

Procedures and benefits—The average survey respondent works eight hours a day, five days a week, beginning his day between 6 and 7 a.m. or 7 and 8 a.m. He gets five paid holidays, zero paid sick days and is given a salary increase annually. Overtime is paid weekly. His company provides him with a uniform and small equipment and hand tools and also pays his medical insurance. The respondent is involved in weekly management meeting with his supervisors/foremen. A weekly activities report is also given to each of his clients.

Equipment damage caused by neglect is the responsibility of the employee. Mowing crews are responsible for pruning and mulching in a majority of the cases.

Most firms answering the survey do not have published job descriptions for all jobs, but they do have a formal policy and procedures manual. A majority employs a full-time gradu-

ate horticulturist on staff.

Most companies pick up the tab for educational fees for job-related courses and give performance reviews every three months. Few companies provide compensation for employee-generated ideas that are implemented. A minority of companies had an incentive program for field personnel.

PESTICIDES

Sevin supply good, but questions remain

The supply of Sevin, the insecticide manufactured from methyl isocyanate, (MIC) by Union Carbide, is expected to remain adequate for the 1985 season, according to a spokesman for the company.

Late last year, methyl isocyanate leaked from a pesticide manufacturing plant in Bhopal, India, killing more than 2,000 people and stirring up controversy over the safety of pesticide manufacturing and use.

Tom Arnold of Union Carbide says, "Right now, we don't anticipate any shortages. We're cautiously optimistic but greater than normal uses could change our supply of Sevin. We're suggesting people cover their needs, but don't load up."

Lure of OPEI Show grows, 100 new exhibitors to court buyers

The phenomenal momentum established by the first International Lawn Garden & Power Equipment Expo last year in Louisville continues unabated. More than 100 new exhibitors will court the 10,000 plus distributor/dealer buyers in Louisville this July 29-31. Nearby hotels are already booked up for the second show that boasts outdoor demonstration areas as well as air-conditioned indoor exhibits.

A fourth national association has endorsed the show, the Portable Power Equipment Manufacturers Association. The Outdoor Power Equipment Institute sponsors the show and the National Equipment Servicing Dealers Association, the Engine Service Association, and now the PPEMA endorse and promote the show.

Chemical manufacturers have now discovered the show and will play a growing role in it.

Interested distributors or exhibitors can contact The Kentucky Fair and Exposition Center, P.O. Box 37130, Louisville, KY 40233.

400 Case/IH dealers on the block

International Harvester and J.I. Case dealers in the same town are competing for more than business this winter, they are competing for the one dealership that will remain this spring.

Case dealers are basically short-line dealers who carry other short lines to round out their product mix. The new Case/IH dealers will be full-line, meaning competing short-lines will be dropped. But, the strongest distributor in the area, whether Case or IH, will be chosen.

The consolidation of Case's 650 dealers with IH's 1,400 dealers may shake up more than Case and IH dealers. Being one of 400 losers may not be all bad. Other agricultural equipment manufacturers are carefully comparing the Case/IH losers to their own local dealerships. One company's loss may be another company's gain, and who is going to sell the short lines dropped by Case?

Meanwhile, Deere is adding dealers, making a profit on reduced production, and its industrial division increased sales 37% in 1984. Allis Chalmers is looking for a mate, maybe Germany's Deutz or Canada's Massey Ferguson. The local IH dealer may be a Ford or Deere dealer by this summer.

In-the-Middle covers the turf and landscape distributor and dealer. Distributors are invited to send news items to Weeds, Trees & Turf, 7500 Old Oak Blvd., Cleveland, OH 44130.

Because of the questions hanging over the highly toxic MIC, production of chemicals like Sevin and Zectran (for ornamentals) has halted. Arnold says future availability of chemicals using MIC in the production process will depend on how soon Union Carbide can resume production.

Other pesticide manufacturers are strongly considering alternative methods of making certain products, following on the heels of the Indian mishap.

"This nation faces a quiet, but deadly crisis in the millions of pounds of hazardous air pollutants emitted each year, many of which are as toxic as MIC," Rep. Henry Waxman of California has said. Waxman is chairman of the House Energy and Commerce Subcommittee.

Looking to the future of pesticides, the representative of one manufacturer said, "Certainly there's a lot of thinking going on about alternatives to methyl isocyanate but it's too early. We don't know what's going to happen."

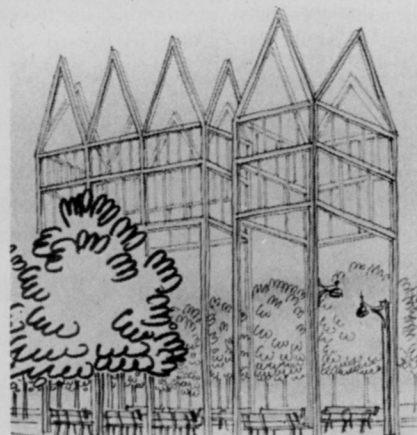
PARKS

Bronx parkway to get facelift

Architect Phillip Wild is anxious to see the design he worked up for the entranceway to the Pelham Parkway in New York implemented in coming months. Wild's design—a steel frame pavilion surrounded by suitable shrubbery and plantlife—was chosen over 50 other conceptions, and earned the 28-year-old New York architect \$2,000.

"The pavilion resembles the profile of a house as a reminder that the Pelham Parkway is a community of homes," Wild says. "It addresses the small scale issue of providing a functioning neighborhood park and the large scale issue of providing local identity."

Wendy Fleischer, who administered the contest through the not-for-profit Neighborhood Initiatives



Wild's design for the pavilion

Development Corporation (NIDC), says efforts are under way to gather the estimated \$350,000 to turn the design into a reality.

The contest was funded in part with public funds from the New York State Council on the Arts, contributions from Citibank, and NIDC.

"We were talking about what we can do to improve this area and we came up with this idea," Fleischer explains. "After driving through the Bronx with all the factories and freeways and traffic many people think



Site of Gateway to Pelham Parkway that's all there is. But there's another

Bronx. There's a place where people are proud of the neighborhood. Most people are really pleasantly surprised and we think the Gateway to Pelham Parkway will help."

Fleischer says she's grateful the jury which chose Wild's designs "kept our budget and need for low maintenance costs in mind."

CHEMICALS

Velsicol, Japan co-develop Rizolex

Velsicol Chemical Corp and Sumitomo Chemical Co. Ltd. of Japan will co-develop and market Rizolex, a fungicide for control of soil-borne diseases such as *Rhizoctonia spp* and *Schlerotium spp*.

Velsicol will have exclusive rights to the development of Rizolex in the United States, Mexico and Canada. The chemical's primary use in North America will be in turf and ornamentals and cotton, peanuts and other field crops.

Sumitomo has also made arrangements with PBI Gordon to produce the insecticide Sumithion.

CHEMICALS

Seminar to difuse "time bomb"

The National Coalition For A Reasonable 2,4-D Policy will sponsor a one-day seminar "to arm members of the lawn care, forestry and agricultural industries" with educational and resource materials designed to support the industry's continued use of herbicides at a local level.

According to the Coalition, the lawn care industry is one of the most visible herbicide user groups in the country. Because of its visibility, lawn care businesses have become the focal point for an increasing amount of regulation. The Coalition points to "prior notification" and "posting" as a "potentially dangerous trend" in lawn care regulation.

The Survival Training Workshop is slated for March 12 at the Airport Marriott in Atlanta. The day-long seminar will examine current herbicide issues and is aimed at improving communications skills and generating better understanding between those involved with herbicide use and the general public.

Edith Efron, author of *The Apocalypstics*, a book about undisclosed cancer research facts, will be the keynote luncheon speaker. Registration fee is \$65. For more information, call the 2,4-D Coalition headquarters, (312) 644-0828.

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UPDATE

Karathane, not Kelthane suspended

In December *Government Update* we erroneously reported that Rohm & Haas had voluntarily suspended Kelthane until additional studies were completed. We had the common name right (dinocap) but the product name wrong, it should have been Karathane. Kelthane (Dicofol) is still on the market as one of the few effective miticides available.

Reagan proposes EPA \$\$ freeze

President Reagan's 1986 budget recommends a freeze on EPA's budget while increasing toxic waste cleanup funding. Water treatment programs will be cut to make room for toxic waste programs.

A number of bills generated in the aftermath of Bohpal will put pressure on funding for toxic waste handling and disposal programs and right-to-know legislation. Groundwater pollution is also a hot topic in Washington.

A special committee reviewing FIFRA programs is not expected to complete its recommendations before congressional budget hearings this spring. Minutes from the committee's meetings indicate strong interest in inert ingredients in pesticides, cancellation of pesticides with insufficient data supporting them, improving state local needs labelling, and authority of Federal residue standards in food over state standards.

Senators rekindle Harper's Ferry

The storm over the Harper's Ferry Bill, a bill described as the environmentalists' wish list, has not blown over. In fact, it has been scooped up by the leading liberal Democrats in the Senate, Cranston (California), Proxmire (Wisconsin), Metzenbaum (Ohio), and Leahy (Vermont). These men know how to use the media to generate support. It represents a considerably larger threat than legislation attempted in 1984.

EPA readies applicator protection

EPA's Director of Pesticide Programs Steven Schatzow announced standards for farm worker protection will be issued by this fall. Schatzow, who took over from Edwin Johnson last year, appears to focus his attention on exposure to pesticides, whether direct or indirect. Since he started, he has given special attention to residues and applicator protection. WT&T thinks he is on the right track, without carrying some grudge against chemicals. He could be swayed, like others, by the emotional pressure from the antipesticide lobby. Instead, like Ruckelshaus, he has a good grasp of the basic goals.

ASSOCIATIONS

New home for PGMS

The Professional Grounds Management Society got a full-time director the first of the year and also a new headquarters.

The oldest professional grounds management association in the country is now located at 3701 Old Court Road, Suite 15, Pikesville, MD 21208. The phone, (301) 653-2742, is unchanged.

Executive Director Alan Shulder told WT&T the new 400-square-foot facility is "far more modern and gives us a little more working space."

SOD

ASPA unveils marketing program

The American Sod Producers Association is intensifying its advertising and marketing plans to better acquaint sod producers and the public with the advantages of sod.

ASPA has produced a series of advertisements which its members can purchase and place in publications of their choosing as well as specialized brochures for their retail and wholesale customers. ASPA membership decals and bumper stickers will be available to further publicize the product and organization.

Current plans also call for ASPA to place advertisements in several national publications whose readers are landscape architects and contractors. The campaign theme is "Sod's Quality Advantages," and "Sod: The Perfect Cover."

For more information, contact ASPA, (312) 449-2890.

Sea World to open in San Antonio

Harcourt Brace Jovanovich, Inc. (HBJ), parent company of WEEDS TREES & TURF magazine, and other publishing and diversified interests including Sea World enterprises, has announced plans to build a fourth Sea World park in San Antonio, TX. The \$75,000,000 facility will be ready the end of 1986. Sea World parks are currently in San Diego, Orlando and Cleveland.

The new park will offer 500 acres of displays and exhibits of killer whales, penguins, dolphins, seals, native and exotic fish and birds. The parks are also known for their creative and well designed and maintained landscaping.

Names in the news

Jerome "Jerry" Faulring, president of Hydro Lawn, Gaithersburg, MD, was the first ever recipient of the Professional Lawn Care Association's "Man of the Year" award. **Bob Earley**, publisher of *Lawn Care Industry* magazine, making the presentation at the PLCAA Convention in Tampa says, "Jerry has done more than anyone else for the industry."

Sherwood A. Moore, a golf course superintendent since 1939 and recently retired superintendent at Winged Foot

Golf Club, Mamaroneck, NY, received the New York State Turfgrass Association's highest honor, the Citation of Merit, during that group's recent conference in Syracuse.

The American Sod Producers Association recently awarded research grants of \$1,000 each to Auburn's **Dr. Ray Dickens** and Cornell's **Dr. Dick Smiley**. Dr. Dickens is to study the eradication of common bermudagrass through use of herbicides while Dr. Smiley will continue his study of Fusarium blight syndrome.

Steven B. Crick becomes the presi-

dent of the Washington State Nurserymen's Association. Crick is vice president of Pacific Coast Nursery. **Bob Schmitz** is the 400-plus member organization's first vice president, **George Gillet** its second vice president, and **Marianna Ball** begins her third term as treasurer.

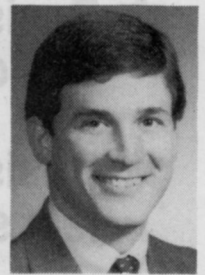
At American Association of Nurserymen headquarters they're saying goodbye to **Ray Brush** who's been with the AAN staff since 1958 and hello to **David Hamilton** a former professor of horticulture at Purdue University who will be replacing him.

David Kearsley takes over as national accounts manager of Rain Bird, the manufacturers of irrigation products. Kearsley is moving to Chicago, while **Trey Duran** steps in as his replacement as Colorado district manager.

Sally B. Callander has been named market manager of turf products by



David Kearsley



Trey Duran

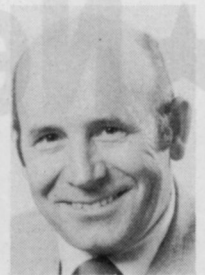
Velsicol Chemical Corporation. Ms. Callander joined Velsicol in 1965.

Layton J. Overstreet, Jr. recently took over as superintendent at Marriott's Orlando World Center's 18-hole golf course, and **Bill Spence** as superintendent at The Country Club, Brookline, MA, site of the 1988 U.S. Open. Spence got the job after golfing heavyweight **Tom Watson** put a bug in the ear of the Brookline course's greens chairman.

Maag Agrochemicals, Inc., announced the appointment of **Louis F.**



Louis F. Gingins



Clair H. Palmer

Gingins to the position of president. Gingins started with Maag in 1947. **Clair Palmer** is the company's new marketing manager. Palmer formerly held positions with Cole Chemicals, Mobil Chemicals, and BASF-Wyandotte.

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