

# GREEN INDUSTRY NEWS

## MAINTENANCE

### Should students work on campus grounds?

Landscape managers at Midwestern colleges have differing opinions on allowing students to work on campus grounds.

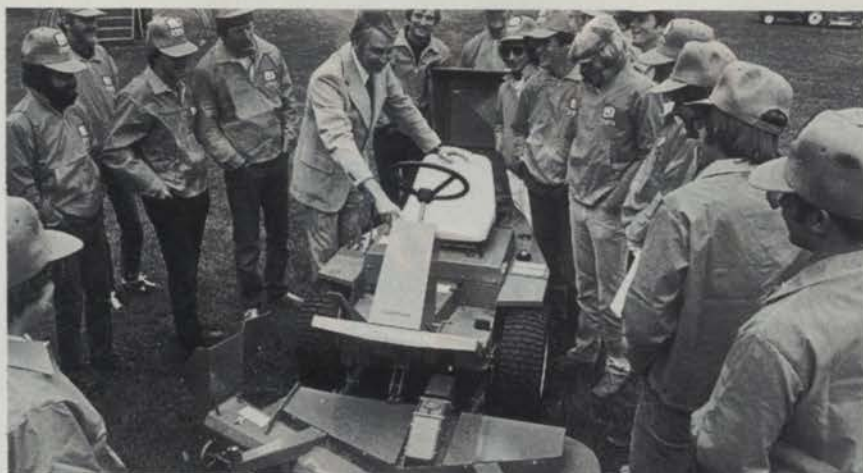
Managers discussed the problem at the third annual campus management seminar sponsored by the National Institute on Parks and Grounds Management, held in Indianapolis.

Some landscape departments have little choice but to accept financial aid students under work/study programs. Gordon Wills, supervisor at Marion College in Marion, Ind., says student help can be useful when the right students are hired for the crew.

Wills says the key to success is the interview. "I try to find out as much about the student as I can," Wills says.

Wills also says it's important to hire students with better than average grades. The above-average student will adjust easier to college and will be able to handle the added responsibility of a job.

Once the student is hired, it's important to check the work. Many students are anxious to finish quickly, whether to get on to other activities or to try to impress the supervisor. Or, some students try to stretch out the



College students get first-hand experience from Jacobsen's Ned Brinkman on using turf maintenance equipment at an annual seminar.

work, since they're paid an hourly wage.

Either way, it's important for supervisors to keep expectations reasonable and check students work frequently.

Wages will vary depending on the college or university. Morris Burkett, program coordinator at Wabash Valley College in Mount Carmel, Ill., pays his students minimum wage. Mount Carmel has a high unemployment rate. "People are glad to work, if they can find a way," Burkett says.

At the University of Illinois, Chicago branch campus, students on the

grounds crew start at \$7.50 an hour, according to operations engineer Larry Thompson.

Insurance coverage for students will also differ at each campus. Some campuses cover students for all areas of grounds work, including equipment operation. Others have limited use of student help. Summer help may also fall under different coverage than work/study students.

Before using students on the grounds crew, you may want to check with your college administration for any regulations concerning student help.

## BUSINESS

### Charting inflation's impact

Have your sales kept up with inflation?

U.S. Chamber of Commerce economist Martin Lefkowitz has developed a formula for calculating changes in the dollar's purchasing power.

The formula tells the amount of money needed today to match the dollar's buying power during any of the past 25 years. It's determined by using the inflation factor geared to the consumer price index (CPI).

The chart here gives corresponding figures.

For example, it would take \$3.78 this year to match the dollar's power in 1960, and \$2.68 to equal the 1970 dollar.

To get larger figures, just multiply. If you were making \$30,000 a year in 1970, you need to make \$86,400 this year to have the same purchasing power (2.88 x \$30,000). If your sales in 1965 totaled \$300,000, you would have to be doing well over \$1 million to keep up with inflation. (3.55 x \$300,000).

Lefkowitz says the index is helpful in enabling business people to bring any dollar amount up to the current year in real terms.

#### 25-YEAR INFLATION MULTIPLIERS

1960 - 3.78	1969 - 3.05	1978 - 1.71
1961 - 2.74	1970 - 2.88	1979 - 1.54
1962 - 3.70	1971 - 2.76	1980 - 1.36
1963 - 3.65	1972 - 2.67	1981 - 1.23
1964 - 3.61	1973 - 2.52	1982 - 1.16
1965 - 3.55	1974 - 2.27	1983 - 1.12
1966 - 3.45	1975 - 2.08	1984 - 1.08
1967 - 3/35	1976 - 1.97	1985 - 1.04
1968 - 3.22	1977 - 1.85	1986 - 1.00

## INDUSTRY

### MMSD to stick with Milorganite

On the heels of rumors at last winter's GCSAA Convention and Show that it would abandon production of Milorganite fertilizer, the Milwaukee Metropolitan Sewerage District has issued a press release.

"Lay that rumor to rest," says MMSD executive director Patrick Marchese. "We are committed to stepped-up Milorganite production."

The MMSD says it will increase production 25 percent to 75,000 tons when a major modernization and expansion at the Jones Island Wastewater Treatment Plant is completed.

"Never has the Milorganite future looked so bright," says Mike Malk, solids utilization manager. "We wouldn't throw big bucks at Milorganite if it weren't a leader in its field."

The MMSD is the only sewerage agency in the country to nationally market a heat-dried, granular fertilizer derived from sewage sludge.





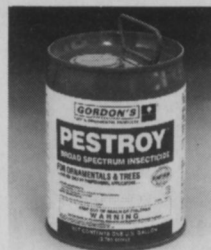
Roundup L&G



Escort



Sonar



Pestroy



Penncozeb

REGISTRATIONS

# Numerous pesticides receive new labels

Roundup L&G, Pennant 5G, Escort, Sonar, Pestroly and Penncozeb have all been granted labels by the EPA.

Roundup L&G herbicide, by Monsanto, is formulated and packaged for residential use on perennial and annual weeds, grasses and brush species. Roundup L&G is an 18 percent concentrate of the active ingredient glyphosate. The herbicide will kill most vegetation, but has no activity in the soil, so it can't move through the ground to hit plant materials.

Ciba-Geigy has received EPA registration on its granular herbicide Pennant 5G. The herbicide fights weeds and grasses, especially nutsedge, in container, field and liner grown ornamentals.

Pennant 5G is marketed for nursery and ornamentals operators, but should not be used in greenhouses. It

is not labeled for use in California.

DuPont's herbicide, Escort, has received full EPA registration.

Escort provides selective broadleaf weed control, as well as seedhead and growth suppression of perennial grasses. It is also labeled for bare-ground and brush control programs.

Many desirable plants, including bermudagrass, bluegrass and fescue are resistant to the product. It will kill plants such as clover, common chickweed and dandelions.

The EPA has registered Elanco's new aquatic herbicide Sonar. Sonar removes pondweed, coontail, waterlily, duckweed and other aquatic weeds.

It doesn't carry label restrictions against fishing, swimming or drinking treated water. Sonar also has no detrimental effects on fish, game birds, in-

sects or organisms such as plankton.

PBI-Gordon has introduced Pestroly Broad Spectrum Insecticide. Pestroly is labeled for control of various insect and mite pests which attack ornamental shrubs and trees.

The insecticide contains the active ingredient fenitrothion. Pestroly won't harm most trees and shrubs, but will kill a wide range of pests including caterpillars, cankerworms, leafbeetles and whiteflies.

The EPA has registered Pennwalt Corporation's Penncozeb (mancozeb) fungicide. Penncozeb controls many plant diseases in field, fruit and vegetable crops.

Penncozeb is a wettable powder which can be applied by ground or aerial equipment. It controls fusarium blight, anthracnose and downy mildew, among other diseases.

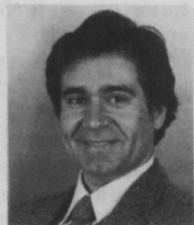
LAWN CARE

## PLCAA chooses conference speaker

Business achievers are made, not born. That's what Charles Garfield, keynote speaker for the seventh annual Professional Lawn Care Association Conference and Show, found during years of studying business.

Garfield will provide the keynote address at the conference, which will be held in Baltimore Nov. 17-20.

Garfield's work has appeared in The Wall Street Journal, USA Today and on all three major television networks. He is author of the book "Peak Performers: the New Heroes of American Business."



Garfield

For more information, call or write the PLCAA at: 1225 Johnson Ferry Rd., Suite B-220, Marietta, GA, 30067; (404) 977-5222.

LEGISLATION

## FIFRA agreement may be near

Agricultural pesticide producers seem close to agreeing with various organizations on a draft bill re-authorizing the Federal Insecticide, Fungicide and Rodenticide Act.

As WEEDS TREES & TURF went to press, the National Agricultural Chemicals Association (NACA) and the Coalition for Pesticide Reform (CPR) had agreed on all but one section (groundwater) with 42 environmental, consumer and labor organizations.

The agreed-upon provisions will push the EPA toward faster re-registration or cancellation of questionable pesticides. The bill also requires U.S. exporters of pesticides banned in their country to warn other countries of dangers, and forbids U.S. imports of food with detectable residues of banned pesticides.

The agrichemical industry is cooperating on FIFRA because of an understanding that public interest groups won't block the bill.

## Correction: Lesco products are listed

Eleven herbicides manufactured by Lesco Inc., Rocky River, Ohio, were inadvertently omitted from the Herbicide Directory in the March issue of WEEDS TREES & TURF.

According to Greg Richards, Lesco chemical product manager, here are the omissions/corrections:

Lesco Benefin (benefin), Lescocide Plus (copper), Lesco Dacthal 5G

(DCPA), Lescopex and Super Lescopex (MCP), Lesco 6.6 MSMA (MSMA), Lesco Devrinol 5G (napropamide) Lesco Pre-M (pendimethalin), Lesco A-4D (2,4-D), Lesco Three-Way (2,4-D + MCP + dicamba), Lescopar (MCP + 2,4-D) and Lescobor (ureabor).

WT&T regrets any inconvenience caused by these omissions.

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## SURVEY

### Survey reveals commercial increase

Landscape maintenance companies are seeking more commercial accounts because of the increased profit.

Ninety-two percent of landscape maintenance workers surveyed by LAWN CARE INDUSTRY magazine say they seek out commercial work for the money, while 65 percent see more potential in the field.

Only 57 percent of chemical lawn care companies look for commercial accounts based on money, while 79 percent say they recognize the potential.

Landscape maintenance companies got 78 percent of their gross receipts from commercial work. Chemical lawn care respondents cited only 34 percent of their gross receipts from commercial jobs.

The commercial work field is expanding. Landscape maintenance companies saw their commercial work increase by 54 percent, while residential work went up only 10 percent last year.

The average acreage of a commercial account is six acres for landscape maintenance companies and 6½ acres for chemical lawn care companies.

LCI surveyed 500 readers on commercial work, with a 28 percent response. Of those responding, 57 percent worked in landscape maintenance, while 43 percent had chemical lawn care companies.

## INSECTICIDES

### Cornell prof gives tips on diazinon use

Dr. Norman Hummel, extension turf specialist at Cornell University, says there are several actions you can take to reduce the potential hazardous effect the insecticide diazinon may have on waterfowl and other bird species.

(The EPA has proposed banning diazinon on golf course and sod farm turf because the chemical may present hazards to birds. The EPA is currently reviewing scientific data and will make a decision shortly. See WT&T, March 1986, p.8)

Hummel recommends:

- 1) know the label and follow it carefully;
- 2) control the application rate;
- 3) don't overlap spray;
- 4) water-in immediately after application (for liquid and granular, at least ¼-inch is recommended);
- 5) before puddles forms (they attract bird);



# SHORT CUTS

6) avoid treating bird habitat areas; and

7) try using "scarecrow" techniques.

Hummel, who still recommends diazinon, nevertheless sees a scary trend in the offing. "What we've got here is a dangerous precedent," he says of the diazinon review. "Everytime a pesticide is misused, is it going to come under EPA review and cancellation?"

## GOLF

### Golf: small number play most rounds

Only a small percentage of golfers account for the majority of rounds played in America.

A survey by the National Golf Foundation and Market Facts, a Chicago-based marketing research company, states that 25 percent of the nation's 17.5 million golfers account for 77 percent of all rounds played.

The research shows that eight percent of all Americans played golf at least once in 1985. The average golfer plays between eight and 24 rounds per year.

"This is the first definitive study of the American golfer," says NGF president David Hueber.

"The results so far have been startling. We will use our findings to shape our promotional efforts and to direct our resources in areas that will give us greatest yield."

Men are four times as likely to golf as women. The sport is most popular with 30- to 39-year-olds (10.4 percent) and ranks lowest among those under 20 (3.9 percent).

Wealthier people golf more frequently. The survey showed that households with an income greater than \$40,000 are three times as likely (13.4 percent) to contain a golfer than households with income less than \$20,000 (4.4 percent).

The study featured a nationally representative sample of 20,000 households. It is the largest survey conducted strictly for golf, says the NGF.

## PESTICIDES

### Dow reviews Dursban bird toxicity data

In the wake of the EPA's proposal to cancel diazinon insecticide applications on golf courses and sod farms, the Dow Chemical Co. has issued this statement about Dursban, another popular insecticide:

"Dursban poses no hazard to birds or

**AND THE BAND PLAYED ON.....**Chuck Raetzman, head landscaper at the University of Arizona in Tucson, has studied his fields with great interest the past 18 years. The bermudagrass football field on the south Arizona campus is usually in fine shape when the season rolls around and stays that way until the bands take over. No matter what any band director tells you, band practices do damage athletic fields, he says. Have them practice somewhere else. He says it will spare you a lot of problems.

**SAUCY READING.....**Anne M. Burford, EPA administrator from 1981 to 1983, has a new book out. "Are You Tough Enough?" is a rich and sassy account of her 22 months at the EPA. She comes down especially hard on EPA regional officials, who, she claims, "would be happy to de-industrialize the United States" with their desire for regulations so strict as to put industry out of business. Burford was the first modern cabinet-level U.S. official to be held in contempt of Congress, and that cavalier attitude shows up in her book.

**FAKING IT.....**For botanical identification, they call it *Disneyodendron semperflorens grandis*, which, roughly translated, means "large ever-blooming Disney tree." It's the concrete Swiss Family Robinson Tree at Disneyland in Anaheim, Calif. Its cement roots plunge 42 feet into the ground, giant steel limbs spread 80 feet wide, and 360,000 plastic leaves and flowers "grow" on the upper branches. Rumor has it the tree was designed after a Nairobi ficus. The only problem is the ficus tree's striatia run vertical, but they're horizontal on the fake tree. You just can't fool Mother Nature.

**NEW COMPETITION.....**Lawn care operators have new competition from an old friend. The Andersons, Maumee, Ohio, is now marketing to the public a product line called Greensweep, liquid fertilizer sold in one-quart sprayable bottles designed to make fertilizing easy for the homeowner. The Andersons says the product line is designed for the "non-serious do-it-yourself."

**TAKING THE BIG PLUNGE.....**Monsanto Agricultural Products Co. is looking to the residential market with its turf growth regulator, Limit. This winter Monsanto held some 80 end-user seminars across the country. They have advertised Limit heavily in industry magazines. The St. Louis-based company is planning to be ready for the residential market by 1988, and is quoting a cost of \$300 per acre per application.

**ISA HAS DATA BASE.....**To better serve the green industry, the International Society of Arboriculture (ISA) has formed an Arbor Base Information Clearing House for direct access to new information of value to arborists. The Clearing House became fully operational May 1, and is accessible by phoning 1-800-ISA-TREE from 8 a.m. until 4:30 p.m. EDT, Monday through Friday. Those in Pennsylvania, Alaska, Hawaii, and Canada will have to phone 1-215-322-4040 for more immediate access. For more information write: ISA, Arbor Base Information Clearing House, 207 Lakeside Dr., Southampton, PA 18966-4527.

other wildlife when used according to labeled directions.

"(Research development specialist) Ken Rose cites a comprehensive review of university, government and Dow research on bird toxicity which was compiled by Eugene Kenaga, a now-retired Dow researcher. The report concluded that 'chlorpyrifos (Dursban's active ingredient) presents no significant toxicological hazard to birds under normal use conditions.'"

PESTICIDES

**Badge monitors pesticide exposure**

A new badge will soon help pesticide handlers monitor their exposure to the chemicals.

Robert E. Baier, a professor of biophysics at the State University of New York at Buffalo, developed the green plastic badge, which contains a chemical that turns red upon contact with organophosphorous pesticides, such as malathion.

A worker can estimate his exposure by counting the number of squares on the badge that change colors. Baier recommends the badge be worn on the wrist, since hands usually become contaminated first.

Michael & Michael Consultants Ltd. of Buffalo, will market the badges this fall. In the future, the same technology will be used to monitor the distribution of pesticides in the field and to trace pesticide contamination of water supplies.

INDUSTRY

**Sandoz acquires Velsicol agrichemicals**

Sandoz, Ltd. has acquired Velsicol Chemical Company's agrichemical business from Chicago's Farley/

Northwest Industries. A new company, VS Crop Protection, has been formed as a result of the acquisition.

Dale Miller, formerly vice president of Velsicol's agricultural business group, will serve as president and chief executive officer of VS Crop Protection. The new company will employ about 300 people at its headquarters in Chicago, and another 850 worldwide.

Miller says the company's plans lie in three areas. First is new product development, second is pursuing specific market niches and third is commitment to customers.

TURF

**Disease kit aids in disease identification**

Agri-Diagnostics Associates has formed an agreement with O.M. Scott & Sons Company for marketing kits which diagnose turfgrass diseases.

The kits are based on monoclonal antibody technology and use a dipstick format. The kit provides early and accurate diagnosis of pythium blight, brown patch, and dollar spot. This makes management of fungal diseases easier.

"This introduction represents a major step forward in the application of biotechnology to the diagnosis of plant diseases," says Steve Banegas, general manager of Agri-Diagnostics.

Test marketing for golf course applications began this year.

PEOPLE

**Stottern succeeds Baston at GCSAA**

Riley L. Stottern of Park City, Utah, is 1986 president of the Golf Course Superintendents Association of America, succeeding Eugene D. Baston of Waco, Texas.

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**Ted Pankau, Steve Ramig and Mike Hensen** join Jacobsen Div. of Textron as marketing communications writer, commercial products marketing manager and internal administration manager, respectively.

**E.R. (Ted) Roberts** has been pro-



**Ted Pankau**



**E.R. Roberts**

motored from executive vice president of Eli Lilly International Corp. to president. The 25-year Lilly veteran is a native of Wales.

**John Anthony Caputo**, a graduate of Idaho and Oregon State Universities, joins Seed Research of Oregon as senior agronomist.

**Jim Kenservik** is new traffic manager for the Oregon operations of Jacklin Seed Co. And **Richard C. Dunham** is new marketing manager.

**Robert Bartlett Jr.** is new president

of the National Arborist Association. The graduate of the University of Georgia has been on the NAA Board of



**John Caputo**



**Jim Kenservik**

Directors since 1977.

**Robert J. Pace** and **James R. Vaughan Jr.** are appointed master sales representatives in the Crop Protection Chemicals Dept. of American Cyanamid's Agricultural Div. Pace handles the Boise, Ida., district and Vaughan the Raleigh, N.C., district.



**Rick Dunham**

**Joe DeLuca** is named to the new position of professional

products marketing manager, Lawn Fertilizer Div., The Andersons. He had previously been advertising manager.

**Larry Humphreys** is key account senior tech rep for the Lawn Care Service Supply Group of the ProTurf Di-



**Larry Humphreys** **Denny Church**



vision of O.M. Scott & Sons. The Ohio State University grad had been a tech rep in telephone sales.

**Denny R. Church** of Church Landscape Inc., Lombard, Ill., is 1986 president of the National Landscape Association, Washington, D.C. He is a past president of the Illinois Landscape Contractors Association.

**Rex Dixon** is new general manager of Richdel's Turf Div., Canoga Park, Calif. He was with Rain Bird Sales.

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\*Carryall II Exclusive Features.



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