

A PERFECT SAMPLE..... The best test results start with the most well prepared turf sample, **Gary Simone**, Ph.D., reminded attendees at a Florida Turfgrass Association workshop recently. That means the sample is taken *before* fungicides are applied from the margin of the problem area where you can find both diseased and healthy turf. Also, supply three or four plugs from any one area. "Doing this will make the search for fungal matter easier and faster," he said.

BETTER FUNGICIDE APPLICATION..... is what you'll get by reading *Maximizing the Effectiveness of Fungicides*, according to its publisher, Milliken Chemical Co. The 12-page booklet, prepared in cooperation with **Houston Couch**, Ph.D., of VPI-SU, addresses the issues of nozzle selection, water usage, the effect of delayed application, rainfall and watering, among other topics. You can get a copy by calling Milliken at (800) 845-8502 or by contacting your local Blazon distributor.

STORING PESTICIDES..... Your pesticide storage area should be a separate facility that is large enough to store your complete inventory, have a concrete floor with curved sides to contain spills, and shelves to keep material off the floor and provide better air circulation, according to **Norman Nesheim**, Ph.D. Nesheim is a pesticide information coordinator for the Institute of Food and Agricultural Sciences at the University of Florida, Gainesville. He adds that the facility should be far removed from streams or ponds and that the addition of an exhaust fan is a good idea, but not yet law. "I also strongly urge that you date all your containers when you receive them. We often consider using a stored pesticide but sometimes forget whether it's still potent."

SIMPLY OUTSTANDING.....best describes Tecumseh's OVRM 40 overhead valve, according to *Popular Science* magazine. Editors there selected the valve as one of the 100 outstanding developments of 1988.

WATER CONSERVATION.....must become a higher priority with landscapers, says **G.L. Horst** and **N.B. Dunning**, Texas A&M University. They claim that landscapers waste 50 percent of the water they use. "We could do with 50 percent less if we regulated properly," says Horst, adding the fact that we need to be more particular about the grasses we introduce to the environment. Among the biggest "water spending" grasses he listed, St. Augustinegrass was the worst, followed closely by tall fescue, perennial ryegrass, Kentucky bluegrass, then buffalograss, zoysiagrass, strawberry clover and common Bermudagrass.

TIDBITS...A report in a recent *Fortune* magazine states that the landscaping industry will benefit from recent corporate restructuring. The realignment, the report says, has caused companies to eliminate entire divisions, resulting in companies seeking outside help for such things as landscaping.

A recent Roper poll discovered that the percentage of people who value having a lawn and yard has dropped to 52 percent of the population compared to 62 percent in 1976.

Californian pushes xeriscaping in paper

Christopher Budway of Simi Valley, Calif., recently appeared in the *Riverside Enterprise* advocating xeriscaping for his fellow southern Californians.

"We want to put the message out that there are ways of landscaping without wasting water," Budway told *Enterprise* reporter Rhonda Alberty-Nowak.

Budway, who works at Agronomic Associates, told the reporter that half his business is in xeriscaping. He recently won first place in xeriscape design at the Ventura County Fair, and has become somewhat of a specialist in the low-water-use type landscape.

"I see xeriscape as 1990s landscaping. Everybody is concerned about the shortage of water," Budway noted in the newspaper.

Xeriscaping—use of hardscape elements like boulders, fountains, gazebos and spas—is particularly popular in southern California, parts of the desert Southwest and the Denver, Colo. area.

BUSINESS

Hiring managers: an acquired skill

Having trouble promoting from within? Can't seem to find the right person to become a manager? Mike Hiller has some answers for you.

"You've got to raise the overall management awareness of potential managers," Hiller told registrants at the Landscape Expo in Nashville. "Start sharing information. Start getting them up to speed on things that are going on in-house so they have an appreciation of it."

Hiller, a consultant with All-Green Management Associates of Columbus, Ohio, listed qualities of good managers. Among them: organization, leadership, initiative, working with others, the ability to prioritize, communications skills, honesty and integrity, as well as the ability to train, paperwork skills and responsibility.

"We also need to get a handle on some of the intangibles," Hiller says. "Let potential managers in on some of the decision-making. Get them involved in the process. Let them start thinking and analyzing



Mike Hiller