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ation," Murphy continued, "that if a customer receives a service in the spring but refuses to pay on the grounds he did not order the service to be continued, the lawn service thanks them for calling and writes it off."

In short, says the PLCAMA, the report ended up as something of a public service announcement instead of a tongue lashing.

INDUSTRY

Contractor calls for established standards

Landscaping in Southern California is easily a multi-million dollar industry. In such a large market, and in the rest of the country, there stands a need for high standards, at least one landscape contractor believes. Certainly, he is not alone.

Dan Heiny of Allseasons Landscape Service in El Toro, Ca., in reference to the industry, hopes "we are



Dan Heiny

trying to achieve the highest quality landscape we can attain. It takes a lot of personal drive to have high quality projects or prod-ding from others."

He notes that in Southern California there are a lot of "mow, blow and go" experts. "You have probably lost jobs because of them," he told attendees of his talk at the Landscape Industry Show in Long Beach April 20.

Heiny has found that many property managers and owners have not been educated about which companies will do the best jobs. "Low bidders often cause more grief than the money savings was worth," he comments. They "generally lead to a bad reputation for all contractors through lack of professionalism," he says.

Heiny adds there is a movement by the California Landscape Contractors Association to set standards for the industry. Standards, he says, will lead to better quality jobs. "(Better jobs) give the maintenance group better credibility, among other things."

Also, in the instance of a lawsuit, he explains, "the law looks to state-of-the-art for a particular area as the industry standard in the absence of an

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HAZARD COMMUNICATION...The Associated Landscape Contractors of America has obtained a copy of "Hazard Communication: A Program Guide for Federal Agencies" for members of the association. The guide is designed to provide technical assistance to agencies participating in the newly-implemented Hazard Communication Program. This document may be used by field managers to help determine those elements of the hazard communication program that are necessary to prepare their facilities for extension of the new standard. For more information, call ALCA at (703) 241-4004.

A LITTLE LOCAL SELF-HELP...Ilona Gray, executive director of the Alliance for Environmental Concerns in New Jersey, had some advice for the those starting a similar group in Pennsylvania. "You are probably the best spokespersons on your business," she told attendees of the Western Pennsylvania Turf Conference, but that voice should be unified. She noted there is a fear of pesticides, some real, some imagined. "You have to fight this with education." She also stressed the importance of local involvement to help against damaging state legislation and regulation.

NEIGHBORS TO THE NORTH...The first official meeting of the Sports Turf Association-Canada was a huge success, with a turnout of close to 100. Athletic field management is as much a concern in Canada as it is in the U.S. For more information, contact: **Annette Anderson**, Dept. of Horticultural Science, University of Guelph, Guelph, Ontario, Canada N1G 2W1; (519) 824-4120. For information on athletic turf in the U.S., contact: Sports Turf Managers' Association, 400 Mountain Ave., Up-land, CA 91786; (714) 981-9199.

GERMAN ASTROTURF...The New York Times reports that Monsanto has sold its Astroturf Division to the German company Balsam. No word yet on how it will affect U.S. sales.

AQUATIC WEED PROBLEMS?...The "1987 Aquatic Weed Control Guide", authored by **Vernon Vandiver**, Ph.D., gives aquatic site managers and applicators access to the following: aquatic weeds and herbicides registered for their use, labelled aquatic sites for specific herbicides, and herbicides, manufacturers, percent active ingredient by product. It is available through IFAS, University of Florida, Gainesville, FL 32611.

REMEMBER...Ovid the philosopher said: "When elephants fight, the grass suffers."