



Landscape architects, left to right: Bill Cathcart, Rob Sawyer, Walt Young, Bob Cardoza and Keith French, opened lines of communication with landscape contractors at the Landscape Industry Show in Long Beach, Calif.

## INDUSTRY

### Architects want open communication lines

A panel of five certified landscape architects from Southern California emphasizes the need for good communication between themselves and the contractor installing a design.

A concern of all the panel members involved cutting small portions of the design, most often to save money and without the knowledge or consultation of the architect.

"If necessary," says Rob Sawyer of Land Concern, Santa Ana, "let the landscape architect make the cut in the plans." Each architect emphasizes that consultation on the plan is only a phone call away.

"Time is of the essence," adds

Keith French, of the Keith French Group, San Clemente. If problems arise during installation, "fix the problem first and then find out who's to blame."

Panelists also stressed the need for some understanding from contractors when a new architect is sent out to a job. Often the principal architect is not the one at the site. "I was scared to death the first time I went to a job," Sawyer recalls.

"There should be an education from the principal architect on down to the new people who they're sending out on a job," says Walt Young, Walt Young Assoc., Northridge. "They've got to know what to

expect."

Bill Cathcart, Cathcart/Begin Assoc., Orange, "looks for an experienced contractor to 'break in' a new person." Sometimes, though, "even if they have the right answer, they get trampled on by the contractor," Cathcart says. "That gets me angry. You have to have that common respect."

"This is a commitment," French calls his business and the contractor's business. "Everything I do is related to my business. You have to understand all aspects of the business, not to replace people with yourself, but to understand their functions."

Good advice for contractors, too.

## LAWN CARE

### Lawn care operators head off potentially damaging TV report

The Professional Lawn Care Association of Mid-America has headed off a potentially damaging television report. In the face of the report, by Stan Cramer of Channel 5 News in Kansas City, association president David Murphy presented the group's policies and provided explanations for practices, all resulting in an objective report by Cramer.

Cramer's original intent was to give a "burning condemnation" of continuous service and negative option agreements, said the PLCAMA newsletter. Cramer had information that some lawn service customers had called the Kansas Attorney General's office to complain about con-

tinued service without permission and heavy-handed collection techniques. Cramer's attempts at interviews with local companies apparently were frustrated because his reputation for damaging reports preceded him.

Murphy stepped in with two days of interviews in which he explained that companies had continuous service agreements with customers. He said that the "lawn service will take care of the lawn from season to season and year to year automatically" though the customer could cancel the service any time by prior notice.

"It is also the policy of our associ-

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## LEGISLATION

### LCOs', contractors' driving laws change

Drivers of vehicles carrying designated materials will soon need commercial drivers' licenses under regulations proposed by the Department of Transportation.

The DOT, under the Commercial Motor Vehicle Safety Act of 1986, will release guidelines July 15. They will include basic information for license exams, which will be administered by the states.

The list includes some 4,000 designated materials. Some used by lawn care companies and landscape contractors are chlorpyrifos, diazinon, 2,4-D, carbaryl, malathion and ammonium nitrate. They are listed in the 1987 Code of Federal Regulations, Title 49, Section 172.101.

States will have until 1992 to enact their licensing programs.

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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."

## Managing baseball, football fields

It's important for a school or park athletic field manager to know the age of people using a baseball field. The height of the pitcher's mound and the age of the athlete can make a difference in injuries, according to sports physical therapist Allan Brown, of Brunswick, Maine.

If you're working with young kids, "keep it flat," Brown says. "Encourage no kicking out the hole in front of the mound."

The higher the mound, or the deeper the hole, the more speed on the ball. But higher mounds or deeper holes also create a higher torque for the arm. Such a powerful thrusting motion can cause shoulder injuries, especially in younger athletes.

Brown encourages turf managers to work closely with coaches and trainers. "If a kid complains of a painful arm, go look at the mound," he says. "Suggest to the coach that the kid throws on a flat surface for a while."

Brown also encourages turf managers to work closely with coaches in repairing divots and holes on a football field which can cause ankle injuries. "Eighty-six percent of ankle sprains rotate outwards, often because of uneven terrain," Brown explains. The nerve endings in previously sprained ankles "forget" to stay balanced. When the foot comes down in a divot, the ankle will twist again.

"You can help as a turf professional by keeping the terrain even," Brown says. He also suggests that coaches advise athletes to wear 15-spike molded shoes whether they play on artificial or natural surfaces. That type of shoe distributes the friction between the leg and the surface.

The turf manager gets off easy on the problem of shin splints, however. Brown says most cases are not caused by the surface but by a "biomechanical problem in the athlete's lower extremities."

Brown spoke at the Maine Turf Conference in Portland, Maine.

## Regional seminar in Illinois

The Sports Turf Managers Association (STMA) will hold a regional seminar at the College of DuPage in Glen Ellyn June 22. To receive further information or to register, contact Susan Glasgow at (312) 858-2800, ext. 2770.

## Memberships available

Memberships are available in the STMA, which was formed in 1981. Cost for professional sports turf facility managers are \$50 per year. Educators/parks/schools pay just \$30 and students \$10. Commercial affiliates may obtain a membership for \$100. Checks should be sent to the STMA at 400 North Mountain Ave. Suite 301, Upland, CA 91786. For questions, call the STMA at (714) 981-9199.

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established standard."

Established standards will have benefits to owners and managers as well as contractors. They will lead to better looking projects, less complaints from tenants and less vandalism, Heiny notes. This in turn leads to lower replacement costs in the future.

Heiny brings up another point. "What is the first thing an owner does when he gets ready to sell a property?" he asks. "He jazzes up the landscape."

Heiny suggested a number of maintenance standards:

- Plants, irrigation, etc., should be maintained in a high standard at all times.

- A short monthly summary of work done on a property should be filed. This, Heiny says, results in quicker payment and reduced liability.

- Overall appearance should be good: uniformed employees, clean trucks and equipment.

## LEGISLATION

### Chemical producers blast EPA program

In testimony before representatives of the Environmental Protection Agency (EPA) in Washington, D.C., Warren Stickle called for changes in the agency's Endangered Species program.

The EPA is holding a series of hearings to gather suggestions for improving its plan to protect endangered species from agricultural chemicals. Stickle is executive director of the Chemical Producers and Distributors Association.

"Despite the merits of the Endangered Species Act, we seem to be pursuing a program of implementation that is out of proportion to the real needs of endangered species," Stickle told the EPA. "In many cases, it is like attempting to swat a fly sitting on a glass table with a 16-pound sledgehammer."

The Endangered Species Act would outlaw pesticide applications in certain areas of the country where endangered species live or visit.

Specific recommendations made by Stickle included updating habitat information, correcting county maps and establishing a training and certification for pesticide applicators. "Alternatives to the prohibition-of-use approach should be considered," said Stickle. "The unnecessary removal of pesticides creates an economic hardship without enhancing the goal of protecting species."