

GOLF

Keeping your course secure

Vandals used to be a problem at Chicasaw Country Club in the Memphis, Tenn., area. No longer.

Jim Harris, Chicasaw superintendent, has some tips on how to keep undesirables off golf courses, especially in urban areas. They focus on "preventing rather than apprehending and prosecuting."

- If an incident takes place and the culprit is not apprehended, keep it out of the media. This takes away his satisfaction.

- Have members keep valuables at home or in the locker. A number of players on his course had been robbed during rounds.

- Hire highly visible, uniformed security guards.

- Cover drain ducts with grates to keep people from crawling in through them and enclose the course in fencing with barbed wire on top if possible.

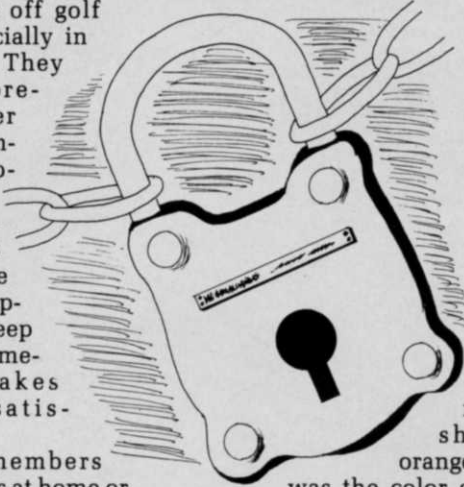
- Make sure everyone on the

course can be identified: members, maintenance crew and caddies. Uniforms for maintenance crews are a good idea, Harris says. Question any unaccounted for people on the course.

- Control all course entrances and hire 24-hour security for the front gate, closing almost all the gates.

There are, of course, some problems in taking these measures.

"Locked gates meant vendors had to go to the front office and then be let in," Harris says. Also, the pro shop couldn't sell orange shirts because this was the color given to the maintenance crew.



COMING IN JUNE

- Aquatic weed control
- Warm-season disease guide
- Aerification/dethatching



Dr. Robert Shearman

RESEARCH

Potassium prominence growing in turf care

As more research is conducted, results are showing more benefits of potassium use.

Within the turfgrass plant, potassium helps with sugar transporting, starch formation and enzyme activity. It also influences the opening and closing of stomata.

Studies conducted at the University of Nebraska on Fylking Kentucky bluegrass show that potassium increased root density and depth. "With increased potassium, wilting tendency is lower because of the decreased water use rate and deeper rooting," explains Robert Shearman,

continued on page 18

LANDSCAPING

'Million Dollar List' led by Environmental

Sixty-seven companies made Lawn Care Industry's second annual Million Dollar Mowers List, representing more than \$170 million in mowing/management revenue in 1987.

Mowing/management revenue is that which is billed for mowing, trimming and clean-up services. Billings specifically for chemical applications, landscape installation, design and tree/shrub care are not included.

Fourteen companies joined the list this year. Two companies dropped off. Environmental Care (Calabassas, Calif.), The Brickman Group (Long Grove, Ill.) and Lancaster Landscapes (Arlington, Va.) held their respective first, second and third place rankings

LAWN CARE INDUSTRY

Serving lawn management and chemical lawn care professionals

from last year. The rest of the top 10: 4. Northwest Landscape Industries (Tigard, Ore.), 5. Oyler Brothers (Orlando, Fla.), 6. (tie) Maintain (Dallas, Texas) and Cagwin & Dorward (Novato, Calif.) 8. Las Colinas Landscape Services (Dallas, Texas), 9. AAA Lawn Industries (Tucker, Ga.), 10. (tie) Shearon Environmental Design (Plymouth Meeting, Pa.), Pampered Lawns (Houston, Texas).

The companies averaged approximately 20 percent growth over 1986.

Company representatives attribute the growth to a continually wider demand for their services.

"I think developers are more aware of the need for curb appeal, selling their project as the people are walking in the door," says Scot Davis of Davis Landscape Contractors.

"Maintenance is a market that's really growing," adds Wayne Richards of Cagwin & Dorward.

—Elliot Maras

LEGISLATION

Diazinon banned on golf courses, sod farms

Portions of the green industry were dealt a blow early in April when EPA administrator Lee Thomas ruled to immediately ban use of the insecticide diazinon on golf courses and sod farms. The chemical is still available for use on home lawns.

"The disappointing thing," said Zach Grant, GCSAA manager of government relations, "is that we were repeatedly assured by EPA there would be no immediate ban."

Thomas stated in a 50-page opinion that Ciba-Geigy presented "inadequate" data regarding the safety of diazinon on golf courses and sod farms. Ciba-Geigy is the primary producer of diazinon and the chief company involved in the fight to retain diazinon registration.

An earlier ruling amended diazinon's label to Restricted Use, which cut the previously-recommended application rate in half.

Ken Weinstein, a Ciba-Geigy attorney, stated: "The administrator has issued a final decision. (Ciba-Geigy



Bill Liles



Doug Fender

has 60 days to appeal."

"We are assessing whether we want to file an injunction and take it to the U.S. Court of Appeals," added Bill Liles, director of specialty product sales for Ciba-Geigy.

It should be noted that golf courses and sod farms account for about 10 percent of all the U.S. diazinon use.

GCSAA government relations committee chairman Bill Roberts, superintendent at Lochmoor Golf Club in Grosse Pointe Woods, Mich., was miffed by the EPA ruling. "It's beyond me how EPA could cancel registration

on diazinon for golf courses and sod farms and leave it available to the landscape industry."

Doug Fender, executive director of the American Sod Producers Association (ASPA), was equally incensed. "The damage of losing diazinon is the loss of a very effective broad-spectrum insecticide," Fender said. "There are some other chemicals but probably not as broad spectrum. It's gonna hurt us."

GCSAAs Grant noted, however, that superintendents could find alternatives to diazinon. "One thing we're hoping is that Triumph (a lawn insecticide from Ciba-Geigy) gets labelled for golf courses," Grant said.

Fender further questioned the reasoning that attached sod farms to golf courses in the ruling. "One of the damning things in all of this is that (EPA) had an 18-year history of bird kills (related to the case) and none occurred on a sod farm," he said. "But they decided that birds would view sod farms the same as golf courses."

READERS RESPOND

How have the new postal rates affected your business?

Effective April 4, 1988, third class postal rates increased 25 percent. Despite the fact that the increase came after many spring direct mail campaigns, we asked some landscape managers what impact that would have on their direct mail marketing.



"Aside from the Yellow Pages, Chem Turf relies entirely on direct mail for its advertising. We're in the process of sending out a mailing of 10,000 pieces (contacted just after the rate increase) The added cost for the mailing is about \$1,000. We'll probably end up raising the basic service rates because of insurance, so we'll just incorporate the new postage rate into that."

—George Meeley
Chem Turf
Anaheim, Ca.



"We can't stop that. There's not a hell of a lot you can do about it. It's just going to be passed on to the consumer eventually. We did our direct mail already (cost: upwards of \$3,000) so we got the bulk of it out of the way. We're in a rural area and mailings work well for us, but we may have to go to one mailing and do more advertising in the other media. We try to maintain a good mix. TV is still the best."

—Steve Nuss
Highland Park Lawn
Grand Island, Neb.



"Every time something like this happens, it raises prices. Maybe not immediately, but when you figure it out at the end of the year, it contributes to a price increase. It all adds up."

—Bill Thornton
Thornton Landscaping
Maineville, Ohio

POTASSIUM from page 11

Ph.D. of Nebraska.

With this comes the ability to manipulate irrigation strategies, he says. Watering daily in light amounts lowered root density while watering deeply twice a week helped rooting. Adding potassium increased root density with both watering methods, Shearman says.

Recommendations are to apply potassium at equal rates with nitrogen. "Potassium uptake is proportional to nitrogen application," Shearman says. The lower the nitrogen application, the lower the potassium uptake.

"Potassium remains in the ionic form in the plant cell," says Shearman. He notes that evidence of potassium deficiency include older leaf tip and margin burn, reduced root and foliage growth and lower leaf tensile strength.

In addition, plants show an increased tendency to wilt and higher water use rate, which makes the plant more susceptible to stress. "In the end, it will affect the playability of golf turf," he says.

LM technical advisor Shearman spoke on potassium benefits at the Western Pennsylvania Turf Conference in February.

PESTICIDES

Kelthane returns to the shelves in 1988

Kelthane 35 miticide from Rohm and Haas is returning this year for use on ornamentals, flowers and turf, the company announced. EPA restored registration on Dec. 31, 1987.

EPA originally withdrew registration in 1986 because of DDT-related impurities in the miticide, according to the company. Concern arose over the affects of the miticide on birds. However, after an environmental impact study of Kelthane products, EPA concluded that the miticide posed no unacceptable risk to avian species.

In complying with EPA requirements, Rohm and Haas invested in manufacturing improvements to keep DDT-related impurities in Kelthane production under 2.5 percent, according to the company.

TURF

Is biological disease control imminent?

If research continues at its current

rate, dollar spot might be controlled by a bacterium, not a chemical. "I think there will be a breakthrough soon," says Lee Burpee, Ph.D., at the University of Guelph in Ontario, Canada.

Burpee defines biological control as "the suppression of a plant disease through activity of an organism other than man." Biological control falls into two categories:

1. The application of an organism to a plant, such as a bacteria, fungi or virus.

2. The manipulation of the soil and plant environment to enhance the development of suppressive microbes.

Burpee's research has focused on bacterium control of dollar spot and fungi control of snow mold. Burpee tracked down the fungus by finding what appeared naturally on turf leaves.

"What you may be seeing is suppression in the field," Burpee says. "It could be worse without the fungus."

With the fungus, Burpee got a great deal of disease suppression. "There wasn't a significant difference from the use of a chemical control."

The future of biological control is strong. The two areas for improve-

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ment over current research, according to Burpee, are to select better strains of microbes and to improve formulations.

"If we collect enough strains, we'll probably find some that are better than others," he says. Right now, the fungus is applied through pellets about the size of a sulfur-coated urea pellet. They are moistened, then applied to the plant. The fungus stays alive within the dry pellet.

"We hope to replace some of the materials lost from the market in the past few years.

Burpee spoke at the Canadian Golf Course Superintendents show in Toronto.

INDUSTRY

Law Doctor hosts 500 franchisees

About 500 Lawn Doctor franchisees, employees and their guests started off the 1988 season with three-day seminars designed to boost productivity.

Seminars were held in Las Vegas (Jan. 19-21) at the Golden Nugget and Atlantic City (Feb. 2-4) at the Trump Plaza.



Ewald Alstadt, Lawn Doctor field representative supervisor, conducts a workshop on servicing optional sales, one of the nine different workshops that attracted nearly 1,100 attendees at the Lawn Doctor eastern regional seminar.

"We changed from small meetings throughout the 23 states in which we operate," said Russell

Frith, president and CEO, "to two large meetings."

The meetings, he said, "give our

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SHORT CUTS

BORN AGAIN...Bob Peterson, after 21 years with E.F. Burlingham and Sons, has decided to start his own business. When Peterson's good friend **Miller Ritchie**, a former president of Pacific University, asked Peterson why he doesn't retire to play golf and travel, the reply was: "I'm a lousy golfer, and I've traveled over a million miles by air. For my new company, I'm still traveling all over the U.S. I don't need to retire to travel!" Says Dr. Ritchie, "I think he's hooked on the seed business."

ASK YOUR NEIGHBOR...It may sound a bit corny, but **Don White**, Ph.D., of the University of Minnesota told his audience at the Canadian Golf Course show to turn to the person sitting next to him or her and ask, "What have you learned about turf in the past year?" Everyone came away with even more turf knowledge. **LANDSCAPE MANAGEMENT** learned that the pesticide/lawn care controversy is as rampant in Canada as it is in the U.S.

THIS MONTH'S STARS...A tip of the **LANDSCAPE MANAGEMENT** cap to **Jim Watson** of the Toro Co. and **David Minor** of Minor's Lawn Care, Fort Worth, Texas. Watson was named winner of the most recent Fred V. Grau Turfgrass Science Award for significant career contributions in turf science. The award was given by the Crop Science Society of America. Minor, meanwhile, appeared in the December 1987 issue of *Inc.* magazine for having one of the 500 fastest-growing private companies in America. Minor's Lawn Care ranked No.446 with sales growth of 572 percent from 1982 to 1986. Minor's was founded in 1980 and finished 1986 with sales of \$1.4 million.

PVP FOR AN ALL*STAR...A plant variety protection certificate was awarded to All*Star perennial ryegrass. Certificate No.8300059 was awarded to International Seeds, which has sold international marketing rights for All*Star to J&L Adikes. All*Star, which contains insect-resistant endophytes, is also marketed by Jacklin Seed, Vaughan's Seed and Rothwell Seed in Canada.

A GOOD FOLLOW THROUGH...GCSAA and the Professional Golf Association has begun a cooperative effort to get golfers to replace divots, repair ball marks and rake bunkers. The campaign, with the theme "After you follow through, don't forget to follow through," is bolstered by the participation of pro **Tom Watson**. He is featured on a 17-by-22-inch color poster which is being distributed to all members of both organizations, about 25,000 total, according to **John Segui**, president of GCSAA. Notes **Jim Awtrey**, executive director of PGA, "Today's golfer must understand his responsibility to help maintain the conditions of the course." Four-color ads in various publications will support the posters.

people the opportunity to share common experiences with LCOs from throughout the country."

Talks by Lawn Doctor support personnel and guest speakers covered a number of subjects geared toward better business practice. Guest speakers included Fred Langley, regional manager of public affairs for Dow Chemical, and William Bleuel, Ph.D., of Pepperdine University.

AWARDS

Heyser receives county award

Heyser Landscaping, Inc., Norristown, Pa., received the Outstanding Land Development Award from Montgomery County in March. Heyser received the award for the Montgomery Hospital Expansion project done in 1987.

The company implemented a landscape design around a 600-space parking garage, street-level retail shops and the Montgomery Professional Building.

William Heyser recalls that the company had a space of sidewalk approximately 400 feet long and 25 feet wide to put beds in. The design allowed a minimum of five feet each on the curb side and store-front side of the beds for pedestrian traffic. In the process, Heyser took an area that could have ended up with some ordinary planting beds and injected some imagination into the design.

"The beds are all free form," Heyser says, no two alike, each with different types of plant material, some with boulders, mounds and benches.

Plant material included ornamental grasses, annuals, hybrid rhododendrons, various types of juniper, Japanese hollies, dogwoods and birch, among others.

Beds ranged in size from 10 to 12 feet wide and 45 feet long. "Beds were arranged so there would be easy access to shops," Heyser says. He and his staff studied pedestrian traffic patterns to determine the shape and pattern of the beds. "They're attractive for both pedestrians and hospital employees," Heyser says.

The project was completed in three stages over the course of about three weeks.

The Montgomery County Planning Commission began the annual awards program to stimulate better quality development. The Outstanding Land Development Award is given to the project that best implements site design techniques.

LM