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LAWN CARE IND

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complying with the laws. They may only do a couple hundred accounts and the chances of the ag department finding them are almost zero," he adds.

Doppel, a Detroit-area native, doesn't foresee any major changes in the Detroit market soon, just ever-increasing competition. Atwood is responding by strengthening its winter and early spring telemarketing.

"People accept telemarketing. They expect it. But I'm not comfortable with calling up and saying, 'Hi, this is Atwood LawnCare. We want to do your lawn for 29 bucks.' That's not the way I want to be treated in my house," says Doppel. "I don't like those kinds of calls. Instead we offer to give estimates. If we can get out there and talk face-to-face with a homeowner, we've got a good chance of helping that homeowner and making that sale."

Although Doppel says he won't be able to be as deeply involved in industry or association affairs while his family is growing, he insists he will remain active in both national and local groups.

"I guess it's like a two-way street," says Doppel. "You give and you get back. I've learned a bunch from being on PLCAA or with MTF. I can point to half a dozen things that are different in my business because of experiences I've had on these boards.

"The days of easy lawn care are over."

-Ron Hall

10 most common LCO violations of EPA's rules and regulations

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■ Politics—not science—drive pesticide use regulations.

"Estimating risk is a proper scientific task, but scientists don't write laws," Jim Lorah believes. "The guy who writes the law listens to the public, and the public perceives pesticides as dangerous and poorly evaluated."

Lorah, compliance monitoring coordinator for the U.S. Environmental Protection Agency (EPA), Philadelphia region, spoke at last fall's PLCAA Conference in Baltimore.

"When emotion dominates, perception becomes flawed. Flawed or not, it can't be ignored," stressed Lorah. He assured the 50 LCOs in the room that each of them "has been scrutinized by somebody" in the past year or two, probably by a state inspector. Here are the 10 most common problems examiners find during an inspection, he indicated:

- 1) Invalid business or applicator license—expired, wrong category, not valid in that state.
- 2) Label violation. Didn't look at label recently. Following directions on specimen label, not container label.
 - 3) Improper mixing.
 - 4) Didn't survey site prior to pesticide application.
- 5) No preparation for "worst case" occurrence. Applicator has a spill and leaves the site.
 - 6) Drift complaints, usually due to hurried applications.



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- 7) Records incomplete or partially done.
- 8) Spray tank not cleaned properly. Applicator doesn't know tank's use history.
 - 9) Applicator makes improper product safety claims.
- **10)** Failure to use personal protective equipment as specified in product label.

Lorah said that inspectors want to help LCOs remain in compliance with regulations, but they have to respond to all callers and complaints.

Among the things that LCOs should realize about inspectors, said Lorah:

- They have lots of bosses.
- Everybody complains about them.
- Activists say they're on industry's side.
- ✓ Industry says they're on the activists' side.
- They dislike confrontations as much as anybody.

"Basically, their job is to examine if you are in compliance," said Lorah. But, before an inspector examines an LCO's operation, that inspector must issue a "notice of inspection."

His advice to anyone facing an inspection: be truthful, and don't be afraid to ask for the inspector's advice on pesticide use concerns, "Contact the inspector for help *before* he shows up to do an inspection."

-Ron Hall

Study shows that pesticides provide more than weed, disease control

LAWNCAREIND

■ A recent study shows that some fungicides have the ability to "jump start" the development of turfgrass rooting systems during the first few weeks after planting.

The study, conducted at Iowa State University by research associate Roger Roe and Dr. Nick Christians, examined the rooting of Kentucky bluegrass and how selected products aided root systems.

Rooting measurements were recorded at two, four and six weeks following the application. A hydraulic lifting device was used, along with a pressure gauge, to calculate root strength and knitting.

Results of the test follow. Higher pulling pressures indicate an increased root strength:

PULLING PRESSURES NEEDED TO PULL SOD FRAMES FROM KENTUCKY BLUEGRASS PLOTS

| TREATMENT | RATE lb. ai/a | 2 WKS. | 4WKS. | THE COLUMN TWO IS NOT THE OWNER. |
|------------------|------------------|------------------------|-------|----------------------------------|
| | ib. ai/a | Pulling pressure, lbs. | | |
| Control | .4 | 487 | 588 | 660 |
| Ronstar 2G | 4 | 502 | 712 | 625 |
| Pendimethalin 2G | 3 | 518 | 625 | 618 |
| Dimension 0.1G | 1 | 347 | 545 | 553 |
| Barricade 65DG | 0.65 | 577 | 563 | 620 |
| Surflan 1G | 2 | 167 | 227 | 292 |
| Banner | 2 | 537 | 763 | 812 |
| LSD | | 118 | 186 | 115 |
| | | | | |





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