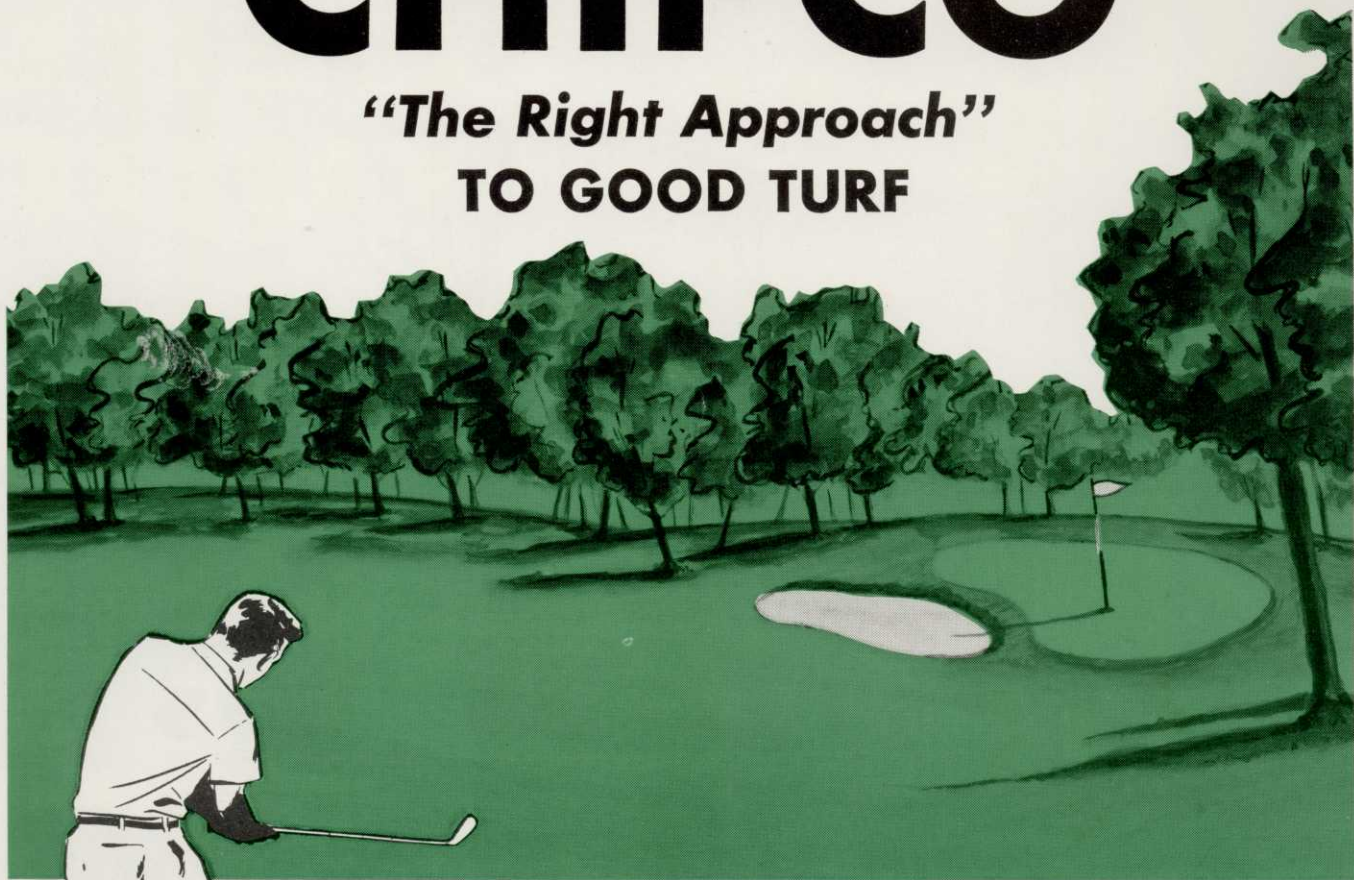


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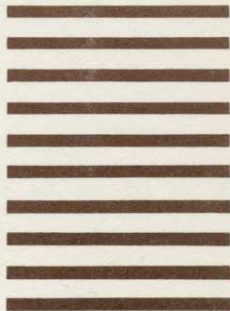
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## The Cover



Oil well site pictured on cover is located just south of the state capital building at Oklahoma City, Okla. Well pulls oil from directly

beneath capital dome; the well shaft is angled to reach the pool. Sprayman is Claude Abbott. Oil well sites in urban areas as well as outlying oil fields typify the type of industrial weed control handled by Tom Graham, veteran in the business. See his story which begins on page 12.

## Georgia Pre-Tests Seeds To Abate Roadside Weeds

Georgia has recently taken steps to prevent grass seed containing noxious weed seed from being used in highway rights-of-way plantings, according to Commissioner of Agriculture Phil Campbell.

The new program, a cooperative project between the Georgia Department of Agriculture and the state's highway department, insists that all seed to be used for roadside planting must pass laboratory tests for quality higher than the minimum requirements of state law — essentially the same quality standards of certified seed.

The pre-testing is performed in the Department of Agriculture's labs. Only bags of seeds that have been tested and marked with a special seal of approval can be used in such plantings. Beneficial to highway contractors who can now save on replanting costs, the program has resulted in lower annual maintenance expenditures for the Highway Department and more attractive roadsides.

The cooperative project was initiated to remedy a problem begun some years ago when low-quality seed was used on rights-of-way plantings.

# WEEDS TREES and TURF

FORMERLY WEEDS AND TURF

February 1969

Volume 8, No. 2

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WEEDS TREES AND TURF is published monthly by The Harvest Publishing Company. Executive, editorial: 9800 Detroit Ave., Cleveland, Ohio 44102.

Single Copy Price: 50 cents for current issue; all back issues 75 cents each. Foreign \$1.00.

Subscription Rates: WEEDS TREES AND TURF is mailed free, within the U.S. and possessions and Canada, to qualified persons engaged in the vegetation care industry and related fields in controlled circulation categories. Non-qualified subscriptions in the U.S. are \$7.00 per year; Canada and other countries, \$10.00 per year. Controlled circulation postage paid at Fostoria, Ohio 44830.

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Public clamor to ban DDT is growing. Headlines are bolder than ever. For example, consider the following which have appeared within the last several weeks: "Expert Urges Control of Pesticides"; "Research On Pesticides Criticized"; "Bill Prepared To Outlaw DDT"; and "DDT Commandos Invade State Hearing." There are more. These are simply typical.

Without trying the specific case of DDT, it can be said that such headlines are a threat to all pesticide use. Each news article tied to these many such headlines — which first trap the reader and set the tone for the article — tend to vilianize all pesticides.

Among professionals and in the industry, there is little question but that this country — to say nothing of the world — would shortly suffer widespread food shortages and loss of life without pesticides. Yet the hue and cry for more legal pesticide restrictions continues. Experience has shown again and again that public opinion, informed or otherwise, can be served regardless of the true public interest.

The time is past due that the public be informed

regarding all types of pesticides. Outspoken critics and news media cannot be blamed entirely for a failure to present the facts necessary for a true evaluation of a given pesticide — whether it be DDT or something else. Enough scientific information is not available. The industry has an obligation to supply such.

Today, there are too many voices representing the various segments of the pesticide industry. Congress and state legislatures would likely be very happy to receive a logical set of facts which did not contain conflicting opinions.

Much is at stake. This includes a viable industry and more important, the welfare of a nation. Bans on specific chemical use must be preceded by effective substitute chemicals for control, or on new methods of control. The public must have more information to understand this full picture.

DDT has saved the lives of literally thousands of people from vector-borne diseases such as malaria and encephalitis in this country alone. Compared to the possible loss of some wildlife, we have to vote for human life. Can't the industry supply citizens with the facts to seek intelligent solutions?

# March

## WEED & BRUSH CONTROL PLANNER



### Timing is Everything

March is the time to finish dormant cane brush spraying, and to plan and budget for foliage brush work. It is also the most effective time to apply granular soil sterilents such as Rack Granular®. Adequate moisture sets the chemical in the soil giving a good chemical seal to prevent germination of those hard-to-kill perennials.

### Analyze Problems

Know the species you are fighting. Remember, the number of months of effective control is as important as cost of chemical per mile of right-of-way. \$100.00 spent this year becomes \$50.00 if you get two years control. The name of the game is greatest control at lowest cost for longest time.

### What to Use in March

Think in terms of more than one chemical for maximum kill in one application. **For brush:** Complete your dormant cane applications of Dinoxol® or Trinoxol® (in 100 gallons of fuel oil). Wet canes thoroughly to ground line. Soak the root collar zone. Get good run-around on the stems. **For weeds:** Get protection against germination of hard-to-kill species. Use Fenac Industrial®.

**Tip:** Johnson grass and vines will soon be actively growing in the south. Plan now for sprays with Fenac Industrial® plus sodium chlorate. It's unsurpassed.

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Attractive sign and modern quarters advertise various services offered by Industrial Weed Control Company, Oklahoma City, Okla.

## Tom Graham's Formula For Successful

# INDUSTRIAL WEED CONTROL

**Q**UALITY service has to be the foremost step in any successful service business. But it is by no means the only criteria for progress. Tom Graham has added several factors to this standby in building his Industrial Weed Control Company at Oklahoma City, Okla.

Graham believes a community businessman must also (1) be active in civic work, (2) make personal contacts in order to know his clients and their problems, and (3) develop and hold good employees. He's been doing industrial weed control for more than 20 years and has an additional 10 years tenure as a pest control operator.

### **Civic Interest**

Graham is active in civic work because he enjoys coaching and

leading little league baseball and football and the numerous activities of the Oklahoma City Uptown Kiwanis Club of which he is president-elect. He finds many of his customers also participate in community ventures. A relationship logically develops with many and naturally carries over into business activities. In looking back over his 30 years as a businessman, Graham believes his interest in community affairs has been an extra plus in making his business a success.

### **Personal Contact**

Most of Industrial Weed Control Company's contracts involve oil companies, where the big end of the work is to keep oil well sites and storage areas free of vegetation of any type. Bare

ground maintenance adjacent to wells and storage tanks is primarily a safety factor, though companies consider careful maintenance important as part of the image they project. Some selective herbicide spraying is also done on grounds adjoining well and storage sites. Prime customers for Graham's organization are major oil companies. Some rights-of-way maintenance is also done for utility companies.

In selling contracts to customers such as these, Graham relies on personal contact, a major step in his formula. He knows the oil company production superintendents well, usually on a first name basis. In most oil companies, superintendents who contract for pesticide application operate directly under district managers. No advertising as such is

done by Graham for industrial weed control, though he does make use of advertising specialties such as pocket secretaries, steel tapes and levels, and similar items.

### Holds Employees

Qualified employees are needed in any business. Graham believes his long-time associates deserve much credit for the success of Industrial Weed Control Company. For example, he gives a large share of the credit for the firm's success to Paul E. Hunt. Hunt, an agricultural graduate of Oklahoma State University with majors in entomology and agronomy, has been with Graham 14 years. He serves as general manager and supervisor of all weed control and scheduling.

Graham believes employees are loyal and stay with the company as a result of good pay and a profit sharing plan. The profit sharing plan is modeled to a great extent after that developed by Sears-Roebuck and Co. Graham's plan includes depositing in a bank for investment certain funds from profits which are posted to the account of the individual employee. In addition to these company funds, an employee may also contribute additional funds, though this is optional in addition to the standard trust fund. The employee can contribute 6% of the first \$3600 of yearly salary. This is matched by the employer. Employees (he now has 19) are eligible after one year with the company.

Should an employee wish to quit, after three years with the company he can withdraw all of his own contribution plus 30 percent of that contributed by the company. After 10 years, he is entitled to the entire contributions of both himself and the company. A plan such as this or similar in nature helps develop responsible employees in the opinion of Graham.

### Pest Control Operator

Graham started in business in the late 1930's as a pest control operator, a business which he continues today. World War II intervened and his wife held the business together during the mid-40's while he was overseas. Mrs. Graham still does work in the office. Following Navy service, Graham returned to the business. He started industrial weed control work in 1948 at the suggestion of DuPont Company representatives because there was a need for this type of service. Since that time, the industrial weed control area of the company has expanded to become the major segment of the

operation.

Today, Graham operates 10 trucks, most of which are equipped with 300-gallon tanks and John Bean spray pumps. Several trucks, however, carry 1000-gallon tanks. All spray pumps are operated by power take-off from the trucks. These are more expensive than gasoline engines to install, but because men often work alone and some distance from the headquarters, Graham feels the power take-off units are more trouble free.

Most herbicide applications on oil company industrial sites are

(Continued on page 17)



Sprayman Claude Abbott, left, and Tom Graham visit prior to beginning the day's work schedule. Abbott has been with the firm for nine years.

Left to right in office of Industrial Weed Control Company are: Mrs. Tom Graham, Mrs. Darrell Nelson, and Graham. Radio contact with sprayman is the rule, with all trucks being radio-controlled.





## *Pesticide Application*

# REGULATORY PRACTICES

**G**OVERNMENT at any level—federal, state, county, municipal—will continue to affect the use of chemicals for weed, insect, and disease control. All chemical users—ground and aerial applicators, city and park departments, golf course operators, and others who do either non-crop or crop pest control—are subject to control regulations.

No user will quarrel with the need for regulation. Practically every pesticide applicator, however, is concerned with the type of law and the enforcement which regulates his operation.

Companies who manufacture and formulate pesticides and operators who use them agree that the public good must be served. This concern is reflected by them at conferences and various meetings and conventions. They also rightfully contend that effective legislation must effect a balance between public safety on the one hand and bans plus policing on the other.

The balance today is fluid in nature. Licensing laws vary from

state to state, as do regulations. Overriding these are various federal regulatory laws and practices. Varying state use and application laws create problems for pesticide applicators who must cross state lines in their businesses. Added to this present state of affairs is continued pressure from many sources for further legislation, some of which may be helpful and other proposals which may prove unnecessarily restrictive.

### **Influence On Legislation**

New laws are inevitable. They can be helpful to the industry and at the same time protect public concerns relating to potential injury to humans and wildlife. An important facet of any proposed legislation is the source or goals of the many proponents. No single voice exists which reflects the collective thinking of manufacturers, users, government, and the public.

Government itself offers a good example of conflicting goals. The U.S. Department of Agriculture, with almost 100 sep-

**Table I. Pesticide Use Law Chart**  
**Laws And Regulations Relating To The Use Of Pesticides Generally**  
**July 1967**

	Products Covered					Users Covered		Licenses or Permits Required		
	INSECTICIDES	FUNGICIDES	HERBICIDES	RODENTICIDES	OTHERS	AERIAL APPLICATORS*	GROUND APPLICATORS	AERIAL APPLICATORS	GROUND APPLICATORS	OTHERS
Alabama	X	X		X	3	Cu	Cu	Cu	Cu	
Arizona	X	X	X	X	1	All	Cu	All	Cu	10
Arkansas	X	X	X	X		Cu	Cu	Cu	Cu	
California	X	X	X	X		All	All	All	All	5
Colorado	X	X	X		1,6	Cu	Cu	Cu	Cu	
Connecticut	X	X	X	X	2,3	All	Cu	All	Cu	7
Florida	X	X	X	X			Cu		Cu	
Hawaii			X			All	All	All	All	4,5
Idaho	X	X	X		1	Cu	Cu	Cu	Cu	
Illinois	X	X				Cu	Cu	Cu	Cu	8
Indiana	X	X	X	X	2	All		All		
Iowa	X	X	X	X		Cu	Cu	Cu	Cu	
Kansas	X	X	X	X		All	Cu	All	Cu	
Kentucky	X	X		X			Cu		Cu	
Louisiana	X	X	X	X	1	Cu	Cu	Cu	Cu	8
Maine	X	X	X	X		All	Cu	All	Cu	
Massachusetts	X	X	X	X	9	All	All	All		9
Michigan	X	X	X	X		Cu	Cu	Cu	Cu	
Minnesota	X	X	X	X		All	Cu	All	Cu	
Mississippi	X	X	X	X	3	All	Cu	All	Cu	
Nevada	X	X	X	X	2	Cu	Cu	Cu	Cu	2
New Hampshire	X	X				Cu	Cu	Cu	Cu	
New Mexico	X	X	X	X	1	Cu	Cu	Cu	Cu	
New York			X		8,9					8,9
North Carolina	X	X	X	X		All		All		
North Dakota	X	X	X	X	2	All		All		
Ohio			X			8	8	8	8	8
Oklahoma	X	X		X	1	Cu	Cu	Cu	Cu	8
Oregon	X		X			All	All	All	All	5
Rhode Island	X	X	X	X		Cu	Cu	Cu	Cu	
South Dakota	X	X	X	X		All	Cu	All	Cu	
Tennessee	X	X		X		Cu	Cu	Cu	Cu	
Texas			X			All	All	All	All	4,5
Utah	X	X	X			All	Cu	All	Cu	
Vermont	X	X	X	X		All		All		
Washington	X	X	X	X	1,6	All	All	Cu	Cu	
Wisconsin	X					9	9	9	9	9
Puerto Rico			X			8	8	8	8	8

All—All users (those treating their own land and custom applicators)

Cu—Custom applicators only

1—Plant growth regulators and defoliants

2—Fertilizers and/or seeds

3—Sprays or methods used to improve the condition of trees

4—Manufacturers and dealers

5—Owner of land to be treated

6—Nematocides

7—Tree experts

8—Special statute relating to herbicides

9—Pertinent only to application of chemicals to water and to non-crop areas. See Statute

10—Growers and sellers

\* The federal government exercises some control over use of pesticides by requiring agricultural aircraft operators to obtain certificates when engaged in spraying economic poisons. Certification is awarded by the FAA only when certain standards are met by the pilot. No pilot may, under these regulations, dispense an economic poison that is registered under FIRA (1) for a use other than that for which it is registered, (2) contrary to any safety instructions or use limitations on its label or (3) in violation of any federal law or regulation. These rules do not exempt the aerial applicator from more stringent state laws which may be in effect.

arate divisions, seeks varying controls and moneys for programs. Then there is the Department of Interior with further regulatory program goals. The Federal Aviation Agency (FAA) controls aerial applicators with special regulations regarding the spraying of economic poisons. Finally the Department of Health, Education and Welfare probably exerts more influence on regulation than any major area of government. State governments along with counties and municipalities also come in for a stake in control programs. The Council of State Governments as an association represents many facets of local government. Public educational and research groups exert further influence.

Outside government are the many associations representing segments of industry. In addition to these are organized citizen groups and individuals; Rachel Carson, prior to her death, was among the best known of the latter. All influence government, and all are influenced by government.

In brief, society represented by each group or individual will judge any risk involved and the degree or type of future pesticide control will be determined. Far more research and information is needed than is available if these decisions are to be made intelligently.

Legal control today can be tabbed as indirect and direct. Indirect control is made up of federal and state registration or labeling laws. Added to these are regulations concerning residue tolerances. Direct control is maintained by applicator licensing laws and specific rules regarding particular pesticides.

#### **Federal Pesticide Laws**

One major federal law with amendments almost sums up federal control in the non-crop

horticultural field. This is the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) which was passed in 1947. It supersedes the previous Federal Insecticide act of 1910.

In short, the FIFRA requires registration by the USDA for any "economic poison" which can be classed as an insecticide, fungicide or rodenticide. Popular definition as used to regulate chemicals is that "economic poison" means "pesticides" and the law treats it as such. The law defines an "economic poison" as:

"(1) any substance or mixture of substances intended for preventing, destroying, repelling, or mitigating any insects, rodents, nematodes, fungi, weeds, and other forms of plant or animal life or viruses, except viruses on or in living man or other animals, which the Secretary shall declare to be a pest, and (2) any substance or mixture of substances intended for use as a plant regulator, defoliant or desiccant."

In 1959, an amendment to the FIFRA was added. This was the Nematocide, Plant Regulator, Defoliant and Desiccant Amendment. It covers those materials named in the amendment and requires registration.

Another 1964 amendment further changed the original FIFRA. It was Public Law 80-305 and eliminated the controversial "registration under protest" rule which allowed sale of an unregistrable product when a protest was duly filed. It also required manufacturers to remove unwarranted safety claims from package labels.

A number of other bills and amendments have been passed prior to this major Act and since regarding pesticide tolerances in food. None, however, have any specific bearing except in the crop segments of pesticide use.

#### **State Pesticide Legislation**

Two types of state pesticide

laws exist. First are the registration laws which control distribution and sale of pesticides in intrastate commerce. Some states also have specific tolerance controls regarding chemicals used in agriculture. Most such state laws are modeled after the FIFRA federal act and follow the "Uniform State Pesticide Act" recommended by the Council of State Governments. Some 47 of the 50 states have adopted this or a similar law. Only Indiana, Delaware, and Alaska do not have state labeling regulations.

Most states, now about 35, have licensing provisions and specific regulations as to use of pesticides, inspection of equipment, and application practices. These are termed Custom Applicators Acts, Pest Control Operators Laws, and Aerial Application Regulations. (See Table I)

#### **Conclusions**

Improved administration of present laws and regulations is needed. In some instances, further regulation is necessary as a practical means of minimizing pesticide accidents and thereby protecting the industry against almost certain restrictive legislation should a major calamity occur. Best statement on the subject recently is that by Douglass F. Rohrman, J.D. National Communicable Disease Center, U.S. Department of Health, Education and Welfare, Atlanta, Ga. Rohrman states in the new Pesticides Program Training Guide\* that "Statutory control should not only regulate, restrict and likewise even make lawful certain acts and procedures, but also, pesticide laws should serve as educational tools to inform and delineate proper activities of users, sellers and applicators. . . . Statutory language, while not necessarily explanatory per se, should be detailed enough to point out the proper means of compliance."

\*Available by writing Rohrman of NCDC at Atlanta.