

L. Wentz, Wauseon; Paul L. Jacquemin, Hamilton; and Brian J. Thrasher, Westlake.

Use of Fertilizers

Typical of information on the educational program was that presented by Dr. Donald V. Waddington, soil technologist at Pennsylvania State University. He discussed the various types of turf fertilizers and pointed out the need to check closely on the physical conditions of fertilizers before applying them to turf. Too many operators, he said, see poor results and then ask themselves what was in the bag.

Waddington believes that the physical condition of fertilizers is extremely important. This, he said, influences the ease of application and the uniformity of coverage. Particle size of fertilizers is important. Large particles which clog spreader openings or bend agitators need to be avoided. Fines are bad, he said,

because they affect distribution patterns and are a dust nuisance. Also, fines can burn turf more easily when compared to granules or pellets which tend to roll off grass leaves. Size will also affect the amount of fertilizer removed by mowing.

Fertilizer users need to avoid products of suppliers who commonly allow nails, bolts, pieces of wood, and other trash to be bagged with fertilizer, according to Waddington. The savings in fertilizer cost can be lost in equipment repairs when a foreign object gets caught in a spreader or is hit by a mower. He also suggested avoiding fertilizers which set up and harden and thereby create problems.

Poor distribution patterns may be due to faulty equipment, the operator, the fertilizer, or a combination of these factors, Waddington continued. Overlaps and skips are usually the fault of the operator. Poor physical con-

dition of fertilizers, he said, has often been the cause of non-uniform applications when centrifugal type spreaders have been used. Coarse particles are thrown farther than fines, and fertilizers containing a lot of fines may give a pattern of heavier application close to the path of travel than that obtained farther away. This pattern seems to be a particular problem in dry mixtures of fine natural organics and the larger and heavier chemical fertilizers. If poor fertilization patterns are a problem, Waddington said, check the physical condition of the fertilizer. Never, he cautioned, depend too heavily on sample bags and jars for a true picture of the physical condition of a fertilizer. These may vary considerably from the product delivered.

Some turf fertilizers are called "lightweights" and have the plant nutrients impregnated or carried on lightweight materials

THE ONLY FERTILIZER PACKET SYSTEM

Unmatched for long term feeding

The fertilizer packet is a system of fertilization. It offers plant nutrients to the target plant in such a way that nutrient loss is minimized, nutrient utilization is maximized, fertilizer damage to the plant is averted, and costs of labor and supplies are reduced.

Can you imagine — no maintenance, no labor expense for 1, 3, 5, 8 years, no burning, no waste, no mixing, no measuring! You don't lift one finger, ever, for fertilizing, only one green thumb for counting your dollar profits.

WRITE FOR YOUR NEAREST DISTRIBUTOR

1 Yr. Packets
Florists, Greenhouses, Container Growers, Potted Plants
10 grams

3 Yr. Packets
Nurserymen, Landscape Contractors, Christmas Tree Fruit Growers, Container Growers
1 oz.

5 Yr. Packets
Retailers
2 oz.

8 Yr. Packets
Municipal, Parks, Golf Courses
4 oz.

LICENSED BY
WISCONSIN ALUMNI RESEARCH FOUNDATION

Eeesy Grow
ROOT CONTACT PACKETS

Manufactured by
S & D PRODUCTS INC.
Box 66, Prairie du Chien, Wisconsin 53821



The Howard POWER-ARM helps you cut labor costs by getting more work per man hour. It has time-saving 3-point linkage. Mounts quickly! Does not tie up tractor when not in use. And its low cost and versatility make it affordable wherever there's work to be done. Two models . . . to fit every job and any 3-point tractor.

HOWARD SEND COUPON TODAY!

POWER-ARM Howard Rotavator Co., Inc.
BACKHOE AND LOADER Dept. 208 Harvard, Ill. 60033

Please send information on the new Howard Power-Arm

Name _____

Address _____

City _____ State _____ Zip _____

For More Details Circle (109) on Reply Card

For More Details Circle (105) on Reply Card



Teeing off at Chemagro booth are Steve Begle, Ohio salesman for Chemagro, and Barbara Hendricks, Lakeshore Distributors, Cleveland, Ohio.

Dr. Butcher believes that the "natural" control offered by European predators and parasites may reduce the need for some of the costly chemical controls now being used. He already has cooperative research underway with scientists in several Western European countries.

Dr. Butcher will use part of the research grant to support the efforts of Dr. Hubert Pshorn-Walcher of the Commonwealth Institute of Biological Control, Delmont, Switzerland. Dr. Pshorn-Walcher will coordinate a search for predators and parasites in Switzerland, Germany, Austria and Yugoslavia and return promising species to MSU. Next fall he will travel to the East Lansing campus to assist with research and to lecture on biological control.

AAN Sales Campaign Widens Nursery Industry Markets

During the past few years, the American Association of Nurserymen has been busily and thoroughly planning a new, industry-wide sales development program. Primary objective of the campaign will be to sell more people on the pleasures and benefits possible through "creative" planting of nursery goods, says AAN.

Planning the sales development program began with a good, hard look at today's nursery industry, AAN reveals. Research studies by the group's Horticultural Research Institute and the Furst Survey Research Center, Inc. in New York City disclosed motivations leading to — and objections retarding — the purchase and use of plant materials. This extensive research led to conclusions regarding "target audiences" for the new sales campaign.

Advertising will appear in media from national consumer magazines to radio and newspa-

such as vermiculite, ground corn cobs, and peat, Waddington pointed out. The lightweight carrier, along with a relatively high nitrogen content, makes it possible to fertilize a given area with a relatively small weight of fertilizer and still have enough bulk for ease of spreading. Some research at Penn State, Waddington said, indicates that these lightweights may have a built-in safety factor, and present less of a burning hazard than normal weight fertilizers containing the same amount of soluble nitrogen.

1969 Officers Announced At Louisiana Conference

New officers of the Louisiana Turfgrass Association were announced at the group's annual conference, held at the University of Southwestern Louisiana last December.

The 1969 slate includes: presi-

dent — Marvin Perry, superintendent, Metairie Country Club; vice president — Pat Ardoin, superintendent, Oakbourne Country Club, Lafayette; secretary-treasurer — Dr. Lynn Deselle, USL assistant professor; executive director — J. M. Peak, USL associate professor.

MSU's Butcher Seeks Natural Control of DED

A special research grant has been awarded to Michigan State University by the Elm Research Institute to help find parasites in Europe that might control the carriers of Dutch elm disease.

Dr. James W. Butcher, MSU entomologist directing the project, has already released one species of French parasites (*Dendroster protuberans*) in Michigan and the northeastern U.S. to find out the effect it will have on the Dutch elm bark beetle.

per to retail nursery and garden centers across the country. Two basic messages will be communicated: homeowners will be introduced to new concepts in outdoor living through creative landscaping; and the nation's corporations will be shown how "landscaping is good business."

Rather than confine its goals to just existing customers, the new program is designed to also reach those not yet in the marketplace for nursery products. Advertising will be directed at families with husband and wife between 18 and 62, whose incomes range upward from \$7500 and who live in their own homes. About 15 million American families meet these criteria and will, therefore, be the target audience of the program. If, as a result of the program, 10 per cent of these families spend as much on nursery stock next year as on color TV, industry sales would almost double, AAN projects.

Theme for the campaign will be "Plant a better place for living," with "how to enjoy it" being stressed more than "how to do it." Called the *Mood Zoned Lawn* concept, the new sales approach breaks down the home exterior into separate activity areas, such as "Tranquil Zones" — lawn areas surrounded by dense plants with space for a person to lounge in quiet beauty — and "Party Zones" — patio areas featuring festive plants.

The business and industry portion of the advertising program will be directed at about 68,000 firms employing 100 or more persons. These firms will be shown how landscaping pays off in terms of improved community relations and employee morale.

A special organization has been created to implement the national sales development program. Called "The Landscape Council," the group will be comprised of all AAN members who choose to join in the project. They will have available for their customers complete direc-

tions for the creation of Mood Zones, along with the necessary materials, equipment and assistance. They will also have at their disposal various campaign tie-in banners, posters, pamphlets, ad mats, etc. Enrollment of members in the Landscape Council will continue throughout the first several months of this year.

The sales development program itself is scheduled to begin in the early Spring of 1970, according to AAN. Wayne H. Dickson, director of the organization's public relations, has called the years of preparation for this project "a textbook study of how a trade association can help its industry grow."

Southern Cal Association Installs New Officers

New officers and directors of the Southern California Turfgrass Council for 1969 were installed on December 16, during the group's annual Christmas celebration in Burbank.

New president is Hugh G. McKay, sales manager for the Moist-O-Matic Division of Pacific Turf and Engine Co., Los Angeles. Other officers inducted were: 1st vice president — William S. Howlett, Cal-Turf, Inc.; 2nd vice president — Dave Mastroleo, Fox Hills Country Club; treasurer — Al Nobel, B. Hayman Co.

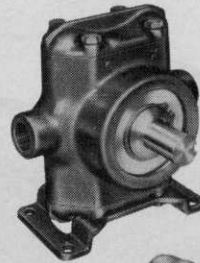
Newly installed directors were: Dr. H. Hamilton Williams, Los Angeles State and County Arboretum; Jerry Woffinden, Leisure World; and last year's Council president, Robert Scofield, Robinson Fertilizer Co.

One of the first actions taken by the new board of directors was the appointment of Mrs. Marie Trowbridge as Council Executive Secretary. Mrs. Trowbridge will serve all correspondence and be in charge of both the membership list and annual directory.

Hypro Pumps

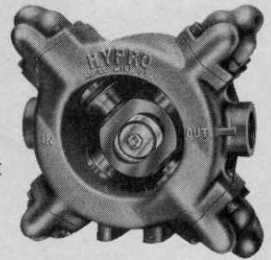
for applying
weed and turf
chemicals

PISTON PUMPS



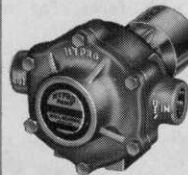
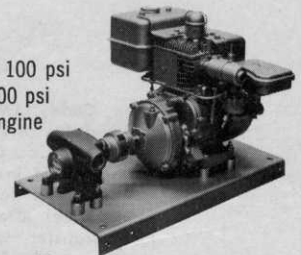
Series
C5210
BIG TWIN
10 gpm (at 600 rpm)
400 psi pressure
also available with gas engine

Series
5400
4-CYLINDER PUMP
25 gpm output
at 600 psi

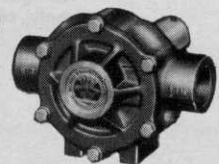


ROLLER PUMPS

Series
GN6310R
6.9 gpm at 100 psi
5 gpm at 200 psi
with 4-hp engine



Series **7560**
8-ROLLER PUMP
Output 12 gpm
(at 540 rpm)
Pressure to 300 psi.



Series **1500**
6-ROLLER PUMP
Output 30 gpm
(at 540 rpm)
Pressure to 150 psi.

Choice of rubber or nylon rollers
Write for complete pump catalog or request pump recommendation for your need



Hypro, Inc.

A subsidiary of Lear Siegler, Inc.

347 Fifth Ave. N.W., New Brighton
Saint Paul, Minnesota 55112

For More Details Circle (103) on Reply Card

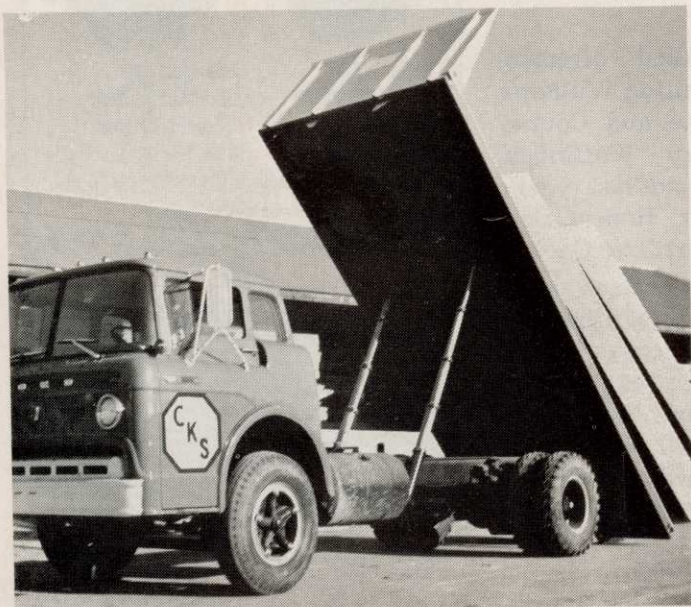
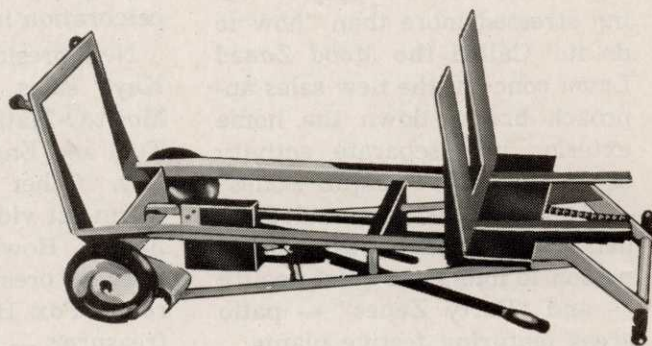
New Products . . .

Designed for the Vegetation Care Industry

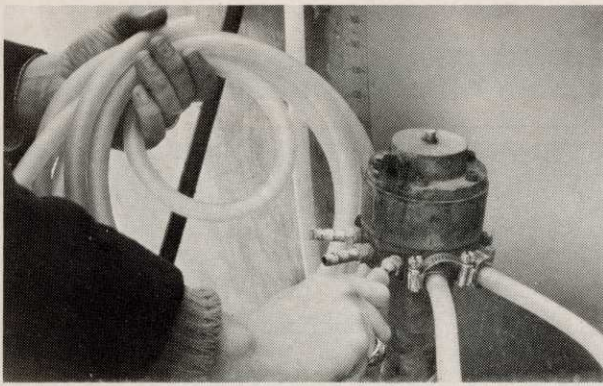


FMC Corporation's John Bean Division offers new self-contained power lawn and garden sprayer featuring extra-narrow width of 22 inches. Designed for florists, nurserymen and suburbanites, compact Trojan 3120 sprays 3 g.p.m. at up to 60 lbs. pressure, according to John Bean. The unit's 20-gal. porcelainized steel tank resists chemicals; self-lubricating fiber glass pump inside tank provides jet agitation for continuous mixing of spray chemicals, says the company. Its 3-hp engine is equipped with air cleaner, recoil starter and oil indicator. Spray can be adjusted from solid stream to fine mist. For more details circle (701) on reply card.

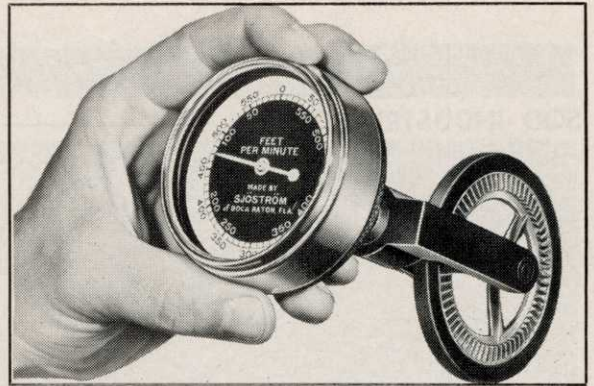
Shop Caddy 1M54—compact mobile hydraulic lifter for heavy-duty work—has been recently introduced by Grand Specialties Co., Chicago. The 1-man-operated unit lifts $\frac{1}{2}$ ton up to 54 ins. high; speed adjusts to work load, says Grand. Ideal for moving heavy equipment, the heavy-gauge steel lifter clips easily to auto bumper. Optional load transfer wheel and loading platform that interchanges with forks. For more details circle (702) on reply card.



Portable Elevator Mfg. Corp., Bloomington, Ill., has come up with hydraulic conversion hoists that save time and money by eliminating need for manual unloading. Glencoe hoists are twin telescopic arms installed between truck frame and body longills in any location, according to dumping angle desired. Special 3-way control valve enables lone operator to stop and hold hoist at any angle, to reverse it and to control lowering speed. Driver rarely needs to leave truck during unloading, says the company. Glencoe hoists can convert any truck from pickup size to tilt-bed or dump type. For more details circle (703) on reply card.



New translucent vinyl tubing developed by Swan Rubber Co., division of America Corp., Bucyrus, Ohio, is clear enough for user to check flow of fertilizer solutions to applicator nozzles. The flexible—even in sub-zero weather, says Swan—tubing comes in $\frac{3}{8}$ " and $\frac{1}{2}$ " sizes. For more details circle (704) on reply card.



Sheetmaster Corp.'s (Boca Raton, Fla.) Hand-Odometer reads 5 to 600 feet per minute instantly when measuring wheel touches any moving surface. Unaffected by temp changes or magnetic fields, meter reads in both directions, says company. For more details circle (705) on reply card.

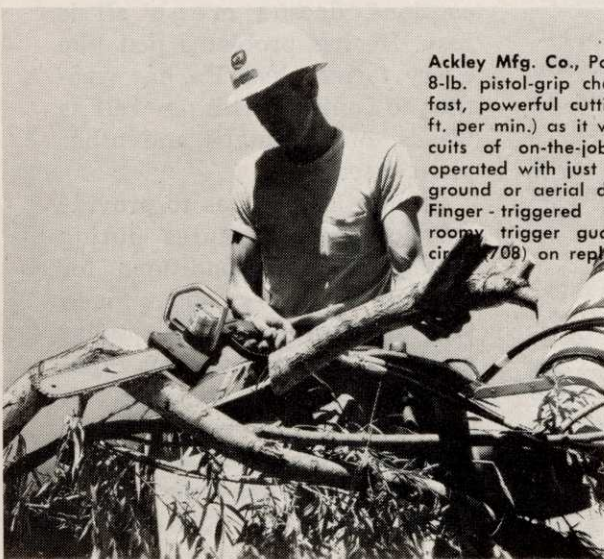
600
536
700



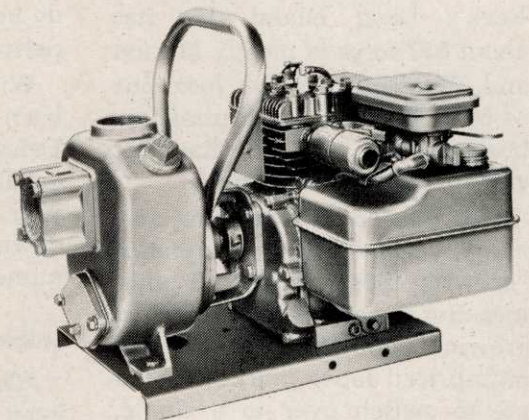
Turf Cutters, Inc., Youngstown, Ohio, has made available its Micro-steel Turf Cutter for fast professional replacement of damaged sod. Its tapered, steel blade easily slices and removes 3" replacement plug with no harm to roots, says Turf Cutters. To release plug, depress cutter and twist handle. For more details circle (707) on reply card.



Bunton Co., Inc., Louisville, Ky., is marketing its "Super Twenty-one"—a heavy-duty, self-propelled rotary power mower with 4 HP engine and 2-qt. fuel tank. Designed for extra traction and "mowability" in rough areas and on grades, Bunton's new unit offers adjustable cutting heights from 2 1/2" to 5 1/2". Features include finger-tip guiding, blade control on handles, trimming with either side, adjustable front guard, fold-down handles and belt and chain guards. Smaller model also available. For more details circle (706) on reply card.



Ackley Mfg. Co., Portland, Ore., offers an 8-lb. pistol-grip chain saw that provides fast, powerful cutting chain speed (3500 ft. per min.) as it works off hydraulic circuits of on-the-job equipment. Can be operated with just one hand; works from ground or aerial device or under water. Finger-triggered power control with roomy trigger guard. For more details circle (708) on reply card.



Universal Motors, division of Medalist Industries, Oshkosh, Wis., has introduced a liquid fertilizer self-priming centrifugal pump with a capacity of 7200 G.P.H. Rugged construction and light weight make it ideal for field use, says Universal. Mounts on pull-type applicators, nurse tanks or tank trailers. Suction and discharge outlets in 1 1/2" and 2" sizes. For more details circle (709) on reply card.



Leonard DeLalio, Long Island, N.Y., checks weed-free crop of sod.

Quality Sod Produces

Ready Market For Long Island Grower

Leonard DeLalio is a businessman in an enviable position — he has no trouble selling every bit of the product he makes, and he doesn't even have to advertise it.

DeLalio grows sod on New York's Long Island. He has about 550 acres of mostly Merion and Windsor in three locations — 50 acres near his Farmingdale headquarters, 250 in Eastport and the rest in Shoreham.

"I've farmed around here for many years," DeLalio explains, "growing mostly corn and potatoes. But the area's high taxation, growing population density and high-priced labor market forced me to switch over to a single, higher-profit crop. Now I figure a one-crop business is just a lot less headaches."

"Actually," DeLalio continues, "we're in four businesses at once. We grow the sod, sell it, truck it,

and then have to collect for it. Believe it or not, that last job is often the toughest, since we deal with many small nurserymen and gardeners." Other, larger customers include builders, landscapers, etc. DeLalio's crews do no installation — they simply deliver the sod to the installer.

With the Long Island suburban population still exploding, DeLalio has been expanding his production about 10 percent a year, but has decided to slow down expansion at this point for numerous reasons.

Stable Price

"One thing we want to do is keep the price as stable as we can," he explains, "and up to now we've been able to do this by introducing labor-saving techniques like our mechanized harvesters, palletized handling, automatic truckloading and unload-

ing, etc. "But," he adds, "and you can quote me on this — we expect a price increase will be necessary, at least by the spring of 1969. We just can't keep pace with the cost of materials, labor and machinery."

Just because he can sell every bit of sod he produces, DeLalio cautions, doesn't mean all is rosy. He has problems just like every farmer has. He has weather to contend with, as well as weeds, bugs, fungus and other plant diseases.

In addition, he has to provide various grass mixtures during certain weather conditions, for various soil types, and other varying situations. "The quality grower must keep various types of sod available at all times," he says. "Therefore, we have to keep large areas shaped up and ready to go all the time."

And shaped up they are, because DeLalio's philosophy is

never to sell anything but top-quality certified weed-free and healthy sod. One way he assures this is a constant program of fertilization, weed and disease control.

Ureaform Used

"We've been going to more expensive fertilizers that are slower releasing, and are leaning toward the chemical organics rather than the natural organics," he says. "Ureaform, for example, is giving us the more controlled response we need in turf, for a uniform product."

As to weed control, DeLalio feels a lot of his weed problems like henbit, shepherd's purse and dandelion are seed-borne, and is trying to buy weed-free seed to prevent these. Other weeds he runs up against are barnyardgrass, corngrass, and crabgrass. "You find these cropping up especially in old potato fields," he says.

"We watch the turf for weed seed production at about four to five months' growth," he says. "If there is seed production, we apply Dacthal preemergence herbicide at 12 to 12½ lbs. an acre early in the spring. The parent annual weeds will have died out over the winter, and Dacthal prevents the weed seeds from sprouting, so what we have produced is an essentially weed-free sod."

"We've had good control and never any injury to the grass from the Dacthal," DeLalio says.

The sod, which is late summer or fall seeded, is usually sold the second year following, when it is 18 to 20 months old.

"We don't often have enough of a broadleaf weed problem to require a post-emergence spray," DeLalio says, "but we do use various postemergences including 2,4-D, 2,4,5-TP and others to control dog fennel, dandelion and henbit, as well as MCP for knotweed control, as they are needed.

A high-pressure potato sprayer with a 25 to 40-foot boom is used

to apply these sprays, as well as the Dacthal.

"We fight sod webworm, aphids, fleabeetles with wettable powder pesticides wherever possible," DeLalio says. "Oil-based materials can injure grass." Among the materials he uses are DDP and Sevin, Diazanone for chinchbugs and chlordane for grubs.

"The only reason we haven't used more fungicides is because of their high cost," DeLalio says. "We've used Daconil 2787 on Windsor grass for leafspot, and various other fungicides for other diseases, but we are only in the beginning stages of an effective, economical fungus-control program.

Irrigation A Must

An integral part of his quality turf program is his irrigation system. "We irrigate every bit of our sod," DeLalio says, "with our seven deep-well turbine pump systems." Each system provides from 450 to 1000 gallons of water an hour.

If all this coddling of sod sounds costly, DeLalio admits it may be, but it's also necessary to being able to guarantee a top-quality sod, which is what is being demanded by Long Island buyers. "The chemicals alone can run 10-12 percent of the total cost of production," DeLalio says.

But it must be worth it to his customers, if he has no trouble selling every square foot he can produce!

30 Common Weeds Pictured On West Chemical Chart

West Chemical Products, Inc. recently published a new weed identification chart that features illustrations of 30 of the most common weeds plaguing American grass growers. Printed on heavy paper, the chart can be mounted on the wall for ready reference.

West recommends the use of Assault — a concentrated herbi-

cide manufactured by the firm—for eradicating the weeds. A non-selective weed killer that also serves as a soil sterilant, Assault can be used wherever plant growth causes obstructions or fire or safety hazards — including drainage ditches, power rights-of-way, airports and parking lots — according to West. For your free chart write Dept. KE, West Chemical Products, Inc., 42-16 West St., Long Island City, N.Y. 11101.

IH Man Predicts Good Year For Tractor Sales In 1969

Ben H. Warren, general manager, International Harvester Company's Farm Equipment Division, sees 1969 as a good year for producers of farm, light-industrial and lawn and garden tractors and equipment.

He predicts a continuing increase in the sales of light-industrial tractors — perhaps as much as 10 per cent over 1968. A major factor in this optimism is the expected rise in housing starts, Warren explains. Demand will also be high for lawn and garden tractors in the 7 h.p. and over class, with sales well exceeding the 1968 total of 250,000 units. Sales of riding mowers of the 6 h.p. IH Cadet 60 type will also increase, he says.

Vargas Heads Turfgrass Disease Research At MSU

Dr. Joseph M. Vargas, Jr. has recently been named head of turfgrass disease research at Michigan State University. He has been appointed to MSU's Department of Botany and Plant Pathology.

A native of New England, Dr. Vargas was awarded his B.S. from the University of Rhode Island, his M.S. from Oklahoma State University and his Ph.D. from the University of Minnesota. He has worked in the area of turfgrass pathology throughout his undergraduate and graduate education.

STIHL 041 AV *electronic*

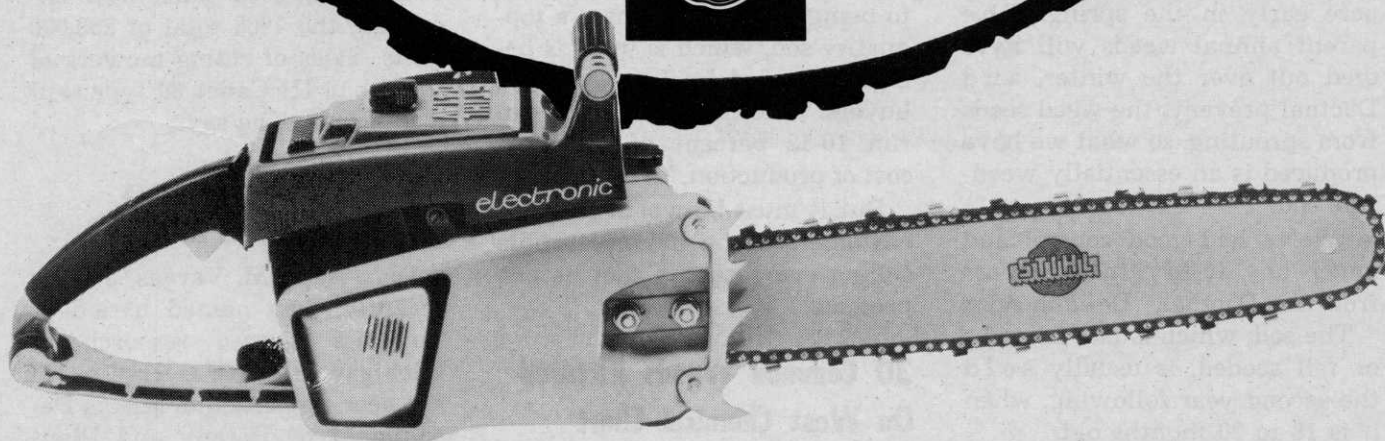
In keeping with our policy of offering the most advanced and most dependable in chain saws — we have incorporated solid state ignition into the STIHL 041 AV Electronic Saw. Other than eliminating the need for points and providing a molded circuit that is impervious to moisture, dirt, and temperature extremes — this model offers big 5 1/2 horsepower performance coupled with a light 15 1/2 pound weight and the fabulous new vibration absorbing AV handle.

STIHL American, Inc.

194 Greenwood Ave.,
Midland Park, N.J.
Phone 201-445-0890

7364 Lee Industrial Blvd.,
Mableton (Atlanta)
Georgia

2468 Teagarden Street,
San Leandro
California



new

For More Details Circle (116) on Reply Card

Classifieds

When answering ads where box number only is given, please address as follows: Box number, c/o Weeds Trees and Turf, 9800 Detroit Ave., Cleveland, Ohio 44102.

Rates: "Position Wanted" 10c per word, minimum \$3.00. All other classifications 20c per word, minimum \$4.00. All classified ads must be received by Publisher the 10th of the month preceding publication date and be accompanied by cash or money order covering full payment. Bold-face rule box: \$25.00 per column inch, two inch minimum.

SALESMAN WANTED

SALES POSITION OPENING IN 1969

An opportunity that comes along only once or twice in a decade. The "pathfinder" of commercial turf grass growers is now accepting resumes for a commissioned salesman. "There is no salary."

We will open our books and introduce our C.P.A. Firm to establish to your satisfaction that your earnings can and will be guaranteed in the five figures. All transportation and expenses furnished.

Degree in agronomy and/or knowledge of the turf grass industry helpful but not necessary. We will require references.

Must begin full time by March 1, 1969. Season traditionally ends in December. The two months of January and February will be your own time.

Reply to: Summit Hall Turf Farm, Inc., Gaithersburg, Maryland 20760.

USED EQUIPMENT

FOR SALE or Lease — Industrial Monkey 32 foot reach, dual controls complete with truck, compressor and

tools. Cash price \$6000.00 also 9" Fitchburg chipper, trailer mounted — newly rebuilt engine, cash price \$750.00. Willing to arrange lease on either or both at attractive rates. Phone or write Darrell Emel, 5331 Erland Point Road, Bremerton, Wash. 98310. Code 206 Essex 3-2100.

WANTED — Used aerial bucket unit combination bucket and crane, with or without truck. Write, Westville, Tree & Saw Service, Westville, Illinois 61883.

HIGHEST BID by March 1, 1969.

1961 Model, 45 foot Servi-Lift aerial tower on 1961 International truck, at 1305 Black Hawk Street. Address bids to City Clerk, City of Waterloo, City Hall, 715 Mulberry Street, Waterloo, Iowa 50702.

SPRAYERS, chippers, log splitters and other equipment at large savings. Let us know your needs. Equipment Sales Company, 4744 Sunrise Highway, Massapequa Park, N. Y. 11762.

BUSINESS OPPORTUNITIES

BUSINESS FOR SALE — Long established year-round Pest Control Operator business for sale by owner who now has other interests. Write Weeds, Trees and Turf, Box 38, 9800 Detroit Ave., Cleveland, Ohio 44102.

— Advertisers —

INDEX TO ADVERTISERS

Amchem Products, Inc.	4
Chipman Div., Rhodia, Inc.	2nd Cover
Elanco Products Co.	20, 21, 22
Hercules Incorporated	13
Howard Rotavator Co., Inc.	31
Hypro, Inc.	33
Mitts & Merrill, Inc.	5
Mobile Aerial Towers, Inc.	3rd Cover
Nursery Specialty Products Co.	15
Ra-Pid-Grow Corp.	29
Ryan Equipment Co.	4th Cover
Sabre Saw Chain, Inc.	29
S & D Products	31
Stihl American, Inc.	38
Vermeer Manufacturing Co.	28
West Chemical Products Co.	11

Suppliers' Staff Changes

The Dow Chemical Company, Midland, Mich., has named Donald K. Ballman, former vice president for Marketing, Purchasing and Distribution, senior vice president of the company. The appointment of four new Dow vice presidents was also recently announced: Earle B. Barnes, general manager of the U. S. Area; Julius E. Johnson, director of research and development; G. J. Williams, commercial director of the U. S. Area; and John M. Henske, director of the Corporate Product Dept.

Other Dow promotions include R. Malcolm Barbour, newly appointed director of Bio-products in the Corporate Product Dept., and Robert E. Naegele, new Dow manager of the Agricultural Products Dept. for the U. S. Area.

Richard F. Warren has been designated Manager, Purchasing Div. for Jefferson Chemical Co., Inc., Houston, Tex. Warren joined the company in 1965 as Manager, Market Research Department.

Newly appointed Geigy Agricultural Chemicals Sales Reps are: Virgil F. Wagner, Donald L. Paulson, Jr., Larry G. Nelson, Stephen C. Bunce, Gary G. Metzger, Howard L. Early, Conrad R. Shaffer, Maurice L. Croxton, and Larry L. Baumgartle.



Insect Report

WTT's compilation of insect problems occurring in turfgrasses, trees, and ornamentals throughout the country.

Turf Insects

APHIDS

California: *Asiphonella dactylonii* and *Rhopalosiphum* sp. medium on hybrid Bermudagrass in nursery at San Gabriel, and heavy at Carson, Los Angeles County.

WHITE FRINGE BEETLE

(*Graphognathus leucoloma striatus*)

Virginia: Adult beetles collected on weeds in York and James City counties and in City of Williamsburg. Infestations were light and local in nature.

A SPRINGTAIL

(*Hypogastrura armata*)

California: Heavy in lawns at Fremont, Alameda County.

Insects of Ornamentals

BEET ARMYWORM

(*Spodoptera exigua*)

California: Larvae medium, destroying *Primula malacoides* nursery stock at Auburn, Placer County.

AN ARMORED SCALE

(*Diaspis boisduvalii*)

Florida: Adults infested 125 of 500 orchid plants in nursery at Winter Haven, Polk County.

(*Phenacaspis cockerelli*)

Florida: All stages collected on *Dipladenia* sp. at Naples, Collier County. This is a new Florida Department of Plant Industry host record.

WAX SCALE

(*Ceroplastes* sp.)

Virginia: Causing injury on a Burford Holly and magnolia in Richmond.

Tree Insects

ENGRAVER BEETLES

(*Ips* spp.)

Maryland: Killed several Virginia pines at Pasadena, Anne Arundel County.

LOCUST BORER

(*Megacyllene robiniae*)

Virginia: Severe damage to black locust trees in the John's Creek area of Jefferson National Forest. Nearly all of the old trees are damaged or dead, Craig county.

SCALES

California: *Phenacaspis pinifoliae* (pine needle scale, and *Matsuccoccus* sp. (a margarodid scale) heavy on Jeffrey pines at south Tahoe, El Do-

rado County. Developed rapidly this season in large local areas on lake shore. Much concern over infestations and needle drop in this extremely high value recreation area. *Nuculaspis pini* (black pine-leaf scale), *Physokermes* sp. (a soft scale), and *Pineus* sp. (a bark aphid) heavy on lodgepole pine in many areas.

A GALL WASP

(*Andricus fullawayi*)

California: Pupae medium on leaves of blue oaks at Alpine, San Diego County.

Compiled from information furnished by the U. S. Department of Agriculture, university staffs, and WTT readers. Turf and tree specialists are urged to send reports of insect problems noted in their areas to: Insect Reports, WEEDS TREES AND TURF, 9800 Detroit Ave., Cleveland, Ohio 44102.

Texas Tech Senior Wins Weather-matic Scholarship

Jerry Phil Berry, 23-year-old senior at Texas Technological College, Lubbock, has been named recipient of the 1968 Weather-matic Scholarship.

The \$500 stipend is presented annually to a Tech junior or senior majoring in park administration or horticulture. Weather-matic is a Dallas-based manufacturer of custom lawn sprinkler equipment.

Berry plans a career in park administration and has been employed with park departments in Lubbock and Arlington for the past several years.

Certified 'Supes' Honored At Rocky Mountain Meeting

The Rocky Mountain Golf Course Superintendents Association designated their first Certified Golf Course Superintendents: Stan Metsker (Boulder Country Club) and Ken Voorhies (Columbine Country Club).

Past presidents of the association, both men honored have been in golf course work for more than ten years and were recognized for their specialized know-how, their competence to practice and their professional attitudes.

Trimmings

Sod Garage Roof. An apartment complex recently completed in New York City was further enhanced with the installation of a McGovern Sod Farms lawn atop its 400-car, underground garage. The smartly landscaped "Water's Edge by Birchwood Park" complex — which overlooks Little Neck Bay — was rented out within 8 months after its completion.

* * *

Satisfaction Guaranteed. Elanco Products Company, a division of Eli Lilly and Co., Indianapolis, has recently come up with a new customer service idea called "Speed-Chek." As part of the company's Treflan® guarantee program for 1969, any grower who is not satisfied with its weed killer can call in his complaint or query — collect — to his area's Elanco headquarters. Within a few days, the caller will be contacted by an Elanco representative, and the problem will be talked over. After having gone through a season with their former Treflan guarantee program — during which time there were relatively few complaints — Elanco is confident a program of such potential magnitude can be put into operation successfully. Details available from Treflan dealers.

* * *

Long Island Weather. McGovern Sod Farms, Inc. of Melville, Long Island, discussed in its December '68 "Sod Report" the unpredictable weather its area experienced last year. A 2-week drought in May was followed by the wettest June in 30 years. By July — a dry month — Long Island was about 6 inches ahead of normal precipitation for the area. Between rains, temperatures climbed to 90-95° for prolonged periods, drying sod fields to a depth of 1½ inches and forming a hard surface crust, McGovern reported. This called for irrigation — which seemed strange, in view of all the previous rain. Autumn brought with its turning colors some fungus problems, an unusual situation for Long Island. Heavy rains and high humidity caused McGovern to put preventive fungicidal spray programs into operation. November brought more rain and temp variations from 30° to 60°. As of mid-December, frost had not yet arrived in the area. A most unusual year, McGovern concluded.

**FOR MORE FACTS
USE THE
POSTAGE FREE CARD**

You are invited to use the Reader Service card provided to obtain further information on equipment, materials or supplies appearing in this issue. This card is preaddressed and postage paid.

Your inquiry will be forwarded to the manufacturers in whose products you are interested.

**FOR MORE FACTS
USE THE
POSTAGE FREE CARD**

You are invited to use the Reader Service card provided to obtain further information on equipment, materials or supplies appearing in this issue. This card is preaddressed and postage paid.

Your inquiry will be forwarded to the manufacturers in whose products you are interested.