



Collecting That Hard Earned Dollar

By **HANK HARVEY, JR.**
Arborist
Rutledge, Pennsylvania

AS UNFAIR as it seems, the hardest part of some jobs is not doing the work, it's getting paid for it. Certainly nothing can put a businessman on the defensive like having money overdue to him. This is especially true for the service contractor who has nothing tangible to repossess and thus very little recourse for non-payment.

It should be pointed out that delinquent accounts usually make up only a small number in most service operations. Most people are anxious to pay for services rendered. It is the exceptions about which this article is concerned.

The best advice in these few cases might be to take positive steps which would preclude, or at least reduce, the possibility of your getting into such a situation in the first place.

How?

Well, for starters, you should be careful with whom you deal, especially on a verbal contract. (I've found that many people fear or resent a written contract as such. One way to get past this psychological barrier is to have yours called an

agreement or a work order or some other less offensive name.)

If you must use a verbal contract, at least write up the specifications for the job and make sure your customer has a copy—before you start the job, to refer to later if there is any misunderstanding. Your printed estimate or job order form should have printed on it **Payment Due Upon Completion, Terms: Cash**, or something similar which will protect you from the "slow-pays."

There is no sure way to spot a "No-Pay" or "Slow-Pay in advance, but there are a few good indicators:

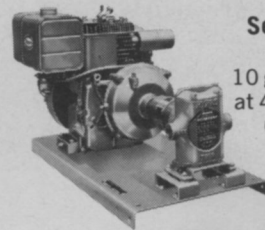
Does the party you are bidding for actually own the property? I have experienced cases where a tenant, fed up with unsatisfactory conditions, decided to contract out work expecting the landlord to pay for it. In such a case, the tenant assumes no risk . . . it's not his place. The landlord won't pay, he didn't contract for the work. Who then is the poor contractor supposed to collect from?

Another area where extreme care is in order is that of doing subcontract work for larger contractors. Often the prime contractor on a large job will intentionally use subcontractors to avoid taking risks
(continued on page 88)

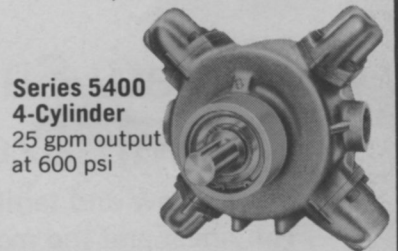
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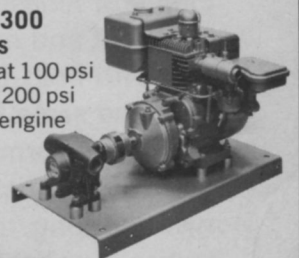
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1973 SUPPLIERS GUIDE AND EQUIPMENT DIRECTORY

1972 ARTICLE INDEX

As a special service to readers, **WEEDS TREES AND TURF** presents the 1973 Suppliers Guide and Equipment Directory. This annual directory and guide has been thoroughly updated. Chemical and equipment manufacturers are now listed two ways, name of company and products manufactured, and product groupings and companies manufacturing those products.

The "Green Industry" is dynamic.

New products and new additions to product lines are constantly changing. Consequently, omissions of manufacturers and/or products are unavoidable. Your comments and suggestions are invited to help improve future editions.

Following the directory is an index to the articles that appeared in the 12 issues of **WEEDS TREES AND TURF** in 1972. An author index is listed at the end.

**CHEMICAL KEY: Manufacturer (M);
Formulator (F); Distributor (D).**

ALGAECIDES

Applied Biochemists, Inc. (M)
Great Lakes Biochemical Co. (M)
3M Company (M)
Ralston Purina Company (M)

FUNGICIDES

PROTECTANT

J. & L. Adikes, Inc. (F)
Agway, Inc. (D, F)
Chemagro Div. of Baychem Corp. (M)
Chevron Chemical Co. (M)
W. A. Cleary Corporation (M)
Diamond Shamrock Chemical Co. (M)
J. J. Dill Co. (F)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Elanco Products Company (M)
Fasey & Besthoff, Inc. (F)
Great Lakes Chemical Corp. (F)
Kerr-McGee Chemical Corp. (F)
Lakeshore Equipment & Supply Co. (D)
Mallinckrodt Chemical Works (M)
Merck & Co., Inc. (M)
Miller Chemical & Fertilizer Corp. (F)
Niagara Chemical Div.,
FMC Corp. (F-M)
Phelps-Dodge Refining Corp. (F)
Ralston Purina Company (F)
Rhodia Inc., Chipman Div. (F)
Rohm and Haas Company (M)
The O. M. Scott & Sons Co. (F)
The Sherwin-Williams Co. (F)
Southern Mill Creek Products
Co., Inc. (F)
Tuck, Div. Upjohn Co. (M)
Stauffer Chemical Co. (M)

SYSTEMIC

Agway, Inc. (D)
W. A. Cleary Corp. (M)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Lakeshore Equip. & Supply Co. (D)
Mallinckrodt Chemical Works (M)
J. J. Mauget Co. (F)
Merck & Co., Inc. (M)
Tuck Div., Upjohn Co. (M)

HERBICIDES

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Amchem Products, Inc. (M)
Chevron Chemical Co. (M)
Ciba-Geigy Corporation (M)
W. A. Cleary Corporation (M)
Diamond Shamrock Chemical Co. (M)
J. J. Dill Co. (F)
Dow Chemical USA (M)

E. I. Du Pont de Nemours
& Co., Inc. (M)
Elanco Products Company
Gulf Oil Company (M)
Mallinckrodt Chemical Works, Inc. (M)
Monsanto Company (M)
Niagara Chemical Div.,
FMC Corporation (M)
Pennwalt Corporation (M)
Rhodia Inc., Chipman Div. (M)
U.S. Borax & Chemical Corp. (M)
Velsicol Chemical Corp. (M)

BAREGROUND

Amchem Products, Inc. (M)
Asplundh Chipper Co. (F)
R. H. Bogle Company (F)
Ciba-Geigy Corporation (M)
J. J. Dill Co. (F)
C. B. Dolge Company (F)
Dow Chemical USA (M)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Monsanto Company (M)
Nalco Chemical Co. (F)
Niagara Chemical Div.,
FMC Corporation (M)
Randustrial Corporation (F)
Southern Mill Creek Products
Co., Inc. (F)
U.S. Borax & Chemical Corp. (M)
West Chemical Products, Inc. (M)

BRUSH

Amchem Products, Inc. (M)
J. J. Dill Co. (D)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Niagara Chemical Div.,
FMC Corp. (M)
Velsicol Chemical Corp. (M)

CHEMICAL TRIMMING AND PRUNING

The Ansul Company (M)
Chevron Chemical Co. (M)
J. J. Dill Co. (D)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Gulf Oil Company (M)
Niagara Chemical Div.,
FMC Corporation (M-F)
Rhodia Inc., Chipman Div. (M-F)

SELECTIVE WEEDING

Amchem Products, Inc. (M)
Ciba-Geigy Corporation (M)
W. A. Cleary Corporation (M)
Diamond Shamrock Chemical Co. (M)
Dow Chemicals USA (M)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Elanco Products Company (M)
Gulf Oil Company (M)
Mallinckrodt Chemical Works, Inc. (M)
Niagara Chemical Div.,
FMC Corporation (M)
Pennwalt Corporation (M)
Rhodia Inc., Chipman Div. (M)
O. M. Scott & Sons Co. (F)
Stauffer Chemical Co. (M)
Thompson-Hayward Chemical Co. (F)
Tuco Div., Upjohn Company (M)

PREEMERGENCE

Agrico Chemical Co. (F)
Agway, Inc. (F)
Ciba-Geigy Corporation (M)
Diamond Shamrock Chemical Co. (M)
J. J. Dill Co. (F, D)
Dow Chemical USA (M)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Elanco Products Company (M)
Fasey & Besthoff, Inc. (F)
Gulf Oil Company (M)
Hercules, Inc. (M)
Mallinckrodt Chemical Works (M)
Masonite Corporation (F)
Miller Chemical & Fertilizer Corp. (F)
Nalco Chemical Co. (F)
Pennwalt Corp., Agchem-Decco (M)
Ralston Purina Company (F)
Rhodia Inc., Chipman Div. (M-F)
Rockland Chemical Co., Inc. (F)
The O. M. Scott & Sons Co. (F)
Southern Mill Creek Products
Co., Inc. (D)
Stauffer Chemical Co. (M)
Thompson Hayward Chemical Co. (M-F)
Tuco Div., Upjohn Co. (M)
Velsicol Chemical Corp. (M)

POSTEMERGENCE

J. & L. Adikes, Inc. (F)
Agrico Chemical Co. (F)
Agway, Inc. (F)
Amchem Products, Inc. (M)
Ciba-Geigy Corporation (M)
W. A. Cleary Corporation (M)
Diamond Shamrock Chemical Co. (M)
J. J. Dill Co. (F)
C. B. Dolge Company (F)
Dow Chemical USA (M)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Elanco Products Company (M)
PBI-Gordon Corporation (F)
Humble Oil & Refining Co. (F)
Mallinckrodt Chemical Works (M)
Meinhardt Products Div. (F)
Miller Chemical & Fertilizer Corp. (F)
Mobil Chemical Co. (M)
Nalco Chemical Co. (F)
Pennwalt Corp., Agchem-Decco (M)
Ralston Purina Company (F)
Rhodia Inc. Chipman Div. (M-F)
Rohm and Haas Company (M)
The O. M. Scott & Sons Co. (F)
Southern Mill Creek Products
Co., Inc. (D)
Thompson-Hayward Chemical Co. (F)
Velsicol Chemical Corp. (M)

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Amchem Products, Inc. (M)
Chevron Chemical Co. (M)
Diamond Shamrock Chemical Co. (M)
J. J. Dill Co. (D)
Great Lakes Biochemical Co. (M)
3M Company (M)
Pennwalt Corp., Agchem-Decco (M)
Southern Mill Creek Products
Co., Inc. (D)



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Ferti-Feeder (F)
Greenlife Products Co. (F)
Hydroponic Chemical Co. (F)
Hydro Turf (F-D)
International Minerals
& Chemical Corp. (F)
Lakeshore Equip. & Supply Co. (F-D)
J. J. Mauget Co. (F)
Miller Chemical & Fertilizer Corp. (F)
Plant Marvel laboratories (F)
Rhodia Inc., Chipman Div. (F)
The O. M. Scott & Sons Co. (F)
Sierra Chemical Company (F)
Sudbury Laboratory, Inc. (F)
Vistron Corporation (F)

SLOW RELEASE

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Elanco Products Company (F)
Ferti-Feeder (F)
Hercules, Inc. (M)
Lakeshore Equip. & Supply Co. (D)
Lawn Medic, Inc. (F)
Ra-Pid-Gro Corp. (F)
Rockland Chemical Co., Inc. (F)
S & D Products, Inc. (F)
The O. M. Scott & Sons Co. (F)
Sierra Chemical Company (F)

ORGANIC NITROGEN

Agrico Chemical Co. (M-D)
Milwaukee Sewerage Commission (M)

TRACE ELEMENTS

W. A. Cleary Corporation (M)
J. J. Dill Co. (F, D)
J. J. Mauget Co. (F)
U.S. Borax & Chemical Corp. (M)

SURFACE ACTIVE AGENTS

ADJUVANTS

Colloidal Products Corporation (M)
Humble Oil & Refining Co. (M)
KDM Company (M)
Loveland Industries, Inc. (M)
LTVAC Service Technology Corp. (M)
Stull Chemical Co. (M)

**INVERT EMULSION
ADJUVANTS**

Amchem Products, Inc.
Stull Chemical Company

ANTI-TRANSPIRANTS

Aquatrols Corp. of America (M)
Nursery Specialty Products Co. (M)

EMULSIFIERS

Aquatrols Corp. of America (M)
Atlas Chemical Industries,
Div. ICI America (M)
KDM Company (M)
Retzlloff Chemical Co. (M)
Witco Chemical Corp.

PRESERVATIVES

Merck & Co., Inc. (M)

SPREADER-STICKERS

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Atlas Chemical Industries,
Div. ICI America (M)
E. I. Du Pont de Nemours
& Co., Inc. (M)
Colloidal Products Corporation (M)
Thompson Hayward
Chemical Co. (M-F)
Witco Chemical Corp. (M)

STABILIZERS

Colloidal Products Corporation (M)

WETTING AGENTS

Aquatrols Corp. of America (M)
Colloidal Products Corporation (M)
Parco Div., National
Foam System, Inc. (M)
Retzlloff Chemical Co. (M)

INSECTICIDES

BIOLOGICAL

Abbott Laboratories (M)
International Minerals
& Chemical Corp. (M)
Thompson-Wayward Chemical Co. (M)

CONTACT

J. & L. Adikes, Inc. (F)
J. J. Dill Co. (D)
Gabriel Chemicals Ltd. (M)
Kerr-McGee Chemical Corp. (M-F)
McLaughlin Gormley King Co. (M-F)
Niagara Chemical Div.,
FMC Corporation (M-F)
S. B. Penick & Co. (M-F)
Prentiss Drug
& Chemical Co., Inc. (F)
Shell Chemical (M)
Union Carbide Corp. (M)
Uniroyal Chemical Div. (M)

PROTECTIVE

Agrico Chemical Co. (F)
Agway, Inc. (F)
American Cyanamid Co. (M)
Chemagro Div. of Baychem Corp. (M)
Chevron Chemical Co. (M)
Ciba-Geigy Corporation (M)
J. J. Dill Company (D)
C. B. Dolge Co. (F)
Dow Chemical USA (M)
Elanco Products Company (M)
Fasey & Besthoff, Inc. (F)
Gabriel Chemicals Ltd. (F)
Hopkins Agricultural Chemical Co. (F)

Humble Oil & Refining Co. (M)
Kerr-McGee Chemical Corp. (F-M)
Lethelin Products Co. (F)
J. J. Mauget Co. (F)
Miller Chemical & Fertilizer Corp. (F)
Mobil Chemical Co. (M)
Niagara Chemical Div.,
FMC Corporation (F-M)
Nor-Am Agricultural Products (M)
Prentiss Drug
& Chemical Co., Inc. (F)
Ralston Purina Company
Rockland Chemical Co., Inc. (F)
Shell Chemical (M)
The Sherwin-Williams Co. (F)
Stauffer Chemical Co. (M)
Thompson Hayward Chemical Co. (F)
Union Carbide Corp. (M)
Uniroyal Chemical Div. (M)
Velsicol Chemical Corp. (F)
Winru Chemical & Sales Co. (F)

MITICIDES

Chemagro Div., Baychem Corp. (M)
Chevron Chemical Co. (M)
Ciba-Geigy Corporation (M)
J. J. Dill Co. (F-D)
Great Lakes Chemical Div. (F-D)
Hercules, Incorporated (M)
Niagara Chemical Div.,
FMC Corporation (M)
Rohm and Haas Company (M)

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Ciba-Geigy Corporation (M)

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Shell Chemical (M)
Stauffer Chemical Co. (M)
Winru Chemical & Sales Co. (D)

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Reinco, Inc. (M)

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Greenlife Products Company (M)
Masonite Corporation (M)
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Weyerhaeuser Company (M)

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DETERGENT CLEANER

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Premier Peat Moss Corp. (F)

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Dow Chemical USA (M)
Dri-All, Inc. (M)
Rhodia Inc., Chipman Div. (M)

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(Also See Growth Regulators)

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Bartlett Mfg. Co. (M)
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Tree-Ject Company (M)
U.S. Borax & Chemical Corp. (M)

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The Gregg Co. (M)
Lawn Medic, Inc. (F)
Mallinckrodt Chemical Works (M)
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Dr. W. H. Daniel, Purdue University, devoted 15 years of breeding, observation and comparison of bluegrass selections before the release of SODCO in 1967. Each of the four lines that make up SODCO were granted patents during 1972. SODCO has exceptional eye appeal due to its firm texture and very dark green color.

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Aquamarine Corp.
Aquanautics, Inc.
Aquatic Controls Corp.
Jari Corp.
MudCat

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Harder Arborist Supply Co.
Product Development International

AUGERS

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Ferti-Feeder
Hoffco, Inc.
Johnson's Industrial Supply Co.

AUGERS, EARTH

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Baker Equipment Engineering Co.
Bartlett Mfg. Co.
International Harvester Co.

AXLES

Tecumseh Products Co.

BACKHOES

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Charks Machine Works, Inc.
Ford Tractor Operations,
North America
International Harvester Co.
Schutt's Equipment Co.
Vermeer Mfg. Co.
Waldon, Inc.

BAGS

B.A.G. Corporation
Bemis Company

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C. & I. Manufacturing, Inc.

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BINS, BULK

Agway, Inc.

BINS, PORTABLE

Contree Sales, Inc.
Lely Corp.
Royer Foundry & Machine Co.

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Bolens Div., FMC Corp.
Brillion Iron Works, Inc.
Dri-All, Inc.
Ford Tractor Operations,
North America
Deere & Co.
Engineering Products Co.
Eversman Mfg. Co.
Gravelly Corp.
International Harvester Co.
Johnson Hydraulic Equip. Co.
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or

4 Lbs. of "Chlorosis Mix"

2 Gal. of Foliar Spray



IRON MEDICAPS

The Chlorosis Treatment
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FOR YEARS TREE EXPERTS HAVE ATTEMPTED TO CONTROL IRON CHLOROSIS WITH EXPENSIVE FOLIAR SPRAYS, OR BY APPLYING HIGH RATES OF "CHLOROSIS MIXES" TO THE SOIL . . . BASED ON RATES OF IRON MATERIALS NORMALLY RECOMMENDED—ONE IRON MEDICAP HAS SHOWN TO BE MORE EFFECTIVE THAN THE COMPARED RATES OF FOLIAR OR SOIL APPLIED IRON.

TREE SYSTEMS

T.M.

MEDICAPS

— WHY?? —

WHY IRON FOR TREES?—Iron as a micronutrient is essential to the formation of chlorophyll in all plants. A tree's inability to obtain iron will cause leaves to yellow and prematurely drop. If not corrected, these symptoms are followed by poor root development and eventual decline and loss of the tree.

WHY AREN'T SOIL AND FOLIAR APPLICATIONS ALWAYS EFFECTIVE?

If soil pH isn't nearly neutral, the iron in the soil (or applied to the soil) is not available to the tree. For example, in arid regions soil alkalinity sharply reduces iron availability. In extremely sandy or other well-drained soils, the iron cannot be retained in the soil solution. Heavy watering (such as in turf areas) further complicates the problem in both alkaline or well-drained soils.

Foliar applications, if effective, are usually temporary. Repeated spraying is required to maintain green foliage. If trees are in a state of decline, there is very little foliage present, thus less chance for "leaf absorption" of the material being sprayed.

WHY MEDICAP INJECTION?

MEDICAPS place the iron material right where it will go to work—directly into the sap stream of the tree! MEDICAPS cartridges are pre-measured, pre-packaged, and ready for implanting into the tree trunk. MEDICAPS injection is more efficient and more exacting. This is why they are normally more effective than soil or foliar applications. MEDICAP injection is fast and easy. The only equipment required is a drill and hammer. The patented design of the MEDICAP cartridge enables it to effectively seal the material inside the tree, yet allows the tree to quickly heal over the injection site.

- ★ TESTED BY LEADING UNIVERSITIES
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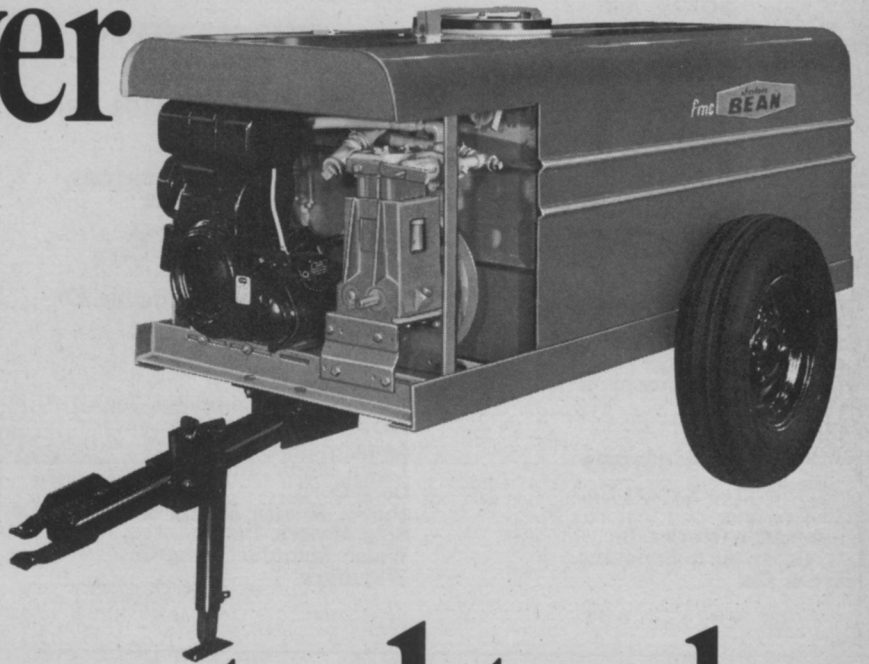
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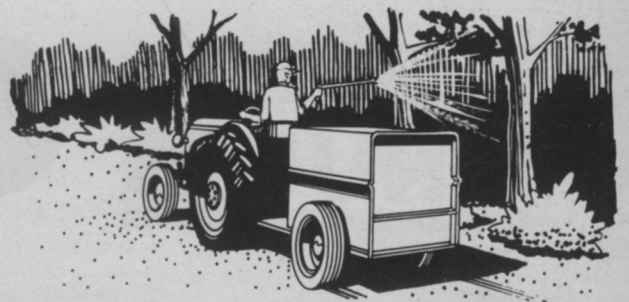
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