



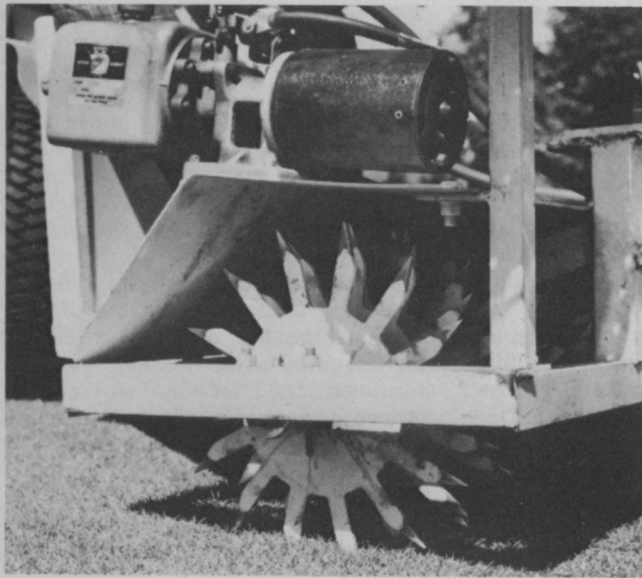
**NON-METALLIC SAFETY CANS: Justrite Manufacturing Co., Chicago, Ill.**

Greater overall strength, corrosion resistance, contamination resistance and puncture resistance. These are the primary advantages in a new line of non-metallic polyethylene safety containers. Included are a plastic disposal can, a one-gallon oval storage can and a 2½ gallon plastic safety can. Seamless construction provides greater strength and a container that will not leak or break. Other features include a built-in check valve and a pressure relief vent. In addition, the containers have metal flame arrestors to prevent flames from entering the cans plus a spring-loaded cap to contain and extinguish possible fires. For more details, circle (705) on the reply card.



**SUPERBLO BLOWER: Vandermolen Corporation, Livingston, N. J.**

This is the first application of a Wankel Rotary Piston Engine to a blower. The new 848 provides the biggest airblast available on push blowers today. The Wankel engine turns the blower at 5,000 rpms which is about 40 percent more airblast than a 4 cycle, 3600 rpm unit of comparable horsepower. Lightweight and compact, the blower's absence of vibration greatly reduces operator fatigue. For more details, circle (706) on the reply card.



**LITTLE BEAVER SPIKER: Smithco Company, Wayne, Pa.**

Relieve compaction fast under all turf conditions with this new addition to the Smithco family of Redheads. With a maximum depth of 2 inches, each spiker disc is individually mounted on the shaft and the entire reel, with a piking width of 48 inches, is spring-loaded to flex and turn. A hand control hydraulically raises or lowers reel. Unit is powered by a 10 hp engine with a 12 volt electric start. Other features include belt tightener clutch, friction reverse, brake and parking brake. The power head is interchangeable with other Smithco products. Turf tires and a 78 inch by 48 inch drag mat are standard equipment. For more details, circle (707) on the reply card.



**60 INCH DOZER BLADE: Allis-Chalmers Corp. Outdoor and Leisure Products, Milwaukee, Wisc.**

Attach this 60 inch front-mounted snow plow and dozer blade on the front of the 620 tractor and the combination will get the big jobs done in a hurry. Hydraulic action operates the blade and it is connected by quick-couple plug-ins located in the front of the tractor. The power unit is a 19½ hp air-cooled two cylinder four cycle engine specially designed for parks, estates and industrial sites. Blade is heavy-gauge steel that will take the tough jobs without buckling or straining. For more details, circle (708) on the reply card.



# Hawaiian Seminar Planned By ASPA

The American Sod Producers Association is planning a winter seminar, Feb. 19-26, 1973, in Hawaii. Details as to headquarters hotel and departure via charter flights will be forthcoming shortly, according to Dr. Henry Indyk, executive secretary.

In the plans are two sessions of one-half day each on financial management. Dr. James Longstreet, chairman of the Finance and Business Administration department at the University of South Florida will head the seminar. Dr. Longstreet is a nationally recognized authority in the field of finance, Indyk states, and his presentations will be directed toward elements of finance and accounting which sod producers can use in their own financial planning.

Dr. Longstreet, Indyk further re-

ports, is a brilliant teacher and an exciting speaker. Indyk believes this will prove to be one of the ASPA's most outstanding educational programs.

Besides the seminar program, several organized tours are planned and ample time is also being set aside for personal tours.

Arrangements are being made, Indyk says, for charter flights which will leave from various points throughout the U.S.

Growers may obtain more detailed information directly from Indyk at P.O. Box 231, New Brunswick, N.J. 08903; telephone, (201) 247-1766, Extension 1453.

## Midwest Turf Growers Plan OSHA Seminar

A seminar aimed at pinpointing Operational Safety and Health Act standards for sod producers is being sponsored by the Midwest Sod Growers Association.

John Latta, Princeton Turf, Kansas City, Mo., and president of the Midwest group, has announced that all sod producers, contractors, and friends, nationwide, are invited to attend.

The date is January 24, 1973, at the Airport Holiday Inn, Denver, Colorado. The seminar begins at 9:00 a.m. and ends at 4:00 p.m.

The seminar is being conducted by the law firm of Nelson, Harding, Marshetti, Leonard & Tate, a firm with offices at Denver, Lincoln, Chicago, and Los Angeles, which specializes via a labor and law section in representing management in the field of labor relations.

In preparation for the seminar, the firm has secured about 50 color slides of sod production in which OSHA requirements are a factor. Growers attending are also being invited to bring personal slides which bear on OSHA standards. These will be used in determining technical requirements to meet OSHA.

The law firm also has a booklet available on OSHA which will be included in the \$35 registration seminar fee for attending the conference. Also included in this fee, Latta says, is lunch and an afternoon social

hour. Chairman of the seminar is Norman LeGrande, Hendricks Sodding & Landscaping, Lincoln, Neb.

The Jan. 24 date precedes the 2-day Colorado Conference to be held at Ft. Collins Jan. 25-26.

## Water Quality Report Published By EPA

The Environmental Protection Agency has published a comprehensive water quality report designed to provide rapid access to information on the effects of chemicals on fish and other aquatic organisms.

The document of over 500 pages is the result of a study sponsored by the Columbus Laboratories of Battelle, Columbus, Ohio.

The report lists several thousand substances by chemical and trade name along with the specific effects the substances produce in aquatic life. The data is based on technical literature available through 1968. Collected from nearly 1000 references, the report represents studies on water pollution ranging geographically from the Nile in the Sudan to streams in South Carolina and Florida. Extensive information is provided on pesticides and heavy metals.

The authors of the report are H. T. Kemp, J. P. Abrams, and R. C. Overbeck.

About 5000 aquatic species are included in the report with the major emphasis on fish, insects, algae and other water organisms. The study's concern was primarily with freshwater aquatic life, but information on the effect of chemicals on marine life is also included.

The data are arranged in a tabular form and include: the name of the chemical, aquatic organism affected, technique by which toxicity was determined, field location where reference study was conducted, toxicity of active ingredient, and name of researcher and date when study was completed.

In addition to listing the chemicals and organisms, the report includes sections which discuss bioassay of fish and other aquatic organisms, marine bioassay, field assessment, factors affecting chemical toxicity such as water temperature, and industrial wastes.

For copies of the report, "Effects of Chemicals on Aquatic Life," Water Quality Criteria Data Book, Volume 3, No. 18050GWV05/71, write Superintendent of Documents, Government Printing Office, Washington, D. C. 20402 and enclose \$3.75 per copy.

*For fastest-starting turf*



## PARK Variety Kentucky Bluegrass

The 1972 crop grown by Northern Minnesota Bluegrass Growers Association is the best yet. Production is up, quality excellent.

We advise you to order your Park seed early, as supplies of this popular variety are usually sold out before the end of the season. All seed is Minnesota-certified.

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## Turf Seminar Scheduled For 17 Cities

A "Turf Disease & Weed Seminar" sponsored by the agricultural chemicals division of Diamond Shamrock Chemical Company will be held in seventeen cities between now and the end of 1972.

The Company held four such seminars in the greater Chicago area last Spring to determine receptivity by golf course superintendents and grounds maintenance managers. Based on the success of the trial seminars, the Company has announced seventeen more seminars, and may add still others before year's end.

The one-day sessions feature a three-part program covering toxicology, fungicides and herbicides. Each topic is covered by an in-depth discussion of current turf problems, treatments, methods and consequences. A variety of products, not only Diamond Shamrock's, are also examined.

Seminars that have been scheduled include: S. Windsor, Connecticut on November 8; New Haven, Connecticut, November 9; Stow, Massachusetts, November 10; Portland, Oregon, November 13; St. Louis, Missouri, November 14; Kansas City, Missouri and Dallas, Texas on November 15; and Wichita, Kansas on November 16.

Seminars will also be held in Concord, Ohio on November 17; Minneapolis, Minnesota, November 28; Sacramento, California, December 5; Redwood City, California, December 6; Los Angeles, California, December 7; Santa Barbara, California, December 8; Denver, Colorado, December 12; and Las Vegas, Nevada, December 15.

Details about the seminars are available from Diamond Shamrock Agricultural Distributors in each location.

## Texas Ag. Department Approves Use of Banvel

The Texas Department of Agriculture has approved the use of Banvel® herbicide plus 2,4-D herbicide for control of Macartney rose, according to Velsicol Chemical Corporation.

Recommended rates are 1 to 2 pounds Banvel, 1 to 2 pounds 2,4-D amine plus 1 quart Accutrol spray adjuvant per 100 gallons of water.

The heavy droplets of the Accutrol spray system help penetrate the thick brush and, because the spray is white, enable the applicator to see

where he is spraying and insures the complete coverage necessary for Macartney rose control. If only one side is sprayed, for example, the other half may continue to live.

Planted as a windbreak several decades ago, Macartney rose is now taking over some of the most valuable grazing land in Texas. The density of the plant which made it an effective windbreak, also makes it one of the most difficult species to control.

With Macartney rose, it is best to wait a full year to determine the percentage of control, says Velsicol. Banvel is a slow brush killer, and it usually takes a full year to determine the amount of control obtained.

## Warm Weather Speeds Sludge Decomposition

Warm temperatures greatly speed decomposition of sewage sludge applied to soil, according to Dr. Robert H. Miller, professor of agronomy at The Ohio State University. "We can now predict the amount of sludge decomposition under any temperature conditions," Miller told agronomists attending the American Society of Agronomy recently.

Although applying sewage sludge to land as a low-analysis fertilizer is not a new practice, it is currently of great interest in the United States. An ever-increasing number of cities and municipalities of various sizes have been looking at land disposal as an alternative method of sludge disposal, Miller explained. Not only is the practice less expensive than using lagoons, drying beds or incineration, it also can provide a low-cost way to renovate poor soils or strip-mined areas.

Data from recent studies have shown a relationship between the percentage of sewage sludge decomposed and the monthly average minimum and maximum temperatures. This information will be useful in predicting the decomposition of sewage sludge during different seasons and in different climates, the agronomist suggested.

At loading rates greater than 40 tons per acre of dry sludge, soil properties had little influence on sludge decomposition, Miller noted. Fine textured soils irrigated with liquid sludge may become saturated with water, which will reduce decomposition rates but in sandy soils the excess soil moisture had little influence on decomposing rates.

Temperatures used in the studies were those of Columbus, Ohio where Miller did his research.

"CUTRINE absolutely got rid of all my algae before the Greater Milwaukee Open started."



Says Bud Hooper, course superintendent, Tripoli Country Club, Milwaukee, Wis.:

"Less than a week before the GMO, my water was solid with algae. I didn't think there was a chance CUTRINE could get rid of it in time. BUT IT DID!

"The best thing about CUTRINE is its safety. I irrigate my greens from my open water. With CUTRINE, I can draw water right after treatment and won't hurt the grass. We have ducks, too, and they aren't harmed either.

"If CUTRINE worked only half as well as it does I would use it because of the safety factor.

"I wouldn't get other superintendents in a bind by recommending CUTRINE if I wasn't convinced it works, and safely.

"CUTRINE is absolutely the best there is for algae control."

Take  
Bud Hooper's  
word for it!

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## industry people on the move



**Ronald A. Steen**, named general manager of the Light Industry Group, newly formed from four J I Case Company divisions, including Davis Manufacturing, Outdoor Power Equipment, Concrete Machinery and Vibromax.

**Allan Cumps** and **Bob Fullerton** become new technical representatives of the ProTurf Division of O. M. Scott & Sons. Cumps will cover western Massachusetts and Vermont and Fullerton will be working in the Arizona and New Mexico region.

**Jeff H. King**, appointed marketing services manager of Ackley Manufacturing.

**James R. Davies**, appointed to a three-year term on the Agricultural Economics Advisory Committee of the College of Agriculture at the University of Illinois. He is currently a pesticide products specialist with American Oil Company's Rural Marketing department.

**William Miller** and **Ray Hill** become agricultural chemical sales representatives for Thompson-Hayward Chemical Company.

**Walter B. McCay**, to midwest district manager, agricultural chemicals, for the Agricultural and Veterinary Products Division of Abbott Laboratories.

A major personnel reorganization of the market devel-

opment department at Monsanto has taken place. **Dr. G. William Selleck** and **Dr. Earl C. Spurrier**, appointed senior development associates; **Ralph E. Althaus**, becomes regional manager — U.S.; development associates include: **Dr. Olin N. Andrews Jr.**, Albany, Ga.; **Dr. Douglas D. Baird**, Hilton, N.Y.; **Dr. Donald L. Barnes**, Des Moines, Iowa; **Robert L. Benson**, Indianapolis; **Roger C. Billman**, Orlando, Fla.; **Dr. Ronald G. Brencley**, Fremont, Nebr.; **Dean A. Brown**, Yakima, Wash.; **Dr. Jerry D. Caulder**, St. Louis; **Claude W. Derting**, Memphis; **Robert G. Duncan**, Lubbock, Tex.; **Kenneth R. Frost Jr.**, Alexandria, La.; **Dr. Wylie B. Homesley**, Kansas City, Mo.; **Norman J. Probst**, Mankato, Minn.; **Gordon T. Reynolds**, Bloomington, Ill.; **Dr. Frank D. Timmons**, Raleigh, N.C.; **Harvey D. Tripple**, Findlay, Ohio and development representative, **Dr. Thomas F. Armstrong**, Madison, Wisc.; senior biologist appointed is **J. Marshall Magner**, St. Louis.

**Richard J. Kotnour**, named public relations manager for CF Industries, Inc.

**Mancer J. Cyr**, appointed to the new position of marketing planning manager for Bolens Division, FMC Corporation. **Charles F. Bartlett**, named general sales/marketing manager with responsibility for policy and programs; **Don R. Birdsall**, rejoined Bolens as advertising and sales promotion manager.

**Eugene Lierz**, joined the Moist O'Matic Division, The Toro Company, as sales coordinator. Will coordinate the sales of irrigation products to distributors.

**Robert M. Morgan**, appointed vice president of the newly formed Irrigation Division of Melnor Industries.

# MOVING?

## Changing Your Address?

If so, notify our circulation department right away to be certain the magazine reaches you at your new location. The Post Office won't forward your copies. So when you write us, make it at least three weeks in advance of your moving date, and include your old address, as well as the new one. We'll see you don't miss a single issue.

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## WEEDS TREES and TURF

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control algae by biological means or in development of microwave equipment for use on water algae.

Another facet of vegetation management related to aquatics is control of weeds along ditchbanks.

"The ultimate aim in control of weeds along ditchbanks is to prevent erosion by carrying out management practices which will stabilize slopes," Dr. Rupert Palmer, a Texas extension agronomist reasoned. He recommended that applications of selective herbicides be made early and that a sod of perennial grass be established on the slopes.

Since industry became concerned with vegetation management years ago, many companies have had to decide whether to carry on their own programs or hire a weed control service.

At one time, Houston Lighting and Power Co. was spending about \$200,000 a year for ground maintenance that was virtually all done by manual labor. Their vegetation management program began with cutting grass, planting trees and picking up trash; but they weren't able to keep up with vegetation problems around substations, right of ways and railway sidings.

Dusty Wolfe, a representative of HL and P, outlined his company's approach in selecting a vegetation control service:

"First we put down on paper exactly what we wanted. Then we knew that our company had to have a responsible person managing the program because he would be serving as an extension of us, and the public might be judging us by his actions. So we looked for a service which was knowledgeable about regulations and one that had reliable equipment."

"The buyer is only interested in buying results," Bill Held of Houston Spraying and Supply Co. said. "Let the buyer completely understand what he is investing in. Build relations for the future and don't oversell. Overselling is only a lowering of the industry's standards."

He told conference participants that one of the major obstacles in accurately determining costs and materials is a lack of definite specifications.

"Specifications should be realistic," he noted. "They should at least include a clear designation of the area to be treated, degree of control desired, rates of applications and schedules for applications and mowings."

Held suggested that a standardized specifications form approved by

# Mitts & Merrill Brush Chippers For...

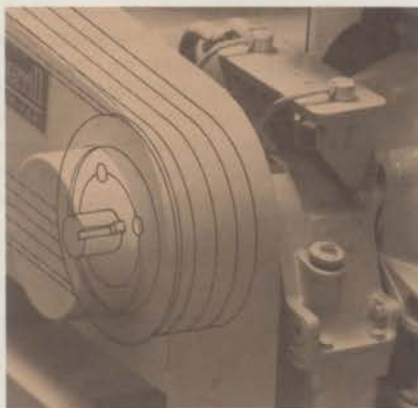


## better design... more efficiency

For more than 115 years Mitts & Merrill has been making specialized machinery for industry. A major part of our business is equipment to reduce scrap and waste. This experience is incorporated into design features on our brush chippers that result in higher efficiency and longer, trouble-free service for you. Only Mitts & Merrill brush chippers offer features like these:



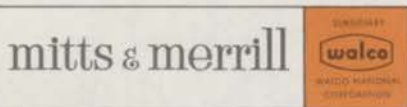
**Staggered knife pattern** for smoother cutting action. Mounted on an all-steel cylinder that, even without an external flywheel, is heaviest in the industry. Each cylinder revolution gives more cuts, produces smaller chips of uniform size. Self-adjusting knives are reversible; give twice the service between sharpening.



**Optional torque converter** isolates engine and transmission from cutting shock to minimize maintenance. Makes operation virtually fully automatic; increases operator productive time. Available on all models.

### Plus...

- **Positive safety-lock pin** for greater operator safety
- **Swing-away, folding feed chute** protects cutting chamber; allows instant access and increases maneuverability
- **Heavy duty construction** includes coil spring, torsion-type suspension, and box tubular steel frame.



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For More Details Circle (125) on Reply Card

members of weed control organizations could reduce the number of misunderstandings arising from vague and incomplete specifications.

During other sessions of the conference selective vegetation management was discussed. George Richter of the Houston Department of Parks and Recreation talked about management with mowing. Dr. Dudley Smith, Texas Agricultural Experiment Station, spoke on control of herbaceous plants. Dr. R. W. Bovey of the USDA's Agricultural Research

Service presented a program on chemical control of woody plants.

The final segment of the conference dealt with technology of application. James Shaw, ROWCO Co. of San Antonio, explained aerial distribution. Use of thickened sprays was discussed by Jack Thompson of Amchem Products, Jackson, Mississippi. Homer McCall of Texas A&M discussed current uses of foam and Dr. Marvin L. Beasley of the R. H. Bogle Co. of Alexandria, Virginia, spoke on polymers.

## GREEN INDUSTRY ASSOCIATIONS

(from page 78)

Corporation, Muncie, Indiana; Thomas A. Morrison, Treasurer, H. A. Morrison—Arborist, Wilmette, Illinois; William P. Lanphear, Immediate Past-President, Forest City Tree Protection Company, Cleveland, Ohio; Gerald E. Farrens, Director, Farrens Tree Surgeons, Jacksonville, Florida; Boyd Haney, Director, B. Haney and Sons, Inc., Franklin Park, Illinois; Kenneth B. Kirk, Director, Shield Shade Tree Specialists, Clayton, Missouri; George P. Tyler, Director, Consolidated Utility Equipment Service, Inc., Amherst, New Hampshire

Annual Meeting: February 18-22, 1973, Mountain Shadows, Scottsdale, Arizona.

Highlights of 1972: During 1972 the National Arborist Association saw the completion of the Professional Home Study Program in Arboriculture which is a major attempt by professional arborists to improve the practice of arboriculture through an industry-produced education program. Over 400 arborists are enrolled in the Home Study Program putting this magnificent industry education program well on its way to success.

The National Arborist Association also had the honor of commemorating the 100th anniversary of Arbor Day climaxed by a ceremony conducted on the White House lawn in which the First Lady, Mrs. Richard M. Nixon, planted a tree presented by the NAA.

A major program which saw its inception in

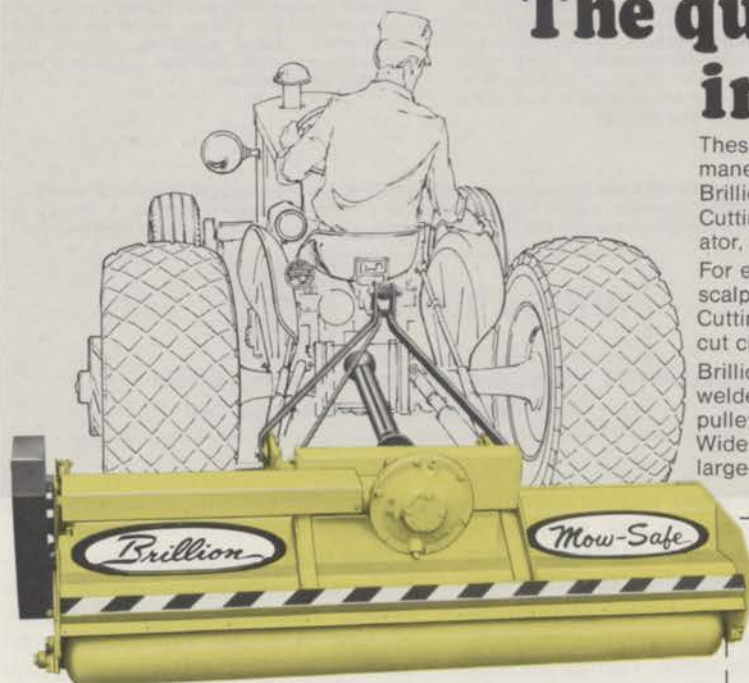
the latter portion of 1972 was the NAA Occupational Safety and Health Manual which was developed as a continuous information service for NAA members. The OSHA Manual was produced in November, and a specific OSHA topic is distributed to members each month for inclusion in the book.

Program for 1973: A continued effort will be made to keep arborists informed on the many aspects of the Occupational Safety and Health Act of 1970 through regular additions to the NAA OSHA Manual. Along with the OSHA program, a determined effort will be made to improve the tree care industry through the Professional Home Study Program. Industry education and training will be the targets of an all-out effort by the National Arborist Association to improve the professional practice of arboriculture throughout the nation.

Forecast for 1973: Occupational safety and health will be an important continuing program for the federal and state governments, and the tree care industry should make a maximum effort to comply with all reasonable regulations set forth by law. OSHA inspections will be more numerous in '73 than '72 because of the increasing numbers of inspectors. Another factor in the occupational safety and health area is the pending issuance of the Z133 Committee Report establishing standards for the tree care industry. Next year may well see the adoption of the report by the American National Standards Institute and its incorporation in the federal OSHA standards.

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These 72" Mow-Safes combine safety, precision mowing and maneuverability like nothing else in their class. Advanced Brillion engineering incorporates deflector bar into hood design. Cuttings and debris are deflected down, not out. Protects operator, passersby and buildings.

For even cutting, big 6" diameter roller ends ripples, reduces scalping. Unique float link lets mower follow ground contours. Cutting height adjusts easily from 3/4" to 6". Folding flail knives cut clean, swing freely, are easily replaced.

Brillion builds 'em tough for long, trouble-free life. Frame is all welded. Gear boxes are husky, Brillion-built. Cross-shaft, drive pulleys and PTO are all shielded. Fit 3-point Category I hitch. Wide choice of options available. And see the 88" Mow-Safe for large-acreage mowing.

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MS-184

# — meeting dates —

**Texas Turfgrass Conference**, Memorial Student Center, College Station, Tex., Dec. 4-5.

**National Agricultural Aviation Association Conference**, 6th annual, Las Vegas Hilton (international) Hotel, Nev., Dec. 11-14.

**Ohio Turfgrass Conference and Show**, Franklin County Memorial Building, Columbus, Ohio, Dec. 12-14.

**Kansas State Shade Tree Conference**, annual, Student Union, Kansas State University, Manhattan, Kans., Jan. 4-5.

**Western Association of Nurserymen**, 83rd annual meeting and trade show, Plaza Inn, Kansas City, Mo., Jan. 7-9.

**North Carolina Nurserymen's Short Course and Trade Fair**, 36th annual, University Student Center, N.C. State University, Raleigh, N.C., Jan. 7-9.

**Golf Course Superintendents Association of America**, 44th annual International Turfgrass Conference and Show, Boston, Mass., Jan. 7-12.

**New York State Arborists Convention**, Annual, Nevele Country Club, Ellenville, N.Y., Jan. 14-17.

**California Weed Conference**, 25th annual, Disneyland Hotel, Anaheim, Calif., Jan. 15-17.

**Michigan Turfgrass Conference**, 43rd annual, Kellogg Center, Michigan State University, E. Lansing, Mich., Jan. 16-17.

**Southern Weed Science Society**, 26th annual meeting, Jung Hotel, New Orleans, La., Jan. 16-18.

**Ohio Chapter, International Shade Tree Conference**, annual meeting, Sheraton-Columbus Hotel, Columbus, Ohio, Jan. 21-25.

**Colorado Farm Show**, Greeley, Colo., Jan. 22-24.

**Associated Landscape Contractors of America**, 11th annual meeting and trade exhibit, Doral Country Club and Hotel, Miami, Fla., Jan. 22-26.

**University of Tennessee**, one week Winter Short Course in Turf Management, West Tennessee Experiment Station, Jackson, Tenn., Jan. 22-26.

**Rocky Mountain Regional Turfgrass Conference**, 19th annual, Colorado State University, Fort Collins, Colorado, Jan. 25-26.

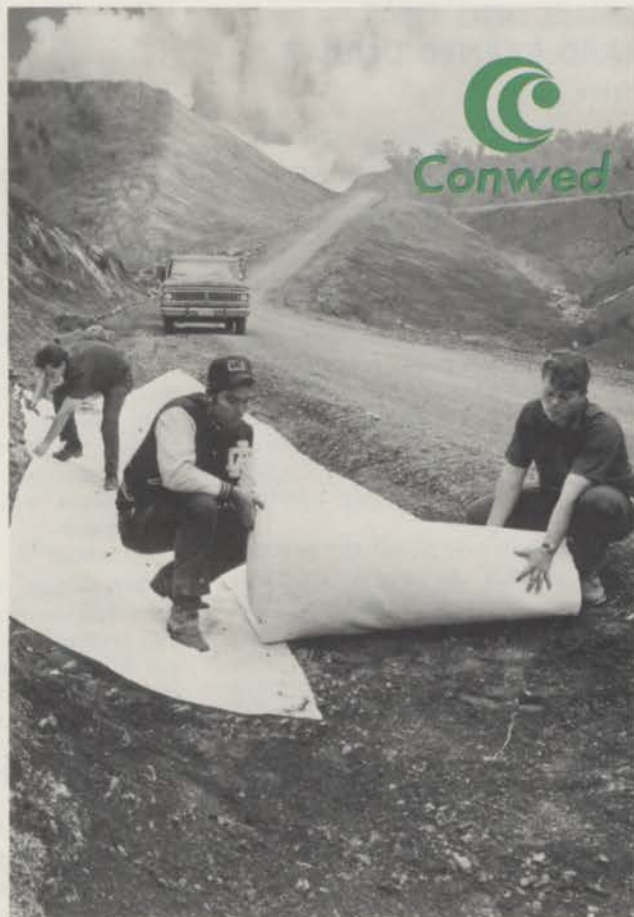
**Penn-Del Chapter, International Shade Tree Conference**, annual meeting, Marriott Motel, Philadelphia, Pa., Jan. 25-26.

**Annual Winter Seminar for Commercial Arborists**, O'Hare Concord, Rosemont, Ill., Jan. 30.

**Virginia Turfgrass Conference**, Sheraton Motor Lodge, Fredericksburg, Va., Jan. 30-31.

**Tennessee Turfgrass Association**, annual conference, Roger Millers King of the Road Motor Hotel, Nashville, Tenn., Feb. 5-6.

**Midwestern Chapter, International Shade Tree Conference**, annual meeting, Holiday Inn, 1926 W. Wisconsin Ave., Milwaukee, Wisc., Feb. 6-8.



## Promotes germination, reduces soil erosion **Conwed® Turf Establishment Blanket**

**Write for the facts.** Learn how this lightweight bonded-fiber mulch blanket backed with plastic netting can help establish turf in high-erosion areas—including steep slopes, ditches, channels, loose soils.

Conwed Turf Establishment Blanket, unrolled and stapled to seeded areas forms a thick mulch held in place by a strong plastic netting. The mulch blanket protects seed from moisture loss and temperature extremes; the netting helps reduce water and wind erosion. Easy to handle rolls 50" x 200' weighing about 25 lbs. permit rapid installation with reduced cost.

Your request will also bring you information about Conwed's complete line of other turf establishment products. Write now to: Conwed Corporation, Dept. WTT-122, 332 Minnesota Street, St. Paul, Minnesota 55101.



## COLLECTING THAT HARD EARNED DOLLAR

(from page 21)

himself or for leverage when he knows the job will be a slow-pay one. Don't let yourself get pinched! Make sure **your** contract is with the person who will pay **you**.

Also make sure that you will get paid for your work **regardless** of any circumstances. Don't enter into any "you'll - get-paid - when - I - do" deals unless you can afford to lose your shirt if he loses his. Many small landscape and tree service contractors have gone broke by getting in too deep on a big job that went bankrupt.

Even when you do all the precautions possible to avoid payment problems, most everybody in this business will run into some difficulty in collecting the money due them for their work. (Some guys have a hard time just **asking** for their money.)

Even if you are shy, mild-mannered type, there should be nothing embarrassing about asking to get paid. After all it's not like asking for a hand-out.

Don't forget you have earned it, every cent of it!

Of course, no one wants to offend a customer, and there are some tactful, candy-coated ways of saying "I'd like to get paid now."

One way that has always made it easier for me is to have the customer "check out the job" just before we finished. That way I knew he was satisfied before I left, and 90% of the time **he** will bring up the matter of payment.

Another way I found successful (especially if the person who was paying me wasn't home) was to say something like "I'll stop back after dinner to see if everything was satisfactory with Mr. Jones." That

was enough to imply I'd be collecting and believe me if anything wasn't satisfactory I'd hear from "Mr. Jones" before I had a chance to stop back.

Which brings us to the case of the Never-Satisfieds, and they exist.

I once had a case where we did a tree take-down job for about \$225.00 during the winter. We made a short tire rut on the lawn with our brush chipper. I promised to fill the rut with topsoil and re-seed it as soon as the weather permitted. And I was sincere. But this Never-Satisfied was going to withhold the entire \$225.00 till I completed the job to his satisfaction, which meant about a six week wait before I could get my money.

My reply?

"Mr. Jones, my men and I have done \$225.00 worth of work for you and trusted you to pay us when we got done. We didn't ask for a nickle in advance. That sod job is worth, at-the-most \$25.00. If we trusted you for the \$225.00, I think you should trust us for \$25.00 don't you?"

He agreed.

Try that reply next time somebody is giving you a hard time about a small detail which you can't take care of right away. It usually works.

Slow-pay customers can cause much grief and sometimes they are hard to prod without offending. Try giving them a good reason why you need the money soon and a definite time when you want it. Such as: "I'll have a large payroll this week and my funds are pretty short, can I pick up the check for your job this Thursday?" This way they don't feel hounded, also they have time to get the money even if they have got to jiggle some other bills.

The genuine Deadbeat is, fortunately, a rare breed. In the final analysis they'll come out ahead of you almost everytime. Even if you

## — 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" 10¢ per word, minimum \$3.00. All other classifications 20¢ 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.

### HELP WANTED

**LANDSCAPE MAINTENANCE**, salesman, supervisor. Do you get satisfaction out of seeing an industrial or public property well maintained knowing you estimated the requirements and the price, bought the necessary equipment and supplies, hired, trained and supervised the men and ended up with a good looking property and a well satisfied client? If so and if you have the right educational background and experience and would like an opportunity to take over a well established landscape maintenance department and push it into something really worthwhile, drop us a line. We've been in business in the suburban

take them to Small Claims Court, or a magistrate, at best all you can get out of them is a **promise** that they'll pay. The magistrate may get a few dollars in "costs" but that won't make **you** any richer. In fact, it will **cost** you money to get a summons served.

If you belong to a credit service, you might get their future credit blackballed but if they're real Deadbeats that's probably already happened. Ruining their credit rating still won't pay their overdue bill.

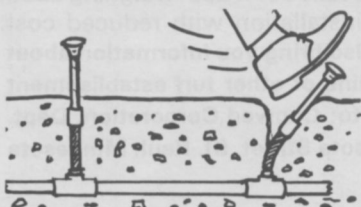
Make sure you have appealed to both mates in the family, (Maybe one is more conscientious than the other).

I once had a situation when the woman told me she didn't know when her husband would pay me . . . and when I called he was never there. I met him one morning on his way to work, and found out he had given his wife my money not once, but three times, and each time she said she had paid me but later told him she bought clothes etc. He gave me \$25.00 on the spot and paid me the rest himself two weeks later.

Most people don't pay on time for one of these three reasons. 1. They are not satisfied. 2. They forgot. 3. They don't have the money. Numbers 1 and 2 you can remedy. As for No. 3, well, you'll have to help them find a solution to their problem before you can solve yours. Happy Collecting.

## FLEX-RISER®

A flexible rubber riser for Sprinkler Systems



**BENDS WITH IMPACT...  
COMES BACK FOR MORE  
ENDS COSTLY REPAIRS**



For information and your local distributor, write:

**KING BROTHERS INDUSTRIES**

Dept. W • 9245 Noble Avenue  
Sepulveda, California 91343 Phone 213 893-3013



Philadelphia area 45 years and think we can offer you a position that includes a challenge, satisfaction and a good income. Heyser Landscaping, Inc., 400 N. Park Avenue, Norristown, Pa. 19401. Phone 215 539-6090.

**POSITIONS OPEN for 2 qualified** men on expanding turf farm. Experience in all phases of turf farm operation necessary for both positions and experience in sales and management required for one position. 90% of turf, muck grown, modern harvesting equipment used, considerable irrigation equipment used. Excellent future, top salary, transportation, paid hospitalization, etc. Write giving complete resume to Anthony L. Peca, Pres., Batavia Turf Farms, Inc., Box 662, Batavia, N.Y. 14020.

**EXPANDING TREE SERVICE company** in northeast—looking for aggressive and experienced salesman. Starting pay commensurate with education, experience, and ability. Commission also paid on profits earned. Company car furnished: pension plan; paid hospitalization, excellent future. Send resume (with current annual sales and earnings) to Box 133, Weeds Trees and Turf, 9800 Detroit Ave., Cleveland, Ohio 44102.

**HORTICULTURE INSTRUCTOR.** Prefer B.S. Degree and minimum of 3 years field experience. Able to teach Turf and Nursery Management, Landscape Design and be familiar with operation and servicing of horticultural equipment. Send resume to: Community and Personal Services Division, Community College of Denver—North Campus, 1001 E. 62nd Avenue, Denver, Colorado 80216.

**DISTRIBUTORS for D. J. Andrews, Inc.** stump cutter teeth, pockets and bolts. Best wholesale and retail price in U.S.A. Add to this exclusive area, local advertising at our expense, etc., and you have our story. D. J. Andrews, Inc., 17 Silver St., Rochester, N.Y. 14611. Call 716 235-1230, or 716 436-1515.

**SOD NURSERY MANAGER.** Young, married man for 400 acre operation serving Chicago metropolitan area. Send resume. Box 91, Weeds Trees & Turf, 9800 Detroit Ave., Cleveland, Ohio 44102.

## POSITIONS WANTED

**DESIRE POSITION as arboriculture** field supervisor with private firm, city, county or state shade tree activity. More than four years of first-line supervision and better in municipal arboriculture. Married, two children. Military obligation complete. Willing to relocate; prefer northern U.S. Resume sent on request. Box 93, Weeds Trees and Turf, 9800 Detroit Ave., Cleveland, Ohio 44102.

## SEEDS

**SOD QUALITY MERION SEED for** discriminating growers. Also Fylking, Delta, Park, Newport, Nugget and Pennstar bluegrasses as well as fine fescues. We will custom mix to

your specifications. Michigan State Seed Company, Grand Ledge, Michigan 48837. Phone 517 627-2164.

## MISCELLANEOUS

**TREE APPRAISALS, SURVEYS,** loss evaluations and expert consultation services. For names of members of the American Society of Consulting Arborists, Inc., throughout the country, contact: Executive Director ASCA, 12 Lakeview Ave., Milltown, New Jersey 08850.

## MISCELLANEOUS WANTED

**WANTED—For seasonal firm with** 3,000—6,000 sq. ft. of new warehouse plus fenced ½ acre of storage with 5 employees interested in manufacturing or assembling operation from Dec. 15th—March 15th. Contact: Turf Specialists, P.O. Box 925, Holbrook, L.I., N.Y. 11741. Phone 516 981-1118.

## USED EQUIPMENT

**FULL LINE OF USED TREE equipment** for sale. We accept trade-ins and buy used tree equipment. New service available for northern Ohio. We now rent skyworkers, tree spades, brush grinders, 84' National crane, stump grinders and wood splitters. Edwards Tree Service, 3190 Cooper Foster Park Road, Vermilion, Ohio 44089. Phone: 216 967-6750 or 933-6750.

**1967 FORD with McCabe power** aerial basket, 47' working height, \$4,000; 1966 Ford with 1044A Skyworker, 50' working height, \$7,000; 1966 Dodge with Prentice loader, 14' bed, \$7,000; Vermeer stump cutter No. 18, \$2,500; Asplundh 12" chipper V/8 engine, \$2,300. Bob's Tree Service, 5148 No. Flora, Kansas City, Mo. 64118. Phone 816 454-2242.

## FOR SALE

**DOUBLE EDGE sod cutter blades.** Will fit any Ryan sod cutter. Works like double edge razor blade. Cuts much more sod per blade. Made to bolt on both ways. \$24.00 plus postage. New automatic sod loaders for direct loading to pallets, trucks or trailers. No workers needed on ground. Both products developed and designed by Hadfield. Write or call Glen Hadfield, 4643 Sherwood, Oxford, Michigan 48051. Phone 313 628-2000.

**THE GOLD ONES from D. J. Andrews, Inc.** Stump cutter teeth, pockets, and bolts. Top quality and best price in the U.S.A. D. J. Andrews, Inc., 17 Silver St., Rochester, N.Y. 14611. Call 716 235-1230 or 716 436-1515.

## EDUCATION-BOOKS

**LEARN AUTOMATIC IRRIGATION**—Complete self-taught course and textbook on fundamentals. Design, operation, maintenance, installation, pipe, equipment. Latest developments in automatic turf and landscape irrigation. New Edition now only \$49.50 postpaid. California add tax. Send check, order or request for free outline. Larson Company, P.O. Box 4453, Santa Barbara, Calif. 93103.

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## trimmings

**FINGERPRINTING PLANTS** biochemically is one of the most fascinating areas of research today. James L. Brewbaker, University of Hawaii horticulturist, is fingerprinting plants by distinguishing various enzymes. Known as gel electrophoresis, the method is employed in varietal description where plant varieties are otherwise indistinguishable. This method applied to hybrid corn would permit identification of 2,247,370,997,760 different parent or inbred lines of this important crop.

**A PROBLEM WEED INTO PROFIT** is how a midwestern animal scientist views water hyacinth. Looking at the weed in terms of forage, R. L. Vetter, Iowa State University, says that 84 tons of plant material, or about five tons of dry matter, were produced per acre in a lagoon. Processed hyacinths have some feed value when fed at one-third of the total ration. One new area to consider is the use of water hyacinths in lagoons and sewage ponds. The actively growing plant can remove about 500 pounds of nitrogen and 18 percent of the phosphorus per acre of lagoon. Possibilities also exist for use of water hyacinths as an organic fertilizer. Spread it with conventional manure spreaders.

**ARS SHADE TREE AND ORNAMENTAL PLANTS LABORATORY** at Delaware, Ohio, will command the spotlight at the Wholesale Nursery Growers of America, Inc. annual meeting at the Arlington Park Towers Hotel, Arlington Heights, Ill., January 14. "A Day at Delaware" will feature speakers on genetics and breeding of elms and maples, vegetative propagation, woody plants as environmental filters, disease control in landscape plants, research trials, and others.

**LD<sub>50</sub>** is a term batted around in chemical circles. It means a dose of sufficient quantity to kill half of a test population. It gives a measurement of the potency of the chemical in relation to other chemicals. Promotion of the lethal dose is the latest fad in teaching the public about toxicity of environmental protection chemicals. Walter Weber, technical director of pesticides at the Indiana Farm Bureau Cooperative, has created a large display promoting this theme. Based on acceptable toler-

ances and residues permitted on a crop, an average 150 pound man would have to eat 90,000 pounds of apples to ingest a lethal dose the same as Captan fungicide. Of corn threatened with atrazine, this person must eat 1,848,000 pounds.

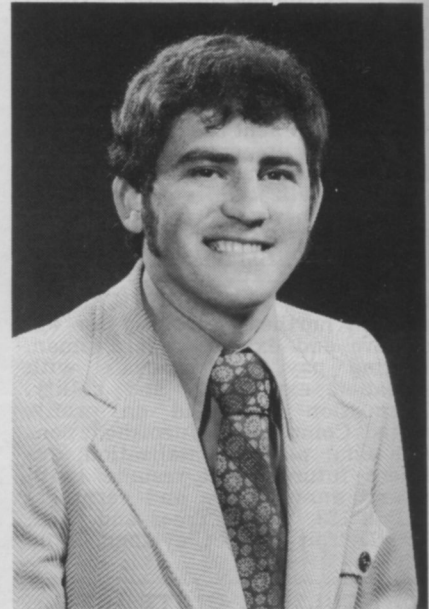
**ANOTHER VIROID** has been isolated by a USDA scientist. What's a viroid? It's a newly discovered class of infectious particles smaller than a virus. Dr. Theodor O. Diener, pathologist with the Plant Virology Laboratory of USDA's Agricultural Research Service (ARS), said the second viroid has been shown to cause chrysanthemum stunt disease. It was isolated from the leaves of affected plants. The first viroid was found to be the agent of potato spindle tuber disease.

Since two different viroids have now been shown to exist and to cause specific diseases. Dr. Diener is convinced that viroids "are not unique anomalies and are very likely widespread in nature." Other plant diseases, as well as animal and human diseases, such as multiple sclerosis, infectious hepatitis and some types of cancer, may be caused by viroids. "Such diseases," Dr. Diener said, "have some common patterns that lead one to suspect a viroid origin."

**PRESCRIPTION ATHLETIC TURF** is proving to be viable alternative to artificial turf, wherever wear is not excessive. And the cost of installation is much lower per unit area. If it rains just turn on the suction pumps and pull the water down into the porous root zone before the surface is saturated. Heating cables extend growing season, prevent frozen soil and aid in snow melting. Vented field covers conserve moisture and heat, and minimize frost during fall, winter and spring. Add a tight sod of bluegrass, zoysia or bermuda and you have a turf that can counteract the extremes of weather. The system was developed by two Purdue University agronomists who call it PAT (prescription athletic turf).

**BACILLUS THURINGIENSIS BERLINER** products must now be expressed in terms of International Units (IU) of potency. B.t. is a biological compound used to control insects. Labels must now state potency per milligram of product as determined by bioassay. A product hav-

ing a potency of 500,000 IU per milligram will be considered to consist of 100 percent active ingredients and the percent of active ingredients will be calculated on this basis.



Dennis Holewinski

## Environmental Services Started By Asplundh

The Asplundh Tree Expert Company has broadened its scope of operations by forming a new Environmental Division to help utilities surmount the evergrowing problems of ecology.

According to Hyland Johns, vice president, the new Asplundh Environmental Division "will provide a single source of responsibility in ecological matters for utilities which was previously unavailable and will be staffed by a group of experts with a wealth of experience in environmental planning and landscape architecture."

The new division will be administered through the offices of all field division managers of the Company and offers utilities the following services: land use planning, landscape construction and planting, substitution planting design and construction plans, transmission right-of-way selection, recreation area development, specifications and guidelines on soil, vegetation, wild life and other resource problems.

The Asplundh Environmental Division is headed by Dennis Holewinski, a graduate landscape architect. He brings considerable experience in the field as a former member of the staff of the Illinois Highway Department.