

Trees and Glade Go Together

A new natural team, Glade Kentucky bluegrass and trees! Glade performs well in moderate shade, especially when mixed with fine fescues. A selection from Rutgers University (tested as P-29), Glade is an improved, low-growing, medium to dark green grass with fine leaf texture and thick, rapid-growing rhizome and root system. Glade has good resistance to important turfgrass diseases including powdery mildew.

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Get new Glade at local wholesale seed distributors.

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Glade
Glade

KENTUCKY BLUEGRASS

For More Details Circle (108) on Reply Card

U. S. Plant Patent 3151

Mr. Sod Grower!

Business off? Sales Down?
Building slump causing you
to slump too?

HERE IS SOMETHING TO CONSIDER!

There are hundreds of thousands of old homes in communities with sparse thin lawns because of shade too dense for most grasses. There are also hundreds of thousands of old Merion, Windsor and other type lawns that have become so badly infested with smut and other grass diseases, they are hopeless, or at best difficult to cure or control. Most of these old lawns are in well established communities where people want the best and have the means to purchase the best.

Why not go after this lucrative market which is not affected by a building slump, high interest rates or inflation? You can do so by becoming a franchised grower of Warren's A-20 and A-34 Kentucky Bluegrasses and other Warren grasses to be released as patents are issued.

Warren's A-20 is rated high for over all performance and disease resistance by research organizations doing turfgrass research.

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When you become a Warren Franchise or Associate Grower, you place yourself ahead of competition with better products, not available to your competition . . . and here is something else to consider . . . in 1974, when our competitors were reporting sales off as much as 50%, Warren's Turf Nursery's sales were running ahead of 1973. The reason . . . golf courses and athletic institutions all over the northern half of the U.S.A. were installing A-20 on tees, and athletic fields. Architects were writing specs for Warren grasses and owners of old homes were ripping out old lawns and installing A-20 or A-34. All because these people wanted the finest lawn areas available. You too can enjoy this Business when you become a Warren Associate Grower.

Warren proprietary grasses are now produced in 15 states and in England, Scotland and France. There are a few territories still available.

Write today for particulars about a Warren Franchise. Should there be no Warren Nursery or Associate Grower in your area we will be pleased to consider you for an exclusive Warren Franchise.

WARREN'S TURF NURSERY, INC.
8400 West 111th Street
Palos Park, Illinois 60464

NUTSEDEGE (from page 48)

competition with Kentucky bluegrass held the nutsedge population virtually in check.

This same effect was observed eventually in the previously unmowed boxes in which mowing was initiated after the twelfth week. By the twenty-eighth week, nutsedge density in these boxes was at six or less plants per box.

Visual observation of the below-ground development of nutsedge revealed considerable rhizome formation in boxes in which nutsedge was planted alone and not mowed, while very little rhizome development was evident where mowing or

NEWS

(from page 40)

Diamond Shamrock Corp. Introduces Liquid Daconil

The Agricultural Chemicals Division of Diamond Shamrock Corporation has announced production of Daconil 2787® Flowable Fungicide in liquid form.

This flowable, broad-spectrum fungicide, which is said to be just as effective as the Daconil W-75 wettable powder formulation, can be used on over 25 species and varieties of grass and many ornamental plants for control of a number of diseases including dollar spot, helminthosporium leaf spot and melting out, copper spot, gray leaf spot and stem rust of bluegrass.

When preparing Daconil 2787® for application, it should be remembered that one pint of the new flowable is equal to one pound of the wettable powder formulation.

According to the manufacturer, Daconil 2787® Flowable Fungicide disperses quickly, requires a minimum of agitation, exhibits excellent turf tolerance even in hot, humid weather and provides excellent coverage and exceptional residue protection. For more details, circle (709) on the reply card.

Maryland Sod Conference To Study Current Troubles

Current problems of the Maryland sod industry will be the focal point of the 10th Annual Sod Conference to be held March 6 at

competition with Kentucky bluegrass were factors.

Tuber development was zero in mowed boxes and substantial in the unmowed boxes. However, competition with Kentucky bluegrass sharply reduced the amount of tubers produced.

In a field study, yellow nutsedge was planted in plots of Kentucky bluegrass turf and maintained at ¾, 1 ½ and 3 inches cutting heights, and fertilized at rates of 0, ½, 1 or 2 pounds of nitrogen per 1,000 square feet per month from May to October. The highest nutsedge density occurred in plots maintained at ¾
(continued on page 61)

the Adult Education Center, University of Maryland, College Park, Md.

A panel discussion on current sod marketing problems will highlight the conference, according to John R. Hall, extension turf management specialist from the University of Maryland.

Featured panelists will include Steward Knudson, president of Maryland Homebuilders, and Jack Foley, president of the Montgomery County Board of Realtors, who will talk on current housing needs and the situation as he fore-
(continued)



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organic nitrogen



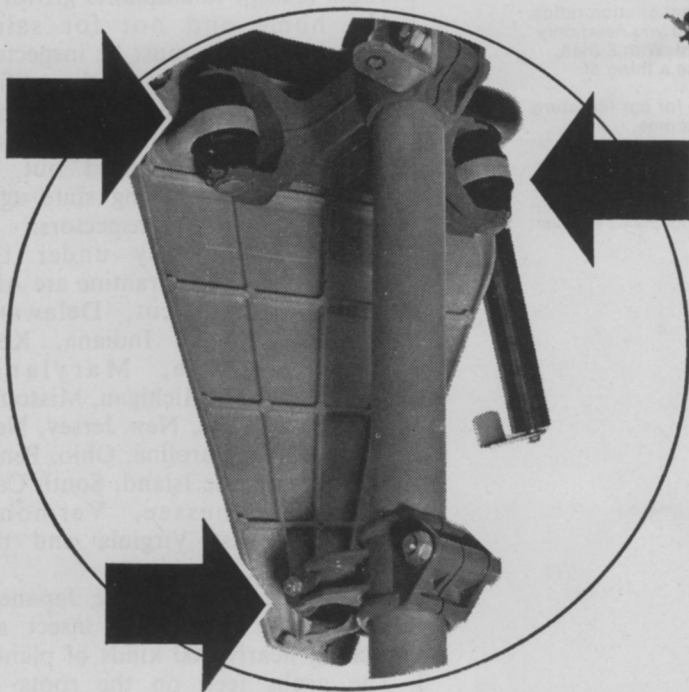
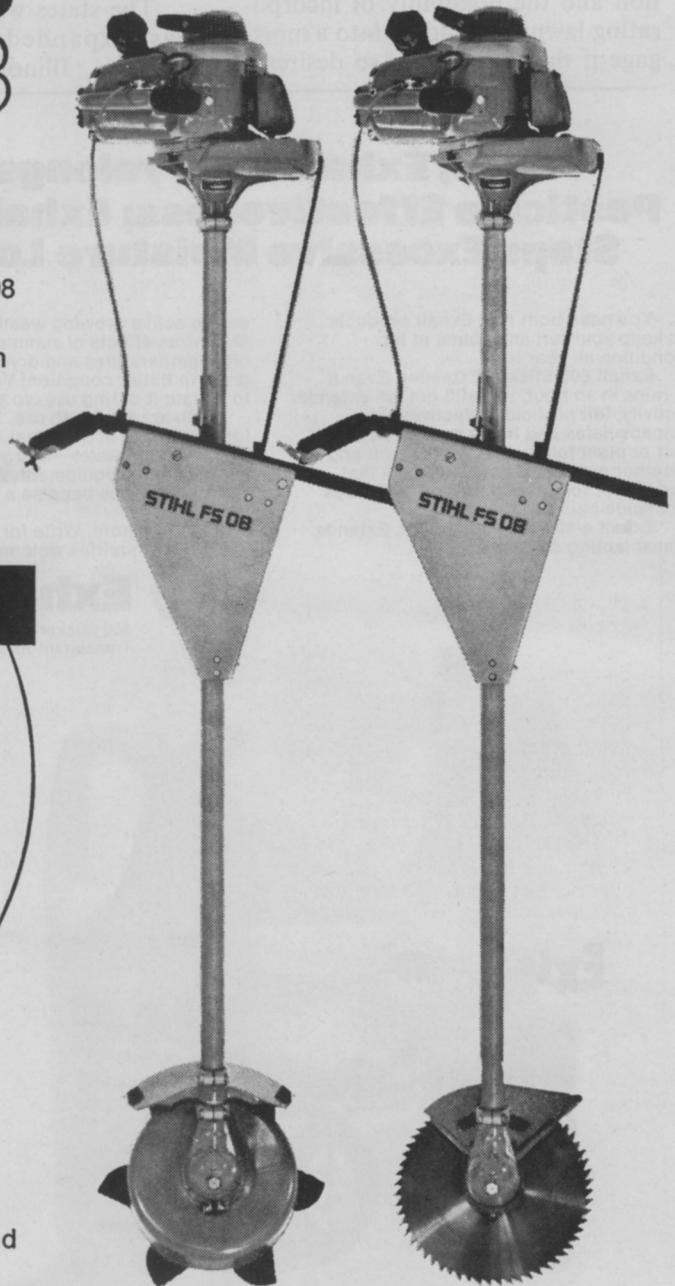
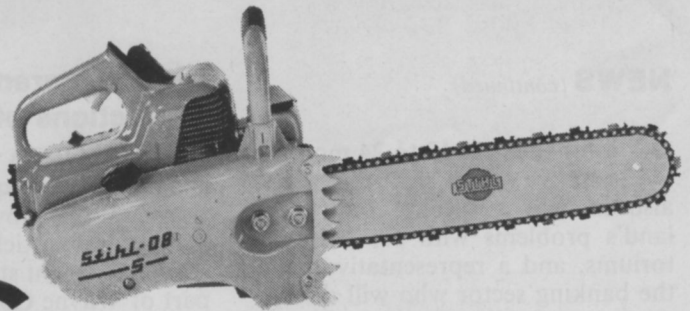
The slow-release organic nitrogen that's good for cool season grasses warm season grasses all varieties of turf.

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A perfect pair: The versatile STIHL 08S big power chain saw and the handy new, lightweight STIHL FS - 08 Brush Cutter. The same high performance engine powers them both. The FS - 08 Brush Cutter does a real professional job in tough weeds, stubborn shrubs and small trees when using either the blade with rotating knives or



circular saw. This brush cutter features STIHL's famous AV anti-vibration system that absorbs fatiguing engine vibrations. Lets you cut longer and easier with less effort.

Ask your rental friends or your nearest dealer about STIHL'S better performance, lower maintenance & down-time and proven earning capacity.



STIHL American, Inc.

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OAKLAND, NEW JERSEY 07436

NEWS (continued)

sees it for the next 12 to 24 months.

Tentative plans for the panel also include a speaker on Maryland's problems with sewer moratoriums, and a representative from the banking sector who will discuss money availability for sod production and the possibility of incorporating lawns or sodding into a mortgage if the homeowner so desires.

Beetle Quarantine Expanded In Sections of Eight States

The USDA has extended Japanese beetle quarantine restrictions on the movement of certain agricultural articles to additional sections of eight states, and removed part of Wayne County, Mich., from regulation.

The states where the quarantine was expanded were Alabama, Georgia, Illinois, Indiana, Ken-

tucky, Ohio, South Carolina and Tennessee, according to T. G. Darling, acting deputy administrator for Plant Protection and Quarantine Programs in USDA's Animal and Plant Health Inspection Service (APHIS).

"When a Japanese beetle outbreak is discovered," said Darling, "the entire state or states involved are brought under federal quarantine, but movements of goods are restricted only in those parts of the states and counties that are actually infested. This procedure insures that individuals and industry in quarantined but uninfested areas are not subjected to unnecessary restrictions."

Articles regulated under the quarantine include soil, grass sod, plant crowns and roots for propagation, bulbs, used mechanized soil-moving equipment and plants with roots (except houseplants grown in the home and not for sale). Regulated items must be inspected, treated if necessary, and certified "pest free" before being shipped from infested to uninfested areas. Inspections are carried out by APHIS or cooperating state agricultural quarantine inspectors.

States currently under the Japanese beetle quarantine are Alabama, Connecticut, Delaware, Georgia, Illinois, Indiana, Kentucky, Maine, Maryland, Massachusetts, Michigan, Missouri, New Hampshire, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Vermont, Virginia, West Virginia and the District of Columbia.

Darling said that the Japanese beetle is a destructive insect attacking nearly 300 kinds of plants. The grubs feed on the roots of grasses and turf. Adult beetles feed on flowers, shrubs, trees, fruit and field crops such as corn and soybeans. "They can damage plants and small trees in a relatively short time," he said.

The amendment to the federal Japanese beetle quarantine took effect upon publication in the Federal Register, Jan. 7. Copies may be obtained by writing to Plant Protection and Quarantine Programs, APHIS, USDA, Federal Building, Hyattsville, Md. 20782. □

(more news on page 58)

Now, Exhalt800 Prolongs Pesticide Effectiveness; Exhalt4-10 Stops Excessive Moisture Loss.

You need both new Exhalt products to keep your turf and plants in top condition all year long.

Exhalt 800 Sticker-Extender. Even if it rains in an hour, you still get full extender activity, full pesticide effectiveness. Encapsulates and holds pesticides on turf or plant foliage; stops wash-off and weather erosion. Even flexes with leaf growth for longer action! And it reduces pesticide build-up in the soil.

Exhalt 4-10 Anti-Transpirant. Extends transplanting season, even

during active growing weather. Minimizes effects of summer droughts, high temperatures and drying winds. Keeps grass in better condition! You don't have to agitate it during use, so you save time.

Both are simple to use. Both formulated for economical dilution ratios. Both mix with water—and you need only water to clean equipment. With Exhalt, messy clean-ups become a thing of the past.

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Federal Agencies Launch Joint Attack on Forest Pests

FOUR USDA AGENCIES are launching a multi-million dollar attack on three forest pests, announced Robert W. Long, assistant Secretary for Conservation, Research and Education.

The targets of these accelerated research programs, which may continue as long as five years, are:

- Douglas fir tussock moth, currently defoliated nearly 800,000 acres in Washington, Oregon and Idaho with potential losses estimated at some \$30 million.

- Southern pine beetle, periodically epidemic in over 60 million acres of commercial pine forests in Texas, Arkansas, Mississippi, Alabama, Georgia, North and South Carolina, Tennessee, Virginia and Louisiana, with a 1973 loss of enough timber for 48,000 homes.

- Gypsy moth, on the increase in the eastern U.S. since 1968, threatening a major hardwood resource by defoliation which in 1973 alone covered 2,800 square miles and continues to spread.

Four USDA agencies — Agricultural Research Service, Animal and Plant Health Inspection Service, Cooperative State Research Service and Forest Service — are combining their resources in an effort to find new weapons in the drive to control the three pests and reduce their damage.

Techniques under consideration include the following: safer, more effective toxicants which kill the pests; microbials which cause diseases of the harmful insects; behavioral materials such as sex attractants that lure males away from females or materials which inhibit insect feeding; naturally-occurring enemies which prey on the threatening insects or parasitize their eggs; and sterile male techniques, such as the release of sterile moths, which by mating with fertile females the sole time these females will mate, preclude any possibility of progeny.

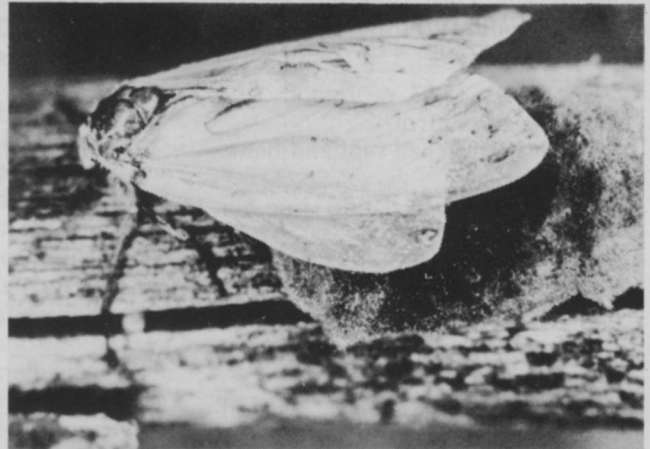
The agencies will also be working to improve the use and application of control materials, and to predict pest populations and damage, thereby enabling pest control specialists to more precisely determine the need for and timing of control actions. Improved aerial and ground application of control materials are under consideration which will increase effectiveness and reduce likelihood of adverse effects to beneficial insects and the environment.

This year, \$9.3 million will be available for the accelerated research and development programs — \$2.0 million for Douglas fir tussock moth in the West; \$2.5 million for southern pine beetle in the South and Southeast; and \$4.8 million for gypsy moth in the East. Activities in these coordinated programs will be carried out in cooperation with State agencies, universities and private industries.

National guidance for the programs will be provided by a program board chaired by Paul A. Vander Myde, deputy assistant secretary for Conservation, Research and Education. Assisting in coordinating the efforts will be Dr. Keith A. Shea, formerly director of Forest Insect and Disease Research for the Forest Service.

A program manager will head the work on each pest.

Thomas McIntyre, who has been chief staff officer for Forest and Soil Pests of the Animal and Plant Health Inspection Service, will be in charge of the Gypsy Moth Program. The Southern Pine Beetle Program will be headed by Dr. Robert C. Thatcher, who was project leader, Southern Forest Experiment Station of the Forest Service. Kenneth H. Wright, formerly assistant director, Pacific Northwest Forest and Range Experiment Station, Forest Service, will be manager for the Douglas Fir Tussock Moth Program. □



The gypsy moth, devastator of hardwood resources in the eastern U.S., will be one target of a multi-million dollar attack launched cooperatively by four USDA agencies.



**a
time to
grow...**

You know all is right with the world when there are trees. Trees that provide shelter. Trees that protect the soil. Trees that give us food and fibre, yet with care renew themselves to serve us again and again. Tree Stewardship in America is not so complicated. It's simply a matter of caring, providing a better way of life today and assuring that there will be a good life tomorrow. You can make America a better place to live when you, too, become an Arbor Day Tree Steward. It shows you care about the world about you every day of the year.

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Nebraska City, Nebraska 68410

Four Ways To Fight Inflation

By JAMES A. FISCHER, The Toro Company

Editor's note: The following was presented by the author — who is director of marketing, Turf Products Division, Outdoor Power Equipment Group, The Toro Company — before the Ohio Turfgrass Conference, Dec. 5, 1974.

IS THE U.S. economic situation out of control?

- Credit is stretched thin and banks are worried.
- Rising prices are public issue No. 1.
- The petroleum situation is explosive.
- The stock market has collapsed.
- Mass starvation threatens parts of the world.
- World currencies are in disequilibrium, with the British pound and the Italian lira in serious jeopardy.

- Labor trouble is in the air.
- During a crucial period, the Federal Government was paralyzed.

The time of these headlines is not 1975, but 1920 when there were uncanny parallels with the situation today.

Am I predicting another major depression? No; inflation has been institutionalized today. Thanks to the monopolistic power of labor unions and the oligopolistic power of big corporations it's much easier to raise prices than to lower them. Also, our welfare economics make it very unreasonable to expect that the U.S. will tolerate an unemployment level of 25 percent and massive insolvency. We have many more checks in our system today.

Let's define inflation. To most people, inflation simply means rising prices for goods and services and declining buying power in cash. It means that everything one buys for cash must go up in price. In the U.S., wholesale and consumer prices have been increasing at 10 to 13 percent on an annual basis. There's no immediate relief in sight.

Here are some reasons why prices of your equipment are rising dramatically. Since Jan. 1, 1974, costs of the following commodities have increased as indicated:*

Aluminum	24%
Steel	39%
Castings	27%
Zinc	72%
Plastics	16%
Copper	45%
Rubber	24%

It is worth reflecting that today's problems aren't really unique and that the future rarely happens the way we expect. The October issue of Forbes magazine states that "the wise man expects the unexpected and keeps his powder dry." How can you as turf managers "keep your powder dry" as you look at inflation and the energy crisis?

*Lynn Townsend, chairman of the Chrysler Corporation, as quoted by the Minneapolis Tribune, Sunday, Sept. 29, 1974.

Let's look first at inflation. You as a manager can generally expect to pay higher prices in 1975 for everything you buy, including durable goods and labor. For durable goods, you can expect to wait longer for equipment than you're accustomed. Even with the current general slowdown in our economy, critical components which make up the newer types of equipment are still in short supply. You'll be expected to improve upon last year's maintenance levels with budget dollars which may not be adequate for the task.

How can you deal with this situation?

My first broad recommendations is that you become a better business manager. In the classical definition, management means the efficient allocation of the resource inputs of money, labor and equipment to produce some useful output.

First take a look at your money input. What is the source of your funding? Can you plan and present your case well enough to justify a higher budget?

Second, take a hard look at your labor and equipment inputs and the relationship between the two. Many of you already use cost-accounting systems which tell you where your money has been spent in the past. These records may include cost journals, payroll records and service charge records. If you don't have a good system, begin to develop one.

Let me list some tips on developing a cost reporting system:

- Use uniform records for accumulating cost data.
- Have a standard report form for summarizing basic costs.
- Develop a simple method for summarizing, analyzing and presenting cost data.
- Formulate procedures for routing cost information to responsible people.

This system can be very effective as an analytical tool, a basis for projecting next year's costs and as a basis for contingency plans (e.g. a cost reduction program) should this become necessary. Since labor forms

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a large part of your total input, and its price is increasing as fast or faster than that of equipment, many forward thinking turf managers are allocating more of their funds for the purchase of higher capacity, labor-saving equipment.

Many manufacturers now offer you the kinds of equipment which can give you lowered total costs of maintenance while actually improving the quality of that maintenance. In other words, instead of budgeting more new hires next year, look at the possibility of using your existing man-power more effectively by having them operate larger, faster types of maintenance equipment.

After analysis, you may well find that the purchase of new equipment can result in labor savings which can provide a very short payback period. Many businessmen feel that an investment with a payback period of one to three years is an excellent one. As a definite fringe benefit, your existing employees should have more time available for other maintenance tasks.

A third subject area which can be of importance in managing in an inflationary economy is analyzing the way you spend your budget dollars. Many leading managers are taking a hard look at leasing instead of buying outright the types of maintenance equipment they need.

Leasing has several advantages:

Leasing conserves your working capital. Only leasing gives you the opportunity to obtain equipment with so little cash outlay. With payments spread over a long period of time, equipment pays for itself as it produces. Capital remains intact. When rentals are treated as a fully tax-deductible expense, cash outgo decreases and usable capital is increased.

Leasing preserves existing credit. Your established credit lines are not affected and remain readily available. Leasing gives you an additional, non-conflicting source of credit, thereby increasing your borrowing base.

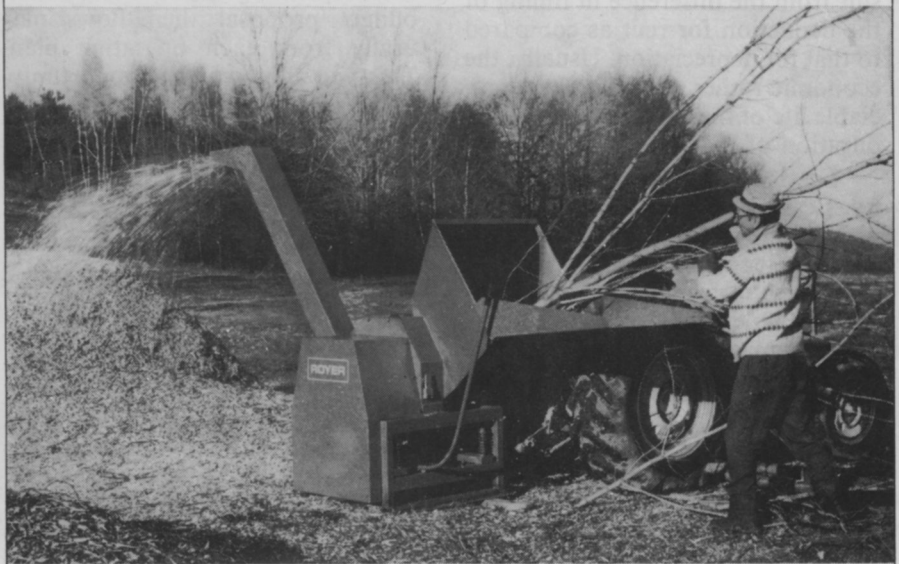
Leasing overcomes budget limitations. Minimum cash outlay plus modest payments enable you to fit the lease into the tightest of budgets. Even when your spending schedule is severely limited, leasing makes it

(continued)

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You won't scream at the cost.

The chipper won't scream at you.



PTO three-point-hitch model 2600

...thanks to a new design concept

Royer's new "2600" Series Chippers are designed to be a lot easier on your budget and your ears. They provide an exceptionally fast, low-cost way to convert brush, branches, trimmings and stalks into chips. And, they're specifically designed to meet the needs of small commercial applications . . . are available in both PTO (three-point-hitch for tractor operation) and self-powered models.

The new chippers feature a design that combines a *rotating anvil** with a heavy-duty chipping rotor that also serves as a blower and flywheel. A unique design that delivers high-output, low-maintenance operation. And quieter operation, too. With a lot less "chipper scream" — because of an operating principle that cuts way down on rotor rpm's without cutting

down on output.

Here's how it works: As material is placed in the deep-throated hopper, the rotating anvil self-feeds the material to a high-speed chipping rotor. Steel blades, projecting through slots in the rotor, then slice the material into chips for immediate discharge by the integral blower. Very simple. But very different from other chippers.

We believe you'll like everything about our new chippers. Their performance. Their lower cost. Their quieter sound. You can get complete details by requesting "2600" literature.

ROYER

ROYER FOUNDRY & MACHINE CO.

186 Pringle St., Kingston, Pa. 18704

*Patent pending

possible to obtain the equipment you need when you need it.

Leasing reduces the cost of inflation. The bulk of your payments are made with tomorrow's dollar which, if inflationary pressures continue, will be cheaper than today's.

Leasing may offer important tax advantages. Today, the modern concept of leasing is not based on a tax program but rather on a capital conservation program; that is, the freeing of capital so that it can be used effectively to develop profits. However, since rental payments may be deductible as a normal business expense, a tax benefit might result from the difference in timing of the deduction for rent as compared to that for depreciation. Usually, the economic rather than the tax depreciable life of the asset determines the duration of the lease.

Leasing can offer great flexibility. Leasing offers a wide variety of plans and programs geared to fit specific financing needs — long or short term, straight line or accelerated, renewable or replaceable. Leasing may well play a valuable role in your plan to cope with inflation.

My final recommendation in coping with inflation is to stand

back and take a management-by-objectives look at the total tasks you plan to perform in the coming fiscal year (programs, facilities, land, maintenance level desired, and so on). Work backwards from these objectives to define the number of people and their associated skill levels which you feel will be required to perform these tasks. Evaluate your present equipment fleet for its adequacy in achieving your goals. Then utilize the first three recommendations we've discussed to form several alternative operating plans.

Lay out the costs associated with each operating plan. The formal budget proposal then flows naturally from each operating plan. This will allow you the opportunity to present several operating plans with associated budgets for approval. Those involved in the approval process can then clearly see the results which can be expected from each budgetary level.

Consider these four general recommendations I've discussed:

- Evaluate sources of funding, including Federal Revenue Sharing.
- Examine the labor equipment trade-off, utilizing a cost reporting system.
- Evaluate leasing versus purchase.
- Manage by objectives. Take an overview of your goals for the year, then work backwards to develop alternative operating plans with associated budgets.

This business management approach can be quite effective when trying to sensibly cope with inflation. □

NEWS (from page 54)

Stender Urges Managers To Start Safety Programs

"Eliminate those things that cause accidents; train your employees in safe work practices."

That was the advice of Assistant Secretary of Labor John Stender, head of OSHA, to the Genesee Valley Safety Conference.

Stender urged the predominantly management audience to encourage the establishment of safety programs in all segments of industry, large and small.

Stender said some 75 percent of

all workplaces inspected turn up hazards. One of every nine workers suffers work-related injuries and more than 25 million work days were lost in 1972 due to on-the-job accidents.

Standard Marks 50 Years In Golf Accessory Industry

In 1975, Standard will celebrate their 50th year of producing golf course accessories. To mark this anniversary, Standard has changed their name from Standard Manufacturing Company to Standard Golf Company and added a new trademark. Their plant and offices remain at 220 East Fourth Street in Cedar Falls, Iowa.

The company actually started business in 1910 by making steel gates, wagon tongues and farm-related equipment. In 1925, Standard began making a few wooden poles, flags and steel cups for the golf industry. Three years ago, Standard sold their farm-related product division and now spends full time in the golf course accessory field.

Gingery Appointed Member Of Mailers Advisory Group

Lee E. Gingery, vice president in charge of sales for the Henry Field Seed and Nursery Co., Shenandoah, Iowa, was recently appointed by Postmaster General Klassen to represent the American Association of Nurserymen and the Mailorder Association of Nurserymen on the Mailers' Technical Advisory Committee.

This committee, comprised of individuals from the private sector, meets quarterly in Washington, D.C., to advise the Postmaster General with respect to the improvement and expansion of postal services.

Gingery is immediate past president of the Mailorder Association of Nurserymen, and takes an active interest in the American Association of Nurserymen as well as the Direct Mail Advertising Association.

He joined Henry Field's in 1960 as advertising manager and became a vice president in 1965. In 1969 he was named to the board of directors of that firm.

WEEDS TREES and TURF



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of leaf spot,
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TURF FUNGICIDE

Start with TERSAN LSR turf fungicide on tees, fairways and greens in early spring to stop leaf spot activity before it becomes a problem.

Leaf spot is usually most active during periods of cool, wet, overcast weather. Early applications of soluble nitrogen also encourages disease activity.

TERSAN LSR will also protect against rust and large brown patch before they have the opportunity to damage your turf. If stripe smut is a problem, use TERSAN 1991.

Combine this first step with other sound turf-management decisions and you'll have tournament-ready turf this spring.

Stay with the economical TERSAN 1-2-3 Program and you'll be in complete control of major turf diseases on all common turf grasses all season long.

**TERSAN 1•2•3
DISEASE CONTROL PROGRAM**



*With any chemical,
follow labeling instructions
and warnings carefully.*

Ohio Turfgrass Conference Report

'Neither Sleet Nor Snow . . .'

WINTER STORMS played a part in the recent Ohio Turfgrass Foundation (OTF) Conference and Show but in no way diminished the value for the more than 900 who were able to attend.

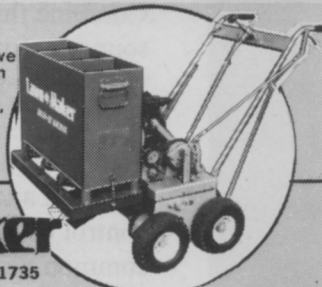


John S. McCoy (left) was honored as the Ohio Turfgrass Foundation's "Man-of-the-Year" at the annual banquet. McCoy has been active for many years in golf course construction and maintenance. Presenting the award is OTF Past President Paul Morgan.

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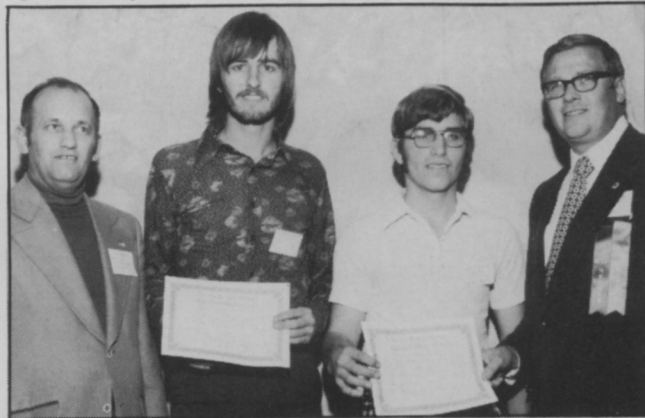
For More Details Circle (141) on Reply Card

◆ For More Details On Preceding Page Circle (126) On Reply Card

Snow ranging up to 27 inches deep in northern Ohio closed highways and limited attendance for several hundred in Michigan, Pennsylvania, Indiana and northern Ohio who usually make this major regional event. Yet the show pulled heavily from central and southern Ohio and Kentucky.

Paul Mechling, newly elected president for 1975, expressed the general Foundation board opinion that the large attendance in the face of adverse weather conditions indicated the strength of the show-conference combination.

A total of 56 exhibits utilized more than 100 booth spaces at the Columbus, Ohio, site and the formal program was directed to specific areas of the industry such as the custom applicator, cemetery maintenance, athletic fields, school grounds and chemical and equipment problems. Plans are to continue this type program again this year. □



Two turf students from Clark Technical College were awarded OTF scholarships at the Ohio Turfgrass Conference and Show. Adviser Dalton Deal (left) observes while students Gary Dilbert and Don Smith receive their awards, presented by OTF Trustee Mac Gilley.



President Ron Smith (right) receives the President's Plaque for his outstanding service to the Ohio Turfgrass Foundation. The newly elected president for 1975, Paul Mechling of Sylvania Country Club, made the presentation.

WEEDS TREES and TURF