

WEEDS

BANVEL[®]+2,4D

herbicides...



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"Two" is better!

Some weeds simply aren't affected by single herbicide treatment. But Banvel +2,4D has an "additive effect" in that the two herbicides get weeds that one alone just weakens.

Banvel herbicides—products for professional turf men



Velsicol Chemical Corporation
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Herbicide and Broadleaf Weed Susceptibility

Weed	Meco-			
	2,4-D	Silvex	prop	Dicamba
Bindweed	S	S-I	S-I	S
Bittercress	S	S-I	S-I	S
Black medic	R	S-I	I	S
Buttercup	S-I	I	I	S
Carpetweed	S	S	S	S
Chickweed, common	R	S	S-I	S
Mouse-ear	I-R	S	S-I	S
Chicory	S	S	S	S
Clover, crimson	S	S	S	S
Hop	I	S	S	S
White	I	S	S	S
Cranesbill	S	S-I	S-I	S
Daisy, oxeye	I	I	I	I
Dandelion	S	S	S	S
Dock	I	I-R	I-R	S
Dogfennel	I	S	I	S
Garlic, wild	S-I	R	R	S-I
Ground ivy	I-R	S-I	I	S-I
Hawkweed	S-I	R	R	S-I
Henbit	I	S	I	S
Knapweed, spotted	I	S-I	I	S
Knawel	R	S	I	S
Knotweed	R	I	I	S
Lambsquarter	S	S	S	S
Lespedeza	I-R	S	S	S
Mugwort	I	I-R	I-R	S-I
Mustards	S	S-I	I	S
Nutsedge	I	R	R	R
Onion, wild	I	R	R	S-I
Ornamental plants	S-I	S-I	S-I	S
Woodsorrel	R	S	R	I
Pennycress	S	S-I	I	S
Pepperweed	S	S-I	S-I	S
Pigweed	S	S	S	S
Plantains	S	I	I-R	I-R
Poison ivy	I	S	R	S-I
Pony foot	S	I	I	S-I
Prostrate spurge	I	I	I	S
Purslane	I	S-I	R	S
Red sorrel	R	I	R	S
Shepherdspurse	S	S	S-I	S
Speedwell	I-R	I-R	I-R	I-R
Spotted spurge	I-R	I	S-I	S-I
Thistle, musk, curl	S	I	I	S
Thistle, Canada	I	I	I	S
Vegetables	S	S	S	S
Wild carrot	S	S-I	S-I	S
Wild strawberry	R	I	R	S-I
Yarrow	I	I-R	I-R	S
Yellow rocket	S-I	I	I	S-I

S = weed susceptible; I = intermediate, good control at times with high rates, sometimes poor, usually require more than one treatment; R = resistant weeds in most instances.

Chart reprinted by permission, S. Wayne Bingham, Ph. D.

Maintenance Equipment Package at Bel Air Course

- 1—tractor with 9-gang fairway mower.
- 2—tractors for rough and intermediate-rough mowing.
- 2—utility tractors with power take off.
- 1—front end loader and excavator.
- 1—1 1/2-ton dump truck with stake body.
- 1—1/2-ton pickup truck.
- 1—3/4-ton pickup truck.
- 1—200-gallon greens sprayer (insecticides & fungicides).
- 1—150-gallon fairway herbicide sprayer.
- 13—30-inch pull-type rough mowers.
- 3—greens and tees aerifiers.
- 1—fairway aerifier.
- 1—fairway renovator or dethatcher.
- 1—Howard turf quaker.
- 1—power spiker for greens and tees.
- 1—Mattaway (tee renovator or dethatcher).
- 2—sweepers for fairways and roughs.
- 1—small sweeper for tunnels.
- 1—8-foot drop spreader.
- 1—Lilly rotary spreader.
- 2—small rotary spreaders.
- 1—small drop spreader.
- 1—top soil spreader for greens and tees.
- 1—power drag mat.
- 2—Ren-o-Thins (verti-cut machines).
- 1—Hahn 3-gang machine for dethatching.
- 14—22-inch greens and tee mowers.
- 1—72-inch rotary mower.
- 2—small rotary mowers
- 1—Rogers seeder and renovator.
- 1—Danasner digger with 4 augers.
- 1—Ditch Witch.
- 6—haulsters or trucksters.
- 1—Superintendent's cart.
- 1—Assistant superintendent's cart.
- 1—Ryan sod cutter.
- Power take-off equipment, as appropriate.

Bel Air *continued*

personages. Some of these notables live within sight of the Bel Air course, and such a tour reveals past or present residences of Conrad Hilton, Alfred Hitchcock, Charles Bronson, Ray Milland, Mary Tyler Moore and even the late Howard Hughes.

"We are always trying to improve and beautify the Bel Air course even further," confides Twombly, although he modestly disclaims the labels of "outstanding" or "famous" for his handiwork. Nevertheless, a systematic tour of all 18 holes reveals many plantings and decorative features which did not exist before Twombly's arrival.

Bel Air is situated on very hilly terrain, so that large hillside areas have required attention and coverage. Responding to this need, Twombly and his crew have planted azaleas, bottle brush and bougainvillea, presenting striking shades of red, with scarlet ice plant and daisies decorating the frequent sandstone outcroppings of this park-like course. Again, ice plant, ivy and African daisies are used in profusion to break-up the "monotony" of unlimited grass.

Along walkways and roadsides, one may see liberal use of the hibiscus plant, and shielding the edges of certain tees or greens from surrounding homes are colorful, high hedges of the golden nugget shrub. Mindful of feminine members, Twombly has thoughtfully provided gazanias to surround several ladies' tees, and even a bed of pansies on one tee, out of the line of play.

At the main entrance to Bel Air Bay Club, members are welcomed by generous plantings of exotic blooming flowers, principally gardenias, camellias and azaleas. This pleasing array is shaded by ficus trees. At one time, rather than discard some of these attractive trees, which required removal from the driveway entrance, they were salvaged and used to separate two different fairways.

In order to economize, Twombly and his crew buy flats of small plants and hand-transplant into 4-inch boxes. During a recent two

week period, 20 such flats were transplanted. Based on a purchase price of \$8 for 64 plants, and replotting into the 4-inch size (which sell normally at 70¢ to 80¢ each), the savings more than justified the trouble involved.

Trees emphasize beauty, require maintenance

Flowers and flowering shrubs contribute charm, but what adds explanation points to this picturesque setting are the many varied and dignified trees. Sycamores, Brazilian peppers, jacarandas, junipers and a large variety of eucalyptus, pines and even fruit trees provide fresh vistas from each tee.

Included in the pine family are the Monterey, Leppo and Italian Stone varieties. Flowering eucalyptus, borrowed from Australia, is a favorite, and orange, peach and pear trees lend a particular California feeling to the Bel Air course.

Behind the scenes of this majestic beauty are occasional problems, and saving elderly sycamore specimens is one. Where trunks have been weakened by natural causes, Bel Air has hired outside tree experts to tie these large beauties together, and to anchor points, with wire cabling. When a limb or branch becomes diseased some many inches in diameter, where possible it is removed and the wound chemically treated to save the tree.

The Bel Air staff attends to its own tree maintenance, as much as possible, but does not hesitate to call in outside services for pruning taller trees involving more hazards. To do otherwise, Twombly admits, would be to require exorbitant insurance coverage. Smaller tree varieties, however, are pruned at least every one or two years by his staff, depending upon requirements. New trees and shrubs are continuously planted, year-round.

Manicured turf requires dedication

No element of a golf course can be more important than tees, fairways and greens, and maintenance of this "backbone" of any course

Continued on page 34

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Bel Air *continued*

must necessarily demand major attention from the groundskeeper and his staff. Caring for the beautifully-landscaped Bel Air turf requires not only careful attention to irrigation needs, and a careful schedule of mowing, but a dedicated campaign of weed grass elimination. Mowing at Bel Air is a seven-day per week proposition for greens, and not less than five days weekly for all fairways, with weekend mowings often necessary under California's productive growing climate.

Bermuda is the majority planting on all fairways. A hybrid bermuda is sometimes utilized to provide a smoother fairway area, where appropriate. On greens, every effort is made to maintain a maximum of bent grass. Here, as on fairways, open warfare is waged against *Poa annua* and kikuyugrass. *Poa* looks good in winter months, when bermuda browns, but in summer months this pest turns brown and unsightly. Additionally, *Poa annua* (or annual blue grass) grows as a clumpy grass, which golfers do not appreciate.

Weapons used to combat *Poa annua* and kikuyugrass include overseeding with desirable grasses, such as bermuda, bent and rye, and pre-emergence treatment with Mallinkrodt's Pre-San in the case of *Poa annua* and Monsanto's Roundup versus kikuyugrass. Betasan also has been found useful, in fall months, to prevent seed germination by *Poa annua*.

Unique automatic irrigation system

How to water "wall-to-wall", without overwatering and runoff, or underwatering and dry spots, a 124 acre course set in scenic but steep hills was the question faced by Bel Air maintenance professionals. With the old hydraulic system, first constructed of oil field pipe in the 1920's, "You either had to water everything or shut everything off." To this statement of the problem, expressed by assistant superintendent Charles "Bud" McDonald, could be added the problem of how to adjust an irrigation system —

other than by hand watering — to the vagaries of weather.

An ideal answer to these problems, which has become the pride and joy of superintendent Twombly, is an automatic irrigation system using the Johns-Manville Binar control system. From his office, Twombly can choose from among a large number of irrigation options, simply by selecting appropriate settings on 21 different central programmers. Each programmer panel controls 26 to 28 valves out on the golf course, and two sprinkler heads per valve (rather than 16, under the old system) can be individually set for times varying from 2½ to 60 minutes.

Flexibility is built into this system, and allows "programmed watering" at short intervals, say a 20 minute watering of hillsides in the morning, then another 20 minutes four hours later — with complete water absorption and no run-off as the bonus. Adding to this flexibility are alternate programs, permitting an additional 50 percent to 100 percent time over the original setting, for hot, dry spells, or a fraction of the base setting (such as 75 percent) when weather is overcast and courses still moist. Again, if one portion of the course requires more water than another, adjustments can easily be "plugged in". In short, "for everything, there is a setting." Twombly and his department are proud that they helped install this system, over a five month period, and feel as a result "each of us knows where every valve is located." This becomes quite an advantage, when emergency measures are necessary, or even routine inspection. Since no system can be operated 100 percent automatically, without checking, Bel Air maintenance personnel "eye ball" inspect each of the 1500 sprinklers weekly, to insure correct operation. Then, if dry or brown areas are spotted, quick couplers are available throughout the course to permit rapid, supplementary watering.

An even easier way to spot water is available to the Twombly crew. At various points on the course are underground control boxes to which they can connect portable command units. If the manual override button has first been pushed at the

central programmers in the office, these portable units can be used to set off groups of sprinkler heads for up to one-half hour each. An even newer wrinkle is a special device recently acquired which allows overriding even the central programmers. This equipment has obvious advantages during power outages or earthquakes (not infrequent in California), and can be run from the battery terminals or even cigarette lighter of any vehicle.

A rain gauge installed on the maintenance building roof also can cause a manual override of this irrigation control system, and a quarter inch of rain will shut down the whole works. From rain to drought, according to Twombly, "We have found that the automatic system will do anything we want it to do, providing it is installed properly and we don't ask it to do too much." To this he adds, "Having just gone through a seven month drought, we can safely say we've proved it will operate in California."

For frosting on the cake, the Bel Air automatic irrigation system contributes to much-needed water conservation, saving 30 to 40 percent over the old, hydraulic system. To emphasize the point, Twombly's crew even hand-rakes all drainage culverts to remove accumulated debris, replacing the former water wash-down procedures.

Pesticides role in preventive maintenance

Preventive maintenance is the fundamental remedy for fungus and, insect and weed pests, explains Twombly, requiring at least three spray rigs in continuous use. Seven different fungicides are employed in this program — against such hazards as fusarium, melting-out and rust (on grasses) — not less than once every three weeks, and sometimes twice weekly.

Insecticides are also applied with the same tractor-driven spray equipment, on an "as necessary" basis, following visual inspection. Cutworm and sod webworm are the chief pests. After greens are spiked or aerated by machine, these insects prefer to lay their eggs in the air pas-

Continued on page 41

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Contact Dick Foster, Ad Director, 9800 Detroit Ave., Cleveland, Ohio

LAWN CARE INDUSTRY

by Daniel Dorfman

Granular application — The Lawn-A-Mat story

When I founded Lawn-A-Mat Chemical & Equipment Corp. on Long Island in 1961, there was no lawn care industry as it is structured today. Those landscape gardeners who specialized in applying fertilizer, seed and control chemicals to residential lawns did most of the work manually, and, of course, had to charge for their labor, raising the cost to the homeowner so that their services were affordable only by the relatively affluent.

The development of the multi-purpose Lawn-A-Mat combine, towed by a small tractor which could aerate, roll and dispense several dry materials uniformly, accurately and simultaneously, was only the first step in this revolution. Almost as important were the marketing methods we pioneered.

It should be noted also that the Lawn-A-Mat combine is equipped with spray capabilities so that liq-



Above, the all-purpose combine can cover irregular properties with relative ease and can be backed into corners when necessary. Below, the rig is transported to the job site by a trailer then backed off in a matter of seconds.



uid applications can be made on a selective basis where necessary.

We realized early in the game that the best piece of equipment on earth will not bring in a single customer if it is not merchandised properly. Our selling theme then, as it remains today, is that we will deliver and apply top quality products to a customer's lawn for approximately what it would cost if the customer bought equivalent products at his local garden center, carried them home, and had all the equipment to do the hard work of applying them to his lawn.

The multi-purpose combine, unique and efficient as it is, was simply the vehicle that dramatized this key point. We believed then, and we still do, that the American public is brand name conscious, and wants assurance that he is getting all that he is paying for. Therefore, from the very outset, we have emphasized the fact that the Lawn-A-Mat customer is buying guaranteed Lawn-A-Mat products with our brand name, "Lawn-A-Magic".

The other major factor which loomed importantly in our planning was who would actually be delivering and applying these products to the customer's lawn. My options at the very outset were clear. I could embark on a program of company-owned operations, with many employees and the inevitable red tape and personnel problems that would arise as I expanded, or I

could franchise my equipment and concept.

I chose the route of franchising, because I believed, and still do, that few employees will ever do the kind of conscientious job or render the caliber of personalized, thoughtful service that the concerned, owner of his own business can offer.

Regardless of whether the actual applications are liquid or granular, the human element cannot be eliminated from the lawn care business. The most technically ingenious spray nozzle ever designed to dispense precise droplets of water at exact rates of flow will not prevent the human applicator from holding it in one place an instant too long and burning it or missing an area entirely. Until such time as computerized, automated robots actually handle the spray equipment, the danger of human error is always present.

Even our automated Lawn-A-Mat combine, which has undergone constant improvement and upgrading over the years and which I believe to be the finest piece of equipment of its kind, is subject to human error despite any amount of training given our franchisees. If the operator is careless enough not to steer it in the prescribed patterns, the applications will not be uniform.

However, with granular materials which are formulated for controlled, timed release, any possible damage from operator negligence is minimized.

We have always emphasized and driven home the point that the Lawn-A-Mat man is a local businessman who has to live in the community with his customers for a long time, and not some faceless cog of a large distant company. Because of this, we believe he can and does do a more careful job.

Right here on Long Island, where we started, soil conditions can vary considerably within two miles of a given location. I'm sure this can apply to most sections of the country. The local franchised operator understands the specific needs of his operating area. He doesn't come in with a broad spectrum application program designed for a large region

and apply it indiscriminately in his local area.

The Lawn-A-Mat man is taught to work closely and personally with his local extension service agent so that he may constantly keep abreast of all developments affecting lawn care in his specific bread and butter territory. How can a company using a generalized approach equal such neighborhood-tailored expertise, regardless of the high powered research and advisory staff it may have at some distant office? We, too, retain highly regarded turf advisors, but there is no substitute for a knowledgeable local operator.

Then, there are the little extras that are so important. The Lawn-A-Mat man has a first name, and his customer knows it. The Lawn-A-Mat man can be talked to, and will personally tell the customer why he is applying certain materials and not applying others.

The landscape gardener thinking about going full-scale into the lawn care business should also consider the cost of acquiring customers. Any way you slice it, he will have to make a sizeable investment in equipment, and, in order to justify a large capital investment, he will have to generate a high volume of business relatively fast.

This involves a combination of sophisticated marketing techniques. It is no longer enough to pass out a few leaflets in a neighborhood, which is often all that is necessary to obtain customers for mowing, clean-ups and hedge and shrub trimming. A many-pronged advertising and promotional program must be undertaken, and this costs money too. What your advertising says, how it says it and the media in which it is placed can be all important and make or break an independent start-up operator.

The advertising must not be misleading. Many consumers these days are quick to report apparent misrepresentation or extravagant claims to the local consumer fraud bureau office. In a highly competitive situation there is a great temptation to promise the customer a lush, thick, richly green lawn virtually before the sun goes down on the day of the first application.

Some spray operators, because their method of application does



Lawn-A-Mat

produce rapid cosmetic results, are sometimes tempted to do this. In the long run, this can debase the credibility of our overall industry. Thus, spray companies with an eye to the future, are of course careful to avoid misleading overstatement of this kind.

And then we have the question of aerating (spiking) and seeding.

Although there seems to be no uniformity of opinion about the benefits of spiking, most respected authorities agree that it can do no harm at the very least. There are those who feel strongly that timely spiking can help control thatch build-up, may play a significant role in reducing the odds against certain kinds of fungus infestation and contributes significantly to the passage of air, moisture, nutrients, lime, etc. into the soil.

The new spray operator should consider that most of his first time customers will have poor lawns to start, often neglected and heavily thatched. How do the water-borne nutrients and control chemicals get down to the root zone in places where they cannot seep through the thatch? Does the new spray operator recommend mechanical de-thatching prior to his applications? Does he "farm out" the de-thatching job or does he do it himself?

The spiking, we have found in our almost 20 years of experience around the country, significantly enhances the results of both bare spot seeding and overseeding on established lawns, because the holes act as catch basins for some of the seed, reducing washing away and contributing to a higher germination percentage.

Our franchisees are taught how to present the benefits of a planned total program of aeration, seeding, feeding and chemical controls at timely intervals in a way that is clearly understood by the homeowner. This is extremely important if the lawn application specialist is to build a long-term business on a solid foundation.

The level of expectation of the new customer must not be made unreasonably high. The customer must understand that building a healthy

sound lawn takes time and any landscape gardener seeking to market himself as a lawn specialist should be very careful not to oversell and make the customer expect more than he and Mother Nature can deliver.

We have found that the best way to maintain a constructive long-term relationship with any customer is to de-emphasize the idea of service. We concentrate on the idea that good products, properly applied at the right time will produce the best possible results . . . if we have help from the homeowner himself and cooperation from Mother Nature.

If the homeowner does not mow and water properly or if unseasonal weather creates problems, our experience shows that no amount of effort by a lawn applicator can produce perfect results every time. Otherwise, there would be no need for the continual search for new and better control chemicals and improved seed varieties.

We learned this from long experience. Some of our franchisees have attempted at times, contrary to company guidelines, to emphasize service, in the process suggesting to the customer that service alone will produce magical results. They learned to their despair, after a particularly moist spring followed by an unusually blistering summer, that their best service efforts fall short of producing the expected results because of these factors beyond their control.

Strong, hard-hitting advertising can produce new customers who will give a new applicator a try. But the customer must be educated properly so that he expects only what is reasonable, if the applicator is to build a solid long-term business.

Pricing is another factor. We have economy programs and we have what we call our comprehensive Greenskeeper Care Program, to suit the standards and wallets of different types of customers. Even with our complete Greenskeeper Care Program, we are careful to explain that we are not guaranteeing a picture lawn overnight but the customer can expect a healthy good looking lawn in a reasonable time.

Although our franchisees are not obligated to purchase materials

from us (most do), they are required to use materials that have been tested and found to be equivalent to our own "Lawn-A-Magic" products. It is our insistence on quality control that helps give the homeowner in all parts of the country where we operate the confidence that he is getting what he is paying for. This in turn bolsters our reputation and the credibility of our name and, in the long run, means more business and greater profits for our franchisees and us.

Another hazard avoided by the use of granular materials is wind drift. We know of no spray equipment which completely eliminates this danger. Aside from the possible damage to nearby ornamentals, windy days often mean lost work time, usually during the busiest season for the lawn applicator. This is a consideration which would not be minimized. Heavy rainstorms which can cause rapid run-off of materials are also more of a factor with liquid applications than with granular.

Throughout the country there are many families with two generations of Lawn-A-Mat customers; where the parents started with us almost twenty years ago and their children later bought their own homes and became customers. We think this is the best testimonial to the staying power of the concept of dry applications, reasonably priced and carefully and conscientiously done by a local entrepreneur.

You need not own a Lawn-A-Mat franchise to do it our way. By now our methods, programs and general procedures are well known and have been adopted by quite a few others.

Although the Lawn-A-Mat name is a potent marketing asset in many parts of the country, it is not indispensable to operating a profitable healthy applicator business and those who are contemplating full-fledged entry into this specialized field should consider our "dry" record carefully before discarding this time-tested approach. □

Daniel Dorfman is founder and president of Lawn-A-Mat Chemical & Equipment Corp. He submitted his story as a result of our March Lawn Care Supplement.

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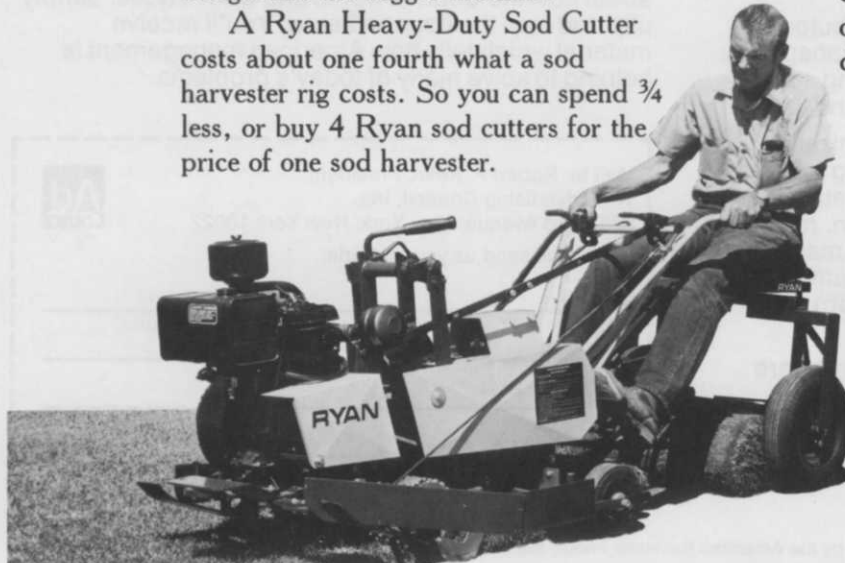
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Other people have tried to match Ryan performance ever since we started making sod cutters, over 28 years ago. But there's still only one company that can give you this combination of economy, big capacity and durability: Ryan.

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A Public Service of the Advertising Council

Mail to: National High Blood Pressure Education Program, 100 Research Institute of Health, Room 101, Columbia Pike, Bethesda, MD 20814

Please send me _____ (check one) of "Guidelines for High Blood Pressure Control Programs in Business and Industry."

Name _____
Title _____
Company _____
Address _____
City _____
State _____
Zip _____

Ad Council
HIGH BLOOD PRESSURE
Treat It...and live.

The Advertising Council is the biggest advertiser in the world. Last year, with the cooperation of all media, the Council placed almost six hundred million dollars of public service advertising. Yet its total operating expense budget was only \$914,683, which makes its advertising programs one of America's greatest bargains... for every \$1 cash outlay the Council is generating over \$600 of advertising.

U.S. business and associated groups contributed the dollars the Ad Council needs to create and manage this remarkable program. Advertisers, advertising agencies, and the media contributed the space and time.

The Advertising Council is a voluntary organization that promotes the public good by conducting information and action campaigns in such areas as support for higher education, drug abuse prevention, rehabilitation of the handicapped, traffic safety and many others. Recently, it added an exciting new campaign to its list: one to encourage Americans to learn more about our economic system.

Yet this donated creative effort, time, and space are not enough to do the job. Money is necessary to operate: Money to service thousands of mass media outlets with the materials needed to publish or broadcast the advertising message.

Your company can play a role. If you believe in supporting public service efforts to help meet the challenges which face our nation today, then your company can do as many hundreds of others—large and small—have done. You can make a tax-deductible contribution to the Advertising Council.

At the very least you can, quite easily, find out more about how the Council works and what it does. Simply clip and mail the coupon below. You'll receive material which tells how American management is helping to solve many of today's problems.

Mail to: Robert P. Keim, President
The Advertising Council, Inc.
825 Third Avenue, New York, New York 10022



Please send us your material

Name _____

Company _____

Address _____

City/State/Zip _____

Weeds Trees & Turf *FREE INFORMATION*

Want free information on products and services advertised and featured in this issue? Use this card. Circle the numbers on which you want information and mail today.

101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120
121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140
141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160
161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180
181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200
201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220
221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240
241	242	243	244	245	246	247	248	249	250	700	701	702	703	704	705	706	707	708	709
710	711	712	713	714	715	716	717	718	719	720	721	722	723	724	725	726	727	728	729

NAME	TITLE
COMPANY	
ADDRESS	
CITY	STATE ZIP


Do you want to receive Weeds Trees & Turf? YES NO

Are you interested in receiving or continuing to receive WEEDS TREES & TURF? If you are, complete all the information on this card and mail today.

DATE _____ SIGNATURE _____

Please check the one item which best describes your primary type of business:


- | | |
|---|--|
| 1. <input type="checkbox"/> Rights-of-Way Maintenance | 12. <input type="checkbox"/> Airports |
| <input type="checkbox"/> a. Highway | 13. <input type="checkbox"/> Military Installations |
| <input type="checkbox"/> b. Utility | 14. <input type="checkbox"/> Grounds or Landscape personnel in businesses not specified above. |
| <input type="checkbox"/> c. Railroad | 15. <input type="checkbox"/> Mine Field Reclamation |
| 2. <input type="checkbox"/> Chemical Applications (vegetation and structural) | 16. <input type="checkbox"/> Chemical lawn care companies |
| <input type="checkbox"/> a. Commercial/Industrial ground applicators | 17. <input type="checkbox"/> Landscape contractors |
| <input type="checkbox"/> b. Aerial Applicators | 18. <input type="checkbox"/> Landscape architects |
| 3. <input type="checkbox"/> Extension Services; Forestry; Federal and State Regulatory Agencies | 19. <input type="checkbox"/> Sod Growers |
| 4. <input type="checkbox"/> Parks and Grounds Maintenance — Federal, State, Municipal (does not include Forestry) | 20. <input type="checkbox"/> Seed Growers |
| 5. <input type="checkbox"/> Golf Courses | 21. <input type="checkbox"/> Tree Service Companies/Arborists |
| 6. <input type="checkbox"/> Cemeteries | 22. <input type="checkbox"/> Wholesale nurseries/Tree Farms |
| 7. <input type="checkbox"/> Industrial Parks | 23. <input type="checkbox"/> Irrigation and Water Drilling Contractors/Consultants |
| 8. <input type="checkbox"/> Shopping Centers | 24. <input type="checkbox"/> Chemical Dealers/Distributors |
| 9. <input type="checkbox"/> Hospitals, Nursing Homes, Schools, Colleges and Universities (Grounds maintenance personnel only) | 25. <input type="checkbox"/> Equipment Dealers/Distributors |
| 10. <input type="checkbox"/> Athletic Fields | 26. <input type="checkbox"/> Other (Specify) _____ |
| 11. <input type="checkbox"/> Race Tracks | _____ |
| | _____ |



First Class Permit

No. 665

Duluth, Minn.



BUSINESS REPLY MAIL

No Postage Stamp Necessary if Mailed in United States



Postage will be paid by

Weeds Trees & Turf



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Duluth, Minnesota 55806