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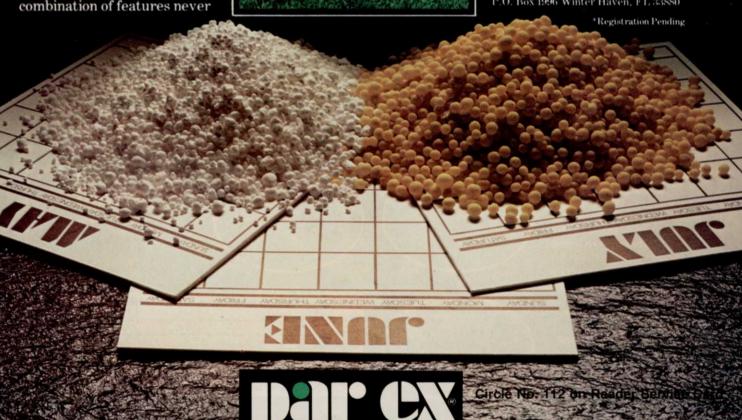


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503-581-8899
And
PO Box 101
Harrisburg OR 97446
503-995-6754
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Ryegrass

E F Burlingham & Sons
1936 19th Ave
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Forest Grove OR 97116
503-357-2141
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Tall Fascue, Bonnieblue Kentucky
Bluegrass, Majestic Kentucky Bluegrass,
Birka Kentucky Bluegrass, Sydsport
Kentucky Bluegrass, Belle Perennial
Ryegrass, Banner Chewings Fescue

Ernst Crownvetch Farms RD 5 Box 806 Meadville PA 16335 814-425-7276

★ Garfield Williamson Inc 1072 West Side Ave Jersey City NJ 07306 201-435-3500 Certified Turfgrass Seed Names: Omega Perennial Ryegrass, Eclipse Kentucky Bluegrass, Jaguar Tall Fescue

Grasslyn Inc 641 Pine Grove Rd State College PA 16801 814-238-0133 Certified Turfgrass Seed Names: Penngift Crownvetch

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 208-773-7581
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Kentucky Bluegrass, Jamestown
Chewings Fescue, Yorktown, Yorktown
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Mangelsdorf Seed Co 4500 Swan Ave St Louis MO 63110 314-535-6700 Certified Turfgrass Seed Names: Arboretum Ky Bluegrass, Adelphi Ky Bluegrass, Baron Ky Bluegrass, Fylking Ky Bluegrass, Glade Ky Bluegrass, Warren's A-34 Ky Bluegrass, Manhattan Perennial Ryegrass, Pennfine Perennial Ryegrass, Regal Perennial Ryegrass

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Canada
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Ryegrass, Omega Perennial Ryegrass,
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Patten Seed & Turfgrass Co 119 Murrell Ave Lakeland GA 31635 912-482-3131 Certified Turfgrass Seed Names: Centi-Seed, Tifgreen, Tifdwarf, Tifway, Tifway II, Emerald, Meyer Z-52, Raleigh, Floratam

Penncross Bentgrass Assn 1349 Capitol St NE Salem OR 97303 503-363-1022

Pennfine Perennial Ryegrass PO Box 923 Minneapolis MN 55440

Otto Pick & Sons Seeds Ltd Box 126 Richmond Hill ON L4C 4X9 Canada 416-884-1147

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Otto Pick & Sons Seeds Ltd RR 2 Box 4 Winnipeg MB R3C 2E6 Canada 204-633-0088

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PO Box 888
Tangent OR 97389
503-926-8886
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Kentucky Bluegrass, America Kentucky
Bluegrass, Touchdown Kentucky
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Ryegrass, Blazer Turf-Type Perennial
Ryegrass, Dasher Turf-Type Perennial
Ryegrass, Agram Chewings Fescue,
Tournament Hard Fescue, Exeter
Colonial Bentgrass, Kingstown Velvet
Bentgrass

Rothwell Seeds Ltd PO Box 511 Lindsay ON K9V 4S5 Canada 705-324-9591 Rugby Kentucky Bluegrass PO Box 923 Minneapolis MN 55440 Certified Turfgrass Seed Names: Rugby Kentucky Bluegrass

★ O M Scott & Sons Co Proturf Div Marysville OH 43040 513-644-0011 Certified Turfgrass Seed Names: Proturf

Seaboard Seed Co PO Box 117 Bristol IL 60512 312-553-5801

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Seed Production & Introduction Corp (S P I C)
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Southern Turf Nurseries (Sprigs) PO Box 714 Tifton GA 31794

560 Fulton St PO Box 366 Buffalo NY 14240 716-825-3300 Certified Turfgrass Seed Names: Koket Chewings Fescue, Old English, Crown Vetch, Pennfine Perennial Ryegrass, Rugby Kentucky Bluegrass

Stanford Seed Co 809 N Bethlehem Pike Spring House PA 19477 215-643-6470 Certified Turfgrass Seed Names: Rugby Bluegrass, Pennstar Bluegrass, Pennfine Ryegrass, Manhattan Ryegrass, Penncorsss Bentgrass, Penneagle Bentgrass

Sunbelt Seeds Inc 2055 Tucker Industrial Rd Tucker GA 30084 404-491-1311

Tee-2-Green Corp PO Box 250 Hubbard OR 97032 800-547-0255

Turf Plantation 202 E Washington Jonesboro AR 72401 501-972-5549 Certified Turfgrass Seed Names: Tifway 419, Tifway 328

* Turf-Seed Inc

44 G St
PO Box 250
Hubbard OR 97032
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Vaughan's Seed Co 5300 Katrine Ave Downers Grove IL 60515 312-969-6300 Certified Turfgrass Seed Names: Cheri, Adelphi, Glade, Reubens Canada Blue, Citation, Master Blend

Vaughan's Seed Co Chimney Rock Rd Bound Brook NJ 08805 201-356-4200 Certified Turfgrass Seed Names: Adelphi Kentucky Bluegrass, Glade Kentucky Bluegrass, Cheri Kentucky Bluegrass, Merit Kentucky Bluegrass, Touchdown Kentucky Bluegrass, Pennant Perennial Ryegrass, Citation Perennial Ryegrass, Regal Perennial Ryegrass

Warren's Turf Nursery Inc Seed Div 7502 S Main St Crystal Lake IL 60014 815-455-5100 Seed Div PO Box 459 Suisun CA 94585-0459 707-422-5100; 422-5101 Certified Turfgrass Seed Names: A-34 BenSun Kentucky Bluegrass

Whitney Dickinson Seeds Inc 52 Leslie St Buffalo NY 14211 716-896-1111 Certified Turfgrass Seed Names: Pennfine Perennial Ryegrass, Manhattan Perennial Ryegrass, Manhattan II Perennial Ryegrass, Rugby Kentucky Bluegrass

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LAKESHORE: OHIO TURF DEALER GROWS INTO NATIONAL MANUFACTURER

In 1961, there were three ways for a golf course superintendent to buy products he needed; from an agricultural supplier, garden center dealer or, in a few cities, from a localized "turf distributor" such as Bob Burkhardt in Rocky River, Ohio. Regional distributors of turf and landscape supplies hadn't developed in most areas of the United States by then.

Today, Bob Burkhardt looks back with partner Jim FitzGibbon and smiles, almost in disbelief, at the state of Lakeshore Equipment & Supply Co., one of the first "regional turf suppliers," now a national distributor of turf supplies. The \$75,000 gross of 1962 has grown and is now approaching \$40 million including chemical and equipment manufacturing divisions.

FitzGibbon, a lumber broker and hardware merchant, joined up with Bob Burkhardt in the early 1960s. Since 1962, Lakeshore has had four homes in the Cleveland area, but next year the company returns its offices to where it started out, Rocky River. Lakeshore is in the process of rennovating the old hardware store to make it the new headquarters for LESCO.

The company's current headquarters in Elyria, OH, doesn't have the Musac atmosphere of some companies. It is more like the floor of the stock exchange with orders being announced over the intercom and all kinds of activity in the hallways and offices. The only time the principals really have time to discuss business is over lunch.

As the name implies, Lakeshore started as an equipment and supply dealer located on the south shore of Lake Erie, supplying local golf courses, cemeteries, greenhouses and nurseries. More than 80% of its business in 1963 was equipment. Lakeshore represented National, West Point Products, Sod Master, Goodall, H.D. Hudson and Smithco, among others. Its first

salesman, Herb Cole, came from H.D. Hudson in 1963. Sales people Gene Probasco, Ed Williams, Barb Craycraft and Ron Giffen joined the company shortly thereafter.

FitzGibbon and Burkhardt weren't satisfied with the territorial limitations placed on equipment distributors by manufacturers. They had a concept for a regional business and restrictive territories were counterproductive. Even so, Lakeshore grew to become the largest distributor of many equipment lines. "There are two thoughts on marketing equipment," says FitzGibbon. "One is to sell by territory. The second is to allow competition to take its course." Though the second choice was not popular in the turf industry, Lakeshore was ready to let competition take its course. The course led straight to growth.

In the early days. Lakeshore also sold a line of fertilizers manufactured by Agrico. Today, its subsidiary Ag Industries Mfg., Columbia, Alabama, produces sulfur-coated urea and sulfur-coated fertilizers. Facilities in Wellington, OH, produce fertilizer, formulate chemicals and serve as a warehouse. Manufacturing, formulating and warehouse facilities are also located in Sebring, FL, and a new warehouse is located in Landover,

Lakeshore added chemicals to its line in 1970 when Morton Chemical was selling out its line of turf herbicides. Lakeshore bought the products and originated its first private label chemicals, Lescopex-MCPP-and Lesopar-a combination of MCPP and 2,4-D. Today, Lakeshore formulates a line of 20 proprietary chemicals including Lescosan, A,4-D (2,4-D), Dursban® and Diazinon® granular and fertilizer combinations. Plans for 1983 include more formulating facilities and more facilities for the manufacture of after-market replacement parts for turf equipment and golf course accessories.

If Lakeshore has symbol to tout, it is its LESCO Truck showroom system. With 21 trucks and growing, Lakeshore brings a showroom on wheels to its golf course customers once a month, or more often if needed. Chemicals, equipment and accessories are displayed and supplied from the trucks. In between salesmen's visits, customers can order directly from Elyria. Ads encourage phone orders suggesting customers "Call Barb" for fast service.

Lakeshore's first LESCO Truck was placed in Florida and proved to be a disappointment. A second chance in Florida proved to be successful, however, and Lakeshore has expanded its truck routes ever since. Prior to instituting truck sales, Lakeshore served the states of Ohio, Indiana, Michigan, Kentucky, Pennsylvania and Illinois. Today, the company serves 25 states with its sales force and the entire country with its mail order business

The trucks have enabled Lakeshore to grow more into Southern markets which have year-round sales. Growth there has also encouraged Lakeshore to enter the overseeding market. A relationship with Turf Seed, Inc. in Hubbard, OR, has prospered with CBS overseeding mixture. Future seed varieties are being tested by Turf Seed's Dr. Bill Meyer.

The lawn service business has given Lakeshore another area for growth. FitzGibbon sees continued growth there as well as in the golf course and nursery areas. A new line of spreaders, including an electric model, might be the beginning of a national equipment manufacturing division. "We already make many replacement parts for golf equipment, we just don't assemble the units yet," says FitzGibbon.



VEGETATION MANAGEMENT

By Roger Funk, Ph.D., Davey Tree Expert Co., Kent, Ohio

Q: I would like to know as much as possible about gummosis. It is common here on Russian olive and honey locust, and I have been told that it is a sure sign of stress. What kind of stress? Water, nutrient, light, insects? What is it? How does it form? Where does it come from? And would it be toxic to trees that are close or are planted as replacements in the same spot? (Colorado)

A: Gummosis is defined as the exudation of sap which breaks out to the surface. Discharges may be due to the attack of a parasite, often in another part of the plant. The peach borer, working in the crown, may cause gummosis of trunk and branches. Gummosis caused by the fungus, Botryosphaeria dothidea, has been reported recently on peach as well as currant, apple, almond and blueberry. It is highly possible that a biological stress or combination of stresses weakened the trees and predisposed them to borers or a fungal infection which, in turn, caused gummosis. Biological stress can be any environmental factor capable of inducing a potentially injurious physical or chemical change in a living organism. These factors include drought, defoliation, high and low temperatures, transplanting, wounding and chemical (i.e. herbicides, air pollution) stresses. Both water stress and defoliation have reportedly predisposed several tree species to Botryosphaeria dothidea, the fungal organism mentioned earlier as causing gummosis.

Contact your local Cooperative Extension Service for information concerning the nearest diagnostic laboratory to which you can submit samples. Perhaps Dr. James R. Feucht, Professor, Landscape Plants, Department of Horticulture, Colorado State University, could be of assistance. You may also want to contact Dr. Schoeneweiss at the Illinois Natural History Survey in Urbana, Illinois, for further information on environmental stress and predisposition.

Q: We've tried Roundup to control kikuyugrass when renovating Kentucky bluegrass turf but the kikuyugrass begins reestablishing almost immediately. Is there another chemical or method that does a better job? (California)

A: An application of glyphosate (Roundup) followed by thatch removal, overseeding and an application of Siduron to limit kikuyugrass seedling germination produces the best results.

Initial competition of the overseeded grasses also is very important in reducing kikuyugrass regrowth. Perennial ryegrass and tall fescue which germinate and become established much more rapidly than Kentucky bluegrass are recommended.

Q: Can you recommend a publication on diagnosing tree problems that can be used to help train fieldmen? (Ohio)

A: Identifying Shade Tree Problems (A3073) by Dr. Gayle Worf, Professor of Plant Pathology at the University of Wisconsin, is an excellent aid for field personnel. It contains color prints, is reasonably priced and is available to out-of-state purchasers from Agricultural Bulletin Building, 1535 Observatory Drive, Madison, Wisconsin 53706

Q: I read recently that lime reduces the number of grubs in turf. Is this true can lime be used as an effective control for beetle grubs? (New York)

A: Lime does appear to provide some kind of physical or chemical barrier which prevents the female beetle from entering the soil and laying eggs. However, the barrier is temporary, probably lasting only a few days. Further testing is necessary to determine the effectiveness of lime in reducing white grub populations, but current indications are that lime alone will not provide adequate control.

Q: What causes the leaves of black locust to turn brown every summer? Is it a disease and can it be controlled? (West Virginia)

A: The larvae of the locust leafminer cause the leaflets to turn brown by mining between the leaf surfaces. Several insecticides are effective including Diazinon or carbaryl sprayed on foliage in late May and again in early July to control adult beetles.

Q: Could the weight from unused mortar dumped on one side of a large slash pine cause injury to the root system? The mortar was removed after about a month but two large limbs have since died on that side. (Florida)

A: Compaction and changes in water and oxygen availability can quickly cause injury to roots. Older trees and those in weakened condition are more seriously injured. Slash pines also are reportedly sensitive to pH changes in the soil. Lime from the mortar could have raised the pH to an unsuitable level.

Send your questions or comments to: Vegetation Management c/o WEEDS TREES & TURF, 757 Third Avenue, New York, NY 10017. Leave at least two months for Roger Funk's response in this column.