

EDUCATION

WSNA deals out \$5600 in scholarship funds

The Washington State Nurserymen's Association (WSNA) recently awarded eight students in horticulture, landscape architecture, and related fields a total of \$5,600 in scholarships and research grants for this school year.

Stephen Mark Nordeen, a Washington certified nurseryman and employee of Edmonds Garden Center, Daniel Ray Snipes, a horticulture student, Mary E. Auld, a third year landscape architecture student, and Elaine Montague, in her final year of horticulture and business studies, all received \$800 scholarships. Nordeen attends Western Washington University, Mary Auld the University of Washington, and Snipes and Miss Montague Washington State.

The latest recipient of the WSNA Northwest Chapter's Jim Brown Memorial Scholarship (established in honor of Jim Brown, the blind founder of Wayfarer Nursery, who died in 1978) is David M. Hulings, a student at Edmonds Community College.

Receiving \$300 scholarships were Nancy Sakagami and Steve Swartz,



For a job well done

Jon Loft, chairman of Lofts Inc., presents a check for \$65,232.26 to Rutgers University representing the royalties on the 1983 harvested turfgrass seed developed by that university, including RAM I and Mystic Kentucky bluegrasses, and five perennial ryegrasses—Palmer, Repell, Diplomat, Yorktown, and Yorktown II. Loft credited the unusually high royalties to the increased demand for high-quality turfgrasses. Pictured with Loft (l to r) are Dr. R. Hurley of Lofts, and Drs. H. Indyk, R. Duell, C. Reed Funk, L.A. Douglas, and R. Engel all of Rutgers.

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both of South Seattle Community College, and Roger D. Anderson at Clark College.

AWARD

Dow's Chapman honored for articles

Douglas J. Chapman, horticulturist-administrator at Dow Gardens and a

member of the *Weeds Trees & Turf* editorial board, picked up the Author's Citation for 1984 from the International Society of Arboriculture at a recent meeting at the Chateau Frontenac in Quebec City, Quebec.

During the past three years Chapman has had articles published in numerous scientific and commodity publications, including: *International*

Society of Arboriculture, International Plant Propagators Society, American Nurseryman, Weeds Trees & Turf, American Horticulture Society, Purdue University, American Society for Horticulture Scientists, and Arborists Journal.

The articles have dealt with some of the research conducted at Dow Gardens, Midland, MI, in the areas of propagation, provenance, plant adaptation, new plant introductions, and integrated plant management.

Chapman has been at the Dow Gardens since March 1975 with his main research concentrating on the development, propagation, and introduction of new woody ornamental trees and shrubs in the Great Lakes region.

ASSOCIATIONS

ASPA midwinter confab slated for Disney World

The Contemporary Hotel on the Walt Disney World Complex, just outside of Orlando, FL, is the site of the American Sod Producers Association's (ASPA) 1985 Midwinter Conference, and ASPA officials caution that early hotel reservations will be necessary because of the popularity of the hotel. The room reservation deadline is Dec. 16, which is 45 days prior to the actual meeting set for Jan. 30-Feb. 1.

In a related matter, the ASPA five-point code of ethics is being distributed to members in plaque form.



The broad-ranging code was approved by the organization's 13-member board of trustees earlier this year and was introduced in plaque form during the summer convention and field days.

Inquiries concerning the midwinter conference and the plaque can be directed to ASPA offices, 4415 West Harrison, Hillside, IL 60162, or phone (312) 449-2890.

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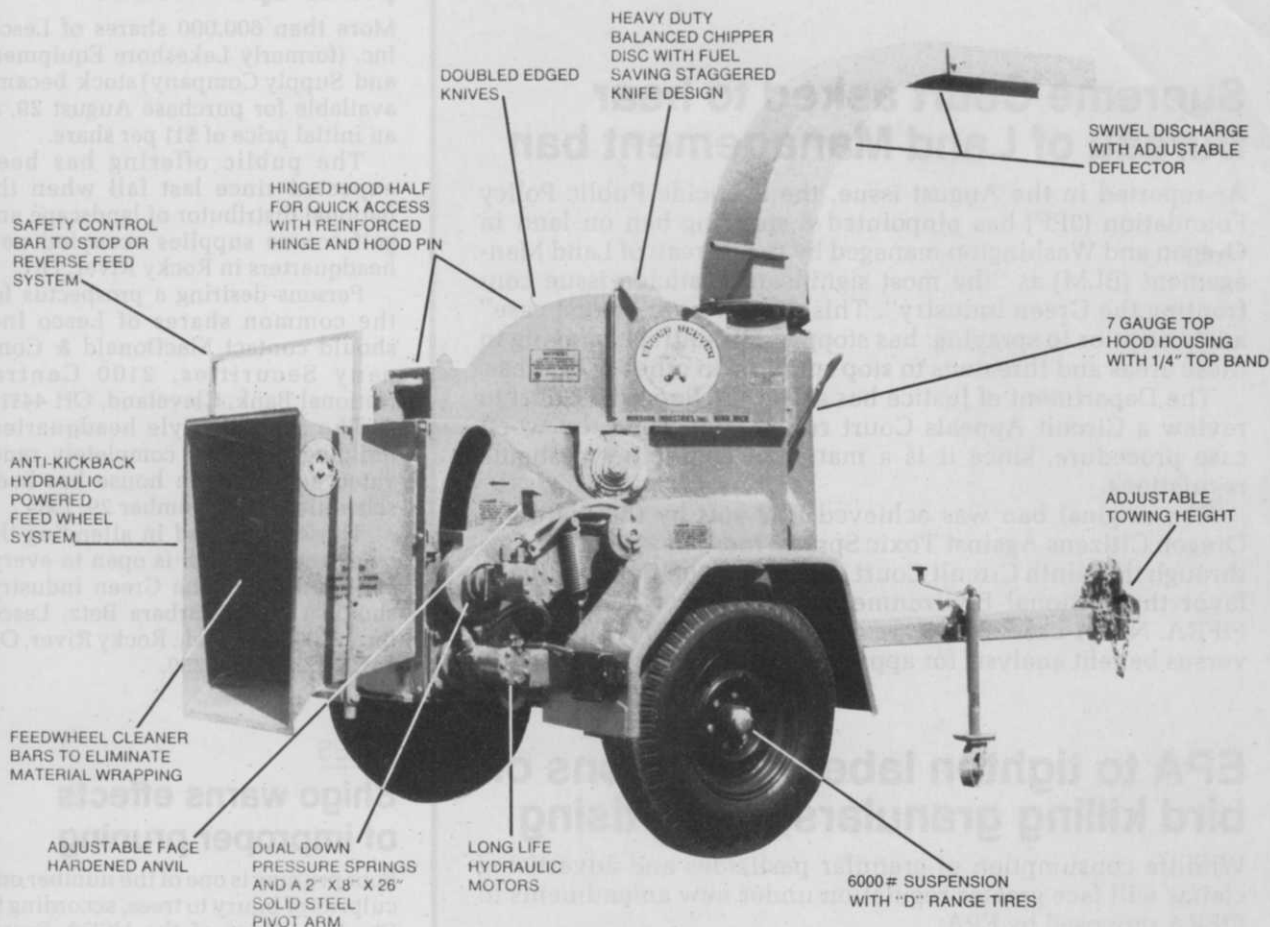
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UPDATE

Supreme Court asked to hear Bureau of Land Management ban

As reported in the August issue, the Pesticide Public Policy Foundation (3PF) has pinpointed a spraying ban on land in Oregon and Washington managed by the Bureau of Land Management (BLM) as "the most significant pesticide issue confronting the Green Industry". This dispute over "worst case" analysis prior to spraying, has stopped all contract spraying in these areas and threatens to stop spraying in other BLM areas.

The Department of Justice has asked the Supreme Court to review a Circuit Appeals Court ruling supporting the worst case procedure, since it is a matter of conflicting pesticide regulations.

The original ban was achieved in a suit by the Southern Oregon Citizens Against Toxic Sprays, Inc. They won the case through the Ninth Circuit Court of Appeals, the Court ruling in favor of the National Environmental Policy Act (NEPA) over FIFRA. NEPA uses worst case analysis while FIFRA uses risk versus benefit analysis for approving pesticide use.

EPA to tighten label regulations on bird killing granulars, advertising

Wildlife consumption of granular pesticides and advertising claims will face greater regulation under new amendments to FIFRA proposed by EPA.

Certain granular pesticides have allegedly been toxic to feeding birds and other wildlife. These products would carry a restricted use classification.

EPA also wants to police advertising of restricted use pesticides. The proposal would probably be similar to Food and Drug Administration regulations focusing on claims of use, efficacy, and safety.

More restricted use training likely

EPA's Administrator's Pesticide Advisory Committee is hitting the question of direct supervision of restricted use pesticide applicators hard. Members of the Committee range in opinion from "on site" supervision to extra training, but not necessarily certification.

One member called direct supervision "impractical", recommending varying levels of training for different pesticide classifications instead. The representative from the National Campaign Against Misuse of Pesticides claimed certification was no more difficult than taking a driver's licence examination.

DISTRIBUTORS

Lesco goes public, plans open house

More than 600,000 shares of Lesco, Inc. (formerly Lakeshore Equipment and Supply Company) stock became available for purchase August 29, at an initial price of \$11 per share.

The public offering has been expected since last fall when the national distributor of landscape and golf course supplies occupied new headquarters in Rocky River, OH.

Persons desiring a prospectus for the common shares of Lesco Inc. should contact MacDonald & Company Securities, 2100 Central National Bank, Cleveland, OH 44114.

The colonial-style headquarters building has been completely renovated and an open house has been scheduled for November 29, 1984.

Those interested in attending the open house, which is open to everyone working in the Green Industry, should contact Barbara Betz, Lesco, Inc., 20005 Lake Rd., Rocky River, OH 44116. (216) 333-9250.

TREES

Shigo warns effects of improper pruning

Poor pruning is one of the number one culprits of injury to trees, according to Dr. Alex Shigo of the USDA Forest Service, Durham, New Hampshire.

Shigo, one of the key speakers at this year's Professional Grounds Management Society annual conference in Worcester, MA, in October, told a packed room of professional grounds managers that neglect, poor care, and poor pruning are a tree's worst enemies.

"Nature does everything short of putting blinking lights on how a tree should be pruned," he said. "Nature comes with a set of instructions that are seldom heeded."

Shigo, one of the foremost plant pathologists in the country and a frequent international tree consultant, drove home the idea that a tree is a "compartmentalized" organism with many "boundaries."

"There is absolutely no way a tree can heal a wound," explained Shigo. "They set boundaries around the infected tissue that compartmentalizes it, but doesn't heal it."

Shigo passed out brochures on proper tree pruning at the conference. Additional copies can be secured by writing the Northeastern Forest Experiment Station, 370 Reed Road, Broomall, PA 19008.

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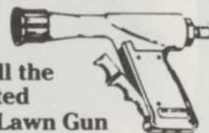
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SNOW REMOVAL

A Big Part of Full-Service Landscape Management

by Ron Hall, assistant editor



Full service is a term heard more and more today from landscape maintenance companies. Snow removal, although seasonal, is a growing part of full service landscape management.

Readers have discovered by using the same sound business practices they use for growing season industries (and much of the same equipment too) they can build a lucrative off-season business.

Maintenance contractors sometimes don't have a choice. Snow removal is an integral part of the year-round condominium and apartment maintenance accounts they worked so hard to get. They HAVE to provide professional snow removal.

WT&T talked to Green Industry businessmen from across the nation and learned that whether they push snow for that all-important winter cash flow or as part of their regular maintenance tasks, there are several factors that determine their success. Three kept popping up: planning, equipment, personnel.

Bill McGee of Smith Lawn and Tree, Kansas City, MO, thinks planning is a major reason why his company is successful in providing snow removal for 43 commercial locations in his area. He wants his employees to know their territories and duties long before snow flies.

"We take our men out and let them look at all of our areas, usually sometime in October," McGee says. Besides acquainting the men to their routes and duties, this pre-season tour can pinpoint potential problems, like shrubbery or landscaping that's likely to get covered and possibly mangled by machinery.

Each of Smith Lawn and Tree's four-wheel-drive trucks contains a 12-page booklet giving locations and the types of equipment to use for particular jobs, and many of Smith Lawn's trucks are equipped with two-way radios. "We do this so that if somebody not familiar with the route has to do the work, he'll know what to do," McGee explains.

The Kansas City firm uses 16 pieces of equipment in its snow removal battles, including a small fleet of four-wheel-drive trucks with plows, one John Deere tractor with a blade, and two Hustlers which double as riding mowers in the summer. When the snow falls the Excel Hustlers are equipped with cabs, heaters, windshield wipers, and blades to work in and around sidewalks and touch-up areas.

Other companies also provide accessories to turn what is generally regarded as summer equipment into

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snow fighting machinery.

For instance, Bunton recently announced optional attachments for its turf tractors, including an insulated cab with windshield wiper and defroster. Blades and snow throwers are available for the Bunton tractors, attachments other manufacturers usually offer for their turf tractors as well.

Although Bob Coles at Minnehaha Falls Nursery, Minneapolis, provides both snow removal and hauling, the hauling generates more cash and is generally easier on his equipment. He charges on an hourly basis and handles such commercial accounts as



A Ford tractor mounted with a Sweepster broom makes short work of snow along a driveway.

hospitals, government buildings, and businesses.

Coles uses a total of 15 pieces of equipment in his snow business, including pickups and two-ton trucks equipped with Western plows.

Wear and tear

Wear and tear on equipment and higher insurance premiums should be carefully considered by those planning to offer snow removal for profit, he cautions.

Jim Moren, facility manager for Beachill Development Company, deals with an average of 50 inches of snow annually in Manchester, NH. At the 320-unit Beachill complex, just 40 miles from the Atlantic coast, blankets of wind-driven snow off the ocean create a big problem in 18 parking lots and 11 miles of sidewalks.

"We get a lot of heavy, wet snow and that's the hardest to remove," Moren says. "Anybody can remove that dry stuff."

Moren attacks snow with an arsenal of versatile machinery, often the same he uses during his summer maintenance duties. He just adapts

their use from summer to winter by adding the necessary attachments.

The heart of his snow removal effort is a pair of 17-hp, four-wheel-drive Kubota tractors equipped with class A hitches (the same used on farm equipment). In the summer the tractors can be fitted with a backhoe, rototiller, or lawnmower, and in the winter with plows. "I'm not saying they'll do everything perfectly," Moren says, "but they're versatile pieces of equipment."

For clearing sidewalks to the individual housing units Moren uses four 8-hp Simplicity snow blowers which he describes as "the best on the market."

Bob Nagel of Bob's Lawn Service in Eden Prairie, MN, a suburb of Minneapolis, uses John Deere snow blowers, a Bobcat, and seven Ford trucks with Western snow plows to service his snow accounts who became customers as a natural extension of his lawn care business. "It just kind of fell in place," Nagel says of his 10-year-old snow removal business.

Like Nagel, Craig Christenson of Midwest Turf in Wayzata, MN, uses a 3/4-ton Ford pickup equipped with a Western plow. Many of Christenson's snow removal customers are also lawn maintenance customers.

"A lot of people want service 12 months of the year and they want to deal with one person instead of a lot of different people," Christenson says. "So, if you're willing to expand yourself, you open yourself up to a bigger market. If things start to get too big, we subcontract some of it out."

Some of the largest accounts in the northeastern Ohio city of Akron are handled by Fred Azar whose landscaping and snow removal businesses are only six years old. Azar believes in getting the most out of his equipment, so he preaches maintenance.

"In changing from landscaping to snow removal I have to make sure everything is tuned up and in perfect working condition. Breakdowns are usually more annoying and more expensive in winter," he says.

The heart of Azar's operation is 16 four-wheel-drive dump and pickup trucks and an assortment of front loaders and tractors he also uses in his landscaping business. "That way they're not sitting around all winter," he explains. "They're out there making me money."

Among his 75 accounts is Akron City Hospital with its heliport which Azar must keep free of ice (he uses an alcohol-based solution) and miles of sidewalks which he assaults with an army of 15 Toro snow blowers.

"There isn't one special manufac-

turer I buy from," Azar says. "I want the best I can get because when you've got business rolling and something needs to be opened up, you have to be ready. I can serve my clients better by offering the best quality I can and that means that I have to have the best equipment I can get."

But getting the best equipment money can buy is often a difficult decision because of competing features on similar products from major manufacturers.

For instance, John Deere, Simplicity, and Gilson Brothers all recently introduced walk-behind snowthrowers with 5-hp engines, big enough for most walkways and driveways but maneuverable enough for homeowners. Professional snow removers generally use 8-or-10 hp heavy-duty models.

The new, walk-behind snowthrowers, the John Deere 524, the Simplicity 555, and Gilson, which is offering one model with a 4-hp Tecumseh and the other with a 5-hp Briggs & Stratton engine, give prospective buyers a lot to think about in just that one size.

The competition is just as keen in other types of snow removal equipment and purchasers say they end up favoring those lines that are easiest to maintain and offer the best dealer service.

Bob Sutz of Sutz & Sons Corrective Landscape says he uses John Deere tractors in both landscaping and snow removal because of the service he's received from his dealer. Sutz, of West Seneca, NY, just outside of Buffalo, bought his first John Deere tractor several years ago and now uses four: 318 and 650 models equipped with front-mount blowers, and 1050 and 1250 models with loaders and 3-point hitch snow blowers.

Sutz, no rookie snow jockey, has been in business since 1970 and prior to that drove a snow plow for the township. Most of his accounts are small plazas and large restaurants, and he suggests that businessmen should plan for snow when they build.

For instance, improperly placed planters and landscaping could cost a businessman an extra \$300 to \$500 a winter. "If we're on the job an extra 40 or 50 minutes working around something each time we go out it's going to cost more," Sutz says.

"When they bring in architects to design these businesses they could reduce their snow removal 10 to 20 percent if they had somebody that did commercial snow plowing come in and show them some of the things they should look out for."

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