

ASSOCIATIONS

PGMS, ALCA plan joint trade show

Two national associations are pooling their efforts for a trade show in Milwaukee late in 1986.

The Professional Grounds Management Society and the Landscape Management Division of the Associated Landscape Contractors of America will be holding a joint show in conjunction with their annual meetings Nov. 9-13 in the Milwaukee Convention Center. The show is planned for Nov. 11-12. A field day with demonstrations of equipment is set for Nov. 13.

RESEARCH

Growth regulator studied at Temple

A potential new low-cost growth regulator is being studied on tomato plants at Temple University by Dr. George Manaker, chairman of the university's department of horticulture.

"In the case of ornamental plants, we might see shorter production time, more flowers per plant, and earlier

flowering," Manaker says of the new compound which came to the attention of researchers about five years ago.

Although interest in the compound reportedly waned because of the expense of its production, scientists discovered that it is also found naturally in plants. For his research at Temple's Ambler Campus, Manaker is using an experimental compound which can be extracted from natural plant sources at much less cost than producing the pure chemical.

Manaker declines to name the compound to protect possible patent rights.

"We are now compiling data to see what the effects have been on growth and other plant development," the Temple researcher says.

INDUSTRY

Praise the Lord, pass the shovel

Landscapers in sunny Southern California chalked up some points on that big board in the sky recently.

Members of the Long Beach/Orange County Chapter of the Cal-

ifornia Landscape Contractors Association (CLCA) donated time and material to help a church prepare its sanctuary for Easter.

"They came in here and did the whole thing from the turf to the trees," Dan Moore, pastor of the Living Waters Christian Fellowship in Fountain Valley, tells WEEDS TREES & TURF. "They did an incredible job. For four or five days they had 15 or 20 fellows working on our property. They seemed to be having a ball."

Moore reports the cooperative landscaping effort transformed the two-acre church grounds into a garden. He terms the effort of the landscapers and their suppliers as "a humanitarian gesture."

For their part, the CLCA members felt the project was a pretty fair image builder. Or as Gary Walters, president of the local CLCA chapter, says: "We want the community to know that the members of the CLCA are not out to make a quick buck."

Mike Cucchiara of Hydro-Scape Products arranged for the donated materials and time, while Wayne DuBoise of Mission Landscape in Mission Viejo coordinated the actual construction.

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From the turf care group at Union Carbide

UPDATE

Herbicide defense workshop held

More than 60 people in forestry, lawn care, and agriculture met in Atlanta this spring to learn about defending pesticides on the state and local level. The workshop was sponsored by the National Coalition for a Reasonable 2,4-D Policy and featured Edith Efron, author of the book *The Apocalyptics* on cancer research in the U.S. Efron contends that public opinion about cancer has been shaped through the media by false information about man-made versus naturally occurring carcinogens.

Harold Olinger, assistant chief of administration for the Virginia Division of Forestry, outlined the types of public hearings and told the workshop attendees how to use them to their advantage. "The public hearing can serve many purposes and we need to learn to use it to our advantage," Olinger advised.

Mary Ann Ford, public affairs manager for Union Carbide, told the group public relations programs are necessary to encourage a better two-way understanding.

Labor lawyer Richard Lehr told the group employees must be aware of customer concerns since liability begins with employees.

Ray Russell, public affairs manager for the Dow Chemical Co., Agricultural Products Dept., said pesticide disputes are more common today on the state and local level. Specific products are being challenged rather than pesticides in general said Russell.

Agency, legislature disagree

Members of the Texas House Agriculture Committee believe that state's Department of Agriculture overstepped its bounds when it issued regulations recently requiring farmers to pre-notify neighbors and delay farmworker entry to treated fields. The Department's regulations were harolded by the Environmental Protection Agency as bold measures to protect neighbors and farmworkers from pesticides. The state's pesticide lobby didn't think it was within the Department's authority to set such restrictions.

Minnesota faces fertilizer limits

Local ordinances in Minnesota intended to limit the amount of phosphate reaching lakes may include limitations on fertilizers applied to turf to 0.5 lbs. phosphorus per 1,000 sq. ft. per year. The Minnesota Agricultural Fertilizer Dealers Association is researching legislation in other states regarding fertilizer applications. Both current consumer and professional fertilizers would exceed this amount of phosphorus. Lawn care companies and golf courses would have to limit phosphorus applications to once per year if the ordinances take effect. Persons with experience in similar fertilizer legislation are urged to contact Craig Sallstrom, 1821 University Ave., Room 253, St. Paul, MN 55104.

"I've been in the CLCA for some time now and this isn't the first time we've joined together in a community project," Walters adds.



The California Landscape Contractors Association donated time and material this spring in helping the Living Waters Christian Fellowship in Fountain Valley get its sanctuary ready for Easter. Shown here (l to r): Pastor Dan Moore, Mike Cucchiara, Wayne DuBoise, Dave Patterson, Bob Cavanaugh, and Gary Walters.

INDUSTRY

Herbicide Team gets grass registration

Team, a herbicide from Elanco, has received registration for control of crabgrass, goosegrass, and other weed grasses in cool-season turf. It should be available in limited quantities in 1985.

Golf course superintendents will be evaluating claims it provides long-lasting and improved control of late-germinating annual grasses.

ASSOCIATIONS

Georgia golf groups sharing quarters

Headquarters of four separate golf-related organizations in Georgia are going to be located under the same roof. Each association, however, will retain its autonomy.

"This is in no way a merger between any of the associations," says Wendell Couch, president of the Georgia State Golf Association (GSGA).

Joining the GSGA and the South-eastern Region of the U.S. Golf Association in their office in Marietta, GA, are staff members from the Georgia Golf Course Superintendent's Association (GGCSA) and the Georgia Section of the Professional Golfers' Association of America.

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A spokesperson at the 2,000-sq-ft office tells WT&T the associations are sharing the "Golf House south offices to better serve the interests of golf in Georgia."

AWARDS

Wisconsin architect honored for project

Judson E. Griggs transformed a section of an industrial park into a scenic setting for videotape commercials. He

received the Environmental Improvement Grand Award from the Associated Landscape Contractors of America (ALCA) for his efforts.

"It's rewarding to be recognized professionally by your peers," says Griggs, a landscape architect with Lied's in Sussex, WI.

"More importantly, I'm happy that we were able to meet the needs of our client." The client in this case was Marx, Inc., a motion picture studio in Glendale, WI.

Keys to beautifying the industrial

park and making it suitable for the filming of outdoor television commercials were the use of mature plants and improvements to the area's drainage, including the addition of a small pond. Griggs' design encompassed electrical work, bridge construction, lighting design, and pedestrian and vehicular circulation.

Explains Griggs, "with careful placement of mature plants, naturally sculpted earth beams and the construction of several outdoor structures, the industrial park atmosphere was eliminated."



Judson E. Griggs

COMMITTEE from page 8

tell it to has been extremely difficult," Bowyer pointed out.

Dr. William Daniel, professor emeritus, agronomy, from Purdue University, West Lafayette, IN, told the group the primary insurer of sports fields in the U.S. increases premiums by 50 percent if a team plays more than half its games on artificial turf. John Macik, sports medicine coordinator for the National Football League, said professional football players favor natural turf over artificial for career longevity and severe injury reasons.

After revealing the large volume of existing support information for sports field construction and maintenance, the group decided to create a Sports Turf Research and Information Committee, under the Musser Foundation umbrella. Dr. Fred V. Grau will serve as information coordinator to help parks, schools, and other sports sponsors improve their fields. Data on the size of the sports field market is also being gathered for the benefit of manufacturers and suppliers interested in the push for better sports turf.

For more information, contact Dr. Fred V. Grau, P.O. Box AA, College Park, MD 20740. (301) 864-0090.

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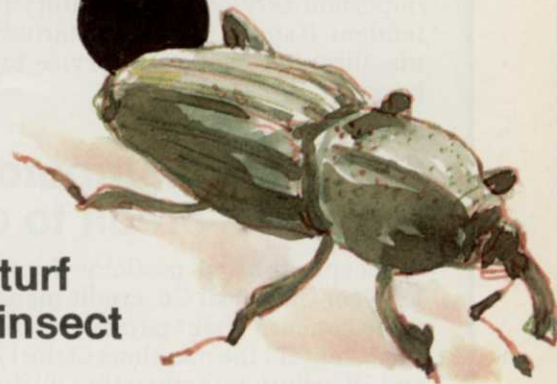
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IN-THE-MIDDLE

by Bruce F. Shank, executive editor

Lebanon stands behind golf distributors

In the April issue of *WT&T*, we reported on Lebanon Chemical Corp.'s creation of a new division to sell to lawn care companies. The reason for the new sales emphasis was prompted by the price sensitivity and highly competitive nature of the lawn care market.

In the same article, we mentioned Randy Rogers, who is in charge of program development for the Country Club and Greenskeeper lines sold by Lebanon. Some golf superintendents took this to mean they could buy direct from Lebanon and the company's distributors were quite upset.

This is not the case. The Lebanon distributor provides an important service and inventory function to the golf superintendent. If superintendents started buying direct from the manufacturer, an important service to the golf industry would be harmed.

Chemical distributors extend too much credit to customers

A recent study of pesticide formulators and distributors by Velsicol Chemical Co. credit manager Karen Miller has raised some concern about current credit policies in the industry.

Miller told the members of the United Pesticide Formulators and Distributors Association during a recent meeting in Phoenix their margins are too thin and, in some cases, their debt too high. "I see small distributors disappearing because they are undercapitalized," Miller said.

Miller showed the group what accounting ratios should be and what a survey of the UPF&DA revealed they really are. Gross margins, which should be 40-50%, are actually 18-24%. Current assets to current debt ratio, which should be 3 to 1, is actually 1.7 to 1 for distributors under \$10 million gross and 1.3 to 1 for those over \$10 million. Net profit, which should be 10-15% of tangible net worth, in this survey is actually an 8% loss for distributors under \$10 million and 9% return for those over \$10 million.

Miller said that in some cases manufacturers have been overselling distributors, putting the distributors in the highly-leveraged positions they are in today. She also strongly urged distributors to institute tougher collection policies saying collection periods are stretching to 75 days from the 30 days they should be.

Lofts also supplies Host chain

In the April column we reported that Adikes stood to benefit from its relationship with Flowertime, recently purchased by General Host. Host is reportedly planning to establish a national chain of garden centers.

Jon Loft, chairman and president of Lofts Seed Inc., pointed out Adikes is not the only company supplying seed to Host. His company has also been supplying seed to Flowertime and Frank's Nursery, another Host garden center chain, for 17 years.

PEOPLE

Names in the news

James Taylor, head of Taylor Tree Surgery, Walden, NY, takes the reins as president of the New York State Pesticide Users Council (NYSPUC). He was elected during the first annual meeting of the NYSPUC in Albany. About 65 industry people attended.

Others elected at the meeting of the year-old group include: Vice President **Dr. James Dewey**, Secretary **Robert J. Mungari**, and Treasurer **Fredrick Boyd**.

The National Landscape Association (NLA) recently tabbed **Robert Siebenthaler**, Dayton, OH, as president. **Denny R. Church**, Lombard, IL, is the new vice president; **William K. Doerler**, Lawrenceville, NY, secretary-treasurer.

This spring also saw **George Koziarz** returning to the post of president of the Illinois Landscape Contractors Association—his second term. He will be aided by Executive Vice President **John Hendricksen**, Vice President **Ken Gallt**, Treasurer **Jim Bussey**, Secretary **Bill Davids**, and Sargeant-at-Arms **Pete Grathoff**.

Gary D. Myers, president of The Fertilizer Institute, announces the appointment of **Pamela W. Lucas** as assistant vice president. Lucas joined the Institute in November 1982.

Longtime landscape industry spokesman **Karl Korstad** was surprised with an honorary membership for life in the Associated Landscape Contractors of America (ALCA) this past winter. Korstad, ALCA publication chairman, and his wife, Frances, have been in the landscape business for 35 years.

Paul E. Niewoehner is the national



Paul Niewoehner



Bob Hefta

sales manager for Union Carbide Specialty Products, a newly formed marketing group of Union Carbide Agricultural Products Company, Inc. Niewoehner is a 15-year veteran of the Carbide sales force. Replacing Niewoehner as regional sales rep in the Midwest is **Bob Hefta**. Also affected by the realignment is **Tony Gambino**, who will serve Union Carbide
continued on page 66

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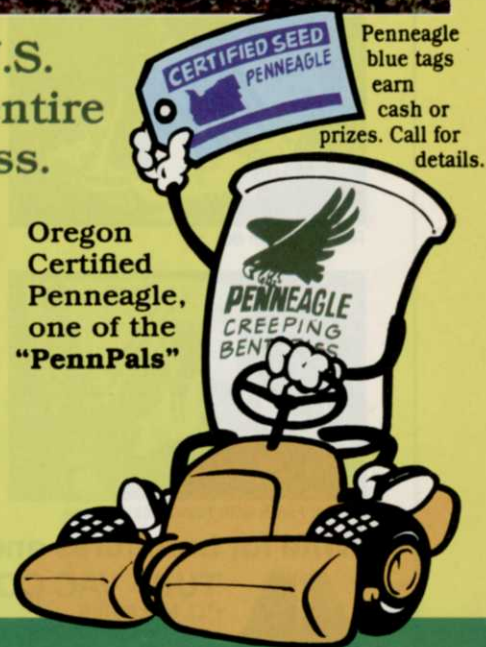
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LANDSCAPE LOG

by the Editorial Advisory Board, *Weeds Trees & Turf* magazine

July presents turf disease challenge

Southwest and Southeast landscape managers should be on the look out for turf disease symptoms beginning in July. Kent Kurtz at Cal Poly Pomona suggests aerification, light verticutting, and fertilization of bermudagrasses in July. Diseases may crop up late in the month with summer rains.

Bruce Augustin of the University of Florida says brown patch on St. Augustine and leafspots on bermudagrass develop in Florida in July. Webworms, cutworms, and chinchbugs are also in high gear during the month. Augustin recommends curative rather than preventative insecticide treatments due to problems with resistance.

In the Great Plains, conditions are drier says Robert Shearman of the University of Nebraska. Irrigation should be utilized to avoid drought stress and fertilizer should be withheld from cool-season grasses. Summer patch, brown patch, and pythium are potential threats in July.

Armyworms, bluegrass billbug larvae, white grubs, and greenbug aphids are active at this time. Spider mites may be damaging ornamentals. Elm leaf beetles, peach tree borers, and pine needle scale are also active.

Roses should be sprayed at regular intervals for

blackspot control. Junipers should be sprayed with copper fungicides for cercospora twig blight.

Midwest and Northeast landscape managers are also on guard for signs of drought stress says Martin Petrovic of Cornell. Trees and shrubs can be mulched to keep root zones moist and cool.

July is the right time to trim or shear evergreens says Petrovic. Watch for mite infestations.

Harry Niemczyk of the Ohio Agricultural Research and Development Center, urges golf course superintendents to check for damage by *Ataenius spretulus*. Cutworms, grubs, chinchbugs, billbug larvae, greenbug aphid, and sod webworm are also insect concerns in July.

Mid-Atlantic landscape managers should aerify, verticut, irrigate, and fertilize warm season grasses says VPI & SU's Jack Hall. Postemergence weed control and treatment for dollar spot are appropriate in July. Warm season turf repair is recommended.

Hall says cool-season turf may need to be limed and treated for emerged weeds. Sod webworms, chinchbugs, and billbugs can be problems. Brown patch, dollar spot, Fusarium, and pythium diseases may attack in July.

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