

Penneagle crowds out bluegrasses on Butler National's fairways



Triplex fairway mowing at The Butler National Golf Club, Oak Brook, IL

When Oscar Miles, CGCS, of The Butler National Golf Club, introduced Penneagle creeping bentgrass into his *Poa annua* infested A-20 bluegrass fairways in 1980, he took a dynamic step toward the beautiful fairways praised by the pros during the Western Open.

Utilizing a prescribed program of aggressive, deep core aeration, drop seeding and verticutting, Penneagle was expected to aggressively compete with the bluegrasses. With triplex mowing and clipping removal, the unwanted grasses are yielding to Penneagle.

Oscar feels that his fairways are now 70-90% Penneagle.

With Butler National's reputation at stake, Oscar Miles couldn't chance anything less than Penneagle for his "immaculate" fairways.

Warren Bidwell is available to talk to your superintendents' group about Butler National Golf Course and the "Penn Pals," Penncross, Penneagle and Pennway Blend, on your golf course. Call or write TEE-2-GREEN Corp. for details.

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LANDSCAPE MANAGEMENT

Formerly WEEDS TREES & TURF



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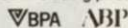
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ON THE COVER: Excellent soil cores removed by a tine aerator.

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A HARDCOURT BRACE JOVANOVIH PUBLICATION

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Insurance costs are growing

■ Rising liability insurance costs and legal battles are facing the green industry through the rest of the decade. Costs for insurance and legal defense fees constitute two major expenditures already in a number of golf course and company budgets.

John Moulder of Moulder Bros., Glendale, Calif., says his company spends about \$300,000 annually on insurance. He estimates that the fees have risen 450 percent in the last few years. However, he says, his legal fees are even larger.

Moulder Bros. currently faces about 15 lawsuits, either active or threatened. One involves a Naval employee who allegedly had an allergic reaction to a herbicide being sprayed by the company on a Naval installation. The suit is for between \$130,000 and \$140,000.

Golf clubs are also getting caught in the liability trap. Debates have surfaced over when clubs and courses are liable for injuries and damage resulting from wayward golf balls.

Courses built out in the boondocks 10 years ago now are in the middle of large residential areas. California (again) has led the way in the liability game. The "here first" argument does not hold up in court there (Sierra Screw Products v. Azusa Greens, Inc. 1979), the courts contending that courses are liable for damage and injury on adjacent property even though the property was developed after the course was in place and operating.

In addition, court cases have found clubs liable for spectator injury during tournaments. Perhaps clubs and tournaments should adopt a policy similar to that in place at many major league baseball parks such as Cleveland, which flashes a disclaimer on the scoreboard before each game releasing the team and organization from liability. Basically, it says by coming to the event the spectator assumes responsibility for an injury.

Clubs can successfully defend against liability cases if they can prove that "reasonable care" was taken in protecting residents adjacent to the course through design.

Registration fees causing stink

■ Pesticide manufacturers are raising their voices against an EPA proposal to add a registration fee above and beyond the normal fee required to prepare papers under FIFRA.

Fees would vary based on the type of application a company makes to EPA, ranging from \$163,000 for new chemicals to \$600 for amendments to registered ones. The fees could put many small business in critical condition, or worse.

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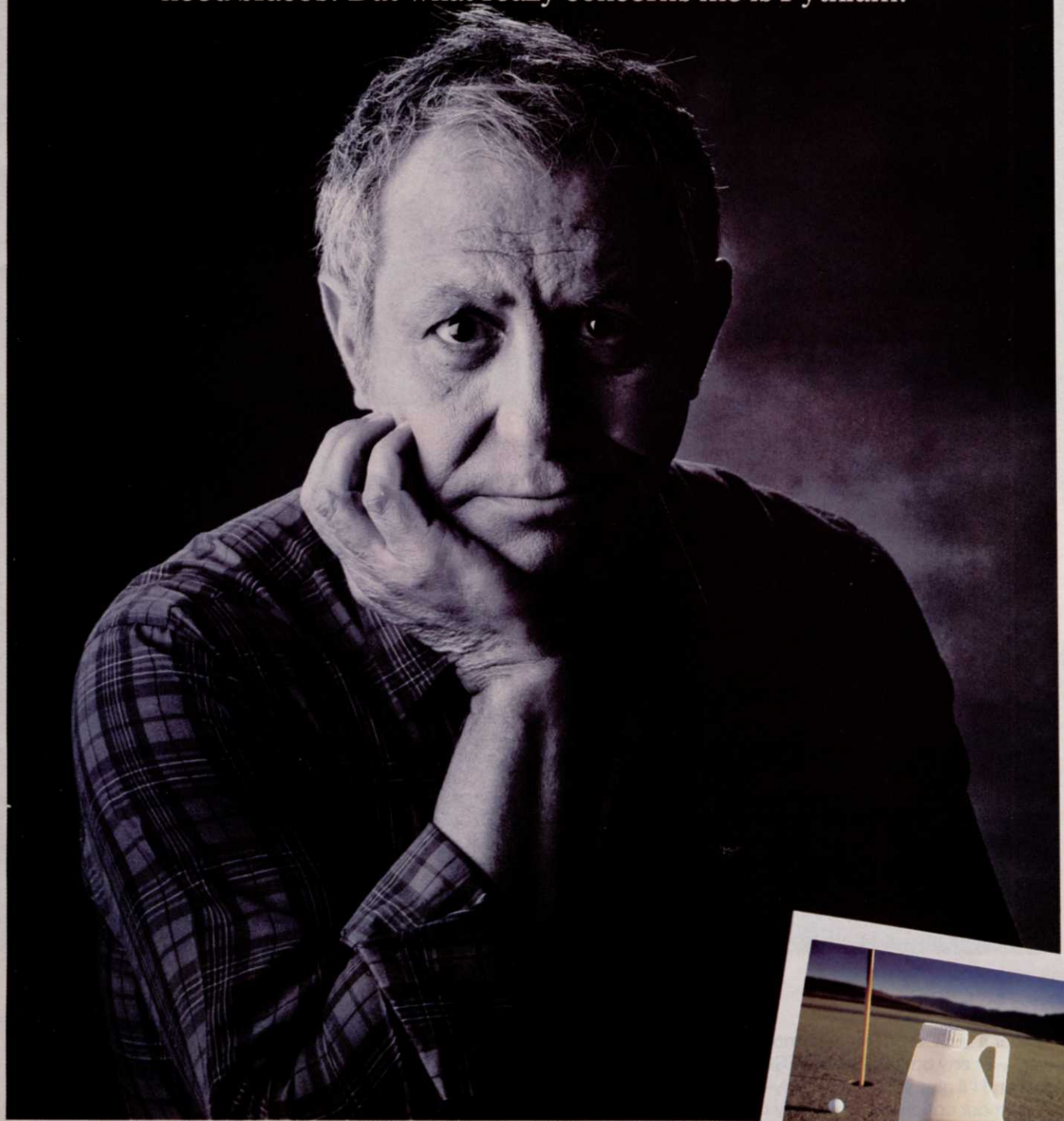
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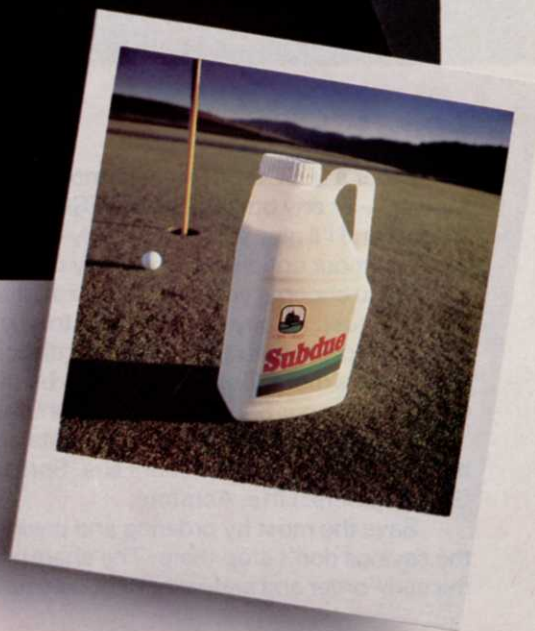
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“The Pro’s son triggered the sprinklers during today’s tournament. My brother wants me to co-sign a loan. And I just found out both my kids need braces. But what really concerns me is Pythium.”



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If you choose, you can save an additional 7% by paying in August. Or pay anytime prior to March 1, 1988 and take a 1% per month early-payment discount. (See chart.)

There's more. Save another 5% by picking up your equipment at our Sebring, Florida manufacturing facility.

Keep in mind, too, these discounts apply to all items in the LESCO equipment product line. Spreaders. Sprayers. Gang Mowers. Lifts. Aerators.

Save the most by ordering and paying in August, but the savings don't stop there. The chart highlights the early-order and early-payment discounts by month.

Determine your savings by combining discounts for the month you order and the month you pay.

<i>Month</i>	<i>Early Order Discount</i>	<i>Early Payment Discount</i>	<i>Sebring Pickup Allowance</i>
<i>August</i>	12%	7%	5%
<i>September</i>	10%	6%	5%
<i>October</i>	8%	5%	5%
<i>November</i>	6%	4%	5%
<i>December</i>	4%	3%	5%
<i>January</i>	2%	2%	5%
<i>February</i>	1%	1%	5%

The LESCO Equipment Early-Order Program ends February 29, 1988.



James I. FitzGibbon
Chairman and Chief Executive Officer
LESCO, Inc.

Here's why.

I can offer these discounts because it's to our advantage to manufacture and ship equipment year round. Delivering the bulk of our orders in March and April is simply not possible.

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GREEN INDUSTRY NEWS

LANDSCAPE MANAGEMENT

Average industry salary: \$29,000 per year

The average landscape manager who reads this magazine supervises 16 employees and has been in the green industry for 14 years. According to original research conducted by Readex, Inc. for LANDSCAPE MANAGEMENT, the average landscape manager also makes about \$29,000 per year.

The survey, conducted last winter, determined that 46.9 percent of the random sample of LM readers have a college degree and that 70.2 percent have attended college.

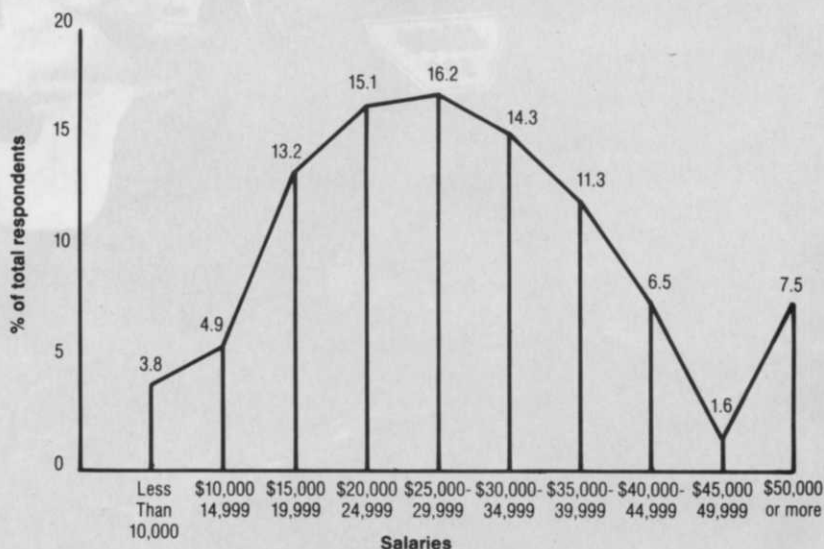
Other averages from the survey:

- acres of turf maintained: 157
- miles of rights-of-way maintained: 71.5 miles;
- lake acres maintained: 25.3; and
- number of years in present position: 10.

Respondents supervising more than 50 employees was 5.7% of the sample. Those supervising 20-49 people was 11.6%; 10-19 was 25.1 percent; 5-9 was 25.1 percent and 1-4 was 20.2 percent.

The results were based on a sample size of 371 out of 500 questionnaires mailed, a response rate of 74 percent.

LANDSCAPE MANAGERS' ANNUAL SALARIES



INDUSTRY

Barefoot strikes agreement with Scott's parent company

CDS Holding Co., a division of Clayton & Dubilier, New York, N.Y., has acquired controlling interest in Worthington, Ohio-based Barefoot Grass Lawn Service, Inc., for an undisclosed amount. The company also owns O.M. Scott & Sons.

"The management of CDS Holding was interested in increasing their participation in the lawn care business," says Kimberly J. Rendleman, a spokesperson for CDS. She adds that Barefoot Grass is recognized nationally as a leader in the lawn care industry.

Barefoot Grass is the fourth largest lawn care company in the country, with 43 branch and franchise outlets. Revenue for 1986 was \$17.2 million for the branches, \$4.8 million for the franchises.

"They (Dubilier) brought more to the table than money," says Barefoot Grass president Patrick Norton. "I'm very enthusiastic."

Norton feels the action will bring about little change in the company's present operations. He says one stipulation of Clayton Dubilier's buyouts is that management usually stays and continues to have a stake in the operation. CDS Holding's Rendleman confirms this, adding that no management changes are planned.



Norton

"O.M. Scott has the best name in do-it-yourself lawn care," Norton says. "There are some interesting though yet undefined opportunities as far as that goes."

"They'll open some doors for us as far as the ability to fund growth," he adds.

ASSOCIATIONS

N.A.A. to open its membership ranks

The National Arborist Association has opened its doors to any commercial tree service.

In the past, the N.A.A. had required prospective members to be recommended by a member firm. That requirement has been dropped.

"We are increasing our staff from six to seven people," says executive director Bob Felix. "We would like to increase our membership from our current 600 to include many of the other 13,000 tree services which make up our industry."

"We would also like to upgrade those who aren't members through communication and education. We need better trained tree workers, crew leaders and owner knowledge about the tree care business," Felix notes.

With a larger member base, Felix feels the N.A.A. can better serve the industry.

For more information, contact Patricia Felix, N.A.A., 174 Route 101, Bedford, NH 03102. Phone number there is (603) 472-2255.



New faces at LM

Jon Miducki (above left) has been named national sales manager for LANDSCAPE MANAGEMENT magazine, according to publisher Dick Gore. Miducki had been regional sales manager. Added to the sales staff of the magazine as regional sales managers are Marsha Dover (center), who will be serving portions of the Midwest, and former managing editor Ken Kuhajda (right), whose territory will cover the upper Eastern seaboard and New England. Bob Mierow will continue to service the West Coast.

CONVENTIONS

Staubach keynotes annual PLCAA show

Hall of Fame quarterback Roger Staubach, the winningest quarterback in National Football League history, will present the keynote address for the eighth annual Professional Lawn Care Association of America's Conference and Show in San Antonio, November 12-15.

Staubach played 11 seasons in the NFL after getting a late start on his professional career because of his four-year military obligation following graduation from the Naval Academy.

He was the Cowboys' starting quarterback for 8½ seasons, leading them to victories in Super Bowls VI and XII. Staubach won many honors in his college and pro career, including the Heisman Trophy as the top collegiate player in 1963, and the Bert Bell Award in 1971 as the top player in the NFL.

READERS RESPOND

How would a change in the minimum wage affect you?

A bill introduced by Sen. Edward Kennedy (D-Mass.) would eventually raise the minimum wage to \$5 per hour. If passed, the bill could have an effect on the green industry.



"I am of the opinion that the minimum wage is controlled by supply and demand. Because of the short supply of labor, businesses are already paying that much to get people in the door. So, in this area it won't have much effect."

—Susan B. Haupt
The Haupt Tree Co.
Suffolk, Mass.



"The impact I think it's going to have on our business is in several things. Operations will become more automated, relying more on chemicals. I don't think any of the impact will be good. It will raise everybody's costs across the board. Fifty percent of everything we buy is labor-related.

"Anybody naive enough to believe that it's not going to have an effect because they pay more than the minimum wage now is crazy."

—Dave Pinkus
North Haven Gardens
Dallas, Tex.



"We pay pretty much that anyway. They make close to that starting out, and if they can do the job then we raise them up. I'm looking to pay bigger bucks than \$5 to hold these guys if they're good."

—Bob Berry
Lancaster Landscape
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CHEMICALS

Elanco announces name of herbicide

Elanco Products Company has formally named its broadleaf pre-emergence herbicide EL107 "Encore."

The non-phenoxy herbicide, chemical name isoxaben, is registered to work on over 40 broadleaf weeds, though it doesn't control perennial dandelions. According to Elanco communications manager Roger Foulks, it does suppress seedling dandelions with about 80 percent efficiency. It has no post-emergence activity.

Development of the herbicide began about nine years ago, Foulks says. It was first introduced in England in 1981 for pre-emergence control of winter annuals in wheat and barley fields. Application rates were about 10 to 20 grams per acre, though Foulks says rates would be higher for turf.

ChemLawn has been conducting trials with the herbicide in the U.S. The herbicide is intended for use in the spring to control summer annuals, and in the fall to control winter annuals. Foulks says Elanco expects EPA registration in time for use in Fall, 1988.

PEOPLE

Retirement for industry leaders

Two distinguished members of the green industry will retire after more than 25 years of service to the industry.

Bob Lederer is retiring this month after 29 years with the American Association of Nurserymen, the last 23 serving as executive vice president.

He is noted for working with a



Nancy Reagan and Bob Lederer

number of First Ladies on various programs, beginning with Lady Bird Johnson in her National Beautifica-
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