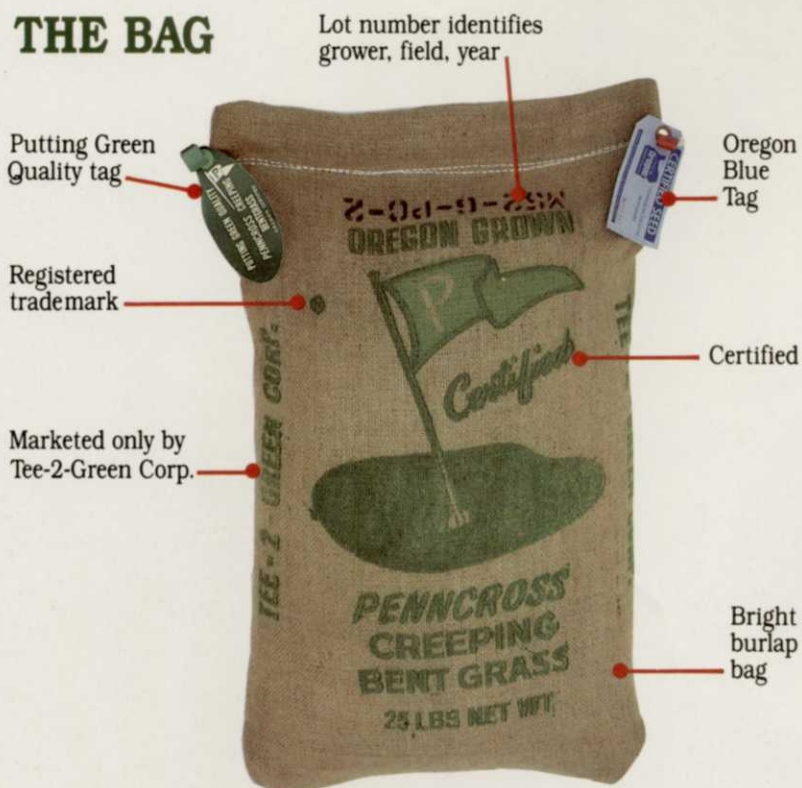
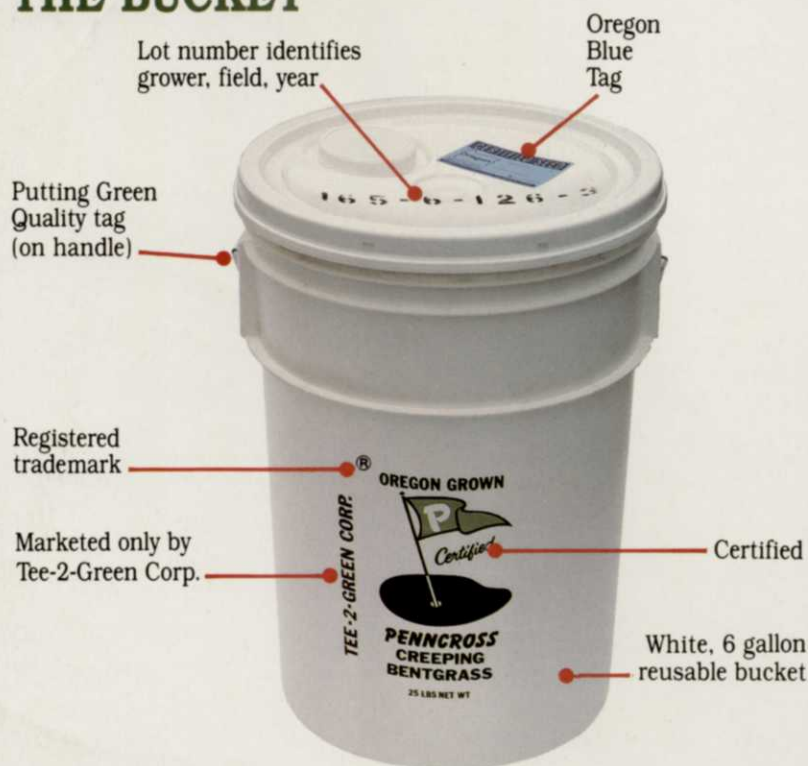


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EXTRA!

VOL. CXXXVI

The Daily Sun

GREENSBORO, WEDNESDAY, NOVEMBER 1, 1987

NEW INSECTICIDE STOPS GRUBS IN 3 DAYS!

**"Lawn care experts
get 90%
control in 3 days!"**

by THOMAS BAGOT

Recent label approval by the Environmental Protection Agency marks the introduction of the ultimate product for grub control in home lawns.

New Triumph offers lawn care professionals many advantages in grub control.

Because it's fast acting it controls grubs in 2 to 3 days.

Triumph's superior chemistry provides/delivers over 90 percent grub control quickly and maintains that performance over 10 weeks.

New Triumph also controls surface insects and mole crickets and is labeled exclusively for use by lawn care professionals.

And new Triumph's liquid formulation and low rates mean convenience, less handling

The fast acting control of Triumph stops root damage from grubs in a hurry so your homeowner customers can relax and feel confident that the grub problem is gone.

One application of Triumph per year in the fall is all you need to control grubs consistently and effectively. Years of testing shows that Triumph continues to control grubs for over two months. This should prevent retreatment until the following season.

Triumph goes to work faster than other products you've used. Within two days of application, you see Triumph control grubs and other insects. That means you stop grub damage quickly, reducing complaints and keeping your customers happy.



INTRODUCING THE BEST NEWS TO H



New Triumph[®], from CIBA-GEIGY, provides, on average, over 90% grub control in just two to three days. And there are over 10 years of major university and CIBA-GEIGY trials to prove it.

Triumph offers broad spectrum control of surface feeders like chinch bugs, sod webworms, army worms, chionodes, plus sub-surface mole crickets and annual bluegrass weevils.

Application in late summer to fall can prevent turf insect damage by eliminating grubs when they're small, before they can damage roots. And if grub damage appears in spring and summer, application of Triumph quickly stops further damage.

When your customers call you with a grub problem, they want results fast. And that's what they get with Triumph. And, because Triumph is restricted to lawn care applicators, your customers can only get it from you.



CIBA-GEIGY

PRODUCING TRIUMPH. HIT LAWNS IN YEARS.

LANDSCAPE MANAGEMENT

Formerly WEEDS TREES & TURF

24 COVER STORY: LOADING: FOR LOADS OF PROFITABILITY

Selecting the wrong loader for the job means wasted time and labor. Selecting the right loader can assure your company more profitability. Here's how to go about the selection process.



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30 BLUE-GREEN ALGAE AND BLACK LAYER

Researchers throughout the country have proposed theories on the causes of the black layer destroying sand greens. Last month, LANDSCAPE MANAGEMENT looked at some of these theories. This month, we examine preliminary research conducted at Iowa State University.

34 SELECTING SOFTWARE

Few landscape and lawn care businesses can run effectively these days without computers. Last month, LANDSCAPE MANAGEMENT told business owners what to look-for in computer hardware and software. This month, we review some of the software programs available to the green industry.



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50 PRO SHOW-CASE

Visiting the Pro Show in Dallas later this month? Here are some products being displayed that you might want to check out.

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Circle No. 121 on Reader Inquiry Card

by the Editorial Staff

Slight rebound for commercial turf care

■ After a dismal 1986, members of the Outdoor Power Equipment Institute are forecasting "a slight rebound" in 1987 for commercial turf care. The report shows a slow, steady growth in sales of walk-behind rotary mowers, riding rotary turf mowers and riding reel mowers. Landscape and lawn care is viewed as the fastest-growing segment of the market.

Sales of walk-behinds are forecast to be up to 80,800 units from 1986's 72,500. Riding rotaries should be at the 16,100-unit level after a 15,000 1986. And riding reels appear to be headed to the 4,200-unit mark.

The OPEI's extended forecast has walk-behinds at the 95,000 level, riding rotaries at 20,100 and riding reels at 5,400 by 1991.

'Variety Not Stated' means beware

■ The battle against the sale of generic seed continues. International Seeds of Halsey, Ore., has produced a flier entitled "'Variety Not Stated' Is Another Way of Saying 'Buyer Beware.'" The flier points out that, no matter what a seller tells you is in the bag, you don't know what you'll get. By purchasing a bag of seed labeled "Variety Not Stated," the buyer gives the seller the right to put any kind of seed in the bag—forage grass, whatever. And in most states it's legal. What can be done by the buyer for protection? Simple: buy properly labeled seed—the real thing.

Researcher produces test tube walnut tree

■ "Plantlets" of genetically superior walnut trees have been created in the test tubes of Susan Stefan at the University of Missouri in Columbia, Mo. The plantlets resemble seedlings but are rootless and a fraction of the size of normal seedlings.

Stefan grafts shoots from the plantlets onto walnut rootstocks, which are small seedlings that have had their tops removed. According to Stefan, it takes 10 days for the graft to become secure, and another week for the grafted shoot to grow to 25 times its size, or the normal seedling size, ready for planting.

Plantlets are created by taking tissue from the disease-free meristem tip region of a branch from the largest healthiest trees, then placing the tissue in an artificial growth medium containing nutrients and hormones. The result is a clone of a large, healthy walnut tree.

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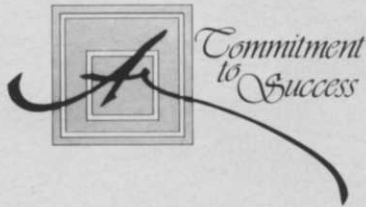
GREEN INDUSTRY NEWS

CONFERENCES

November: top month for conference-goers

ALCA/PGMS

The GREEN TEAM In Washington



The Associated Landscape Contractors of America (ALCA) and the Professional Grounds Management Society (PGMS) will hold their second annual joint conference Nov. 8-11.

This year, the "Green Team" conference is at the Hyatt Regency Crystal City in Arlington, Va. Labeled "A Commitment to Success," it features a full array of speakers, seminars, workshops, trade show, awards program and optional tours.

Jeffrey O'Connell, co-author of the principal work which proposed no-fault auto insurance and a professor of law at the University of Virginia, will be the keynote speaker.

There will be a welcoming reception on Nov. 7, and a supervisor's session on leadership skills will be held on Nov. 8.

The official opening session will begin at 8 a.m. Monday, Nov. 9. Annual awards will be presented at a luncheon that day. Later Monday, the PGMS will hold a business meeting while ALCA attendees will be able to participate in the highly popular "buzz sessions."

Topics of other presentations include snow removal, safety, trees and shrubs, pesticides and liability.

For more information, call either the ALCA or the PGMS at (respectively) (703) 241-4004 or (301) 667-1833.

PLCAA

All signs indicate that this year's Professional Lawn Care Association of America (PLCAA) Conference and Trade Show will break all records.

"Certainly, we still have a bit of selling to do," said PLCAA executive vice-president Jim Brooks earlier this year, "but I'm excited about the quality of the exhibitors, the size of the booths they wish to use and the newcomers to the show."

"Baltimore is certainly going to be tough to beat, but I know we'll do it."

The show will be held Nov. 12-15 in San Antonio, Tex.

The popular "Early Bird" reception will be held Nov. 12 at 8 p.m., following the trade show's 1:30 p.m.



opening. Keynote speaker Roger Staubach, a member of the Pro Football Hall of Fame, speaks at 8:30 a.m. Nov. 13.

Educational sessions, for the first time ever, are organized with three different tracks: business, agronomics and landscape. This advanced educational format allows attendees to target specific interests and make the most of their time.

Small engine clinics will be held each day, and the third annual Outdoor Equipment Demonstration is scheduled for 9 a.m. to noon Sunday, Nov. 15.

For more information, call the PLCAA at (800) 458-3466.

OPEI

The first Professional Landscape Contracting, Turf and Grounds Maintenance Expo (Pro Show 87) is being held Nov. 18-20 at the Dallas (Tex.) Convention Center.

The seminar program opens Tuesday, Nov. 17, with a full-day session on "Computer Applications in Landscaping." Here are highlights of the other 35 seminars:

- workshops on preventive maintenance of small engines
- "Sports Turf and Athletic Field Problems"
- "Proper Irrigation Design" and "Irrigation Equipment Selection"
- "Power Equipment Selection and Use," sponsored by the Outdoor Power Equipment Institute, which sponsors Pro Show 87.

Admission fees for the seminars range from \$25 to \$100, depending on length. Twelve are free.

Entrance to the trade show floor is also free. Exhibit hours will be 9 a.m. to 5 p.m. on Nov. 18 and 19; 9 a.m. to 3 p.m. on Nov. 20.

Entertainer Mac Davis will perform Thursday, Nov. 19 at the Dallas Convention Center solely for Pro Show participants and their guests. Tickets are \$25 each.

For more information, call (800) 654-0349. From Kentucky or outside the continental U.S., phone (502) 582-1672.



Horicon plant workers assemble a lawn tractor.

INDUSTRY

Deere moving from the farm; finding home in the suburbs

John Deere & Co. is investing more and more in the consumer and commercial product market as the agricultural equipment market remains weak.

The investment includes the completion of a \$24 million paint facility at Deere's Horicon

works in Horicon, Wis. The system applies the company's traditional green and yellow colors to equipment more efficiently and effectively.

The company showed off the new system, as well as 30 new

continued on page 12

ASSOCIATIONS

Wilkinson is named director of PPPF

Jim Wilkinson, president of the Professional Lawn Care Association of America, is the new executive director of the Pesticide Public Policy Foundation.

"He possesses the unique capabilities that make him eminently qualified," says Eric Haupt, PPPF board chairman. Wilkinson owns a Ph.D. in agronomy; he headed a lawn care



Wilkinson

company; he worked with regulatory agencies for the PLCAA.

"The opportunity to work for PPPF interested me," Wilkinson says. "I like the regulatory, environmental issues arena."

Wilkinson will work for 3PF as a consultant on a contract basis in Providence, R.I. He says he will probably seek other clients.

First order of business will be to solicit funds for PPPF, the new executive director says. The PLCAA and the National Arborists Association have been the primary supporters. Wilkinson says he will seek to better involve the golf course, nursery and structural pest control industries.

Wilkinson was general manager of Old Fox Lawn Care, Providence, for the last seven years. Replacing him is John Kenenski, who was formerly operations manager.

Wilkinson succeeds Dave Dietz of Salem, Ore., who had been personally involved with the PPPF since its inception. Dietz is recovering from a serious automobile accident that put him into a coma earlier this year. He is currently at a rehabilitation center undergoing physical therapy.

A mail poll of PPPF members was unanimously in favor of discontinuing the association's contract with Dietz. In a letter to Dietz dated Aug. 13th, PPPF board chairman Erik Haupt of Bartlett Tree, Osterville, Mass., wrote:

"It goes without saying that we were grievously saddened when we learned of the accident. On behalf of the Board, I extend my hand in thanks and appreciation for all you have done for the pesticide user groups. With kindest regards and wishes for a speedy recovery..."

WATER WOES?...Algae in your standing water? Weeds infesting your ponds? The answer to your troubles might be a combination of things, according to Charlie Barebo of Barebo, Inc., Emmaus, Pa. "Water is one of the least understood commodities we deal with," Barebo says. "One tool alone (for control of aquatic weeds and algae) is not enough. A balanced approach is the best solution." Proven means of weed and algae control are by fertilization, by drawdown, with biological controls, with chemical controls and with mechanical devices. Harvesters fall into the last category, as do aquatic aerifiers like the ones manufactured by Barebo.

AND YOU THINK YOU'VE GOT PROBLEMS?...Oak Pointe Golf Club near Brighton, Mich. lost 60 prime golf days to vandalism last summer, and it's a tribute to the course's crew and the assistance from Vidosh Brothers Landscaping that it wasn't longer. Eight greens and one tee on the three courses were killed out overnight when vandals spread a toxic chemical (not related to golf) on those parts of the courses. Flushing was first tried unsuccessfully. Eventually, three inches of soil had to be replaced and 6,000 yards of prime bentgrass sod was installed. More about this mammoth task will appear in a future issue of *LANDSCAPE MANAGEMENT*.

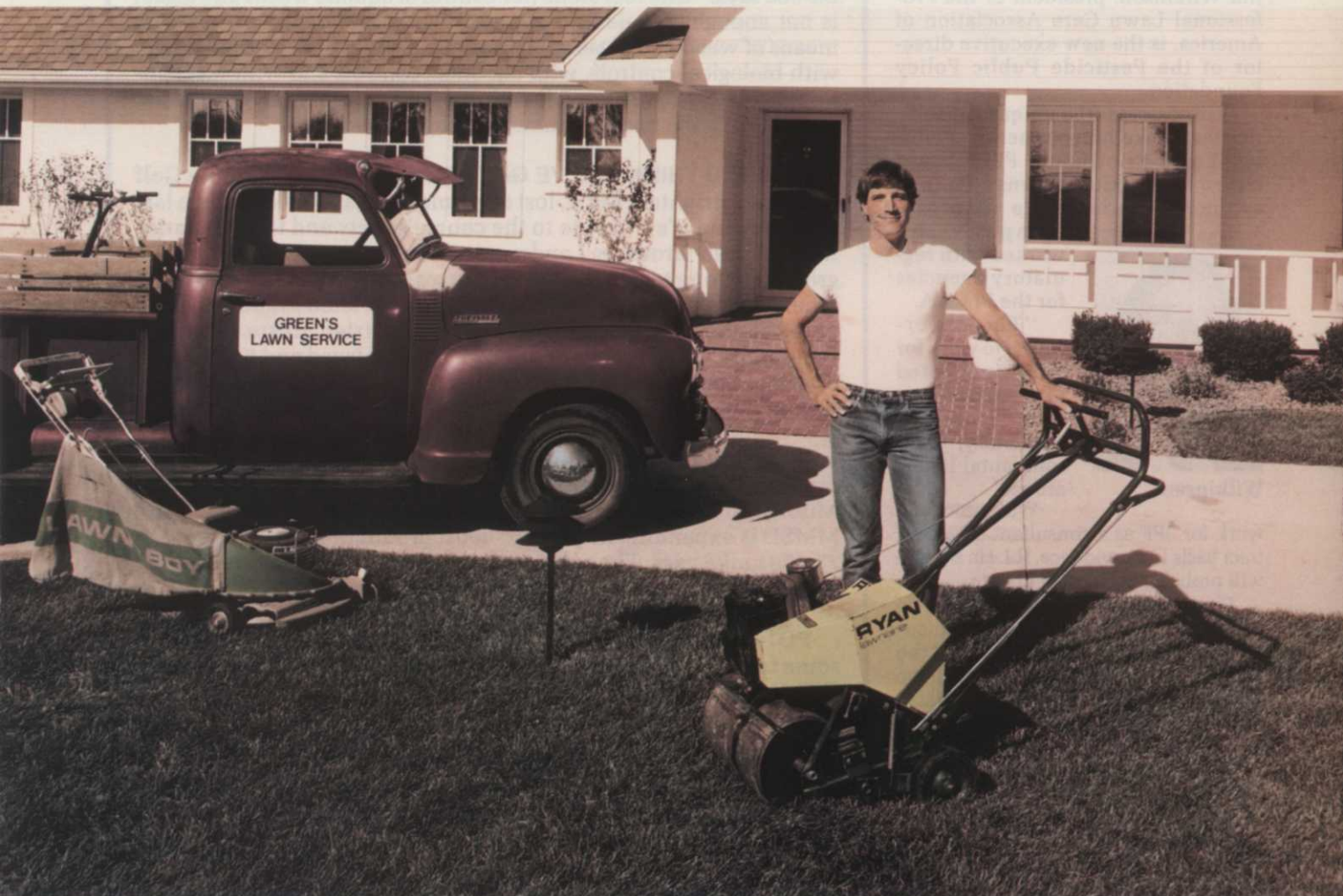
IF YOU NEED MILORGANITE...In 61 years, the Milwaukee Metropolitan Sewerage District has sold more than 3.7 million tons of Milorganite fertilizer. Demand continues at a fast pace, so the MMSD is expanding its plant to boost production by 25 percent to 75,000 tons a year. The company is also planning over-the-counter sales to the consumer market.

POTASH PRICE HIKES...A duty on potash imports could make some fertilizer blends slightly more expensive, suppliers say. The U.S. Commerce Department recently announced steps to prevent Canadian dumping of potash in response to suits filed by U.S. potash producers. As a result, potash prices have jumped 35 to 40 percent for wholesale buyers. Paul Mengle of Lebanon Chemical says the impact on the turf industry will be long-range. His company has planned no price increase for fertilizer blends containing potash this coming fall. Mengle estimates the eventual increase for blends at two or three percent. Peter Machin of The Andersons says his company plans no price increases either. Eventually, he sees a possible increase of one to three percent. The impact is expected to be much greater in the agriculture industry.

THE PRINCE VISITS...Kansas State University, home of the first graduate and undergraduate horticultural therapy programs, greeted the crown prince and crown princess of Japan last month. The horticultural therapy program, under Richard Mattson of the horticulture department, prepares students to work with the mentally and physically disabled, the aged and with persons in correctional facilities. It was begun in 1971.

BREEDING SUCCESS...Kevin McVeigh, Ph.D., and his wife Rose formed Willamette Valley Plant Breeders of Brownsville, Ore. earlier this year. Purpose of the new company is to test, evaluate and develop varieties of turfgrass that have been released to Cascade International Seed by the Rutgers University Agricultural Experiment Station. McVeigh received his doctorate in plant breeding from Rutgers. Cascade is a subsidiary of Jonathan Green, which markets turfseed.

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