

# WHICH BIRD IS BEST FOR YOUR LAWN?



**AMERICAN ROBIN 10"**  
*Turdus migratorius*  
North America



**SPOT-BILLED TOUCANET 12"**  
*Selenidera maculirostris*  
Venezuela, Guyana to N. Argentina



**WHITE-TIPPED SICKLEBILL 5"**  
*Eutoxeres aquila*  
Costa Rica to Ecuador



**LARK SPARROW 6"**  
*Chondestes grammacus*  
North America



**FALCON**  
Tall-fescue, turf type  
Worldwide



**BLACK-BREADED GNATEATER**  
*Conopophaga melanogaster*  
Central Brazil and Bolivia

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That's why professionals are flocking in to buy our Falcon Tall Fescue grass seed! Test results across the country are proving that for beauty, ruggedness, and low maintenance requirements, (more roosting time!), it simply can't be beat.



Falcon is an advanced generation synthetic variety with a pleasing medium green color. It was developed to produce an attractive,

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Plus, Falcon offers improved resistance to brown patch and net blotch compared to many other tall fescues.

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# PROBLEM MANAGEMENT

by Balakrishna Rao, Ph.D.

## Deactivating pre-emergents

**Problem:** When dealing with newly-seeded lawns our technicians may once in a while accidentally spray pre-emergence herbicides such as Pre-M or Betasan. Is there something that can be done to correct this problem in the future? (Michigan)

**Solution:** It is important not to apply pre-emergents such as Pre-M or Betasan onto an area recently seeded. However, if they are applied accidentally, a Lesco Inc. representative says activated charcoal can be used at 1 lb./1 gal./150 sq. ft. to deactivate the herbicide. The residue can then be washed off the leaves and the area reseeded after at least 24 hours.

Be sure to test this treatment before trying it in your clients' lawns. If it doesn't work well, then follow the product label recommendations for waiting period for reseeding.

## On planting trees

**Problem:** We are interested in landscaping several residential properties in a new development with no trees. When is the best time for planting, and can you give some guidelines on transplanting plants? (Ohio)

**Solution:** Landscaping a property is an art as well as a service. A number of books on this subject can be found in local libraries that will help you determine proper plant material for a specific location.

Plant selection is a very important factor in good landscaping. Your local cooperative extension service should be able to furnish helpful information on recommended plants and their tolerance to environmental and soil conditions and major pest problems in your area.

Several factors, such as age; size; species; adaptability to the site (soil type and location in relation to other features of the property); timing; method; pre- and post-transplanting treatment; and use of anti-transpirants can affect transplanting results.

Reports suggest that spring transplanting is best for most plants, while some will adapt to fall transplanting. Spring transplanting is most successful after the danger from frost and prior to bud swell or new growth. Cool temperatures and spring rains help prevent excessive drying, especially of the root system. Younger trees, 1 to 1½ inches trunk diameter, transplant more successfully than larger plants.

As a general rule of thumb, larger plants will take a longer time for recovery and establishing than younger plants. It may take three to four years for recovery after transplanting for trees under 2 to 3 inches in diameter. Larger diameter trees may take five to 10 years for proper establishment.

Different species may respond differently for transplanting. During this recovery period, proper watering, fertilizing and pest management should be provided as needed. Improper planting method, poor postplanting care, improper site and transplant shock may claim a few plants.

Before planting, perform a percolation test to deter-

mine proper drainage. This involves digging a hole and filling the hole with water and letting it drain once. Refill the hole with water, allowing 24 hours to drain. If it drains too fast or too slow, provide needed corrections for better drainage. An average percolation rate of 1 inch per hour is desirable for most species.

The planting hole should be twice the width of the root ball, the soil should have good drainage, and the plants should be planted at the same depth as they were in the nursery. If planted too deep, the root system may suffocate; if too high, plants will be subjected to excessive drying. Reports indicate that soil taken out of the planting hole should be reused while transplanting.

For more detailed information, I suggest you refer to books in your library, specifically, "Tree and Shrub Transplanting Manual", by E. B. Hemelick, Illinois, National History Survey, Urbana, Illinois.

## A reader responds

A representative from The Doggett Corporation made the following comments about a December article concerning oak iron deficiency:

"The treatment you recommended to green-up iron chlorosis oaks is purely a symptomatic approach. Generally, the problem of iron chlorosis arises from an alkaline soil condition which ties up otherwise available iron.

"Application of soluble iron chelate will get into the tree's system; but the problem will continually reoccur unless the pH of the soil is corrected. Applications of elemental sulphur into the root area will correct the pH and make iron and other tied-up elements available.

"The sulphur we refer to is a wettable powder which can be injected into the soil. In conjunction with this application of sulphur, it would be advisable to apply an EDDHA Iron Chelate which works best in soils with a pH of 7.5 and above. This sulphur application lasts for a good many years; and after the tree has turned around, only maintenance levels of a good quality tree fertilizer would be necessary."

I agree with the above comments concerning alkaline soil and its role in nutrient availability. The problem is lowering the pH of alkaline soil.

I am not familiar with any information in literature to show that Doggett Corporation's findings can reduce the pH of alkaline soil. Our experience and other research findings suggest that it is difficult to lower pH through the use of sulphur. Even after using it for several years, only a slight lowering of the pH is expected.



Balakrishna Rao is Manager of Technical Resources for the Davey Tree Co., Kent, Ohio.

Questions should be mailed to Problem Management, LANDSCAPE MANAGEMENT, 7500 Old Oak Boulevard, Cleveland, OH 44130. Please allow 2-3 months for an answer to appear in the magazine.

# TRUCK ON DOWN

To Nashville, heartland of the country and site of the exciting **THIRD ANNUAL LANDSCAPE EXPOSITION!**

Your colleagues will be coming from all directions to join other landscape professionals for a jam-packed three days of shopping, placing orders, testing equipment, meeting new suppliers, attending high-powered seminars, and sharing some down-home, foot-stompin' fun.

Among the exhibits will be:

- Power equipment
- Seeds
- Chemicals
- Accessories
- Heavy machinery
- Systems and services

**Nashville Convention Center**  
Nashville, Tennessee  
**October 22-24, 1988**

There's more. Three days of seminars, presented by key players in the industry, will cover the vital technical and business issues which keep you on top.

Mark your calendar now, and return the reply card today. We'll send you complete exhibitor, conference, travel, and hotel information. Truck on down to Nashville, and take the break you deserve - you're entitled to it.

**The  
Third Annual  
Landscape  
Exposition**



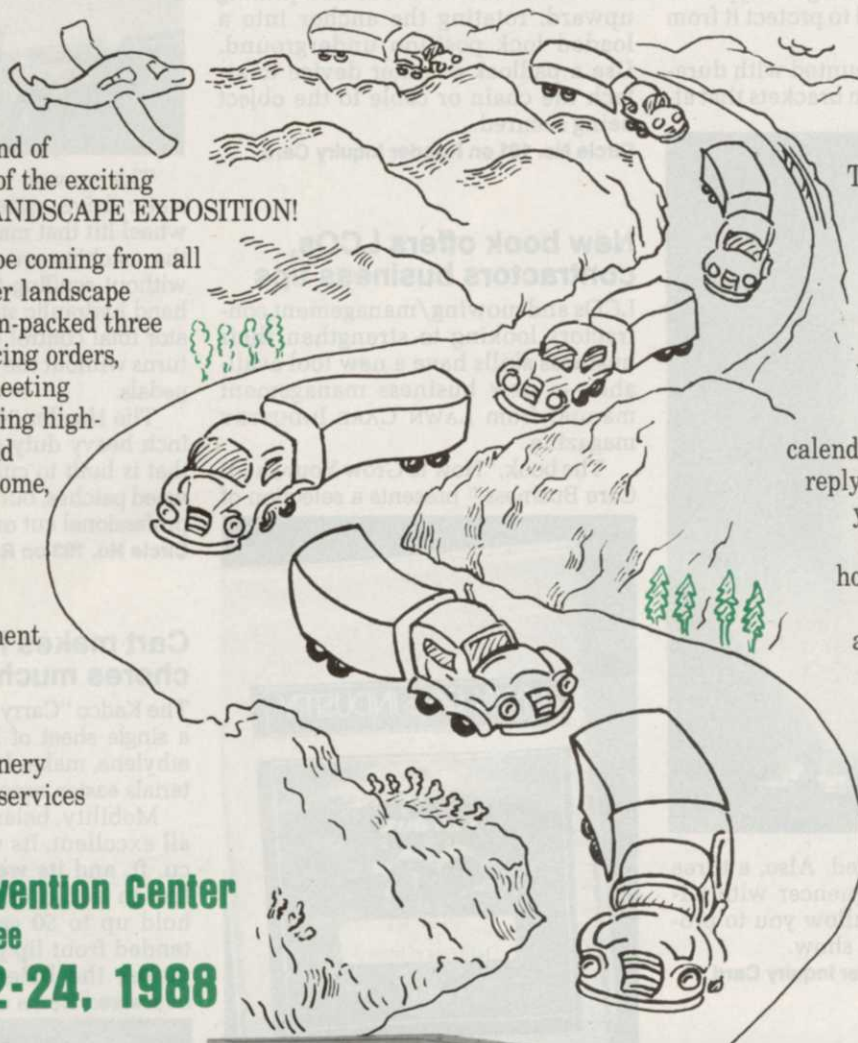
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EXPOSITIONS

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Circle No. 120 on Reader Inquiry Card

JULY 1988/LANDSCAPE MANAGEMENT 55



# PRODUCTS

## Underwater lights allow waterscape illumination

Barebo Inc. Manufacturing has introduced its Fountain-Glo Lighting System, water-tight lights that can be totally immersed. They can be used as accent lighting or mounted in the company's rock float cover.

The systems feature die-cast, corrosion resistant copper-free aluminum houses for a 36- or 14-watt high intensity halogen bulb with flood beam. The lens, made of tempered glass, has a custom designed type 304 stainless steel shield to protect it from incidental contact.

The lights are mounted with durable swivel aluminum brackets that al-



low them to be angled. Also, a three channel, 10 step sequencer with adjustable timer base allow you to program your own light show.

Circle No. 190 on Reader Inquiry Card

## Anchor deters theft of landscape materials

A new type of low-cost, theft-detering anchor introduced by Foresight Products, Inc., makes it difficult to steal portable contractor's equipment as well as tables, benches and grills.

Available in two models, with holding capacities of 1,100 and 3,000 pounds, and with either cable or chain attached, Duckbill anchors are easily and quickly installed by one person with a heavy hammer and drive rod. The anchor is installed by



driving it into the earth to the proper depth, then wrapping the chain or cable around the drive rod and pulling upward, rotating the anchor into a loaded lock position underground. Use a padlock or other device to attach the chain or cable to the object being secured.

Circle No. 191 on Reader Inquiry Card

## New book offers LCOs, contractors business tips

LCOs and mowing/management contractors looking to strengthen their business skills have a new tool available—a new business management manual from LAWN CARE INDUSTRY magazine.

The book, "How to Grow Your Lawn Care Business," presents a selection of



business management articles that appeared in the magazine in 1987.

The book addresses better hiring methods, how to upgrade marketing efforts, how to put together an advertising plan, how to expand into new services, how to measure customer satisfaction, knowing when to lease equipment and other management topics.

The book costs \$35.00.

Circle no. 192 on Reader Inquiry Card.

## Six-wheel mower adjusts to keep its operator level

The Hustler 640 Hillsider from Excel Industries features a 28.5 hp, liquid-cooled diesel engine and heavy-duty hydraulics. The six-wheel drive unit automatically tilts left or right when on a slope, reducing operator fatigue and keeping the engine level for proper lubrication.



The mower utilizes a dual-hydrostatic drive system and power assist wheel lift that makes it possible to turn the machine around in its own radius without scuffing the turf. Simple, one-hand hydraulic steering gives the operator total control of speed, braking and turns without the use of clutch or brake pedals.

The Hustler 640 Hillsider uses a 72-inch heavy duty dual trim rotary deck that is built to cut tough roadsides and weed patches, but still deliver a smooth, professional cut on recreational turf.

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## Cart makes landscape chores much easier

The Kadco "Carry-It" cart, molded from a single sheet of high molecular polyethylene, makes hauling landscape materials easier, according to its maker.

Mobility, balance and leverage are all excellent. Its volume capacity is 7 cu. ft. and its weight capacity is 300 lbs. In addition, the "Carry-It" can hold up to 50 gal. of liquid. An extended front lip prevents slip-off and makes the balance of awkward or oversized items easy to move.



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Over the top...

Over the problem.

For grounds maintenance, nurseries, Christmas tree farms, highway or municipal vegetation—for just about any grass control problem—Poast® herbicide is the simple solution.

Poast delivers consistent control of the toughest grasses. Like bermudagrass and crabgrass, quackgrass and foxtails. Yet, Poast is proven gentle to established plantings of valuable greenery. Like flowers, shrubs, trees and ground covers.

With Poast, you don't have to bother with directed or shielded sprays. You

can apply Poast over-the-top of all stages of ornamental growth. And you don't have to worry about soil residue or leaching. Because Poast is meant to treat your grasses, not your soil.

And perhaps best of all, Poast can be highly cost efficient. It can eliminate labor-intensive and time-consuming hand roguing or hoeing. And labor and time equal money.

To keep grass in its place, always follow label directions and count on Poast—the last word in safe, effective grass control.

**BASF Corporation**  
Chemicals Division

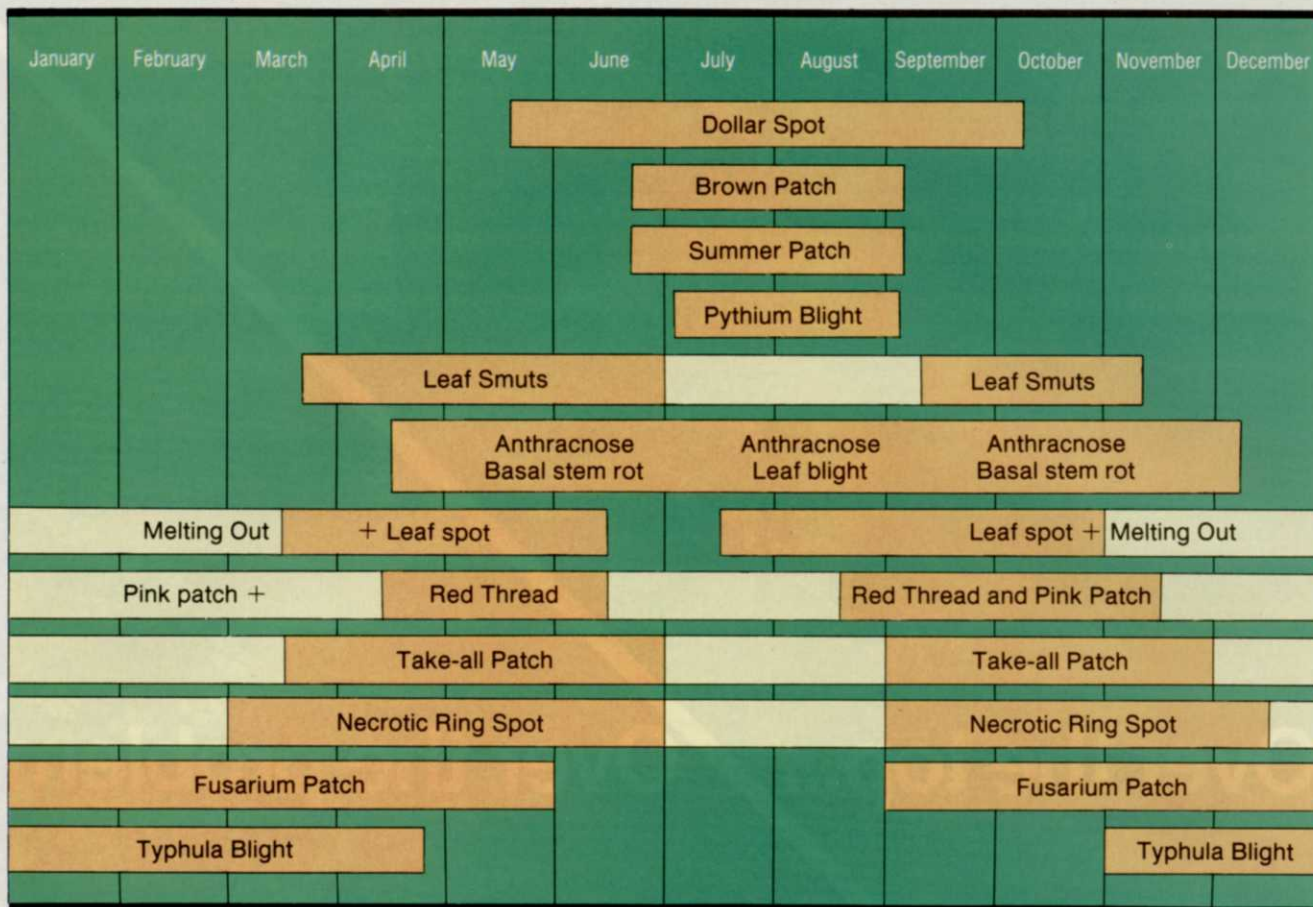


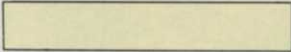
**BASF**


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# Common Diseases of Cool-Season Turf



  
Persistent symptoms often still visible.

  
Pathogen most active.

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Field proven by industry professionals. The high pressure sprayer with the portability of a handheld unit.

#### Handles herbicides, pesticides, disinfectants

#### Model MS055SC Ideal For:

- condominium or apartment complexes
- spot applications
- nurseries and tree farms
- livestock areas
- do it yourself centers

**CALL OR WRITE FOR INFORMATION:**

**Versatile** - adjustable spray up to 357 psi or 1.3 gpm, 6 gallon tank. Cone or stream pattern.

**Economical** - provides uniform spray - saves on chemicals. Excellent tank agitation.

**Easy to Use** - Kawasaki 2 cycle engine. Easy reach 64 foot discharge hose.

**Dependable** - all stainless steel pump parts, chromed cylinders.

 **The Very Best...**  
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# LANDSCAPE MANAGER OF THE YEAR

co-sponsored by



## LANDSCAPE MANAGEMENT

Formerly WEEDS TREES & TURF



1987 Landscape Manager of the year  
**Michael Hugg**

Entry forms are now being accepted by the Professional Grounds Management Society and Landscape Management magazine for their second annual "Landscape Manager of the Year" award.

Purpose of the award is to recognize superior job performance among landscape managers, to challenge those involved in the industry to achieve higher standards of excellence, and to bring national recognition to deserving managers.

Any person directly responsible for the professional maintenance of one or more landscapes is eligible to enter. Applicants will be judged according to job performance, honors and awards, procedures and philosophies, and contributions to the green industry. Applicants will be asked, at the time of entry, to submit four 5 x 7 black-and-white glossy photos and 10 color 35mm slides of current work areas with a short narrative on each.

(clip and mail)

Applicant's name

Title

Applicant's company

Official entry form should be sent to:

Name

Title

Company

Address

City/State

Zip Code

Mail to: PGMS, Landscape Manager of the Year, 1201 Galloway Ave., Suite 1E, Cockeysville, MD 21030

# CLASSIFIEDS

**RATES:** \$1.10 per word (minimum charge, \$25). Bold face words or words in all capital letters charged at \$1.35 per word. Boxed or display ads: \$90 per column inch-1x (one inch minimum); \$85-3x; \$80-6x; \$75-9x; \$70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add \$10 to total cost of ad. Send ad copy with payment to Dawn Nilsen, LANDSCAPE MANAGEMENT, 1 East First Street, Duluth, MN 55802 or call 218-723-9200.

**BOX NUMBER REPLIES:** Mail box number replies to: LANDSCAPE MANAGEMENT, Classified Ad Department, 1 East First St., Duluth, MN 55802. Please include box number in address.

## BUSINESS OPPORTUNITIES

**CURB KING** - Concrete landscape borders, low investment and high returns. 1-800-423-1452. 8/88

**LANDSCAPE PUBLISHING CO. FOR SALE.** Monthly magazine for landscape contractors and landscape maintenance. Ten book titles, one audio cassette, one video. Can be operated anywhere. Will train, terms available. Call (619) 766-4749. 7/88

**LANDSCAPE MAINTENANCE AND CONSTRUCTION COMPANY.** Sunbelt, four cities. Average sales \$4+ Million. Excellent condition. Management stay or go. Stock or Asset Sale. By Principal. Write to LM Box 454. 7/88

**LANDSCAPE INSTALLATION/MAINTENANCE COMPANY** for sale. Located in booming area north of San Francisco. Year-round moderate climate, twelve years in same location with established clientele. Will train. Call Jeannie Lewis 707-762-2787. 7/88

**WANT TO BUY OR SELL** a golf course? Exclusively golf course transactions and appraisals. Ask for our catalog. McKay Golf and Country Club Properties, 15485 N. East Street, Lansing, Michigan 48906. Phone (517) 484-7726. TF

## HELP WANTED

Landscape estimator for commercial projects. Applicants must be familiar with scale drawings, able to complete take-offs, have good math abilities and have some design background. This position is 50% office work and 50% field work in locating and purchasing of landscape materials, and some sales calls. We are looking for an individual who will grow with this position and become a Sales person/Contract administrator. Thornapple is located in the western suburbs of Chicago, established since 1947, has an excellent reputation for high quality work. We are a growing firm proud of the high caliber employees which have made our growth possible. If you are qualified for this career opportunity please send resume, work and salary history to Peter Grathoff. Complete confidentiality assured. Thornapple Nurseries, Inc., P.O. Box 181, Geneva, IL 60134. 312-232-2076. 7/88

**JOIN THE AMERICAN TEAM** - And go for the gold...Aggressive landscape company looking for aggressive career minded winners of landscape/irrigation sales; estimating; purchasing; supervision nursery production and sales. Salary and benefits commensurate with experience. Equal opportunity employer. Send resume to Mickey Strauss, American Landscape Companies, 7949 Deering Ave., Canoga Park, CA 91304 (818)999-2041. 7/88

## MANAGEMENT

Ever-Green Lawns, a division of ADT, Inc., is seeking sales and operations management personnel for the Philadelphia market which is projected to double in sales over the next two years. To qualify, candidate must possess a proven successful track record in the Eastern Coast area in sales or operation management. These positions are hands on with the opportunity to set a career path over the next two years. We offer an excellent compensation package and benefits including: health, dental, life, LTD, 401 (k), vacation, holidays and sick days. If you are "Results Oriented" with a desire to achieve above average goals and wanting to grow with a leader in the industry, submit resume including salary history to:

Ever-Green Lawns Corp.  
1080 Industrial Highway  
Southampton, PA 18966

**IRRIGATION SUPERVISOR.** ("INC 500 company") Experienced, aggressive, sales supervisor to manage lawn sprinkler system department including sales, installation and service. Challenging growth opportunity with good salary, benefits, and company vehicle. Send resume: Attn: Monty Mitchell, Suburban Landscape Associates, P.O. Box 2342, Davenport, IA 52809. 7/88

Tree care person — experienced in Horticulture or Arboriculture. Will train tree climbing and/or spray applicator. Salary & benefits commensurate with ability and experience. Send resume to: Tree Care, Inc., 216 East Main St., Huntington, NY 11743. 7/88

**SALES MANAGER** - A very aggressive person currently active as sales manager is needed to develop sales for an established and progressive (design/build landscape firm located in the Chicago western suburbs) firm. This person will work closely with a principal of the firm and eventually take over the top management position of vice president in charge of sales. Good salary. Compensation package tied to performance. Equity/ownership possible for the right person. We are interested in only experienced highly motivated professional individuals. Send resume to LM Box 447. TF

**WANTED - Aggressive Manufacturer's Reps** - Manufacturer of agricultural, golf course, municipal and lawn & garden spraying equipment is seeking qualified reps with experience in sprayer sales. Seeking nationwide network, exclusive territory contract, excellent technical support and top of the line equipment. Send resume and current line card to: The Broyhill Company, P.O. Box 475-CB, Dakota City, NE 68731-0475. Phone: 1-800-228-1003. 7/88

Willoughby Golf Club in Stuart, Florida will be soon interviewing for a Head Mechanic and an Irrigation Technician to manage the golf and grounds departments. Salary ranges between \$18,000-\$22,000. Positions available October 15, 1988. Please send resume to: Willoughby Golf Club, 1600 Indian Street, Stuart, Florida 34997, Attn: Kevin Downing. 8/88

## Lawn Care \$20M-\$50M

Career opportunities coast-to-coast. Employer retained. Experts in personnel since 1968.

**USA Careers 515-394-2556**  
New Hampton, IA 50659

**LANDSCAPE SUPERVISOR.** ("INC 500 company") Talented, experienced, supervisor to manage landscape department including scheduling and training personnel development. Challenging growth opportunity with good salary, benefits and company vehicle. Send resume: Attn: Monty Mitchell, Suburban Landscape Associates, P.O. Box 2342, Davenport, IA 52809. 7/88

**PERSONNEL:** Hydro Lawn, a Mid-Atlantic full service lawn care company is accepting applications for Sales/Customer Service management positions. Applicants must be aggressive, responsible, neat and experienced in sales/customer service. Compensation from \$25-35,000 plus full benefit package. Send resume to: Hydro Lawn, Inc., 7905 Airpark Road, Gaithersburg, Maryland 20879. TF

**LANDSCAPE PROFESSIONALS** - Excellent employment opportunity available for a career-minded individual to join our **SPECIAL SERVICE DIVISION**. We are looking for a self-motivated individual that enjoys a challenging career. Responsibilities include overall pest and disease control in all commercial locations, as well as upkeep of major atrium plantings through a regular program of pruning and wash-downs. Salary commensurate with experience, efficiency and expertise. Call or send resume to: CREATIVE PLANTINGS, INC., P.O. Box 119, Burtonsville, Maryland 20866, Attn: Raymond Greenstreet. 7/88

## AN INVITATION FOR OPPORTUNITY

My name is Larry Greenwald. I am the President and General Manager of Plantasia. Some of you in the interiorscape industry and allied professions may recognize our name. We feel Plantasia has been one of the innovators in our industry over the years. From our assistance in the formation of the Interior Plantscape Association to participation in the National Tropical Foliage Short Courses, Ohio Floral Short Courses, ALCA-IPD and various lecture tours throughout the United States, we hope, in our small way, that we have helped strengthen the profession as a whole. Last summer culminated in one of the most exciting events in our 15 year history when we were acquired by The Davey Tree Expert Company. Davey Tree is a 78 year old, employee owned, 150 million dollar horticultural company. They currently have offices in 85 markets in 40 states.

The Davey/Plantasia goal is straightforward and exciting: through rapid, yet controlled growth we will achieve significant national market penetration within five years. This growth will provide unparalleled opportunities for our associates to contribute to our success and profitability. We cannot hope to achieve our goal alone. We are looking for the most valuable commodity any organization can have - people. Plantasia needs horticulturalists, supervisors, managers, and operation and sales experts to join our team, learn our system and eventually earn the opportunity to direct divisions of a branch office in one of our selected expansion markets.

If you can offer us energy, self-motivation, innovation and dedication we will provide commensurate rewards:

1. An atmosphere of appreciation for your efforts.
2. Comprehensive training and support.
3. Encouragement for achievement.
4. Unexcelled opportunity for advancement in salary and job responsibility.
5. Stock purchase plan.
6. Excellent fringe benefits.

While we are primarily seeking "fast track" professionals from the interiorscape industry, this advertisement is also appearing in other horticultural publications. If your background encompasses exterior landscaping, turfgrass, landscape architecture or a similar field, we still want to talk to you.

I hope you have found this advertisement different yet refreshing. We are truly excited about our future. If you are willing to make a commitment, we invite you to join our team. **Please send employment and salary history to David Davies, Vice President, Plantasia, Inc., 5221 Ebricht Road, Canal Winchester, Ohio 43110.**