

**A Perfect Plug
for PennLinks**

DJ Pakkala, Supt.
The Vintage Club
Indian Wells, CA

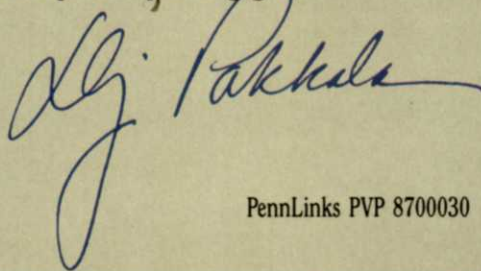
“PennLinks survives 126° heat and below freezing temperatures here in the desert”

“Here at The Vintage Club, we pride ourselves on our 36 flawless PennCross greens, so when Dr. Joe Duich at Penn State University asked me to test his experimental bentgrass PSU 126, now PennLinks, I jumped at the chance. After three years of extreme desert temperatures, this chipping green looks absolutely perfect, and I get raves from the membership.

I have found that PennLinks has a more upright growth habit and more

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While I'm not given to praising products loosely, here I am plugging PennLinks ... and what better place than on our perfect pitching green!”



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...to dollar spot (!?!%!!)

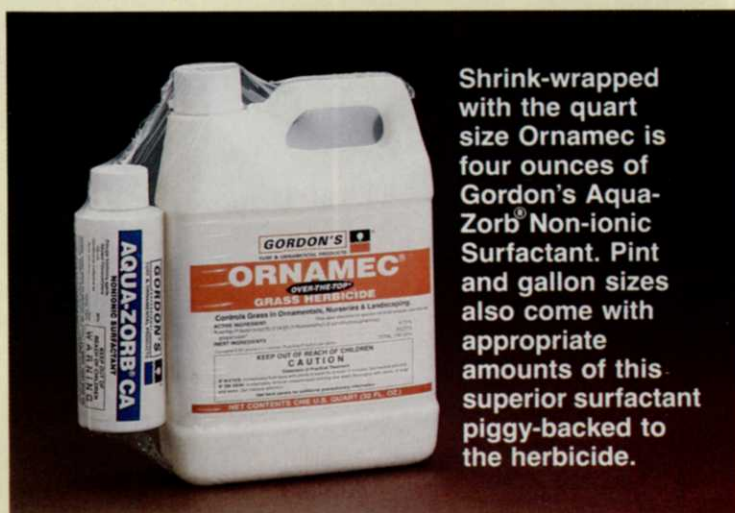
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PBI/Gordon Corporation



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Indeed Ornamec is a remarkable innovation in landscaping chemistry. You can spray it over the top of the vast majority of nearly 500 different varieties of ornamentals and flowers listed on the label, and control more than 35 species of grass that invade ornamental beds and totally ruin the appearance of your most meticulous handiwork.

We're not just talking about controlling grass. We're talking about controlling tough grasses like quackgrass, johnson-grass, etc. The tough grasses with deep



horizontal roots that come back bigger and stronger when you try to eliminate them with cultivation.

And we're talking about controlling those tough grasses that put out runners, like bermudagrass, and literally take over a landscaping area.

Of course, what Ornamec can do for the landscaper it can also do for the nurseryman who is producing field-grown and container-grown ornamentals.

What is Ornamec?

Ornamec is PBI/Gordon's unique formulation of Fluazifop-butyl (Fusilade) especially designed and labeled for the nurseryman and the landscaper. There's nothing else like it on the market.

The first thing that is special about Ornamec is that it is designed to be mixed with a non-ionic surfactant rather than with a crop oil.

The trouble with a crop oil in this kind of situation is that its purpose is to dis-

solve the cuticle of a plant so the herbicide can penetrate the grass it is intended to control. Of course, the rub is that crop oil can also dissolve the cuticle of the ornamental you're spraying over, and thus endanger its life.

A non-ionic surfactant, which is used with Ornamec, does not dissolve cuticle. It simply acts as a spreader-sticker and wetting agent to get more Ornamec on the grass and keep it in solution in the sprayer.

The next thing you'll like about Ornamec is its unusual power to penetrate into the circulatory system of a grass and translocate to every growing point including the shoots, roots, rhizomes, nodes and stolons.

Please take an extra minute to study the schematic diagram on this page, which indicates how Ornamec penetrates into the circulatory system of a grass and translocates throughout the horizontal root system to prevent regrowth from nodes.



PICTORIAL QUIZ . . . for landscapers and nurserymen: How are you going to get the unsightly, nutrient-robbing grasses out of the problem areas shown on this page? The answer is to spray over the top with Ornamec. It makes landscaping handiwork and nursery husbandry look good.



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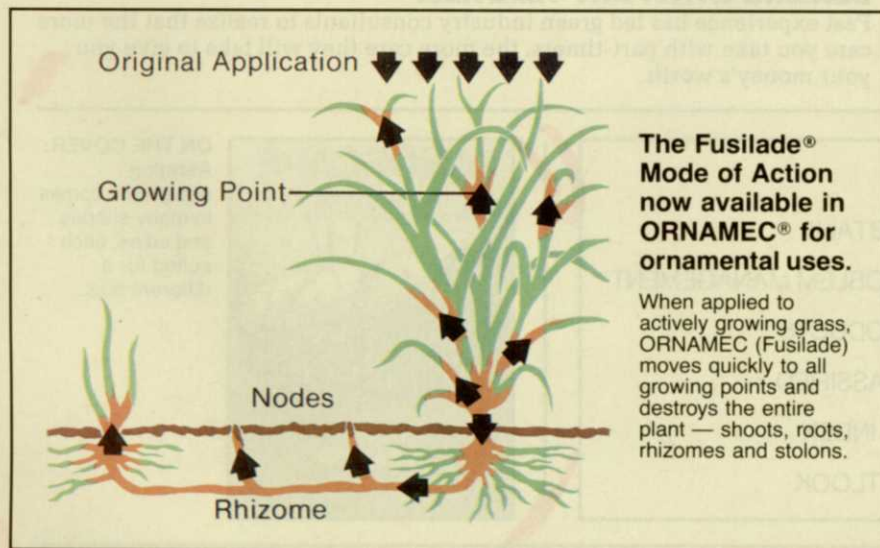
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LANDSCAPE MANAGEMENT

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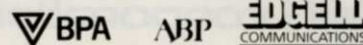
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ON THE COVER:
Aeration equipment comes in many shapes and sizes, each suited for a different task.

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More on 'Variety Not Stated'

■ The discussion of seed labelling continues.

Bob Olinger of Olinger Seed Co., Akron, Ohio, took exception to an article appearing in *LANDSCAPE MANAGEMENT* last November. It stated that purchasers of seed should be wary of "Variety Not Stated" (VNS) labelling.

"Half of the seed on the market is VNS," Olinger says. "That article casts quite a shadow on the common varieties. And any of the common-use grasses—if they're not premium—have to be labelled VNS."

Eliot Roberts, Ph.D., executive director of the Lawn Institute, finds himself partially agreeing with Olinger.

"If the seed is not a proprietary variety but it's grown with the standards of a proprietary, it's equivalent to a proprietary," says Roberts. "If Olinger puts high-quality VNS in his bag, he can do that. But another seedsman might put junk in the bag."

"We try," counters Olinger, "to handle all good quality seed. And I think all regional wholesale distributors carry similar lines. We kind of pride ourselves on our reputations."

Observes Roberts, "Although proprietaries are bred for better tolerances, there's always going to be a place for the common variety. Not everybody is interested in buying a Cadillac."

"But I really have to agree with your article: if you buy VNS, you really don't know what you're getting."

The bottom line? It's best to buy proprietary varieties. If you must buy VNS grass seed, make sure you're dealing with a reputable wholesale distributor.

Biotechnology to boom

■ Biotechnology will have a significant impact on agricultural markets during the next 10 years, say consultants at C.H. Kline & Co. Sales of biotechnology products are projected to reach more than \$2 billion by 1995 (compared to \$14 million currently). These products are also expected to eventually have an impact on the lawn and landscape market.

According to Kline's report, agricultural biotechnology will initially help evolve agricultural products, but holds the long-term potential to alter or revolutionize the animal health care, crop protection and seed improvement industries.

Current biotech sales include products in animal health therapeutics, disease diagnostics and micropropagated crop plants. By 1990, biotechnology-derived products will include genetically-engineered microbial insecticides.

American Cyanamid, Ciba-Geigy, ICI and Monsanto are active in these areas. Lubrizol, Sandoz, Hoechst, Merck and several other companies are also developing such products.

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Landscape architects, left to right: Bill Cathcart, Rob Sawyer, Walt Young, Bob Cardoza and Keith French, opened lines of communication with landscape contractors at the Landscape Industry Show in Long Beach, Calif.

INDUSTRY

Architects want open communication lines

A panel of five certified landscape architects from Southern California emphasizes the need for good communication between themselves and the contractor installing a design.

A concern of all the panel members involved cutting small portions of the design, most often to save money and without the knowledge or consultation of the architect.

"If necessary," says Rob Sawyer of Land Concern, Santa Ana, "let the landscape architect make the cut in the plans." Each architect emphasizes that consultation on the plan is only a phone call away.

"Time is of the essence," adds

Keith French, of the Keith French Group, San Clemente. If problems arise during installation, "fix the problem first and then find out who's to blame."

Panelists also stressed the need for some understanding from contractors when a new architect is sent out to a job. Often the principal architect is not the one at the site. "I was scared to death the first time I went to a job," Sawyer recalls.

"There should be an education from the principal architect on down to the new people who they're sending out on a job," says Walt Young, Walt Young Assoc., Northridge. "They've got to know what to

expect."

Bill Cathcart, Cathcart/Begin Assoc., Orange, "looks for an experienced contractor to 'break in' a new person." Sometimes, though, "even if they have the right answer, they get trampled on by the contractor," Cathcart says. "That gets me angry. You have to have that common respect."

"This is a commitment," French calls his business and the contractor's business. "Everything I do is related to my business. You have to understand all aspects of the business, not to replace people with yourself, but to understand their functions."

Good advice for contractors, too.

LAWN CARE

Lawn care operators head off potentially damaging TV report

The Professional Lawn Care Association of Mid-America has headed off a potentially damaging television report. In the face of the report, by Stan Cramer of Channel 5 News in Kansas City, association president David Murphy presented the group's policies and provided explanations for practices, all resulting in an objective report by Cramer.

Cramer's original intent was to give a "burning condemnation" of continuous service and negative option agreements, said the PLCAMA newsletter. Cramer had information that some lawn service customers had called the Kansas Attorney General's office to complain about con-

tinued service without permission and heavy-handed collection techniques. Cramer's attempts at interviews with local companies apparently were frustrated because his reputation for damaging reports preceded him.

Murphy stepped in with two days of interviews in which he explained that companies had continuous service agreements with customers. He said that the "lawn service will take care of the lawn from season to season and year to year automatically" though the customer could cancel the service any time by prior notice.

"It is also the policy of our associ-

continued on page 11

LEGISLATION

LCOs', contractors' driving laws change

Drivers of vehicles carrying designated materials will soon need commercial drivers' licenses under regulations proposed by the Department of Transportation.

The DOT, under the Commercial Motor Vehicle Safety Act of 1986, will release guidelines July 15. They will include basic information for license exams, which will be administered by the states.

The list includes some 4,000 designated materials. Some used by lawn care companies and landscape contractors are chlorpyrifos, diazinon, 2,4-D, carbaryl, malathion and ammonium nitrate. They are listed in the 1987 Code of Federal Regulations, Title 49, Section 172.101.

States will have until 1992 to enact their licensing programs.

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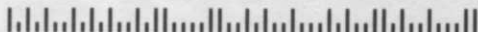
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