

## IPM can protect industry into the '90s

LANSING, Mich.— Dr. Mark Raupp of the University of Maryland believes Integrated Pest Management (IPM) will help lawns and company coffers stay green in the 1990s.

"Improper management practices can feed on the economics of what we do," warns Raupp. He adds that negative public perception will also play an increasing role in the success or failure of lawn care businesses.

Raupp defines IPM as "the selection, integration and implementation of pest control in predicting economic, ecological and sociological consequences."

Among the fundamental biological reasons for using IPM, Raupp says, is that the practice eliminates exposure of non-target organisms, both non-infected plants and beneficial predator insects.

One of the common re-



**Dr. Mike Raupp: "Eradicating pests is not a realistic objective. Practice IPM."**

sults of cover sprays, Raupp notes, is that the primary pests resurge quicker than the helpful predator. In tests conducted by the university, cover sprays for general pests controlled the beneficial organisms, but were very poor in controlling the pests. In those situations, secondary pest

outbreak occurred.

"Eradication is not a realistic objective," insists Raupp. "There are always going to be pests in the system. What you want to do is manage your pest populations below a damaging level. The beneficial predator insects need certain low levels of target pests for sustenance.

"Understand the key pests in the system, know

how to identify them and know their life cycles. "You also need a proper monitoring approach, decision making guidelines and alternative control tactics. Then put it together into an overall management plan with some means of evaluation."

Raupp says proper monitoring yields the information  
*continued on page 23*

## ...and in Florida

GAINESVILLE, Fla. — Integrated Pest Management could easily grab a dominant foothold in this state, if the results of a recent survey are indicative.

"From the results of this survey, the future of urban landscape IPM appears to be promising," notes Wendel Martinkovic, reporting for the Florida Co-

operative Extension Service. "The unusually high response shows an openness and an acceptance of these new practices."

He cites improved water and fertilizer use, proper mower height and sharp mower blades and leaves, and the use of resistant plant varieties as most popular  
*continued on page 23*

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## ATHLETIC TURF



Harry Gill (seated, center) gets a standing ovation from the dais as he is named permanent special advisor to the STMA Board of Directors. Honoring Gill are (from left): executive secretary Mark Hodnick, president George Rokosh, "Lawn Ranger" award-winner David Frey and Bruce Shank of *Sports Turf*.

### STMA honors members

The Sports Turf Managers Association honored **David Frey**, **Harry Gill** and two students during its recent annual conference in Houston, Texas.

Frey, head groundskeeper at Cleveland Stadium, was recipient of the "Lawn Ranger" award, honoring the STMA's groundsman of the year. Gill, head groundskeeper at Milwaukee County Stadium, was named "Man of the Year" by *Golf and Sports Turf* magazine.

**George Wehrmaker**, a senior at Texas A&M University, received the \$500 Harry Gill Scholarship; **Patrick Sherer**, a freshman at Cal Poly Pomona, received the Jeff Wishard Scholarship.

New STMA president **George Rokosh** of the College of DuPage (Ill.) took the gavel from **Steve Cockerham** of the University of California at Riverside, who becomes immediate past president. Other officers are: president-elect **Twyla Hansen** of Nebraska Wesleyan University, vice president **Larry Elliott** of Missouri Paint Supplies, treasurer and executive director *pro temp* **Mark Hodnick** of Cal Poly Pomona, and secretary **Gil Landry** of the University of Georgia.

Other members of the board of directors are: **Dale Sandin** of the Orange Bowl, **Ken Mrock** of the Chicago Bears, **John Culbertson** of Pacific Sod, **David Minner** of the University of Missouri and **Greg Petry** of the Waukegan (Ill.) Park District.

Gill, an STMA co-founder, was also named permanent special advisor to the board.

With 125 registered guests, the STMA convention grew by 50 percent over its 1988 edition, according to office manager **Gini Scharfman**. The 1990 annual conference will be held at the beginning of December.

tion needed to pinpoint pests in time and location.

"Contrary to popular belief," says Raupp, "pests are not everywhere all the time."

And don't discount the presence of pests during the winter, says Raupp, who encourages companies to visit home sites once or twice during winter months to monitor insect presence. □



Heiny extolls virtues of aerification equipment.

## Fertilization, mowing and water are keys to quality

LAGUNA HILLS, Calif. — "You can do more with turf in terms of appearance easier and quicker than any other part of the project," says Dan Heiny, owner of Allseasons Landscape. "Irrigation, fertilization and mowing are the keys."

Heiny offered tips to fellow landscapers at a recent show. Here are excerpts:

● Always mow dry ground. Be sure the lawn is not watered the day prior to mowing. Also, never mow twice in the same direction.

● Fertilize every month with a uniform supply of fertilizer.

● Don't use string trimmers around trees. If customers insist on grass abutting trees, tell them it's risky. Instead, use a hoe, shovel or handpick to make a six-inch dirt barrier around the tree. And be sure not to mow too close to

the tree.

● Aerify regularly. "It'll make you look like a real whiz," Heiny says. "An aerifier is one of the best machines you can use." Afterwards, water to break up the plugs, then mow.

● Test soil moisture regularly.

● Check drainage regularly, especially on rainy days.

● Clear weeds in the walkways. "It's something that gives the extra little detail to a project," he says.

● Check for tree roots in the asphalt. If unchecked, they will eventually break the asphalt and you could be held liable.

● Specify snail and gopher control. These are time-consuming jobs, so the contractor should not be responsible unless they are specifically stated in the contract. □

### FLORIDA from page 21

ular IPM techniques.

Other perceptions of Florida's lawn and landscape professionals were judged by the survey. Some of the perceptions:

- regulations concerning pesticides used in the urban landscape;
- safety practices;
- the cost of pesticides;
- the number of insects believed to becoming resistant to commonly-used

pesticides; and

● public awareness about alternative types of pest control, including IPM.

The survey has caused the Florida Cooperative Extension to take action.

"A media campaign has been initiated," Martinkovic reveals. "It is aimed at increasing awareness of urban landscape IPM, since PCOs perceive the public as not aware of these practices." □

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## PRODUCTS

# Pennant herbicide expands uses

GREENSBORO, N.C. — The EPA has approved several label amendments for Ciba-Geigy's Pennant liquid and granular herbicide for problem weeds in ornamentals.

Now, the product may be used on all landscape and nursery plantings, including in residential landscapes. Previously, it was only allowed on plants in commercial landscapes and ornamental nurseries.

"This revision greatly expands the number of sites where Pennant can be used," says Dr. Doug Houseworth, Ciba-Geigy's manager of technical support. "New users will be able to take advantage of the product's excellent weed control properties, particularly against diffi-

cult-to-control yellow nutsedge."

The number of container-grown ornamental plants on which Pennant can be used increases from 5 to 50, and more weeds are included on its label. Other application recommendations include:

- application with liquid and dry fertilizer;
- application through overhead or microjet irrigation;
- using Roundup as a tank mix if desired;
- over-the-top applications;
- no waiting between transplanting and treatment;
- use on high organic peat and muck soils if desired; and
- more flexible carrier volume. □

"Apparently," says Lee, "insurers now want to make sure such claims go through the workers' compensation system. That's a real concern for self-employed people without workers' compensation."

According to Lee, self-employed people may erroneously think their family health insurance or coverage offered by their spouses will cover all medical bills.

Dale Chuba, director of member services for the Ohio Farm Bureau Federation, says it is possible not only for farmers but also other self-employed people to obtain insurance that automatically covers work-related injuries.

If a worker's current insurance plan does not cover work injury, it is possible to buy into the workers' compensation system. Premiums are determined by a formula that includes payroll and risk factors. Another formula is used to calculate biannual premium payments. □

## INSURANCE

# Insurance difficult for self-employed landscapers

COLUMBUS, Ohio — Tighter enforcement of some health insurance policies could leave self-employed landscapers with no

recourse in the event of injury. At least, that's what's happening in Ohio, according to a noted agricultural economist.

Warren Lee of the Agricultural Research and Development Center at Ohio State University has been receiving reports of self-employed people being unable to get their health insurance to cover medical costs from work-related injuries.

# All around the house...

Remember that environmentally friendly Roundup® herbicide is biodegradable. It won't build up in the soil, so you can use Roundup with confidence along customers' driveways, sidewalks and fences, and — wherever trimming, edging or weed problems pop up. For more information, see your dealer, or call toll-free **1-800-323-1421** and REMEMBER THE ROUNDUP.

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Bayard Sheldon, left, president of Silver Creek Landscaping in Sacramento, says that they use Embark as an edger and trimmer to keep Bermuda from creeping into flower beds or growing ragged around tree wells and

fence lines, as well as encroaching on sidewalks, driveways and walls. Center is Nick Subia, general manager of the maintenance division; and, right, is Charles Sheldon, Silver Creek vice president.



Robert McKindles, supervisor of grounds maintenance at Northwood Institute near Midland, Michigan wanted his entrance road to have a manicured look comparable to the ornamental turf on the main campus. He used two

treatments of the PBI/Gordon fine turf program, the first in early spring, and the second in mid-summer. "The roadsides were only mowed twice," says McKindles, "and the color was as beautiful as any turf on the campus."

# If you mow or manage ornamental turf, Embark® PLANT GROWTH REGULATOR can help in many ways:

All over America, professionals are experimenting with ways to improve their business with Embark® Plant Growth Regulator. Read how four landscapers with totally different goals are more successful because of the way they use Embark.

Everett Mealman, President  
PBI/Gordon Corporation

Because Embark is a true plant growth regulator that redirects energy from seedhead development and stem elongation to root growth, there is almost no limit to the ways a turf professional can use it by adjusting the rate to fit the problem.

The experiences of Kevin York and Gil Chapel are one illustration of the many ways we have found that professionals are using Embark beyond the standard PBI/Gordon fine turf program.

York and Chapel work closely together in suburban Kansas City. In fact, they actually share office space. York owns York Lawns, Inc., and specializes in mowing, trimming, installation of sod and ornamentals as well as irrigation systems. Chapel owns Lawn Pro of Olathe and specializes in lawn and landscape management of fertilizing, insect, weed and disease control.

Chapel has very carefully followed the development of PGRs since they first

came on the scene. Little wonder, since he has a Ph.D. in chemistry and is active in the monthly Professional Grounds Maintenance Society educational programs. His expertise in landscape management is highly visible on many of suburban Kansas City's most beautiful commercial and residential developments.

...and from such knowledge he was able to help his friend Kevin York use Embark in his mowing contracts last year when abnormal rainfall caused excessive growth that threatened to get out of hand.

"Most of my accounts are on a per-mow basis," says York, "so my mindset is inclined toward investing in mowing machine maintenance and em-

ployee training rather than buying chemicals to reduce growth. But I was willing to try anything that would help me keep up with the avalanche of growth and scheduling problems caused by all the rain."

And thus it was that Chapel applied a low rate of Embark and Limit® on several of the properties York was mowing — to slow down the growth. The chemical cost to York was only about \$10 per acre.

According to York, it was one of the most profitable investments he has ever made. It not only slowed down the growth so that double mowing was eliminated, but it also reduced the man hours and mowing machine maintenance per acre.

But this is just one way professionals are experimenting with low rates of Embark PGR in the Kansas City area.

Consider the experience of Northwood Institute, near Midland, Michigan.

The entrance road at Northwood Institute is almost a mile long and winds through natural ground covers of majestic oaks and pines. The berm tapers off into a ditch on



Use rates and timing vary according to geographical area and with weather conditions, as well as with turf species.

each side that is well turfed but extremely difficult to mow.

Because the entrance road is such a vital element of the overall campus image, the Institute wants it to have a manicured look rather than your conventional highway look.

After considering all of the alternatives, Robert McKindles, supervisor of grounds maintenance at Northwood Institute, elected to treat the roadside with the fine-turf rate of Embark in a tank-mix with Ferromec® AC Liquid Iron — one pint of Embark plus 2.75 gallons of Ferromec AC per acre.

**"The first treatment** went down in early spring," says McKindles, "and it held the grass in a neat, attractive condition for six to seven weeks. Ten weeks after the first application went down, the roadsides were mowed and a second application went down.

"It held the growth sufficiently that only one more mowing was needed," continues McKindles, "and the color was as beautiful as any of the turf on the entire campus."

While use rates and timing may vary in other geographical areas and with weather conditions, Embark proved an invaluable tool at Northwood Institute.

Embark is also a priceless tool for edging and trimming. Just ask the folks at Silver Creek Landscape in Sacramento, California.

Sacramento has to be the ground cover capital of the world. At least 50% of the landscape consists of creative placement



Kevin York, left, owner of York Lawns, Inc. and Gil Chapel, right, owner of Lawn Pro, show Everett Mealman one of the commercial properties where they slowed down the growth

of the grass. "Using Embark to reduce the man hours per acre for mowing is an idea whose time has come for mowing contractors," says York.

of rocks, bark, ivy, and a wide variety of trees.

"We use Embark as an edger and trimmer," says Bayard Sheldon, president of Silver Creek Landscape, headquartered in the suburban Rancho Cordova area of Sacramento. "Sometimes I think we should call ourselves *manicurists*," laughs Sheldon, "because it seems that so much of our effort revolves around keeping Bermuda from creeping into flower beds or growing ragged around tree wells and fence lines, as well as keeping our ivy ground cover from encroaching on sidewalks and driveways and climbing up the sides of buildings. I don't know how we could keep up with it without the use of Embark to keep everything in its place.

### The standard program for using Embark on irrigated fine turf

If Embark is a tool with virtually endless applications in landscaping, the standard Embark/Ferromec AC/Trimec® Herbicide program for fine turf is surely becoming the most significant development in recent years for reducing mowing costs, while at the same time brightening up the color of turf and strengthening its root system.

Ferromec AC, because of its patented

nitrogen-iron bonding process, works within 48 hours to fix the color. The Embark kicks in later with its task of suppressing the growth rate of the turf by redirecting the energy from seedhead development and stem elongation to root development.

The Embark/Ferromec AC treatment costs about \$42.00 per acre for the chemical and, since it is applied with a regular herbicide treatment of Trimec, it gets a free ride as far as cost of application is concerned.

The program will save two to four mowings during a seven- to eight-week period and, since the cost of mowing is known to be at least \$45.00 per acre, the savings can be as much as \$135 per acre per treatment.

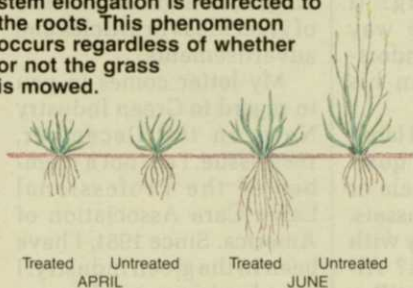
### Shouldn't you try Embark?

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## INDUSTRY

### DowElanco pays to get 'Tick'd Off'

RYE BROOK, N.Y. — DowElanco donated \$2,000 to the New York Medical College's recent Lyme Disease Benefit here, the theme of which was "It's Time We Got Tick'd Off."

More than \$180,000 was raised at the event to fund Lyme disease research at the medical college, a leading research facility committed to studying deer ticks and Lyme disease.

"We were proud to have been part of the benefit, as were our guests from the pest control and lawn care industries," says Dr. Brian Bret, technical service and



development specialist for DowElanco. "It is these industries that are providing one of the front lines of defense against the deer tick."

According to sources, proceeds were critical to support research. □

## LETTERS

### Taking issue with an LM ad

To the editor:

While paging through the January issue of *LANDSCAPE MANAGEMENT*, I was stopped in my tracks by a full-color ½-page ad. It featured a lovely young lady in a bikini selling...? Gosh, what was she selling? Seed? Chemicals?

I certainly don't consider myself a militant feminist, but in this day and age what is the point of this kind of advertising? (I would feel the same way about Joe Montana endorsing a Ditch Witch in his briefs—honest!)

We are facing a real labor shortage in which all qualified professionals, male or female, are valuable assets. Why alienate anybody with such archaic schlock? Although women are still a minority at the conferences, meetings and trade shows I attend, our numbers are increasing. Professionalism in our industry is something that is constantly reinforced, and professional women fill the issues of *LANDSCAPE MANAGEMENT*. Why the inconsistency in attitudes?

Let's keep up with the

times, please! If your readers need this kind of advertising "fix," they should ask one of their tool reps for a calendar.

Cheryl Vander Weit  
Lied's Inc.  
Sussex, Wisc.

### The side of an environmentalist

To the editor:

Congratulations on doing a superb job bringing so much information to readers each month in your magazine. Each issue is full of great ideas in articles and advertisements.

My letter comes to you in regard to *Green Industry News* in the December, 1989, issue. I am not a member of the Professional Lawn Care Association of America. Since 1981, I have been in the green industry. I am a landscaper and an environmentalist. It seems that Jim Brooks, executive director of the PLCAA, would find me an enigma. He declares, "Our new competitors are the environmentalists and legislators." Will Jim and his membership be the last people on Earth to realize that there can be no competition in the struggle to pre-

*continued on page 32*





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Grubs, mole crickets and surface-feeding insects a problem? Depend on the powerful twosome of Chipco® Mocap® 5G and Chipco® Sevimol®. Chipco® Mocap® 5G pesticide delivers effective, fast, dependable control of grubs, mole crickets—all species—and a wide variety of surface-feeding pests.

Chipco® Sevimol® is a special liquid formulation of Sevin® brand carbaryl insecticide for broad spectrum defense against grubs, sod webworms, chinch bugs, bluegrass billbugs, mole crickets and more than two dozen other turf pests. Chipco®