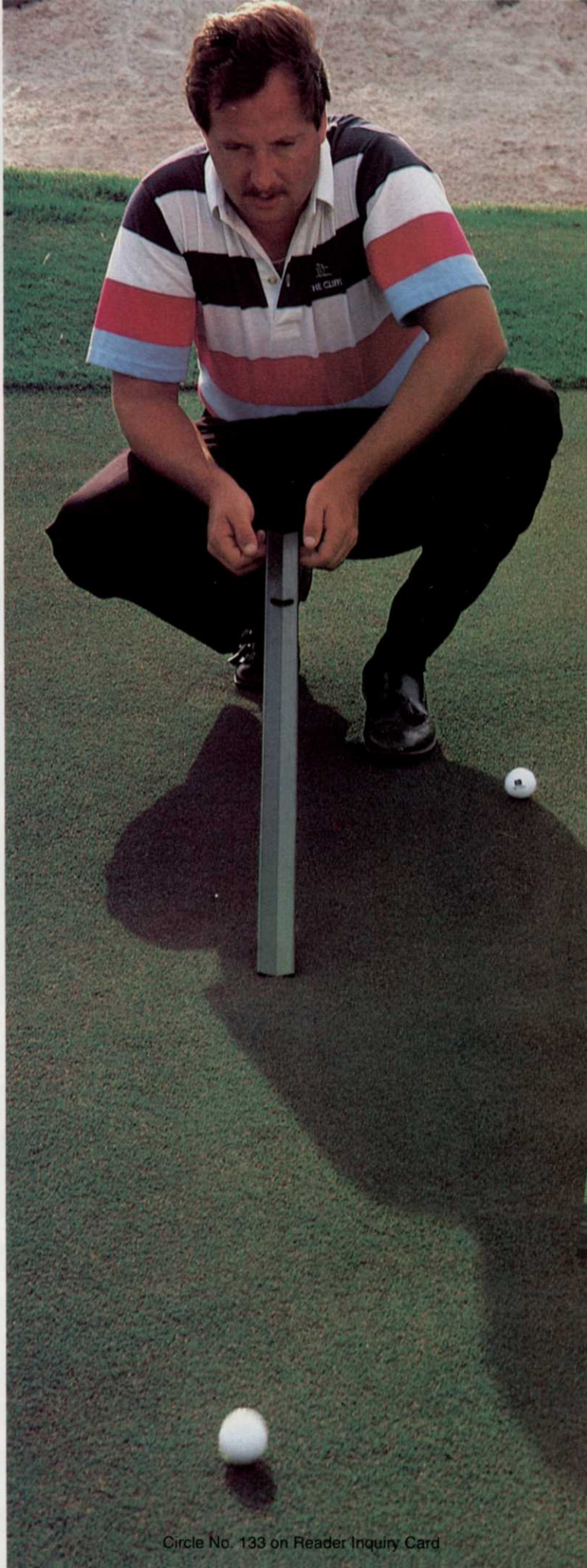
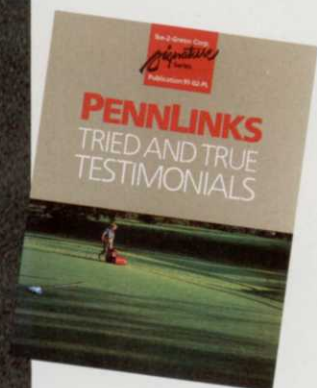


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AS WE SEE IT

JERRY ROCHE, EDITOR-IN-CHIEF



Great way to spend a week

How about these for timely topics:

- "Pricing Your Work to Make Money"
- "How to Survive in a Recession"
- "Award-Winning IPM"
- "Composting Yard Waste"
- "Maintaining Turf in a Drought"

They are but five topics that will receive full treatment at the annual Green Industry Expo in Tampa later this month.

I would really like to say to all our readers this month, "See you in Tampa." But the sorry fact of the matter is that I *won't* see you all in Tampa. I *will* see somewhat more than 2,000 and somewhat less than 3,000 of you, if past Green Industry Expos are accurate benchmarks.

At least 30,000 readers of this magazine would find the Expo a wonderful educational tool (that doesn't include 12,000 golf course superintendents, who have their own show). So it's a darned shame that only one out of 10 show up at the annual event. And—mostly—it's the same 3,000 people, year in and year out.

What I'm here to tell you this month is that there is no work-related excuse for not attending the Expo. None. Zip. Nada.

If you want your business to grow, or your organization to run more efficiently, there is no time or money better spent than that used to visit Tampa Nov. 17-21.

Theme of the lawn care portion of the program is "Meet the Challenge." It could well be the same theme for the landscaping/grounds portion of the program.

Included in the week's agenda are tours, business meetings and the ever-popular social hours.

One of the major misconceptions, however, about attending conventions is that you have to be a partier, have to be Mr. or Ms. Personality, have to schedule 20-hour days, to get the most of your experience. But it ain't necessarily so. Just by being in that fact- and fun-filled environment for four days, you're going to be richer for the experience. And more knowledgeable. You

can't help but go home with new, interesting ideas—even if you don't speak to another soul.

Many of the landscape managers I know attend the event just to absorb, like sponges.

And the educational sessions and social functions are just a part of the week's agenda. Though speakers and friends will doubtless bombard you with usable information, you'll still have plenty of time to visit the trade show floor where the newest products are displayed like candy in a candy store.

The grand finale, as it has been in previous years, is the equipment demonstration Thursday morning. Take an hour or so before heading home to try out all the new equipment you saw on the trade show floor. See what you're missing.

Okay, you've not made plans to attend the Expo yet. But there's still time.

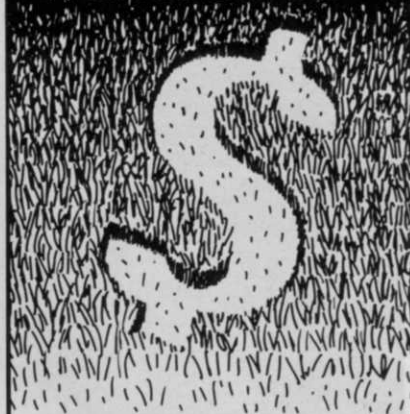
Now, if you're not considering attending, you're probably doing yourself and your organization a big injustice. But don't just take my word for it. Consider those 3,000 fellow landscape managers who come back year after year.

So pack the spouse and kids in the family wagon or camper, gas up and head south.

See you in Tampa.

Have a comment to share with the LANDSCAPE MANAGEMENT editors? Call us at (216) 243-8100 or write to us at 7500 Old Oak Blvd., Cleveland, OH 44130.

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Landscape Management, November 1991 1



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INCORPORATING LAWN CARE INDUSTRY

NOVEMBER 1991 VOL. 30, NO. 11

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23 Estimating: Quantify your own work

If you don't have the time to prepare a comprehensive bid by bid date, then don't start it.

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If your course handles 45,000 rounds per year or more, here are some turf-saving steps to take.

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28 The bright side of night mowing

To keep golfers moving along the course during the day, one now-famous course has begun to mow at night. Here's how it's done.

30 Responding to the drought

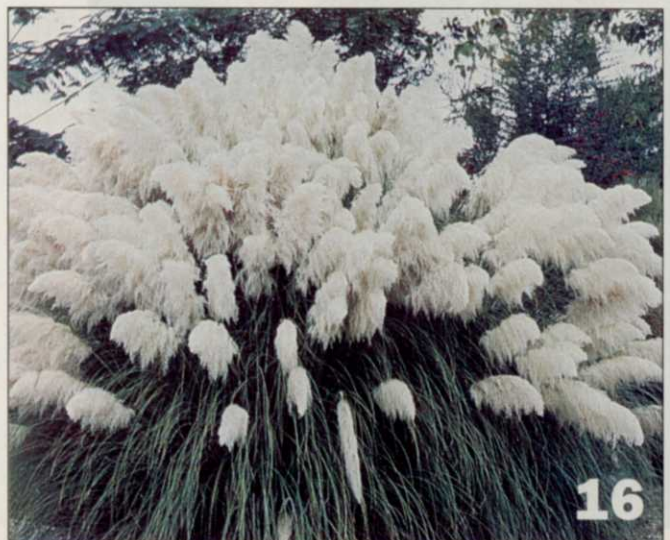
Here's how to make the drought of 1991, now a mere memory, pay handsomely.

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BPA **ABP**

ASK THE EXPERT

DR. BALAKRISHNA RAO



Warm-season fertilization

Problem: Would you please provide some information concerning the fertility requirement (amount of nitrogen) of common turfgrass in Texas? We are familiar with the turfgrass in the North, but know very little about the southern turfgrasses. (Texas)

Solution: The fertilization recommendations should be based on soil test results, turfgrass species, environmental conditions and other cultural practices such as mowing. Some soils may contain adequate amounts of phosphorus and/or potassium to maintain turfgrass. However, if they are determined to be deficient through soil testing, then the addition of these elements would help improve turfgrass. According to a report from Texas A&M University, the fertility of different turfgrass would vary depending on the species as follows:

RECOMMENDED N FERTILITY RATES	
Total Nitrogen Required (lbs/1,000 sq. ft./yr)	Grass Variety
5 - 7	hybrid bermudagrass (Tifway, Tifgreen, Tifdwarf)
4 - 6	common bermudagrass, perennial ryegrass
3 - 5	zoysiagrass
2 - 5	St. Augustinegrass, tall fescue
1 - 2	centipedegrass
1	buffalograss, carpetgrass

Source: The authors

Also, certain environmental factors such as shade, soil type, rainfall, mowing and clipping recycling can influence the amount of fertilizer needed by different species. Study the cultural and environmental factors on site which would further influence the fertility requirement.

Planting bed techniques

Problem: When installing a planting bed where the road is part of the edge of the planting bed, how can mulch be contained?

This area is usually too hard for edging, timbers are even dig-

ging a furrow, and sometimes extends several feet into the lawn, or planting, area. Without any border, mulch washout is a potential problem, resulting in a sloppy unprofessional job and a maintenance problem for the homeowner. I've considered moving the planting bed back to good soil and planting stone between the planting bed and road, or installing a raised bed and bordering with stone or brick. Each solution presents other challenges, "cost" being first. (Virginia)

Solution: The problem of maintaining a planting bed in between a road and lawn is difficult but not impossible. As you mentioned, moving the planting bed back to good soil and placing stone between the bed and road, or installing a raised bed and bordering with stone or brick would be an excellent solution. As you are aware, this would be a costly affair. Without these changes, the problems you have to address are: mulch being washed off, possible vehicle trafficking and subsequent compaction and disturbing the landscaping areas; and possible de-icing salt contamination.

For possible erosion and/or mulch being washed off, consider digging a bed edging trench next to the road:

Also use railway ties, treated lumber or landscape edging around the border of planting area facing the road. Because of possible contact by vehicles, metal edging would be more desirable than plastic. Depending upon the landscape and planting beds, some of groundcovers such as ivy, pachysandra or vinca, or euonymus can also be used along the border of planting, closer to the road area. If maintained properly, these border plantings should protect the mulch and also can enhance the landscape beauty.

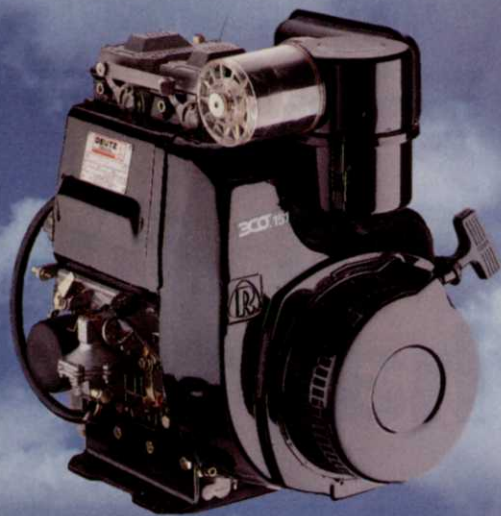
To minimize or prevent vehicle trafficking and compaction of the planting borders, consider using some sort of wood or metal posts (at three- to four-foot intervals or whatever the lawn will dictate) around the planting area. If this is done properly, it should not affect the aesthetic value of the landscape.

To deal with the possibility of a de-icing salt problem, consider installing some sort of solid fence or burlap-type of barrier to protect the planting area. Also, deep watering in early spring to leach the excess salt from the rootzone will help minimize salt injury.

Since these plantings will be continually exposed to various climatic and mechanical stresses, provide proper watering, fertilizing, mulching and pest management as needed to improve plant health.

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

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



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LANDSCAPE MANAGEMENT

COVER STORY / LEGISLATION

Local laws: What to do

Are anti-pesticide interests in your community out to sabotage your business or department? There is help available.

■ With this summer's *Mortier vs. Wisconsin* Supreme Court decision, pesticide applicators should be wary of possible local outcries against pesticide use in their communities.

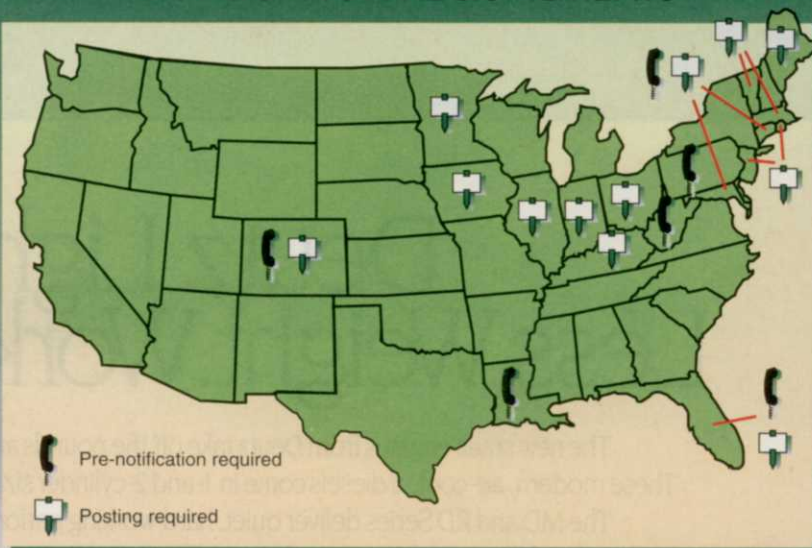
As this issue of LANDSCAPE MANAGEMENT went to press, a groundswell of local regulations were being passed and/or contemplated across the country. (For more details, see "Lawn Care Industry" section.) Most of the legislation deals with the lawn care segment of the green industry; but, more and more, communities are looking at *all* pesticide applications—including those done by golf course and park superintendents and by homeowners.

If legislation is rearing its ugly head in your community, however, you can get immediate help: the cavalry is just a phone call away.

More than 130 professional organizations calling themselves the "Coalition for Sensible Pesticide Policy" (CSPP) are making themselves available to the green industry and the agricultural community as a defense against irresponsible legislation.

Purpose of the group is "to secure sensible, uniform federal and state regulation of pesticides by passing pre-emptive legislation while allowing local input into the federal/state regulatory

STATE-BY-STATE PESTICIDE APPLICATION REQUIREMENTS



Source: Professional Lawn Care Association of America

Are you on this list?

■ Here is the most recent list of communities that either have local pesticide application laws on the books, or are in the process of passing such legislation.

If your community is listed, it is imperative that you get involved at local council meetings and let your voice be heard (see "Local laws: What to say").

An asterisk (*) denotes a community where previous "activity" has been reported, communities that bear further watching or investigation.

Alabama	Elsmere	Hoffman Estates	Schaumburg
Huntsville*	Illinois	Lake Zurich	Wauconda*
Colorado	Aurora	Lincolnshire	Iowa
Boulder	Chicago	Oak Park	Waterloo*
Denver*	Franklin Park	Palatine*	Iowa City*
Delaware	Highland Park	Rockton	

Continued on page 9

Are you on this list?

Kansas	Flushing
Wellington	Livonia*
Kentucky	Milford
Georgetown*	West Bloomfield
Maine	Minnesota
Lebanon	Bloomington
Maryland	Cottage Grove*
Prince Georges	Minneapolis*
County*	Roseville*
Montgomery	St. Louis Park*
County*	St. Paul
Massachusetts	South Shores
Boston*	Missouri
Greenfield	Lake Winnebago
Mansfield	(in process on
Mashpee	8/12/91)
West Springfield*	Montana
Wellesley	Missoula*
Wrentham	New Jersey
Yarmouth	Berlin*
Michigan	Bernardsville
East Lansing*	Blomingtondale*

Cresskill	on 8/12/91)
Dumont*	Fairlawn
East Windsor	Fairview Park
Evesham	Hillsboro
Fair Lawn*	Mayfield Village
Galloway*	Parma
Gibbsboro	Oklahoma
Hanover	Edmond
Kinnelon*	Pennsylvania
Medford Lake	Abington
Old Bridge	Bethlehem*
Ringwood	Millcreek
River Edge*	Township*
Tenafly*	Murraysville*
Vernon	Packer Township*
West Milford	Plum
Woodcliff Lake*	Westchester
New York	Vermont
Buffalo*	Burlington
Cazenovia	Washington
Tarrytown	King County*
Ohio	Wisconsin
Berea	Casey
Euclid (in process	Kenosha*

Source: National Agri-Chemical Association

scheme."

The Supreme Court decision, which ruled that states and local communities across the country had the right to draft and pass their own pesticide laws, resulted in the CSPP's formation.

The National Agricultural Chemicals Association (NACA) was its prime mover. Individual associations on the membership

roster of the CSPP include NACA, the United States Chamber of Commerce, the Professional Lawn Care Association of America, the National Pest Control Association, the Chemical Manufacturer's Association, the Chemical Specialty Manufacturer's Association, the Chemical Producers and Distributors Association, and Responsible Industry for a Sound

Environment (RISE).

One of the most organized and influential groups in the green industry—the Golf Course Superintendents Association of America (GCSAA)—is not on the CSPP's membership roster, but could be in the future. At the GCSAA's quarterly Board of Directors meeting later this month, involvement with CSPP is an agenda item.

Already, help has been offered to lawn care operators in Missoula, Mont., and other areas where local regulations have become stifling to business.

According to CSPP members, the organization's primary purposes are two-fold:

1) to amend the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) to provide clear language on pre-emption of local regulations; and

2) to work at the state level to provide clear language on pre-emption of local regulations.

"The bulk of the work is yet to come," notes Steve Russell, assistant general counsel to NACA. "We have, however, drafted technical amendments to FIFRA which we feel will go a long way in clearing things up."

If you have heard rumblings in your community about possible local pesticide legislation, you are urged to write the National Pest Control Association's Government Affairs Dept., 8100 Oak St., Dunn Loring, VA 2202, or fax messages to (703) 204-2271.

—Jerry Roche

State ag departments prefer FIFRA

■ The National Association of State Departments of Agriculture (NASDA) has issued a position statement endorsing the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) as its preferred method of pesticide regulation.

"The regulation of pesticides at the federal and state levels of government has proven to be a very effective means in which to administer this important program," says the NASDA, which believes that municipal regulation will "greatly impede the coordinated and orderly federal and state regulatory framework already in place."

The NASDA also urges states to enact legislation pre-empting local regulation of pesticides.

End-user groups: Divided or united?

■ Two user groups form the core of the green industry's campaign for fair pesticide legislation: the manufacturer's group, Responsible Industry for a Sound Environment (RISE), and the applicator's group, the Professional Lawn Care Association of America (PLCAA).

Both groups want more applicator training, and are working together to finalize a national program. The two disagree, however, on the issue of homeowner responsibility for posting and notification. PLCAA wants it, RISE does not.

"Our concern is with an organization going outside its own industry trying to regulate the homeowner," says Dr. Dave Duncan, RISE's issues chairman. Duncan admits that manufacturers do not want to



Duncan: 'An industry divided cannot stand.'



McClure: RISE, PLCAA notification split will 'sort itself out.'

work counter to LCO desires, but that "we will if we have to."

Ann McClure, executive vice president of the PLCAA, says the issue will eventually be resolved. But for now, says McClure,

LCOs "just don't think it makes sense to further regulate them for using the same products as the homeowner."

"The answer is not at the federal level," says Duncan. "We can't count on a change in FIFRA. We have to go to the states."

Duncan says RISE is counting on the agricultural lobby "to lead the effort" in convincing state legislators to be prudent.

The RISE Action Plan

- Defend the marketplace, and minimize burdensome legislation and regulation.

- Provide education and training tools.

- Rights-of-way program, in cooperation with USDA and EPA

- LCO training, in conjunction with PLCAA

- Resolve federal, state and local issues as they arise.

- Federal/state pre-emption (*Casey vs. Wisconsin*)

- National Lawncare Notification (Senate Bill 849)

- Site remediation

- Container recycling

- Water quality

- Minor use re-registration

- Defeat Ohio's Proposition 65 initiative

- Support grassroots organizations.

- Fund state legislative issues

- Provide seed money for new alliances. \$15,000 has been approved for this activity. RISE recently donated \$3000 to the newly-formed Iowa Alliance for Environmental Concerns.

From the field: Grassroots efforts at work



New Jersey: Ilona Gray, executive director of The Alliance for Environmental Concerns in Wayne, is a horticulturist by education, but she's become a green industry activist by necessity.

Gray and others like her have one overriding concern: that pesticide legislation makes sense, and is not duplicated or changed drastically from one city to another.

Local laws: what to say

■ Here are some timely tips offered by the Professional Lawn Care Association of America (PLCAA) for arguing against local regulation of pesticide application.

If local legislators are considering such actions, be sure to notify the PLCAA at (404) 977-5222. If you so desire, the PLCAA will also offer further assistance.

When a local ordinance is proposed or about to be proposed:

- Make sure legislators know that current federal and state laws, developed by regulators with scientific and technical expertise not available on the local level, already afford sufficient protection.

- If your state laws require posting and/or pre-notification, make sure the locals know of their existence.

- If health issues are raised, let locals know that a long-term study of a major lawn care company whose employees were exposed to pesticides at their full-strength concentrations, showed no adverse health effects. Offer to provide them a copy of the study, available through the PLCAA.

Let them know that substances applied on lawns are greatly diluted and contain about 93 percent water, six percent fertilizer and just one percent pesticide.

- If environmental issues are raised, point out Dr. Tom Watschke's work at Penn State University that concluded "the impact of well-managed turfgrass on water quality appears to be positive in nature." Offer to supply copies of Watschke's study, also available through the PLCAA.

- If only commercial services are covered by the proposed ordinance(s), point out that 85 percent of all lawn care is performed by the do-it-yourselfer, who uses exactly the same products as professional lawn care companies.

If authorities still want to move ahead with the bill:

- Offer to work with local government to pass a state lawn care bill containing PLCAA-endorsed provisions.

If authorities reject to work on state bill, still want to move ahead:

- If **posting** is being considered, suggest the points listed below as part of a compromise bill, so some semblance of conformity with other possible localities can be maintained:

- *Posting for all applicators

- *Signs to be posted at the primary point(s) of entry at the time of the actual application, in a color that contrasts to background colors

- *Allow residents or owners to remove signs one day after application

- *Signs measuring 4-by-5 inches containing not less than 18-point type using the wording: "Landscape Care Application—Please Avoid Contact"

- *Signs bearing the company name and telephone contact number

- If **pre-notification** is being considered, suggest the points listed below as part of a compromise bill:

- *Advance notification of customers upon request

- *One day's notice of application upon request of the owner or owner's agent of abutting properties

- *Pre-notification of all residents within a specified distance of an application (meaning they could receive multiple notifications, with the effect of rendering them meaningless or of creating unwarranted alarm)

- If **written contracts**, having the effect of a contract, are being considered, suggest they contain the following items, as part of a compromise bill:

- *Brand name of the product to be applied;

- *Cost of the basic services to be performed;

- *Chemical type (natural or synthetic fertilizer, pesticide or soil conditioning agent) of the product;

- *General reason for the product's use as stated on the label;

- *Concentration of the end-use products and rate of application;

- *Special instructions related to the customer's use of the lawn after application;

- *On request, a copy of the label of the product(s) applied.

"What we have found is that the local municipalities are completely unaware of what type of regulations there are in the state, and sometimes the concerns they

have have already been addressed.

"Maybe what (has happened) is a misapplication on the part of some applicators in their district that can be taken care of

Continued on page 12