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New seed varieties show some resistance

CLEVELAND—The green industry's leading seed companies have reported to **LANDSCAPE MANAGEMENT** the release of at least 10 new varieties. Most will have limited availability in their first year.

- Lesco's Trailblazer II is a dwarf, dark green variety of turf-type tall fescue, available in limited supply for fall 1991. Trailblazer II has reportedly shown excellent resistance to leaf spot, crown rot, brown patch as well as producing good cold, wear and shade tolerance and excellent drought tolerance.

- New tall fescue varieties from Turf Seed are Eldorado, Tomahawk and Safari. But Dr. Bill Meyer of Turf Seed says the company is being cautious when it comes to new varieties. "There's less demand for new varieties than there was a few years ago," says Meyer, "so we're being very selective about what we're putting our name on."

- Winchester and Thunderbird are two new semi-dwarf varieties. Both are reported to have "excellent" disease resistance, especially to brown patch.

- Turf Merchants will most likely develop a "mini" Bonsai variety, says researcher Fred Ledeboer, who adds that he has had success in developing a Bonsai plant with endophytes. Ledeboer says even shorter-growing tall fescues are on the horizon, varieties that will attain a maximum height of about two feet.

- Legacy dwarf turf-type perennial ryegrass exhibits low growth habit, fine texture and very dark green color. A 94 percent endophyte level, providing resistance to above ground feeding insects. Legacy is demonstrating high performance in all turfgrass tests under low as well as high



Doug Brede: Says industry may see a hybrid bentgrass by mid-decade, for home lawns in the North. It would also be better suited to Southern heat.

maintenance levels.

- Edge ryegrass, says Pickseed West's Dr. Jerry Pepin, has 100 percent endophyte. It can be used in blends and mixes.

"We're looking for low-growing ryegrasses, too," says Pepin. "They seem to produce more growth. Ryegrass will be our biggest species because there are so many uses for them. Low-growing is less maintenance, less fertilizer, less water..."

Shamrock, a new hybrid Kentucky bluegrass, exhibits improved disease tolerance, dark

green genetic color, very dense fine turf with a relatively low growth habit, and improved resistance to leaf spot and rust.

- Doug Brede of Jacklin Seed Co.'s research division reports that J-386 Kentucky bluegrass—now in the works—will be a "top variety." He is also at work on a hybrid bentgrass species for home lawns in the North. Some of these bunch-type grasses are "very acceptable" for low-maintenance grasses in the South. Brede promises a definite report on *Agrostis* by 1995.

- *Supra Poa supina* bluegrass is new to the U.S., reports Bill Junk of Fine Lawn Research, Inc. "It is the best shade species and number one sports grass in Europe," says Junk. *Supra* is described as especially thick, highly resistant to traffic and disease, with minimal growth.

- *Tropica bermudagrass* is new from Turf Merchants, as well as *Cypress Poa trivialis*.



Fred Ledeboer: Tall fescues can tolerate some skips in fertilization, but don't take them for granted.

For a complete listing of the various seed marketers and brands, see our survey beginning on page 12. For an update on endophyte research, see our exclusive on page 26.

Plant bulbs now for spring flowers

BROOKLYN HEIGHTS, N.Y.—If you've got landscapes in which you want to incorporate flower bulbs for next spring, fall is the time for planting.

Good drainage is absolutely essential for spring bulbs, advises the Netherlands FlowerBulb Information Center, headquartered here.

Sandy soils are best, but if your soil is mostly clay, mix in some organic matter such as peat moss. The peat not only provides better drainage, but it also loosens the soil so the actual bulb planting is easier.

The basic rule of thumb to determine proper planting depth and spacing:

- Eight inches deep, three to 10 inches apart for large caliber bulbs (like tulips, narcissi and hyacinths) that are two inches or more in diameter.

- Five inches deep, spaced one to two inches apart for smaller bulbs (like crocus, grape hyacinth, scilla or galanthus) that are one inch or smaller in diameter.

After planting, it's important to water generously to get root growth started. For bed plantings, it's good to add two to three inches of mulch like pine park, once the ground freezes.

Bulbs should be planted before the first hard frost, which could be just around the corner. However, if you find yourself with unplanted bulbs after the cold weather has arrived, you can plant them anyway. They won't keep indoors: too much heat can kill them, too much moisture can cause rot or fungus.

But in the ground, they'll probably surprise you and flower come spring.



Drifts of dewy daffodils come up each spring in no-fuss naturalized plantings if you can plant them before the first freeze sets in this fall.

EPA is happy with 'friendliness' of golf courses

WASHINGTON, D.C.—An Environmental Protection Agency (EPA) official believes the golf industry is doing "a number of positive things" when it comes to being kind to the environment, but must continue to make golf courses "environmentally friendly places."

Lewis Crampton, an agency associate administrator, says cooperative efforts by the EPA and the Golf Course Superintendents Association of America (GCSAA) are a sign that golf is "on the right course."

"It's only natural that golf course superintendents be leaders in environmental stewardship," says GCSAA president Stephen Cadenelli, CGCS. Cadenelli says the golf industry has worked for a number of years to insure that the public and government understand how golf courses are managed to prevent negative effects on the environment.

Apparently, someone hasn't been paying attention.

The latest EPA campaign involves improving what it believes to be improper use of the nation's wetlands. John Studt of the U.S. Army Corps of Engineers says existing wetland areas should be integrated into golf course plans when possible.

"Incorporating these areas as open green space and hazards is something you should strive for," says Studt, who also says the wetlands permit process should be streamlined. "Streamlining the program and making it run better, and getting decisions for applicants sooner is something we are trying to strive for," says Studt.

Crampton spoke at a seminar entitled "Golf Course Management, Government Regulations and the Future."

Dogs endangered by lawn herbicide, report states

WASHINGTON, D.C.—The National Cancer Institute has released yet another study incriminating the lawn herbicide 2,4-D as being a cancer-causing agent—this time in dogs.

The report said that dogs were twice as likely to develop a cancer called lymphoma

if their owners sprayed or sprinkled the herbicide on their lawns four or more times per year.

"The study also suggests that the potential health/hazards of human exposure to 2,4-D at home warrant further study," said Howard M. Hayes, the primary author of the study.

Earlier studies by the National Cancer Institute had noted "strong links" between

non-Hodgkin's lymphoma in humans and 2,4-D. But those studies were refuted by subsequent reports commissioned by the Environmental Protection Agency and the Ontario (Canada) Minister of the Environment.

News of the NCI's study was reported by the major news services and the national newspaper *USA Today*. Industry professionals say the report was poorly researched.

Bentgrass gains popularity on public courses

AKRON, Ohio—A newly-opened public golf course in Ohio is attracting attention with its bentgrass fairways.

"It's unusual for a public golf course in this area," says Ed Breckenridge, superintendent at Raintree Country Club between Canton and Akron.

The club opened in July in the midst of a drought that plagued much of the region.

"We didn't have much of a problem at all" keeping the fairways and the rest of the course in great playing shape, says

Breckenridge. A 400-head Toro Irrigation system provided adequate water.

The tees and fairways are planted with Pennway bentgrass, which is mowed at a height of 3/4ths inch by Ransomes 350-D mowers. Pennlinks greens are mowed at 3/16th inch with Toro triplexes.

Turf-type tall fescues are used in some roughs. This will help produce a tall-grass "heather" look that's popular overseas, says Breckenridge. The course also has dunes along the lines of those found in

continued on page 44

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Bentgrass *continued from page 43*

England, Scotland and Ireland.

"The only problem down the road will be clippings and susceptibility to disease." A finely-tuned maintenance program is likely to eliminate those concerns, he points out.

A broadleaf weed killer from Lesco is sprayed on the bent, and "everything that gets irrigation water is fertilized" to insure lush growth.

Dirt cart paths are being converted to concrete, and construction of a 20,000 square-foot clubhouse will be finished by next March. The building of 115 homes surrounding the course begins in the spring.

—James E. Guyette

USDA busy looking for scale controls

MADISON, Va.—The Animal and Plant Health Inspection Service of the USDA is working to reduce the occurrence of euonymus scale on landscape plants.

The euonymus scale is a sucking insect found throughout the temperate zone, wherever euonymus species are grown. Its hard shell makes it virtually immune to pesticides. Some miscible oils have been successful against the scale during early spring, according to Ray Brush, a member of the project's advisory committee. He is also the American Association of Nurserymen's consultant on quarantine procedures.

Brush says infested plants will exhibit a white residue on stems, which is actually the shell of the male euonymus.

A scale feeding predator, a ladybug-type beetle, and a small parasite which attacks the scale under its shell are to be used in the initial stages of research.

"Both have shown great promise," says Brush.

He adds that those and other biological control predators will be nurtured at the inspection service's National Biological Control Laboratory in Niles, Mich. Federal and state departments of agriculture, state experimental stations and industry will participate.

"We're trying to find out which of the species of euonymus and which cultivar are being used in various states, and what sort of scale problems they are having with it," explains Brush.

Brush is busy distributing a four-question survey which seeks information from the field regarding the degree of euonymus infestation around the country.

To participate in the survey, contact Ray Brush at P.O. Box 266, Madison, VA 22727; (703) 948-6436.

Correction

■ Two items in our August issue's "Fall Fertilization Guide" require clarification.

The photo caption on page 32 should read: "Fertilizing less than 30 days before a frost may result in low temperature kill..."

On page 33, under the subhead, "Rates and ratios," the amount of actual nitrogen per 1000 sq. ft. should read 1/2 lb., not 1-1/2 lb. actual nitrogen. Likewise, the amount of actual nitrogen suggested on page 34 should read 1/2 lb.

We apologize for any confusion caused by the mis-information.

'Fingerprinting' could help in disease diagnosis

KNOXVILLE, Tenn.—A University of Tennessee researcher says a cheaper, more accurate, safer and faster method for providing "fingerprinting" has been developed, and its application to turfgrass cultivars "would be a major contribution to grass genetics in this century."

Principal investigator Dr. Lloyd Callahan, a professor at the school's ornamental horticulture and landscape design department, says the DNA Amplification Fingerprinting (DAF) method developed here should have a number of far-ranging applications, not the least of which is the means of legally establishing genetic individualism for new strains of grasses. The method could be used to protect turfgrass breeders from commercial theft of new varieties.

Fingerprinting is also useful in disease diagnosis and breeding.

Callahan has written that DAF will be adapted to both cool- and warm-season grasses and primary cultivars, and is being applied to bermudagrass, bahiagrass, buffalograss, centipedegrass, St. Augustinegrass and zoysia, bentgrass, fine fescues, Kentucky bluegrass, perennial ryegrass and tall fescue.

More than 200 other turfgrass cultivar samples will be tested using a similar DAF method also under study by University of Tennessee researchers.

Callahan and researchers have already performed the service for about a dozen companies and also provided a fingerprint for a cultivar to document that it could pass through a state which had questioned its compliance with quarantine laws.

Florida nurseries unaffected by bad batches of fungicide

ORLANDO, Fla.—Florida's environmental horticulture industry still has an ample supply of nursery plants available, despite damage caused by a contaminated fungicide which appears to affected an estimated 400 nurseries statewide.

Earl Wells of the Florida Nurserymen and Grower's Association, said that the 400 nurseries represent about six percent of the state's 6,939 non-citrus nurseries.

Wells said that price adjustments have not skyrocketed due to the plant losses.

"DuPont Agrichemical Co. officials continue to research a specific cause for the plant damage, but to date have not release any positive findings," the FNAG said in a press release.

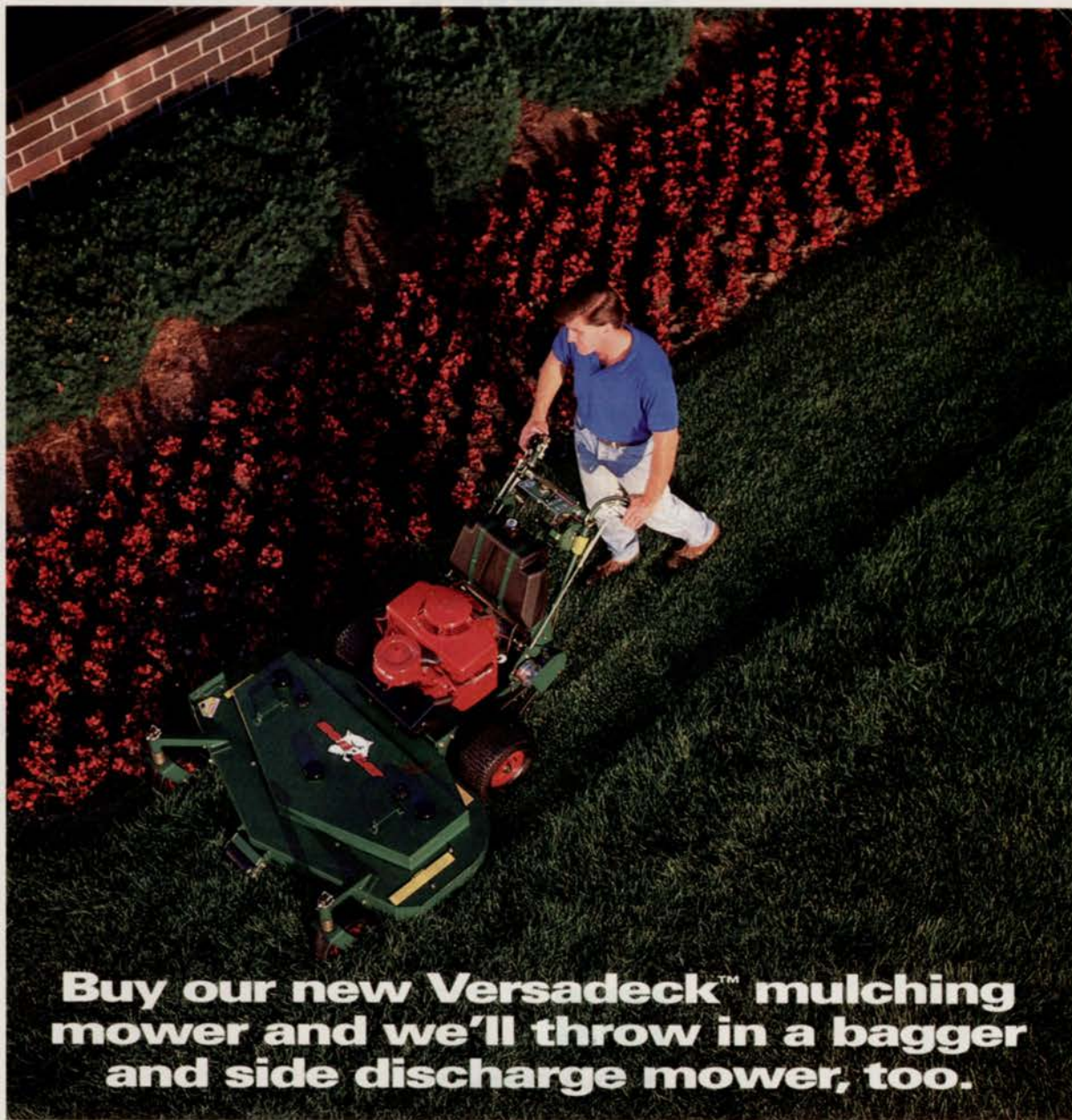
Saving tax money by leaving clippings

PASSAIC COUNTY, N.J.—County officials here have begun a public relations campaign to convince residents to leave their grass clippings in the ground. Their ploy is to play up the taxpayer savings: \$2.4 million in annual landfill and transport fees.

The Troy-Bilt Co. of Troy, N.Y.—one of a few companies now making either a mulching mower or attachment—is getting in on the action by offering technical and hardware assistance.

The "Grass...Cut It and Leave It" message is to leave grass clippings on the lawn or cut the lawns with mulching mowers, the green industry's newest piece of environmentally friendly equipment.

Troy-Bilt has donated one mulching mower to each of the counties 16 municipalities, to be used as demo-models.



Buy our new Versadeck™ mulching mower and we'll throw in a bagger and side discharge mower, too.



It's true. Because the new VERSADECK™ Convertible mulching mower is really three mowers in one. For turf care professionals who are sensitive to homeowners' growing environmental concerns, it's a high performance mulching mower. And for those times when conditions make mulching impossible, the deck can

be easily converted to bagger (with optional grass catcher) or side discharge in just minutes. ■ Available in both 36" variable speed and 54" gear drive models,

this unit features the power of 14HP and 18HP Kohler air-cooled gas engines. Plus, new ergonomic operator presence control, top-mounted spindles with sealed bearings, and a blade brake. And, it's all backed by the guaranteed parts and service support of Ransomes Priority Parts Network. ■ So call your Ransomes dealer today or call us at 414-699-2000 to arrange a free demo. Because once you've experienced the performance and flexibility of the VERSADECK™ Convertible, you'll never want anything else.

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ABCs of telephone courtesy

This column will present monthly tips on various actions which will help you in dealing with customers, and will make your company more effective in providing quality "customer service."

■ When you receive a phone call from a customer, he or she is a voice without a face.

Over the phone, the spoken word is your only method of dealing with the customer. This means you must be prepared for each and every phone call. To improve your customer service effectiveness on phone calls, try this method:

1) Keep your desk organized. When a

customer calls, the customer service representative can better focus on what the customer has to say.

2) Have a sign near the phone that reminds the customer service representative to *smile* as they answer the phone. Some companies have a smile face or the words, "customers make paydays possible," printed on a card near the phone or on the wall in front of the individual answering the phone.

3) Relax for a couple seconds before taking the call, to prepare yourself to meet a customer over the phone. Take a deep breath, or clear the desk to prepare to concentrate on the customer.

4) Have your customer service rep-

resentatives pretend the customer is seated in front of their desk. This will encourage the customer service individual to sit up straight, and to be more attentive.

5) Have forms or specially colored note paper for customer service calls. Attention to notes and not talking initially during a customer service phone call will emphasize your interest about the customer and their concerns.

—Ed Wandke

—The author is a senior partner in PC Systems Services, Columbus, Ohio. Next month: how to talk to a customer.

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INFO CENTER

MARKETING TIPS... "Practical Marketing Tips for the Landscape Company" is a 90-page workbook containing how-to information on helping landscape contractors attract and retain good customers. The author is James H. Mitchell, an associate of the Landscape Horticulture Center for Personnel Development, Los Angeles. Copies are \$19.95. To order, call (800) 359-6647 or send a check plus \$3 for shipping and handling to: Landscape Horticulture Center, 2509 E. Thousand Oaks Blvd., #109, Westlake Village, CA 91362.

VIDEO TRAINING... "For Every Season" is the first green industry video journal providing training on pesticide safety and horticultural practices for lawn care, landscape and grounds. Each tape, hosted by Mark Timmons and Meg Southerland, runs 20 minutes. Six videos spaced throughout the year are \$240 plus shipping. Visa and MasterCard accepted. To order, write "For Every Season," 105 Lyndon Lane, Louisville, KY 40222 or phone (502) 425-8121. Fax is (502) 425-8154.

TREE FELLING ILLUSTRATED... A brochure that describes proper techniques for tree felling and limbing is available from Husqvarna. The four-color, 32-page brochure was written by forestry engineers. For a free copy of "Work Technique for Felling and Limbing," write Husqvarna Forest & Garden, 907 W. Irving Park Rd., Itasca, IL 60143 or telephone (708) 773-2777.

READING SPARK PLUGS... The Champion Spark Plug Division of Cooper Industries has introduced "How to Read a Spark Plug," a 16-page refer-

ence booklet to help identify engine problems by analyzing the color, gap and deposits found on a spark plug. It is also available as an 18- by 30-inch poster. For your free copy, contact your Champion representative or write Champion Spark Plug, P.O. Box 910, Toledo, OH 43661.

DESK REFERENCE... The Professional Grounds Management Society is offering its revised "Grounds Maintenance Management Guidelines" for \$12 to non-members. It is free to members. The manual includes maintenance standards, operating manuals, contract specifications, etc. To order, send check payable to P.G.M.S., 10402 Ridgland Rd., Suite 4, Cockeysville, MD 21030.

ON WATER CONSERVATION... A free 12-page booklet, "Every Drop Counts" is now available from Easy Gardner Inc. It was designed as a guide to water-conscious gardening for the homeowner, but contains information of interest to landscapers like lists of drought-tolerant plants. For your copy, send your written request to P.O. Box 21025, Waco, TX 76702.

SMALL BUSINESS SOFTWARE... New England Business Service's "Directory of Software, Vol. 3" is now available free to anyone requesting it. The 112-page publication lists how to obtain more than 850 software packages currently on the market that are suited especially to small businesses. For your copy, call NEBS' Customer Service Department at (800) 225-9540.

CHEMICAL REFERENCE... "Turf & Ornamental Chemical Reference," a new annual sub-

scription guide, is available through John Wiley & Sons/C&P Press for \$105. The 930-page volume is designed to meet the needs of professionals maintaining golf courses, lawns and grounds, parks, nurseries and other outdoor areas. It contains product labels and material safety data sheets supplied directly by manufacturers. For more information, call John Wiley & Sons/C&P Press at (212) 850-6484.

ORGANIC MANUAL... Howard Garrett's new book is a complete reference guide to landscaping and gardening using organic techniques and products. It contains specific tree, lawn, shrub and flower care programs; including 100 illustrations on 104 pages. To order, send \$11.95 to Lantana Publishing, P.O. Box 140650, Dallas, TX 75214.

SAFETY TRAINING... Horticulturist Pete Howes has published a pesticide safety training booklet titled "A Little Common Sense on Pesticide Use." It is available in both English and Spanish for \$1.99 per copy. Additional information may be obtained from Howes at 1761 Lorenzen Dr., San Jose, CA 95124; (408) 267-8756.

TO WIN AWARDS... The National Landscape Association has released a new videotape entitled "Award-Winning Landscape Designs." The tape offers creative landscape ideas and techniques, use of color and texture, selection and arrangement of plant material, and more. The tape may be used to increase sales through marketing and is great for presentations, trade shows and garden center showrooms. For a free detailed brochure about the tape, contact David Peiffer, NLA, 1250 I St. NW, Suite 500,

Washington, DC 20005; (202) 789-2900.

PEST CONTROL... For advice on how to control gypsy moths and other pests, nursery operators and landscapers may want to consult "Woody Ornamental Pest Control Suggestions 1991" from Penn State University's Department of Agriculture. The guide sells for \$7. Write Publications Distribution Center, 112 Ag Administration Bldg., University Park, PA 16802 or phone (814) 865-6713.

ON EMPLOYEE TRAINING... The Georgia Extension Service has just completed the second in a series of employee training videos for landscape professionals. It is called "Planting Procedures for Ornamental Plants." Step-by-step transplanting procedures for trees and shrubs are shown, with emphasis on site analysis before planting, proper soil preparation, plant spacing, depth and the importance of water and mulch. To order, send a check for \$24.95 to DeKalb Extension Service, Attention: Video, 101 Court Square, Decatur, GA 30030.

ACCOUNTING SYSTEMS... The Associated Landscape Contractors of America has available a book called "Designing Your Accounting System." It is a "how-to" text written by Frank Ross, president of Ross-Payne Associates. Price is \$15 for ALCA members and \$25 for non-members. Mail orders to ALCA, 405 N. Washington St., Suite 104, Falls Church, VA 22046. Visa or MasterCard orders are accepted by phoning (703) 241-4004 or faxing to (703) 532-0463. Please include your credit card account number and expiration date.

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GREEN INDUSTRY EVENTS

OCTOBER

13-16: Florida Turfgrass Association Convention 1991. Jacksonville, Fla. Contact: The Florida Turfgrass Association, 3302 S. Graham Ave., Orlando, FL 32803-6399.

15: Target Specialty Products fall seminar and exhibit, Radisson Hotel, Sacramento, Calif. Contact: Target, (213) 865-9541.

16-18: Southwest Turfgrass Association Annual Conference, Farmington Civic

Center, Farmington, N.M. Contact: Lynn Ellen Dixon, 9301 Indian School Rd. NE, Albuquerque, NM 87112; (505) 275-2576.

17-18: Xeriscape '91—San Diego Style, San Diego Convention Center. Contact: Jan Tubiolo, Cuyamaca College Botanical Society, 2950 Jamacha Rd., El Cajon, CA 92019; (619) 443-1756.

17-19: American Society of Consulting Arborists Annual Meeting, Sheraton Old Town Hotel, Albuquerque, N.M. Contact: ASCA, 3895 Upham St., Wheat Ridge, CO 80033; (303) 420-9554.

22-25: ALCA Interior Plantscape Division Conference and Trade Show, Opryland Hotel, Nashville, Tenn. Contact: ALCA, 405 N. Washington St., Falls Church, VA 22046; (703) 241-4004.

23-25: Ohio Landscapers Association short course: Beginning Design for Residential Properties. Contact: OLA, (216) 659-9755.

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THE REGIONAL SHOW THAT APPEALS TO PROFESSIONALS NATION-WIDE

In 1990, professional lawn care, golf course, maintenance, athletic field, and public turf managers came to Cincinnati from 35 states.

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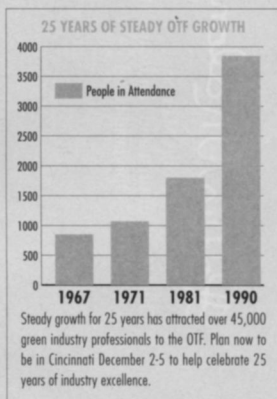
Whatever your business or career, you'll find what you need at OTF. The huge show floor of the Cincinnati Convention center will be filled with all the tools of your trade. The educational conference includes university researchers and industry professionals offering sessions and workshops on:

- Golf Turf
- Lawn Care
- Grounds Maintenance
- Sports Turf

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NEW! FOR THE '91 OTF SHOW

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NOVEMBER

5-8: New York State Turfgrass Association Turf and Grounds Exposition, Rochester, N.Y. Contact: NYSTA, at (800) 873-8873; (518) 783-1229.

9-11: New Jersey Shade Tree Federation, Annual Meeting, Sheraton Poste Inn, Cherry Hill, N.J. Contact: Bill Porter, (908) 246-3210.

10-13: International Irrigation Exposition, San Antonio (Texas) Convention Center. Contact: Melanie House, c/o The Irrigation Association, 1911 N. Fort Myer Dr., Suite 1009, Arlington, VA 22209-1630; (703) 524-1200.

11-13: Penn State Golf Turf Conference, Keller Conference Center, University Park, Pa. Contacts: Dr. Joseph Duich, Dept. of Agronomy, 116 ASI Building, University Park, PA, 16802; (814) 865-9853; or Pa. Turfgrass Council, P.O. Box 1078, Lemont, PA, 16851-1078; (814) 863-3475.

YES! PLEASE SEND MORE INFORMATION ABOUT THE 1991 OTF CONFERENCE & SHOW.

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DETACH AND MAIL TO: Ohio Turfgrass Foundation
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