



Experts recommend combining a proven fungicide with smart cultural practices to create a summer patch prevention program.

If you think that's sound advice, then call for our free audio tape and brochure.



Each outlines a summer patch program that includes everything from identifying the causes to managing susceptible areas.

Also, they tell you a little bit about BAYLETON 25 Turf and Ornamental Fungicide. For ten years, you've seen what it can do for dollar spot and many other diseases. Now discover how well it performs in a summer patch program.

For your free tape and brochure, call 1-800-842-8020. Or write Miles Inc., Specialty Products, Box 4913, Kansas City, MO 64120.

After all, summer patch control today requires that you use your head. And what better place to start than with your ears.



Circle No. 125 on Reader Inquiry Card



**Friend** from page 38

sions. If you oppose it, suggest alternatives.

**5. Make an accurate assessment** of the benefits that your business and industry offer your community—environmental and economic benefits, including the number of jobs they provide. “That’s the kind of message that gets to a member of Congress,” says Graves.

**6. Leave time for questions and answers.** Your legislator or their staffer will almost certainly want to ask some questions. If you have literature to leave behind, keep it in hand until after your talk, then present it, says Goldenberg.

**7. Never burn your bridges.** “Sometimes a heated argument is appropriate but that’s very rare,” says Graves.

**8. Ask for support.** “Don’t just leave, ask them to take some action that supports your efforts,” says Graves. Co-sponsor a bill? Communicate your views to a committee or subcommittee chairman.

**9. Write a thank you letter** to the representative or the staffer you met. In the letter reiterate several key points you made during your visit.

**10. Seek a long-term relationship.** A single meeting with a lawmaker will not accomplish much, adds Goldenberg. Offer yourself as a continuing source of accurate and useful information concerning your industry to your representative and staff members.

“You’re only a telephone call away,” adds Graves. “You can establish an ongoing relationship with them over the telephone, having met them.”

—Ron Hall

**BEFORE YOU MEET A LEGISLATOR: A CHECKLIST**

**I want to discuss:** \_\_\_\_\_  
(Bill number, amendment, issue, etc.)

**I am meeting with** \_\_\_\_\_ **at** \_\_\_\_\_

**Office location:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_

**Material to take:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Three points to make:** 1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

**Supporting statements/ideas:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Action requested/desired outcome:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Response from legislator:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Thank-you letter sent (date):** \_\_\_\_\_

**Additional follow-up action:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Source: PLCAA

**Coach Knight to speak at GIE/92**

■ Bobby Knight, the sometimes controversial but remarkably successful basketball coach at Indiana University, will deliver the keynote address for the Green Industry Expo/92 in Indianapolis Nov. 16-19.

Knight, the winningest coach in Big Ten history, sought his 11th conference championship this season. Besides winning three national championships, he’s also coached gold medal-winning teams in both the Olympics and Pan American Games. In 1991 he was elected to the National Basketball Hall of Fame.

GIE/92 will be held at the Indiana Convention Center—part of the complex that houses the Hoosier Dome, home to the NFL’s Indianapolis Colts.

Coincidentally, PLCAA President Robert Andrews is an Indianapolis businessman, and a graduate of Indiana University.



Indy GIE/92 attendees will hear from Bobby Knight.

# PENNINGTON®

DELIVERS YOUR SEED NEEDS NATIONWIDE  
Quality Brands...Research...Production...Personal Service



**Finelawn**  
TURF TYPE TALL FESCUE **5GL**

**Finelawn 1**  
TURF TYPE TALL FESCUE

**Wrangler**  
TURF-TYPE TALL FESCUE

**TRIAD**  
TURF TYPE TALL FESCUE BLEND

**PERFECTA**  
DURABLE TALL FESCUE MIXTURE

**FLYER**  
CREEPING RED FESCUE

Call Toll Free  
**1-800-277-1412**

For additional information write  
PENNINGTON SEED, INC. Turf Dept.  
P.O. Box 290 • Madison, Georgia 30650

#### DISTRIBUTION CENTERS

- |   |   |
|---|---|
| 1. Pennington Seed, Inc. of Madison<br>Madison, GA (404) 342-1234       | 6. Pennington Seed, Inc. of Louisiana<br>Hammond, LA (504) 386-7611   |
| 2. Pennington Seed, Inc. of Columbia<br>Columbia, SC (803) 771-4222     | 7. Pennington Seed, Inc. of Virginia<br>Petersburg, VA (804) 732-4769 |
| 3. Pennington Seed, Inc. of Cullman<br>Cullman, AL (205) 734-9486       | 8. Alby's<br>Jacksonville, FL (904) 721-1200                          |
| 4. Pennington Seed, Inc. of Orlando<br>Orlando, FL (407) 295-6271       | 9. Mid-South Seeds, Inc.<br>N. Little Rock, AR (501) 945-1474         |
| 5. Pennington Seed, Inc. of Greenfield<br>Greenfield, MO (417) 637-5979 |   |

#### PRODUCTION FACILITIES

- |   |  |
|---|--|
| 10. GTO-TEC, INC. Eatonton, GA            | 12. Pennington Seed, Inc. of Oregon<br>Lebanon, OR |
| 11. CACTUS SEED COMPANY, INC.<br>Roll, AZ |  |

Ask for:

**PENKOTE**  
Increased Plant Survival  
Fungus Protection  
Increased Drought Tolerance  
Less Attractive to Birds

Insure  
your stand.



**CHEYENNE**  
TURF TYPE / BERMUDAGRASS

**TRIPLE PLAY**  
ELITE PERENNIAL RYEGRASS BLEND

**Stallion**  
TURF TYPE PERENNIAL RYEGRASS

**SUNRISE**  
Two Forty Six  
TURF TYPE PERENNIAL RYEGRASS

**Chateau**  
PREMIUM KENTUCKY BLUEGRASS

**Pebble Beach**  
Perennial Ryegrass  
(Turf Type)



## PLCAA instructs 'Capitol Hill' participants: let legislators know that we will inform customers



■ Some of the public demands that "squirt and split" professional lawn care vanish.

They clamor that they're being exposed to chemicals by profit-hungry chemical lawn application companies. They say that without adequate warning and/or information they can't protect themselves, their children, or their pets from unwanted and potentially harmful chemical exposures.

Their complaints are emotional.

Lawmakers are listening, and acting.

That's why, says the Professional Lawn Care Association of America (PLCAA), the image of a professional applicator cruising into a neighborhood and hosing down lawns with fertilizer and chemical controls—then leaving behind little else other than invoices—must change.

To that end, PLCAA drafted "Customer Right-to-Know Provisions." These provisions were handed out to the 100-plus lawn pros who traveled to Washington D.C. for the third annual "Day on the Hill" gathering this past February.



Sen. Richard G. Lugar (R-Ind.), who owns a farm in Indiana, supported PLCAA's call for sensible pesticide legislation. Bob Andrews, left, PLCAA president, introduced Sen. Lugar to the audience of 130 lawn care pros at the "Day on the Hill" breakfast.

The PLCAA policy statement urges professional lawn applicator companies to provide their customers with a written Customer Service Agreement containing the following information:

- ✓ the property address;
- ✓ number of applications over a 12-month period;
- ✓ general time frame in which chemical product applications will be made;
- ✓ statements informing the customer of the right to be pre-notified one day before products are applied, and to receive information on the products to be applied on the day of application;
- ✓ the annual cost of the basic service;
- ✓ a statement of what additional services may be necessary but are not included in the basic cost;
- ✓ a statement informing the customer of the right to be informed in advance of any price increases for services in subsequent years;
- ✓ the signature of the commercial applicator;
- ✓ the company name, address, telephone number, business registration number and, where applicable, the applicator's state license number.

PLCAA's members also believe that the following information should be provided to customers at the time of an application:

- the brand name or common name of the chemical lawn-product applied,
- the general reason for use as stated on the label,
- the maximum concentration of end-use product and the rate of application,
- any special instructions relating to the use of the lawn by the customer after the application is made, and
- on request, a copy of the product label.

**Notification Registry**—PLCAA says the idea has worked in seven states and supports creation of a registry in each state. People wanting to be notified prior to nearby chemical applications could sign up for the registry. Applicators, on a regular basis, could be informed of the people signing up for the chemical application registry.

**Pre-notification**—PLCAA supports a proposal to require commercial applicators to pre-notify the following people one day in advance of intended applications: customers (if applicable); people on the Notification Registry that are adjacent to the customer's property; or an appropriate school authority.

**Posting**—PLCAA supports national posting requiring commercial applicators and do-it-yourselfers affix a posted marker at the primary point or points of access to a property at the time of chemical application.

## Don't let your next dig be your last.



— NEW —

**Path Finder · Path Finder II  
Portable locators from Rycom.**

The **8840 · 8850** models pinpoint underground cables and pipe, keeping you from serious injury and considerable financial loss.

### Features include:

- Easy to use
- Accurate
- Durable and compact

And the low cost of **\$349** and **\$499** for the **8840** and **8850 Path Finder Models** won't be digging into your budget.

Ask your distributor for information today!

Made in USA

**RYCOM**<sup>®</sup>  
instruments, inc.

9351 E. 59th Street • Raytown, Missouri 64133  
800-851-7347 • 816-353-2100 • FAX 816-353-5050  
In Canada, call Argus Telecom at 1-800-363-1888

Circle No. 132 on Reader Inquiry Card

# For Consistent Superior Growth Apply Just



ONCE

SEASON LONG  
TURF FERTILIZER

GRACE SIERRA

ONCE™ gives you consistent, superior turf color and growth because it feeds continuously—all season.

ONCE eliminates the “feast or famine” effects of conventional fertilizers. This insures uniform, superior growth—with even mowing cuts. And minimal nutrient pollution.

ONCE was developed using our OSMOCOTE® resin coating technology, the leading controlled release fertilizer worldwide. This unique system meters nutrients continuously—every day—for a full season.

Because release is based *only* on temperature—not water, pH, or bacteria as with other fertilizers—nutrient availability matches turf and plant growth needs.

ONCE is available in a variety of analyses and 8-9 and 5-6 month longevities.

ONCE. Contact your Grace-Sierra turf/landscape distributor or call us toll-free at 1-800-492-8255.

Use ONCE, just once, for the best results all season long.

GRACE SIERRA

## Industry urged to keep pressure on Congress to get pre-emption on fast track in fiscal 1992



■ The Federal-State Pesticide Regulation Partnership Act of 1991 may remain buried in committee in 1992.

Thousands of professional pesticide users—from lawn applicators to farmers—would rather see action, now. But 1992 is an election year. Issues such as health care and the state of the nation's economy hold the public's attention.

Admittedly, the Federal Insecticide, Fungicide, Rodenticide Act (FIFRA) is not a glamorous vehicle for attracting voter attention and support.

Bluntly, FIFRA is dull—even if it is up for reauthorization this year. (Look for a one year extension, instead, say sources in Washington D.C.)

And the Partnership Act is a pesticide pre-emption proposal to amend FIFRA, to keep (pre-empt) cities and towns from passing their own pesticide use regulations.

In the U.S. Senate, the pre-emption proposal is referred to as S. 2085 (sponsored by Sen. David Pryor, D-Ark.), and in the House as H.R. 3850 (sponsored by Rep. Charles Hatcher, D-Ga.). The measures are identical.

Passage of the Partnership Act could end the uncertainty



Richard Tice, left, of Greenkeepers/T&L Lawn Service and fellow lawn care professionals from Connecticut sought pesticide pre-emption support from Sen. Christopher J. Dodd (D-Conn.). Twenty-five representatives traveled from Connecticut to Washington D.C. to also meet with Sen. Joe Lieberman (D-Conn.), lawn care's harshest critic on the Hill.

caused by the the U.S. Supreme Court's ruling in June 1991 that FIFRA does not prevent town and cities from passing their own pesticide-use laws.

At least that's what the green industry—particularly applicators and chemical suppliers—believe will happen. And hope for. The intent of S. 2085 and H.R. 3850 is clear: "A local government shall not impose or continue in effect any requirement or regulation regarding pesticides or devices."

But its passage is not imminent.

"Our goal is to put enough pressure on through co-sponsorships on the senate and house side for the committee chairmen to realize something should be done now, instead of waiting a year," says Allen James, executive director of Responsible Industry for a Sound Environment (RISE), a pro-industry group.



These lawn care professionals from Ohio—left to right, Mark Laube, Lawnmark, Bill Clutter, TurfGard Company, and Phil Fogarty, Crowley Lawn Service—discussed pre-emption with a veteran staff member of Senator John Glenn (D-Ohio).

### A NEW "MACHINE"...



Model CW162

### ...JUST FOR LAWN & LANDSCAPE MACHINES

Transport and store all your equipment with complete security. Protected from the weather. Great Options like: FLOW-THRU VENTILATION eliminates fuel fumes. WOLMANIZED 1 1/2" floors and 3/4" interior side walls for "guts". WIDE BODY, too. Hundreds of Models, Sizes and other Customizing Options. All backed by an EXCLUSIVE 3 YR. WARRANTY PROGRAM. Give us a call, today.

### Tell Us You Saw It In LANDSCAPE MANAGEMENT

1-800-348-7553 for Catalogs-Prices  
Factory Service points: GA, IN, TX, UT.  
Nationwide Dealer Network.

P.O. Box 728-1069, Elkhart, IN 46515-0728

With a Wells Cargo Behind... You Never Look Back!

WELLS CARGO



Circle No. 142 on Reader Inquiry Card

N



Granular control for insects.  
Because you never know  
which way  
the wind will blow.

To control surface and soil insects as you feed, nothing works harder than Lebanon granular fertilizers with DURSBAN\* insecticide. They spread evenly, without drifting or leaching through, to eliminate chinch bugs, ants, weevils and fleas, as well as ticks that can carry lyme disease.

Apply the homogeneous, balanced feeding of Greenskeeper 20-4-10 with DURSBAN insecticide for even growth and color. Or the economical, yet highly effective, SCU blended Lebanon Pro 20-3-5. Available with DURSBAN insecticide in 1% and 0.6% formulations.

For more information, contact your Lebanon sales representative or local Lebanon Turf Products distributor. Or simply call 1-800-233-0628.



DURSBAN\* and the DURSBAN logo are trademarks of DowElanco © 1992 Lebanon Turf Products



S

# HOT TOPICS

## Good argument for pesticides: we're living longer than ever

**'I just hope the lawyers allow that technology to happen.'**

**—John Stossel**

**NEW ORLEANS**—If ABC-TV environmental reporter John Stossel were a golf course superintendent or landscaper or lawn care operator, here's what he'd tell his customers:

"We are exposed to more dangerous chemicals than ever before. The result? We're living twice as long...as (we were) 100 years ago! And what gave us this longer lifespan? Technology. I just hope the lawyers allow that technology to happen."

Stossel tried to put everything in perspective following presentations by Jay Feldman of the National Coalition Against the Misuse of Pesticides (NCAMP) and Victor Kimm of the U.S. Environmental Protection Agency (EPA), at the annual GCSAA conference here last month.

"When is something too risky?" Stossel asked. "Old technologies we seem to accept. Natural gas kills 400 people a year, home swimming pools kill 100 people a year.

"Sixty people a year die fishing," he continued. "Should we outlaw fishing? Should the regulators decide? I think you should give people information and let



**Victor Kimm of the EPA (left) and John Stossel of ABC-TV (right) confer while Jay Feldman of NCAMP (not pictured) calls for more strict federal legislation to regulate pesticide use in the United States.**

people decide."

Feldman addressed the overflow session first. He pretty much went by the book—his book—in citing what he considered to be problems with pesticide use in this country:

- 602 of 620 pesticides slated for EPA re-registration still haven't been reassessed.
- Studies in Nebraska and Kansas, and the National Cancer Institute's study on dogs, point to a relationship between certain pesticides and non-Hodgkin's lymphoma.
- Pesticides in groundwater: "The more we look, the more we find."

Feldman admitted he has little confidence in the EPA.

"The EPA assumes a perfect world," he noted. "We cannot rely on the EPA because it doesn't assure safety. We need to question the benefits of pesticides. We've assumed the benefits are there."

Kimm observed that NCAMP and the EPA "share the goal of becoming less dependent on pesticides.

"There are more tests on pesticides going on today than at any point in history," he said. "It is absolutely certain in my mind that some of that testing is going to show us new perceptions of risks about chemicals. We will then be able to change,

alter or eliminate those risks that constitute unreasonable risks.

"Some of the current pesticides are likely to see their uses limited or restricted over the short term. Over the long term, you are likely to see increased public confidence in our efforts to protect the nation's environment."

The EPA will decentralize as much as possible, Kimm noted:

"The heart of our plan is state control. We're anxious to see states develop management plans that are constantly under scrutiny. This is the only applicable long-term strategy."

*—Jerry Roche*

### ELSEWHERE

**Ecolab to sell  
Chemlawn division,  
p. 52**

**Writers question  
product claims,  
p. 52**

**Effluent great  
for turf,  
p. 56**

**More contractors  
rent equipment,  
p. 56**