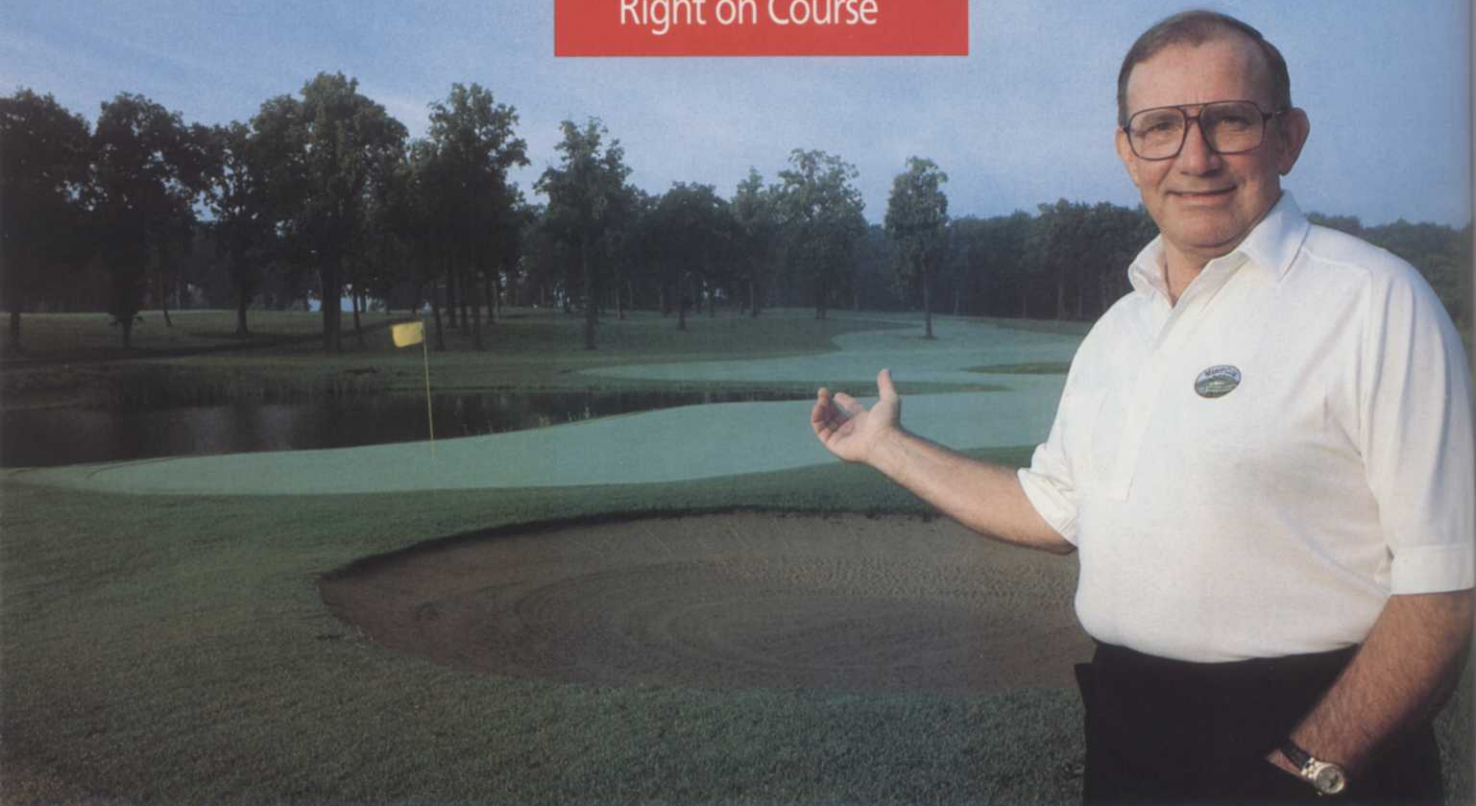


The Penn Pals:
Right on Course



Oscar Miles, CGCS, overlooks the 6th hole at the Merit Club, Libertyville, Illinois.

PennLinks Greens. Penneagle Fairways. Penncross Tees. The 'Penn Pals' Are Picture Perfect At The Merit Club.

Superintendent Oscar Miles, with Club President Ed Oldfield's affirmation, specified all the grassing of this Robert M. Lohmann designed club. With a clean canvas and open palette, Oscar began with PennLinks greens, Penneagle fairways and Penncross tees, framing them with bluegrass/fine fescue/wildflower and prairiegrass roughs. You couldn't paint a more attractive picture.

Oscar chose PennLinks greens for its rapid establishment, marvelous root system, a crown and stolons that take topdressing, upright, grainless qualities and good, consistent color ... the best putting surface available.

He selected Penncross for tees because they recover from divot scars more quickly.

And the Penneagle fairways? Oscar chose Penneagle for its upright growth, reduced thatch development, low nitrogen requirement and good drought and dollar spot resistance. He seeded at 80 lbs. per acre for immediate turf development and

erosion control. The fairways were playable in 8 weeks. Oscar's crew usually mows fairways in the evening and leaves the clippings; recycling nutrients while reducing removal and fertilizer costs.

Oscar articulates it best: "The unique coloring of the 'Penn Pals' contrasts beautifully with the grassing around them, defining the target areas. And with the dew on the bents early in the morning, they're a marvelous work of art."

Tee-2-Green Corp.

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Oscar L. Miles

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America, 1421 Research Park Dr., Lawrence,
KS 66049-3859; (913) 841-2240.

International Society of Arboriculture, P.O.
Box 908, Urbana, IL 61801; (217) 328-2032.

International Turfgrass Society, Crop & Soil
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National Arborist Association, The Meeting
Place Mall, P.O. Box 1094, Amherst, NH
03031-1094; (603) 673-3311.

National Golf Foundation, 1150 South U.S.
Highway One, Jupiter, FL 33477; (407) 744-
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Ohio Turfgrass Foundation, 2021 Coffey Rd.,
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Professional Grounds Management Society,
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Professional Lawn Care Association of
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135, Marietta, GA 30068-2112; (404) 977-5222.

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Turf and Ornamental Communicators
Association, 8400 Normandale Lake Blvd.,
Suite 500, Bloomington, MN 55437; (612) 832-
5000.

AS WE SEE IT

JERRY ROCHE, EDITOR-IN-CHIEF



Reaching a critical mass in educating consumers about pesticide uses

Is our society too health-oriented, too brainwashed into thinking that, if they take care of themselves, they'll live forever? A certain certified epidemiologist thinks so.

"Folks in the United States nowadays think death is an *option!*" says Dr. George Carlo, an advocate of responsible pesticide use.

Dr. Carlo, speaking at the annual meeting of Responsible Industry for a Sound Environment (RISE), implied that the general public could be paranoid about its good health.

"The focus is on finding out what safe levels of pesticides are," he said. "But there's a huge difference between what is *safe* and what is *dangerous*, and the gap is widening."

Legislators take the same approach, Carlo said:

"The philosophical approach to legislation is based on the fear of what we *don't* know, not on what we *know*."

John Stossel of ABC-TV, also speaking at the RISE meeting, agreed.

"In the eyes of the public, were it not for government, you would *kill* your customers!" he said.

"I feel you can protect people best by giving them information and letting them make their own choices. The information will stop the stupid claims faster than regulations will. The market works in mysterious ways.

"All you can do is keep talking about what you believe in."

Education, then—as has been stated here before—is the key. And RISE, with its new "Pesticides in Your Environment" brochure, is leading the charge.

"We've established a beachhead," notes RISE president Bill Culpepper. "One of the keys to survival in our industry will be educating about the benefits of our prod-

ucts. We must get the positive message out.

"We've tended to talk about the science of our products. Now, we're beginning to unlock a few of the keys to getting people (consumers) educated."

With that in mind, we at LM make this suggestion: anyone who applies pesticides for a living should be giving each and every customer a copy of the RISE publication. In past months, "Pesticides and Your Environment" appeared as a supplement to this magazine (and other trade magazines). The perfect mode of distribution would be to include it in your first blanket mailing of 1993.

Copies of the 16-page pamphlet are available through the RISE office, Dept. 5050, Washington, DC 20061-5050. Phone number there is (202) 872-3860.

However, printing costs—which you'll be paying for—are not cheap. The booklets cost \$1 each for orders of 10 to 100; 75 cents each for orders of 101 to 1,000; 50 cents each for orders of 1,001 to 10,000; and 30 cents each for orders of more than 10,000.

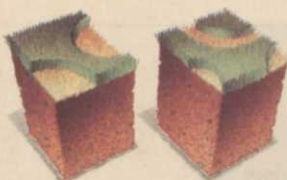
The companies that manufacture pesticides have made numerous huge monetary commitments to this green industry. (It takes seven to 10 years of research and \$30-\$50 million to conduct all the tests necessary to bring just one safe pesticide to your dealer's shelves.)

It's your turn now. Support the industry and your business by digging into your pockets and ordering one pamphlet for each of your customers.

We're talking about a control program that's very hard on fungus, yet very easy on your turfgrass. Some things you can do to reduce turf stress, use less

fungicide and still get excellent control.

It starts with cultural practices. Like replanting disease-prone areas with resistant cultivars. Careful water-



Rubigan has broad spectrum control that makes diagnosis less critical.

ing. Providing adequate fertilizer. And removing thatch. They'll make your turf less susceptible to disease, which means you can use less fungicide to protect it.

Just imagine. A a stranglehold on fungus



Knowing when to use a fungicide is important, too. By watching for conditions in which turf diseases thrive (weather patterns and soil temperature provide some very



And, of course, it helps to choose your fungicide carefully. Gentle, long-lasting Rubigan* fungicide is a very good choice. It controls 14 diseases, includ-

Fungus attacks plants from within. The results can be devastating.

also contains complete information on tactics you can use to control weeds and insects more responsibly. For a free copy just return the coupon below, or call our toll free telephone number. And learn

kind, gentler way to get

S. reliable signs), you can put down fungicide with perfect timing, and make fewer applications.



ing Bermudagrass decline, dollar spot and powdery mildew. It's very easy on your turf. And it lasts longer than other fungicides, which means you don't have to apply it as often.

some very nice alternatives to applying a lot of fungicide.

Rubigan and Broadway last longer than other fungicides, so you don't have to apply them as often.



Poa annua control that doubles as fungus control.

Applied in the fall, Rubigan delivers 75 to 95 percent *Poa annua* control in overseeded areas such as greens, tees, collars, slopes and approaches (we explain how in the book offered below). At the same time, Rubigan protects your turf from fungus. Which means you can handle two jobs with the same pesticide application.



Poa annua

For brown patch, you can use Broadway* fungicide. Its two modes of action provide excellent brown patch control. It also controls a dozen other turf diseases. It's easy on your turf. And its long-lasting action means fewer applications.

Of course, there's a lot more to fungus control than what fits in this ad. You'll find it in our 44-page book, The Turf Manager's Guide To Responsible Pest Management. It

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The chemistry is right.™

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LANDSCAPE MANAGEMENT

INCORPORATING LAWN CARE INDUSTRY

DECEMBER 1992 VOL. 31, NO. 12

COVER FEATURE

11 Certifying the industry

The ranks of certified landscape contractors are growing, as more companies realize how certification enhances company and industry professionalism.

Terry McIver

FEATURES

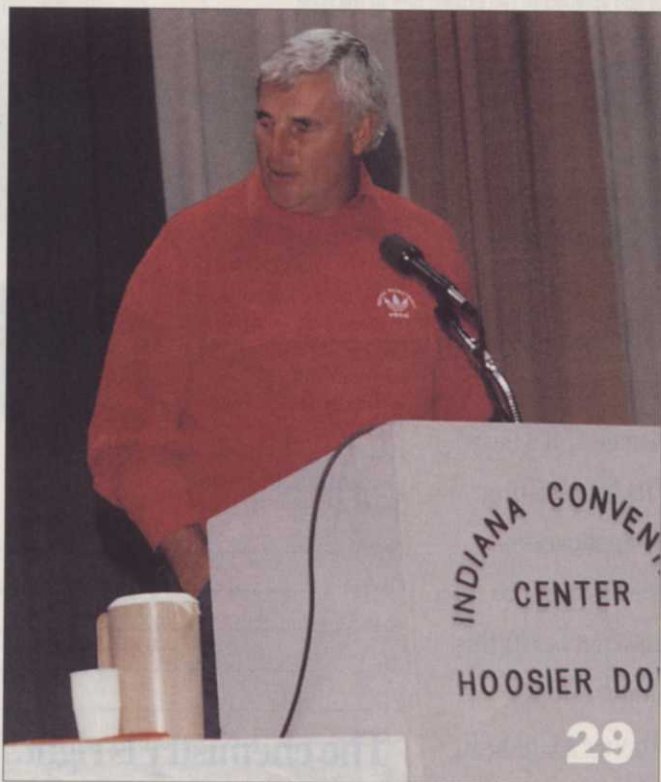
14 Opening a branch office

Careful planning and foresight will eliminate many of the problems posed by this type of expansion.

Ed Wandtke

15 Choosing mowing patterns

Besides speed, they can help you control the beauty of an area, or the safety with which you're mowing, as Tim Glover of Westerville (Ohio) Schools attests.



18 How to be successful

'If you don't stand for something, you'll fall for any thing,' says this Virginia Turf Conference lecturer, who gives tips on creating your own destiny.

Jerry Roche

20 Small business tips

The National Association for the Self-Employed (NASE), an organization serving the needs of small businesses in America, lists some business hints on various subjects.

TECH CENTER

21 Weed control for sports fields

Developing a game plan means scouting the opponent—identifying the weeds, recording their location, and learning their lifecycle.

Gil Landry, Ph.D.; Tim Murphy, Ph.D.



23 Suppressing summer patch

Ammonium sulfate fertilizer suppresses summer patch, a fungal disease attacking the roots of turf grasses, says Dr. Joseph Heckman of Rutgers University.

23 Plan ahead for Japanese beetles

Sure, it's early, but it's a good idea to take some time now to plan how you'll handle Japanese beetles in the spring.



LAWN CARE INDUSTRY

26 Pat Norton: 'Person of the Year'

Norton, of Barefoot Grass Lawn Service, joins a list of lawn care notables that includes Dick Duke, Jerry Faulring and Marty Erbaugh.

Ron Hall

27 ChemLawn: end of the road?

Many factors contributed to ChemLawn's demise, but had its trademark passion for customer service left it first?

Ron Hall

HOT TOPICS

29 Indy coach captivates industry

Indiana University basketball coach Bobby Knight had all 3,000 attendees at last month's Green Industry Expo talking about him for the four days of the annual fest.

DEPARTMENTS

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On the cover: The grounds around The Arboretum, a shopping and office complex in Austin, Texas, maintained by Clean Cut, Inc. of Austin.

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V BPA ABP

You might think using less insecticide means you'll have to put up with more insects. But that's not necessarily the case. Because *how* you use your insecticide is as important as *how much* you use. With

the right tactics, you can use a lot less and still get excellent results.

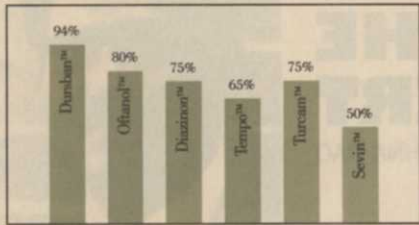
Here's an example. Mixing insecticide with insecticidal soap can reduce the amount of insecticide you need on your ornamentals by

about 50 percent. Soap controls most soft-bodied insects and mites. By adding insecticide, you'll also take care of tougher insects, like scales and worms. University studies suggest you may get better control



A few ways to balance with your love for the env





Studies show that Dursban delivers better chinch bug control at lower rates than other insecticides.

than you get with insecticide alone.

Knowing exactly when to apply insecticide helps, too. One way to monitor mole crickets, chinch bugs, webworms and cutworms is by mixing 1½ oz. of dish soap in two

gives you so much control at such a low rate. Dursban also controls fire ants. It's available in water-soluble packets. And it can be bio-monitored, which can reduce the likelihood of over-exposure.

Once your hate for insects ironment.

gallons of water and sprinkling it on a four-foot area of turf. If eggs have hatched, this soapy mixture will flush insects to the surface, and you can apply insecticide

Now, we realize you probably have some questions. That's why we created The Turf Manager's Guide To Responsible Pest Management.

It's 44 pages packed with comprehensive information on the latest techniques for controlling insects, weeds and

turf diseases. For a free copy return the coupon, or call our toll-free telephone number. Because when you apply a little knowledge, you don't need to apply as much insecticide.



Mole Crickets Getting Under Your Skin?

University studies show that Pageant DF* insecticide (which contains the same active ingredient as Dursban) provides excellent mole cricket control. Apply two weeks after egg hatch and irrigate turf 24 hours before and after application. This moves mole crickets near the soil surface and



washes Pageant into the zone of insect activity.

Mole Cricket

accordingly.

Your insecticide itself can also make a difference. After all, different insecticides work at different rates. Which is why Dursban* insecticide could be your best choice.

Just one pound active ingredient per acre controls a host of problem insects. No other insecticide

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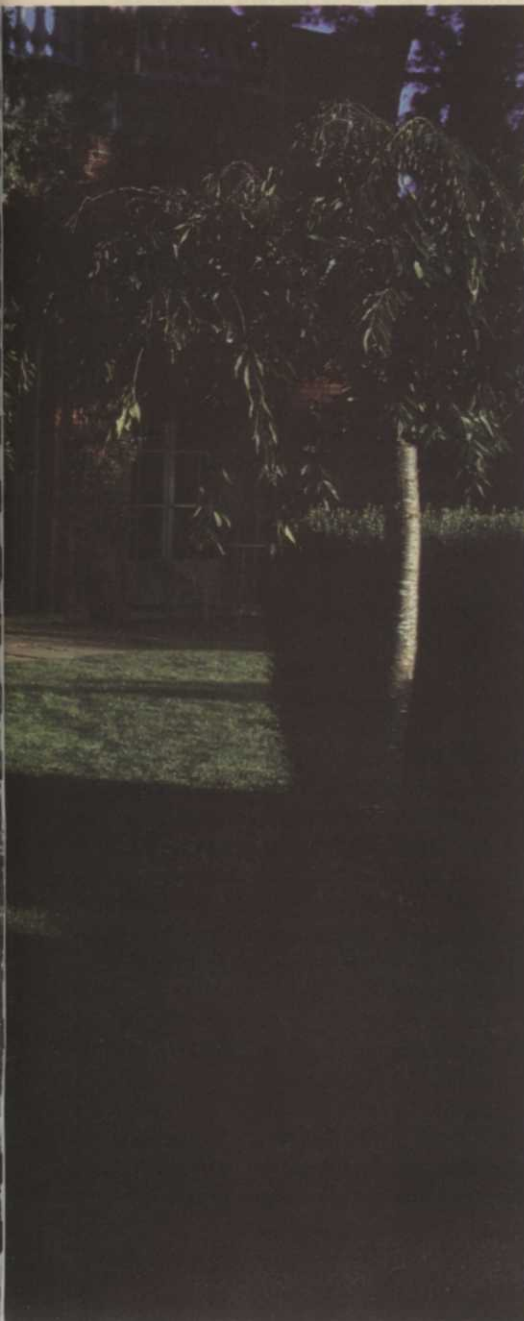
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The chemistry is right.™

Dursban is available in liquid, dry flowable, granular and fertilizer formulations. *Trademark of DowElanco.
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ASK THE EXPERT

DR. BALAKRISHNA RAO

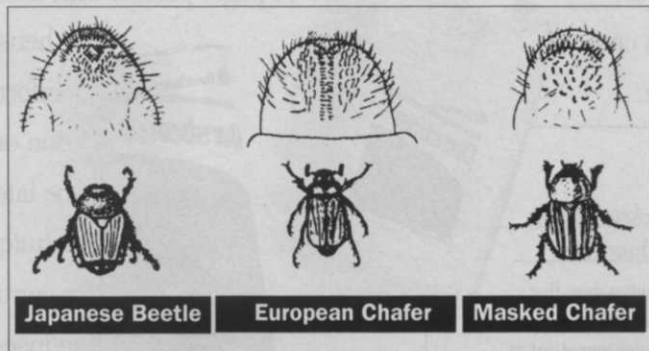


Raster patterns of grubs

Problem: Is there an easy way to identify different white grubs in the lawn, particularly the Japanese beetle, Northern masked and European chafer grubs? (Michigan)

Solution: The best way to distinguish different grubs is to examine the "raster" pattern, which is the arrangement of small hairs on the last body segments. To examine, hold a grub upside-down and observe the arrangement of the raster pattern.

In the case of Japanese beetle larvae, the raster pattern is V-shaped. The Northern masked chafer's raster pattern doesn't



have any specific shape, and the hairs are arranged irregularly. The raster pattern in European chafer grubs is funnel-shaped.

These can be examined with the help of a 10x magnifying lens. Other than the raster pattern features, these grubs are difficult to distinguish. In my opinion, European chafer grubs appear to be more aggressive when holding in our hands than the Northern masked chafer and Japanese beetle larvae.

Making brown junipers green

Problem: Some junipers on our clients' properties are looking pretty bad. Terminal 3/4-inch branches are browning. Some of the twigs have small spots on their needles and others show no spots. They have good watering systems, and we don't think the browning is related to drought. How can this be managed? (Michigan)

Solution: The browning and small specks appear to be related to fungal disease. The small specks are probably the fruiting bodies of the causal fungal agents.

One of the most common fungi is *Phomopsis* sp., the causal agent of twig blight disease on juniper. Like many diseases, this disease establishes on stressed and weakened plants.

These evergreens are also sensitive to winter drying (desiccation). This happens during winter months when soil moisture is frozen and above-ground parts continue to lose moisture during a bright, sunny and windy day. This creates an imbalance in water uptake and causes the exposed tissue to dry out.

If this is observed, consider providing deep watering in late

November and protecting the soil surface with mulch. Also provide wind screens to protect the sensitive plants. Study the plants on-site for any low temperature injury.

Certain species of juniper such as andora are sensitive to winter cold, resulting in basal bark splitting. Small rodents, which may also feed on bark at ground level, can cause extensive damage. These factors can also stress and can partially contribute to overall browning.

As far as fungal disease caused by *Phomopsis*, prune and destroy infected plant parts—where practical—and improve air circulation. Avoid overhead irrigation to prevent the disease's further spread. Applications of fungicides such as mancozeb, Cleary's 3336 or Fungo at two-week intervals is beneficial.

Before using fungicides, make sure the problem is properly identified. *Phomopsis* and *Kabatina* fungi can cause similar symptoms. Reports indicate that there are no known fungicidal remedies for disease caused by *Kabatina* sp.

Antidesiccant sprays

Problem: We are having problems with winter injury on broadleaved and narrowleaved evergreens in our nursery. Would you recommend antidesiccant sprays to protect from winter injury? If so, which product and when is the best time? Any other suggestions would be appreciated. (Colorado)

Solution: Maintaining good-looking healthy evergreen plants through cold winter is a problem with many nurseries growing plants in the ground and/or containers. Although a number of antitranspirant (antidesiccant) products are marketed to protect the plants from winter injury, reports suggest that these products are not every effective.

Research has shown that antidesiccants sprayed in the fall failed to protect plants during most winters. But cultural practices provided at the right time of the year can make a difference in appearance and quality of broad-leaved and narrow-leaved evergreens in open nurseries or landscapes.

This involves deeply watering plants during fall and again before the ground freezes. An application of nitrogen fertilizer after the first frost is also beneficial. Reportedly, this would provide adequate reserve of nitrogen in plant stems, roots and buds to minimize leaf drop due to nitrogen translocating from older leaves to branch terminals. Also, consider mulching 2 to 3 inches deep to protect root surfaces from cold temperatures.

Where feasible, the plants can also be protected by installing a wood or burlap barrier for protection.

Dr. Balakrishna Rao is Manager of Research and Technical Development for the Davey Tree Co., Kent, Ohio.

Mail questions to "Ask the Expert," LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130. Please allow two to three months for an answer to appear in the magazine.