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Golf Course Superintendents Association of 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 Environmental Sciences, VPI-SU, Blacksburg, VA 24061-0403; (703) 231-9796.



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) 744-6006.

Ohio Turfgrass Foundation, 2021 Coffey Rd., Columbus, OH 43210; (614) 292-2601.



Professional Grounds Management Society, 120 Cockeysville Rd., Suite 104, Hunt Valley, MD 21031; (410) 584-9754.



Professional Lawn Care Association of America, 1000 Johnson Ferry Rd., NE, Suite C-135, Marietta, GA 30068-2112; (404) 977-5222.

Responsible Industry for a Sound Environment, 1155 15th St. NW, Suite 900, Washington, D.C. 20005; (202) 872-3860.



Sports Turf Managers Association, 401 N. Michigan Ave., Chicago, IL 60611-4267; (312) 644-6610.

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



# **Environmentalists** a part of radical new religion?

On the recommendation of Tim Hiers, a member of our Reader Advisory Panel, I recently read an interesting new book, "Environmentalism: the Dawn of Aquarius, or the Twilight of a New Dark Age?," by Dr. Michael S. Coffman.

If ever a person stood up as a radical anti-environmentalist, it is Dr. Coffman, who taught forest ecology classes for 10 years at Michigan Technological Universi-ty. He's not against the environment (quite the opposite), he's just reached his wit's end when it comes to extreme environmentalists.

"What is going on?" he asks in the book's first chapter. "Environmental activism is often irrational...logic is superfluous, even despised. The environmental movement has shifted from a 'wise-use' conservation movement prior to the 1960s to a religious movement today."

Coffman points out that Americans now believe environmentalists over scientists by nearly 5 to 1. "In 1990, over two-thirds of all Americans believed what environmentalists had to say about environmental problems, compared to statements made by institutional scientists (15%)."

Here are some other statements Dr. Coffman makes, verbatim:

- The true battleground is over what we as Americans believe. In a sense, it is a Holy War, one in which the opposition knows no compromise.
- Most Americans concerned about the environment are white, middle to upper class, far removed from the natural resources they depend on for their standard of living...at the highest level of Maslow's Needs Hierarchy...a mix of people who are likely to believe environmental horror stories more than scientific fact.
- Fear and raw terror, based in legitimate problems but rooted in the belief that nature is God, are being used to push us headlong into radical social change. Those studying the environmental movement acknowledge (its base) in Eastern

mysticism and pantheism.

Dr. Coffman's statements, taken in context by someone who's followed the environmental movement for the last 10 or 11 years, don't sound far off the mark.

For instance: when was the last time you heard Jay Feldman of the National Coalition Against the Misuse of Pesticides back down from his radical posturings? Two years ago at the GCSAA convention, in the face of thousands of golf course superintendents, he demanded an end to pesticide use, for goodness sake!

As industry tries to keep America prosperous without unduly damaging the environment, the self-proclaimed environmentalists continue their crusade against "one part per trillion."

In the book's final chapter, Dr. Coffman ties things together nicely, suggesting concessions by both industry and environmentalists.

"The sky is *not* falling," he writes. "But we do have serious environmental problems that we, as a nation, must address. Industry must seriously review its business and conservation practices to determine where changes can be made. But we must also question the motives of the environmentalists...and demand that objectivity rule in the regulatory process."

"Environmentalism...Aquarius or...Dark Age?" is available from Environmental Perspectives, 1229 Broadway, Suite 313, Bangor, ME 04401. Cost is \$9.95 plus \$2 shipping. It's an easy, important read, recommended for anyone whose livelihood affects the environment in any way.

Jarry Rocke

### LANDSCAPE MANAGEMENT INCORPORATING LAWIN CARE INDUSTRY

AUGUST 1993 VOL. 32, NO. 8

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Here's what turf growers and marketers in the Pacific northwest say about the availability and price of seed this season.

Terry McIver, Ron Hall

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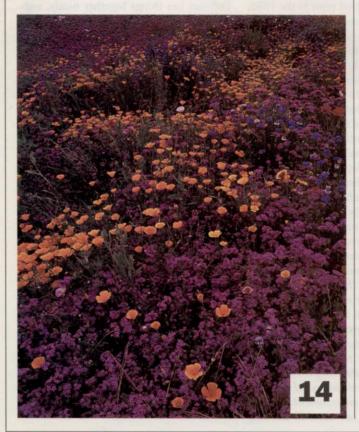
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Ron Hall

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Ron Hall



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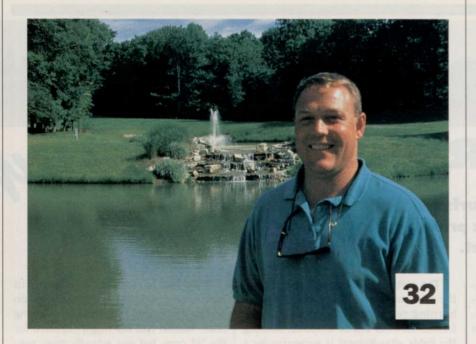
Maybe not that much, but complete service is indeed one of the keys to the success of Hadco Lawn & Landscape, a big fish in a small pond.

Terry McIver

#### **42 Killer newsletters**

The biggest failing for company newsletters is poor presentation, not content, says this communications expert.

Ron Hall



#### **42 IPM considerations**

Thinking about offering an 'environmentally sound' lawn care program? Start by asking yourself why. Hopefully, you'll come up with an answer. Ron Hall

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#### SPECIAL SUPPLEMENT

#### **Ornamental** guide

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#### Ken Gerlack

Contra Costa Landscaping Martinez, Calif.

#### Twyla Hansen

Nebraska Wesleyan University Lincoln, Neb.

#### **Tim Hiers**

Collier's Reserve Naples, Fla.

#### Bill Prest

Springvale Country Club North Olmsted, Ohio

#### Mark Schlossberg

Pro-Lawn Plus Baltimore, Md.

#### Brian Storm

Terrascaping Inc. Birch Run, Mich.

#### LANDSCAPE MANAGEMENT

ADVANSTAR Communications, Inc., 7500 Old Oak Blvd, Cleveland, OH 44130 Phone: (216) 243-8100 Fax: (216) 891-2675

#### **EDITORIAL STAFF**

JERRY ROCHE, Editor-in-Chief TERRY McIVER, Managing Editor RON HALL, Senior Editor MICHELLE THERRIEN, Graphic Designer KEITH FAZIO, Art Director MAUREEN HREHOCIK, Group Editor

#### **BUSINESS STAFF**

JON MIDUCKI, Publisher ROBERT EARLEY, Group Vice President JUDY PAWLOWICZ, Production Manager ROSY BRADLEY, Senior Production Manager DEBI HARMER, Production Director DIANE BIAS, Administrative Coordinator

#### **ADVERTISING OFFICES**

CLEVELAND (HEADQUARTERS) OFFICE

7500 Old Oak Blvd.
Cleveland, OH 44130
Phone: (216) 243-8100
Fax: (216) 891-2675
JON MIDUCKI, Publisher: (216) 826-2855
ROBERT EARLEY, Group Vice President
ANNE LANGHENRY, Promotion/Research Mgr.:
(216) 891-2739

BRIAN KANABA, Sales Representative: (216) 891-3155 ANITA KNIGHT, Sales Representative:

(216) 891-3172 DIANE BIAS, Administrative Coordinator: (216) 891-2750

SEATTLE OFFICE

1333 NW Norcross Seattle, WA 98177 Phone: (206) 367-5248 Fax: (206) 367-5367

BOB MIEROW, West Coast Representative

#### SUBSCRIBER / CUSTOMER SERV.

(218) 723-9477 FAX (218) 723-9437



Chairman & CEO: Richard B. Swank
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Montgomery

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ABP

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#### It's a good report from turfseed marketers coast to coast: prices right, quantities sufficient.

■ The 1992-93 seed harvest will be sufficient to meet demand, thanks to cooperative weather. Apart from some minor supply differences among producers, there's enough seed to go around.

Weather conditions in Oregon were troublesome at first, starting with more winter cover than usual, followed by excessive early spring rain.

"The Willamette Valley has received unprecedented spring moisture in 1993,' say Skip Coville and Dan Walters from International Seeds, Inc. production division. At one point, seven inches of rain fell in four days.

"The situation is vastly improved over last year," says Bill Rose, president of Turf Seed, Inc. Most of its seed has been sold, but Rose says there was some unexpected carryover.

"Acres have been severely adjusted. (there are 20,000 fewer tall fescue acres). inventories are down and we are looking at a brighter new year."

The cultivars—Bluegrass production in the Willamette Valley is limited due to burning regulations. Supplies of some favorite varieties will be in scarce. Burning the fields after harvest is necessary for a good crop the following year. A good crop of fine fescue is expected, and there's a good supply of hard fescue. Rose says Turf Seed's bentgrass supply is "excellent, with plenty of Pennlinks, Penneagle and Penncross."

To the northeast, Glenn Jacklin of Jacklin Seed Co., Post Falls, Ida., reports a good crop of proprietary bluegrass. "We thought the common crop was going to be a big crop this year, but as it turned out, it's a little bit below what we anticipated. It will be an average, maybe below average crop, about 500 to 600 lbs. per acre. It's been a good year for irrigated proprietaries all across the board. We'll have a big crop of Glade and the main varieties." Skip Allert of Jacklin blamed the low yield of commons on the extended snow cover and late field burning.

Rain has been more of a factor in Idaho's seed yield than in Oregon's. Rain persisted from mid-June through swathing time. Jacklin had his fingers crossed for the '93 crop, but was actually more concerned over the 1994 yield, due to possibility of poor field burns.

Jacklin called the company's ryegrass crop "slightly below normal." Tall fescue should be in adequate supply.

Growers everywhere were concerned over the outbreak of stem rust on fine fescue. Mike Robinson of Seed Research of Oregon, Inc., said the problem was anticipated, and the rust was treated in time.

'Burning' problems-All seed producers continue the search for viable alternatives to field burning, to meet the stricter regulations, effective in 1997. Additionally, Oregon State University is in the middle of a three-year program, testing whether vacuuming and propane burning can clean fields as effectively as flame burning.

-Terry McIver

#### SEED AVAILABILITY\*

#### **Species** Status Bentgrass Good Bermudagrass Fair Kentucky bluegrass, Fair common Kentucky bluegrass, Good proprietary Fine fescue Good Hard fescue Good Tall fescue Good Perennial ryegrass Good Zoysia Fair to good \*Subject to change due to weather

#### RESEARCH reus

■ Doug Brede of Jacklin told a crowd of field day visitors about company research into plant biotechnology.

Biotechnology differs from conventional plant breeding in that it manipulates plant genes at the cellular level, rather than the whole plant. The process is producing new germplasm and otherwise elusive genetic combinations.

Bill Meyer, Turf Seed Inc.: The company is attacking disease and insect problems in turf. Its North Carolina research farm is breeding for brown patch resistance in tall fescue, the most serious dis-

ease of the species. Another goal is stem and crown rust resistance in perennial rvegrass.

Dr. Rich Hurley of Lofts says industry hasn't, so far, been able to breed brown patch resistance into creeping bentgrass, "but we're trying to develop varieties that have some degree of improvement." Disease resistance is more pronounced in Lofts' newest perennial ryegrasses which, Hurley says, are also more temperature tolerant. They'll be used increasingly in the transition zone, he believes.

Kenneth Hignight, lead plant breeder

# SEED QUALITY compromise

Bill Rose, president of Turf Seed, Inc. compares annual ryegrass plots with high quality turf.

- Turf-Seed President Bill Rose says three long-standing practices in the seed industry hurt growers and end-users:
  - 1) Seed imported by species;
- 2) Seed sold without a variety name ("Variety Not Stated," or identified by species);
- Low-quality seed sold to homeowners. Annual ryegrass is exceptional for soil stabilization and everyday ground cover, but it's unsuitable for most home lawns.

The solutions, says Rose:

- Require all seeds to be named. European regulations require all seed to be certified. Rose suggests all seeds—certified or not—be named. Consumers would then know what they're buying.
- Eliminate VNS as a seed identifier. "This," says Rose,
   "is a simple but damaging way for seed growers or seed companies to avoid buying or marketing seed. This seed has no home, and results in lower prices for everyone."
- Eliminate annual ryegrass from mixes advertised for home lawns or quality turf.



The Lawn Institute's Jim Brooks advocates a program to require that mixtures with less than 5 percent annual ryegrass qualify for the Institute's "Seal of Approval."

for Advanta (owned by Vander Have Oregon) says the company geared up to pursue an intensive program in tall fescue research, specifically to achieve high (near 100 percent) endophyte lev-

At Seed Research of Oregon. Dr. Leah Brillman says endophytes will some day be "typed" according to certain characteristics. "Some are stronger than others, and they transfer better to the seed," and Brillman is trying to isolate those that transfer best under normal conditions, and which stay viable in long storage.

**Dr. Fred Lederboer** of Turf Merchants: "We're working on placing endophytes in as many tall fescue and perennial ryegrasses as possible." Lederboer also reports improvements in the company's **Bonzai** dwarf tall fescue and its perennial ryegrasses.

**Dr. Steve Johnson** of ISI reports the company will release **Houndog II** in the fall of 1994. Houndog II is an endophyte-enhanced, heat and disease resistant, turf-type tall fescue.

—T. M., with additional reporting by Ron Hall

## NEWEST SEED braducts

Here's a sampling of new varieties available in varying degrees this year:

• Kentucky bluegrasses—From Jacklin Seed come NuStar and NuBlue. NuStar has excellent density and moderate seeding vigor, with intermediate maintenance. NuBlue is very dense with above average drought tolerance and superior resistance to necrotic ring spot.

**Wildwood,** from Lesco, is a low-growing variety with a dark green color and medium to fine leaf texture. It shows early spring green-up and resistance to leaf spot, dollar spot, stripe smut, leaf rust, powdery mildew.

This season only limited amounts of Lofts' new billbug-resistant Kentucky bluegrass, **Eagleton**, are available. "We really don't know the mechanism (causing resistance)" says Dr. Rich Hurley, but he knows it's not endophytic. Two other new premium varieties of Kentucky bluegrasses from Lofts, **Preakness and Belmont**, are also in limited supply, says a company spokesperson.

● Fescues—Confederate, a tall fescue blend from Turf Seed, Inc., shows improved summer turf performance with improved brown patch and leaf spot resistance. Confederate is a blend of Safari, Olympic II, Apache and Monarch.

**SR 8300,** from Seed Research of Oregon, displays a semi-dwarf growth habit, medium to fine leaf texture, rapid tillering, and heat and drought tolerance and relative freedom

from leaf spot and stem rust.

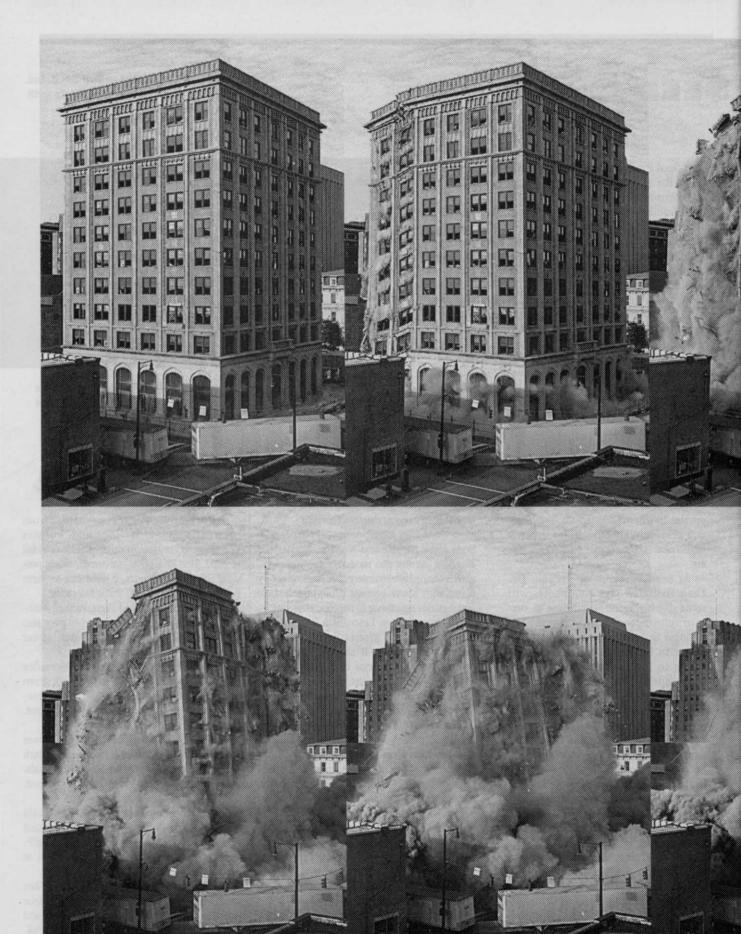
•Perennial ryegrass—APR, from International Seeds, Inc. and Rutgers University, is available in small quantities in fall of 1993. This endophyte-enhanced variety provides significantly improved resistance to warm season diseases and good traffic tolerance.

**Cutter,** from Pickseed West, ranked number one in drought tolerance and tied for second in overall quality, genetic color, winter color and pythium resistance.

**Prism** is new from Zajac Performance Seeds. Prism is very dense, with a dark green color and low growth habit. Prizm is finebladed, with improved resistance to leaf spot, brown patch, and red thread.

- Creeping bentgrass—Lopez, from Fine Lawn Research, is a fine bladed, dark green variety, top-rated in the NTEP trials. Resistance to brown patch and dollar spot, leaf spot and take-all patch is a plus.
- Bermudagrass—from O.M. Scotts comes Sonesta, a drought and heat resistant variety, rated number one in the NTEP. Sonesta needs less moisture, and grows at low mowing height.
- Zoysiagrass—most notable is the "Zen line," from Turf Merchants, composed of four varieties: Zen 100; Zen 200CS; Zen 300CS; and Zen 400CS. Only 300CS and 400CS are available, in limited quantities, in 1993.

-TM, Ron Hall



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So treat with Award, and watch your fire ant problem disappear. Not relocate.



# IM REPORTS SN W REMOVAL

## Only the tough and smart make dollars in this chilly second cousin to landscape management.

 Snow removal will beat you up. Punish your equipment. Pound your employees. And, if you're not careful, damage property, including landscapes.

Sure, it's a tough job, but, hey, somebody's gotta do it. Okay, that's a horrible reason for any landscape business person to offer professional snow removal. (Who, after all, looks forward to getting yanked from a warm bed to wrestle with a frozen truck for a predawn bout with sleet?)

The only reason to provide snow removal is to make money.

Is it unreasonable to expect a profit from something as necessary and difficult as pushing, blowing or, sometimes even, trucking snow from clients' properties?

Making money from snow removal is making money the old fashioned way. You earn-n-n it!

That's assuming that you price the service thoughtfully, that your equipment and employees are dependable and rugged, and that the snow accommodates you. Believe it or not, sometimes all these things happen, just like you drew it up on your business plan.

Or you might offer snow services because you have no choice. To keep profitable landscape clients such as office parks, apartments and condos, you must take care of these properties in the winter, too. Or, you have several key employees that you want to keep year round. Even so, don't ever lose sight of the fact that you're in business to make a profit. That includes the "off season" too.

Some professional snow removers charge "per push," some "per month," some "per season," some anyway they can.

Each way of billing clients has good and bad points but, generally, contractors that establish long-term relationships with clients and charge "per season" (with some type of contingency payment in the event of a blizzard, etc.) can more accurately predict income. Clients know in advance what they'll be paying too.

So you already know how tough it is roust out employees at unpredictable hours, about the extra maintainence your trucks and loaders are going to require. How about your liability?

What happens if one of your trucks damages a client's landscape? What about the possibility of a lawsuit because someone claims they fell on a sidewalk or in a parking lot you're contracted to keep clear? Better check that you're properly insured for snow removal.

One last thought from the real snow removal pros—buy the toughest, most dependable equipment and accessories you can afford. You won't regret it.

-Ron Hall

# Blades, blowers, throwers, spreaders, sweepers

**Ariens** tractors and riding mowing systems have many attachments, including 42" and 54" front blades, a two-stage Sno-Thro, a Sno-Cab, and a front loader.

Other options:

- chains:
- slicer bars and wheel weights.

Circle No. 300 on Reader Inquiry Card

**Bolens** Snow throwers come in four models, from the 130 lb., 4 hp Model 4021 to the 295 lb., 10 hp Model 1026. All feature solid state ignition, a bronze worm gear and zone recall starting. The largest two models also come with hand warmers and a limited-slip differential.

Circle No. 301 on Reader Inquiry Card

Boss Products offers a complete line of snow plows, both



straight blades and blades that are hinged in the middle so they can be used as V-blades to cut through drifts or inverted V-blades to carry snow across a parking lot. The Boss also overs Rapid-Tach, the truck-to-plow quick hitch, and several dif-

ferent salt and sand spreaders for pickups, flatbed or dump trucks.

#### Circle No. 302 on Reader Inquiry Card

The **Cushman** Front Line rotary mower can be fitted with optional snow removal attachments including a 50"-wide Hansen Snowblower (electric chute control), a 54"-wide snow