

U SAID IT!

I remember when you could service the heck out of the customer, replace dead plants, take him to a ballgame, send his wife flowers for her birthday and still achieve 10-12 percent net profit. Those were the days.

Then came the '90s. Reputation, quality and service don't mean much more any more.

Tommy Aiello
*Master Gardeners Nursery
Delray Beach, Fla.*

The industry had better wake up and acknowledge the fact that 90% of the population of the U.S. does not play golf, and that golf is perceived as an elitist, non-essential, polluting, resource-wasting despoiler of the environment by a large percentage of non-golfers.

Vice President Al Gore and EPA Director Carol Browner are still lacing up their boots. I fear a heavy footprint will yet be tread upon the golf industry by these two before they leave office.

Mark Jarrell
*Palm Beach National C.C.
Lake Worth, Fla.*

I still love to watch seeds sprout and cuttings root. I wouldn't swap this for the world. I would, however, trade it for a cashier's check with lots of zeroes.

Denise Smith
*GardenSmith
Jefferson, Ga.*

Every ladder has a bottom rung. Shouldn't we as the professionals be more worried about educating [beginners] on the right way? I don't believe the ones who stick it out long enough to get up the ladder will forget those who slighted them on that long, hard climb.

Tammy Clayton
*Clayton Landscaping & Nursery
Detroit, Mich.*

One of the challenges that superintendents in the U.S. face is that they're constantly striving to be the best. I think our courses are the best in the world: you get the fairest lie, year in and year out, on some of the higher maintained courses. America was built on the challenge of people doing better, and there being incentives for doing just that. Superintendents need to look at it from that perspective.

Brad Kocher
*Pinehurst Country Club
Pinehurst, S.C.*

My cardinal rule of marketing: if you spend your time with a client, charge a fee. You don't need to act desperate for money, but charge for every step.

Joel Lerner
*Lerner Environmental Design
Chevy Chase, Md.*

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Circle No. 101 on Reader Inquiry Card

Landscape Management, October 1994 41

JOB TALK

Rose garden tests maintenance crews

■ A patch of sun-baked, compacted soil in southern California has been transformed into The International Rosarium, a world class garden of 7,000 roses of 2,200 varieties.

The landscape includes several historical settings, Josephine's Garden, the Victorian Garden, the Mission Garden and the Edwardian Tea Garden.

The five-acre Rosarium opened in May within the 165-acre Descanso Gardens botanic facility at La Canada Flintridge, Calif., 20 minutes north of downtown Los Angeles.

"The Rosarium will be a continuing horticultural experiment for us," says Dr. Steven Cohan, director of Descanso. "We're doing things that haven't been done before in terms of integrating perennials and annuals with roses under the same irrigation regimes, fertilizer programs and pest control."

The Rosarium is located on the site of a once-thriving rose garden developed by former rose hybridizer Dr. Walter Lammert. The Descanso Gardens Guild, a non-profit group, obtained private funding as the second phase of the garden's master plan. Construction began in October 1993 and was completed last May.

"We had a nine-foot layer of compacted clay soil," says Cohan. The roots of the old roses had gone down only a foot and a half before spreading laterally. Much of the soil had eroded as well.

To enhance root development, the hard pan was cultivated to a depth of 30 inches, and nitrogenized fir bark was added at a rate of 4 cu. yds./1000 sq. ft., and 8 lbs./1000 sq. ft. of 12-8-8 controlled release fertilizer was spread in the cultivated soil. Some 12-8-8 slow release Gro Power tablets were placed within two inches of the rootballs of all shrubs and trees at the rates of two per 1-gallon planter, seven per 5-gallon planter, 13 in a 15-gallon planter, and 16 per 24-inch box. Urea- and organic-based fertilizers with 8- to 12-week feeding periods were tested for suitability over the summer.

Irrigation—Four types of delivery systems are used to irrigate the gardens. Low-volume overhead sprayers are used for turf areas; micro-sprayers for the rose companion plantings, underground soaker lines for hedges, and drip emitters for trees, shrubs and roses.

The clay soil requires less water. "We're able to get phenomenal growth in our roses on the drip system with only a gallon of water a week during the first two months after the spring planting," says Cohan. "The recommendation by rosarians is 10 to 12 gallons a week when the roses are in their growing season. With the drip system, the water percolates down slowly, and the clay



An oil funnel over the end of the spray wand makes for easy, drift-free applications of Roundup.

holds the water near the roots."

Battling nutsedge—The turf in the Rosarium is Bonsai dwarf tall fescue, which is a good choice for heat tolerance and low mowing adaptability, according to Cohan.

"The fescues have a deep root system which reduces stress and enables faster recovery than blue or rye," says Cohan.

Then the nutsedge showed up. It's a weed that can quickly overtake a turf stand if left untreated.

Frank Madero, pest control advisor for American Landscape Maintenance, Inc.—consultants to Descanso Gardens—called in Dr. Nelroy Jackson, a product development specialist with the Monsanto Co. They realized Roundup would cause bare spots in the turf, so Jackson suggested treating the turf with Manage, Monsanto's new selective herbicide for nutsedge control. Manage was applied to the turf under an Experimental Use Permit. Within one week the problem was brought under control, with no damage to turf.

Ingenuity—Nutsedge was also visible in the bare soil surrounding the roses and companion plants. The crews were able to use Roundup in the bare soil, but they needed a safer way to apply it once the winds kicked up at about 9:30 in the morning.

"We took an oil funnel and fit it over the end of the spray wand, and now we can just put the cone right over the nutsedge plant and give it a little squirt," Madero says.

The problem will not go away all at once, however. "Even with the Manage eventually being labeled for use with Roundup," says Madero, "the nutsedge will be here for a few years because of all the nutlets already in the ground that will germinate. But we think we have the problem under control."

To reduce insect damage, Cohan is considering using newly-devised sun oils, natural insecticide soaps and predatory insects that feed on bugs that are harmful to vegetation.

"Between the 150 bird species and beneficial insects inhabiting the garden, things should pretty well come into balance," predicts Cohan. "We'll see if we can pursue that with the diversity of plant material in the rose garden."

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GREEN INDUSTRY SHOWCASE

Easy-to-use package for Dutch elm fungicide

Ciba Turf & Ornamental Products has repackaged its Alamo fungicide for oak wilt and Dutch elm disease, making it easier to use and less expensive to apply.

The new micro-injection system consists of individual 10 mm Alamo units that are easily inserted into a tree's flare roots. A light tap from a hammer activates a plunger and releases the fungicide into the tree.

Alamo is water-soluble, so it translocates readily throughout the tree.

"The micro-injection units save six to seven hours in labor over previous application methods," says Jerry Osborne, Alamo product manager. "Plus, a new pricing structure has lowered the overall cost of Alamo, making the product much more economical to use."

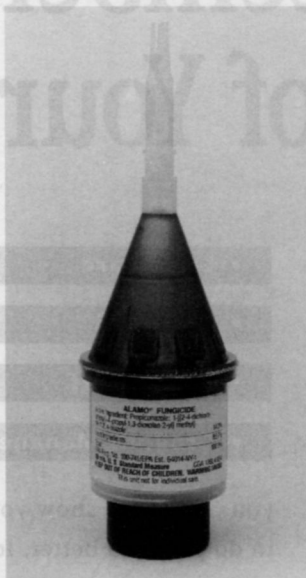
The Alamo capsule is made of clear plastic, and the bluish-colored fungicide is easy to see.

A plastic bag is included for disposing of empty capsules.

The company reports that Alamo is most effective when used as a preventive. As a post-emergence treatment, it will prolong the life of trees with as much as 20 percent crown loss.

Apply Alamo after a rainfall, when the tree is in leaf.

**Circle No. 191
on Reader Inquiry Card**



This engine features easy- service outboard starter

Ryobi commercial trimmers feature the company's advanced 4-cycle engines. The new engine features an outboard starter that's easy to service.

The engine is used on the 2065r and 2085r commercial-grade trimmers, available for consumer purchase in 1995.

Both models cut an 18-inch path, have solid drive shaft and heavy duty clutch for longer life, and a padded shoulder strap.

The 2085r comes with an eight-inch brush blade and an isolated bicycle handle bar with the throttle on the handle.

The 2085r is \$299; the 2065r is \$269.

Circle No. 194 on Reader Inquiry Card

Insect growth regulator stops ornamental pests

Precision is a new insect growth regulator for use in landscape ornamentals, container grown ornamentals, non-bearing fruit and nut trees in nurseries.

Precision is a product of Ciba Turf & Ornamental Products.

Precision affects insects' life cycles during transitional phases when they normally change from egg to larva, larva to pupa, and crawler to settled scale.

Precision does not harm beneficial insects, says Ciba.

Precision is formulated as a wettable powder, and is packaged in one-ounce water-soluble pouches.

Circle No. 195 on Reader Inquiry Card

Engine super-cleans air, runs cooler and quieter

Tecumseh Products Company's Enduro 16OHV is a recoil start, 16 hp engine with power to spare, designed especially for commercial mowers.

The overhead valve engine gets up to 25 percent better fuel efficiency than engines with L-head designs, says the company. Horsepower per cubic inch is increased, and service life extended.

A pressurized oil pump lubrication system with a 55-oz. capacity lubricates all bearing surfaces for cooler running.

The Kleen-Aire filtration system filters air before it enters the air cleaner.

Circle No. 196 on Reader Inquiry Card

Remote control sweeper holds 5.2 cu. yds.

Smithco's Sweep Star 600 is a pull-behind turf sweeper with electronic remote control. The control box located near the driver's seat starts and stops the 20-hp engine, engages and disengages the sweeping system, activates the tailgate and dumps the hopper, without leaving the vehicle.

The dust-suppression system uses fine-textured, washable, polyester filters on the top and rear panels of the hopper, to remove 90 percent of the dust and dirt from the air discharge. The sweeping system uses a full-floating, 60-inch wide, single reel to pick up trash and debris as small as pine needles, cigarette butts and bottle caps.

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Drip irrigation can handle changes in water pressure

Equaline tubing, pressure compensating and infused with Root-Guard, is the newest subsurface drip irrigation product from Geoflow, Inc.

Equaline is fully pressure compensating from 10-to-45 psi with output uniformity unaffected by changes in water pressure or slopes.

Root-Guard comes with a 10-year guarantee against root intrusion, thanks to a patented process that infuses Treflan into each Equaline emitter at the time it's made.

Treflan is a chemically degradable, non-systemic herbicide that does not dissolve in water.

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RESOURCES & REFERENCES

For Landscape Professionals

New & Best-Selling Books

Turf

Turf Managers' Handbook

by W.H. Daniel & R.P. Freeborg
437 pages **LSM-BK-110**.....\$39.95

Controlling Turfgrass Pests

by Shurtleff, Fermanian & Randell
449 pages **LSM-BK-220**.....\$56.95

Turf Management Handbook

by Howard Sprague
255 pages **LSM-BK-620**.....\$26.60

Turfgrass: Science and Culture

by James Beard
658 pages **LSM-BK-630**.....\$62.95

Turf Irrigation Manual

by James Watkins
364 pages **LSM-BK-640**.....\$32.95

1993 Turf and Ornamental

Chemicals Reference
930 pages **LSM-BK-645**.....\$110.00

Compendium of Turfgrass Diseases

by Richard Smiley, Peter Demoeeden & Bruce Clarke
128 pages **LSM-BK-650**.....\$30.00

Landscape Management's Pocket Seed Guide

36 pages **LSM-BK-655**.....\$10.00

Trees & Shrubs

Insects that Feed on Trees and Shrubs

by Warren Johnson & Howard Lyon
560 pages **LSM-BK-690**.....\$52.50

The Shrub Identification Book

by George Symonds
379 pages **LSM-BK-720**.....\$19.50

The Tree Identification Book

by George Symonds
272 pages **LSM-BK-750**.....\$17.95

Diseases and Pests of Ornamental Plants

by Pascal Pirone
566 pages **LSM-BK-410**.....\$58.00

Tree Maintenance

by P.P. Pirone
514 pages **LSM-BK-760**.....\$24.95
(half price!)

Diseases of Trees and Shrubs

by Wayne Sinclair, Howard Lyon & Warren Johnson
575 pages **LSM-BK-430**.....\$52.50

Business

Winning Strategies for Lawn & Landscape Contractors

A System for Success
by Brent Demos
136 pages **LSM-BK-761**.....\$29.95

Golf

Turf Management for Golf Courses

by James Beard
642 pages **LSM-BK-615**.....\$77.00

Golf Course Management and Con- struction: Environmental Issues

by James C. Balogh & William J. Walker
976 pages **LSM-BK-617**.....\$67.50

Landscape Construction, Problems, Maintenance

Landscape Problem Management

by Balakrishna Rao, PhD
153 pages **LSM-BK-102**.....\$39.95

Landscape Plants in Design

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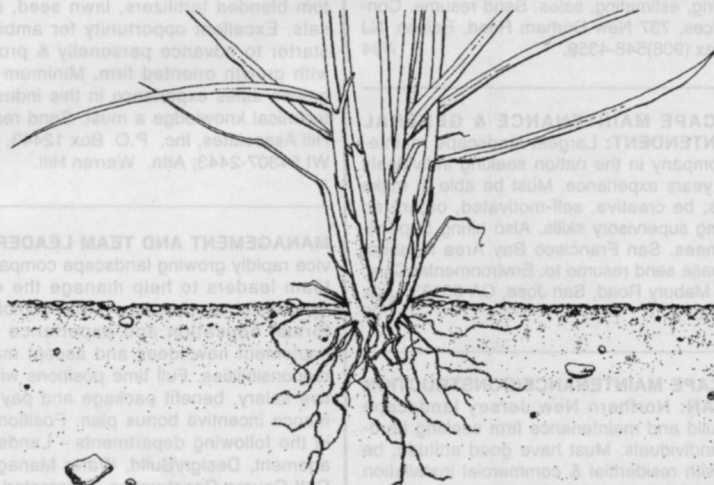
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101	118	135	152	169	186	203	220	237	254	271	288	305	322
102	119	136	153	170	187	204	221	238	255	272	289	306	323
103	120	137	154	171	188	205	222	239	256	273	290	307	324
104	121	138	155	172	189	206	223	240	257	274	291	308	325
105	122	139	156	173	190	207	224	241	258	275	292	309	326
106	123	140	157	174	191	208	225	242	259	276	293	310	327
107	124	141	158	175	192	209	226	243	260	277	294	311	328
108	125	142	159	176	193	210	227	244	261	278	295	312	329
109	126	143	160	177	194	211	228	245	262	279	296	313	330
110	127	144	161	178	195	212	229	246	263	280	297	314	331
111	128	145	162	179	196	213	230	247	264	281	298	315	332
112	129	146	163	180	197	214	231	248	265	282	299	316	333
113	130	147	164	181	198	215	232	249	266	283	300	317	334
114	131	148	165	182	199	216	233	250	267	284	301	318	335
115	132	149	166	183	200	217	234	251	268	285	302	319	336
116	133	150	167	184	201	218	235	252	269	286	303	320	337
117	134	151	168	185	202	219	236	253	270	287	304	321	338

NAME _____
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105	122	139	156	173	190	207	224	241	258	275	292	309	326
106	123	140	157	174	191	208	225	242	259	276	293	310	327
107	124	141	158	175	192	209	226	243	260	277	294	311	328
108	125	142	159	176	193	210	227	244	261	278	295	312	329
109	126	143	160	177	194	211	228	245	262	279	296	313	330
110	127	144	161	178	195	212	229	246	263	280	297	314	331
111	128	145	162	179	196	213	230	247	264	281	298	315	332
112	129	146	163	180	197	214	231	248	265	282	299	316	333
113	130	147	164	181	198	215	232	249	266	283	300	317	334
114	131	148	165	182	199	216	233	250	267	284	301	318	335
115	132	149	166	183	200	217	234	251	268	285	302	319	336
116	133	150	167	184	201	218	235	252	269	286	303	320	337
117	134	151	168	185	202	219	236	253	270	287	304	321	338

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- 01 0005 Golf courses
02 0010 Sports Complexes
03 0015 Parks
04 0025 Schools, colleges, & universities
05 Other type of facility (please specify) _____

B. Contractors/Service Companies/Consultants:

- 06 0105 Landscape contractors (installation & maintenance)
07 0110 Lawn care service companies
08 0112 Custom chemical applicators
09 0135 Extension agents/consultants for horticulture
10 Other contractor or service (please specify) _____

C. Suppliers:

- 11 0205 Sod growers
12 Other supplier (specify) _____

Which of the following best describes your title:
(mark only one)

- 13 10 EXECUTIVE/ADMINISTRATOR
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