

Also, notice the pattern of damage on the individual plant and plant parts. Diplodia tip blight of pine generally starts on the lower parts of the pine, spreading upward over the years due to splash of spores which cause new infections.

Dutch elm disease generally starts with flagging of upper branches where elm bark beetles have transmitted the fungus to vascular tissue of upper tree branches.

Rule 3: Learn the symptom profile.

An easy trap is to make a diagnosis on the basis of only one symptom. Diagnosis is not that simple.

For example, new leaves curling on a crabapple can be due to many different causes: aphid feeding, powdery mildew disease, growth regulator herbicide injury, moisture stress. Take the next step and match the symptom with further evidence. Unfurl the leaf to look for the aphids or their white cast skins. Look for evidence of powdery mildew with your hand lens.

Recognize that many problems have a whole set of characteristic symptoms. Verticillium wilt of maple causes leaf wilting and browning, dieback of branches (often one at a time), and discolored streakings in the wood. Each symptom alone is not sufficient for good diagnosis. But with a full profile of all the above symptoms you have enough to suspect verticillium wilt, which can then be verified by fungal isolation in the laboratory.

Rule 4: Perspective is valuable.

You can probably find at least one pest or disease problem on any tree. That does not mean that the maple bladder gall mite on the silver maple or the oak leaf blister on the red oak is important to plant health. This is a crucial perspective to relate to customers.

This brings us to an important realization. Although insects, mites and diseases harm trees, the majority of tree



Diplodia tip blight of pine: the pattern of damage is on new growth each spring, and gradually spreads over the years from lower to upper branches.



Powdery mildew on London planetree: note typical powdery white fungal growth and less typical (for powdery mildew) leaf distortion.

problems aren't caused by pests. They're caused by environmental and cultural factors such as drainage, improper plant siting (particularly in terms of sun and wind exposure), construction damage, storm damage, improper pruning, drought, and winter damage.

Be aware that if you do not constantly work at it, you will lose perspective. If you focus on only one symptom, if you always look for the easy answer like an identifiable leaf spot when the real problem is root decline, if you diagnose tree decline by simply asking if the customer has a lawn care service—you will not only be wrong most of the time, you will also soon lose the ability to even know what you are seeing.

Rule 5: Timing is everything.

One of the challenges of diagnosis is properly factoring time into the equation. Large, older trees that decline five

years after a new subdivision is put in are often dying from soil compaction by construction equipment, changes in soil grade which bury root systems, and outright root destruction by trenching. These trees do not typically fall overnight from this abuse.

Rarely does a customer want to hear about the role of these earlier stresses, that droughts stressed the tree, that a tree has been declining for years. Nevertheless, it's often true.

Try to be proactive by keeping records and informing customers of existing conditions when you start maintaining their trees. Set proper expectations based on a clear-headed estimate of tree health and the underlying history of the plants you will maintain. Estimate if tree health is declining by measuring annual growth increments using the bud scale scars.

Take your time when diagnosing. Everyone wants an instant answer, and someone is always willing to give one. However, step back, look for the pattern of damage, assemble the symptom profile, factor in what might have happened on the planting site in the past, and ask as many questions as possible.

Rule 6: Nothing is surefire.

The best diagnosticians, the best horticulturists, learn every time they go onto a landscape. There are always new things to learn about plants. Diagnosis is both an art and a science. There are the occasional "gimmies," but more often than not, your diagnosis will not be proven or certain.

A more reasonable goal is to arrive at the best evaluation of cause and effect from what is almost always incomplete information. **LM**

—The author is horticulture specialist with The Ohio State University Extension. He made this presentation at the Indiana State Lawn Care Association Summer Field Days in

Paul Zarlengo is new director of sales and marketing, and technical services support at **CLC Labs**, Westerville, Ohio. Zarlengo, who was appointed by CLC president Dr. Chuck Darrah, was a sales representative for O.M. Scotts and Benham Chemicals.

Jerry Shadley is new vice president of sales and marketing for **Homelite**, a subsidiary of Deere & Co. David Walker is new vice president of operations; and Stephen Peace is new manager of advertising and communications.

DowElanco strengthened its commitment to the turf and ornamental industry by creating two new sales districts. "We've enacted these changes to provide better, faster and more efficient service to current and future customers," says sales manager Gary Denhart. "The T&O marketplace is an important business for us." The company also named Dan Bouck to replace Mark Urbanowski as product communications manager for its turf & ornamental and technical products.

Stephen Guide, president of Fullerton, California's **Guise & Associates**, is a new **Netlon** North American distributor. He will assume the rights to distribute the Netlon Advanced (athletic) Turf system in the Pacific Northwest and the Southeast.

Aquatrols expanded its international sales force with the addition of Nick Gadd as international accounts manager. He comes from the largest distributor of specialty chemicals and chemical application equipment in the United Kingdom.

Kubota has launched an intensive new safety campaign promoting the use of roll-over protective structures (ROPS) and seat belts. As part of the campaign, Kubota is getting the word out to new tractor buyers about the importance of ROPS and asking owners of older model Kubota tractors without ROPS to consider buying a ROPS package at a very competitive cost.

Randy Lail and Rob Sosnowski have assumed new positions at **Stihl Southeast**. Lail is new vice president of finance and resources; Sosnowski is district manager for south Florida. Other appointments: Russ Happney to industrial products manager, Shari Noble and Al Taylor to sales representatives.

Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

CHAINSAW SAFETY... Learn basic chainsaw safety in an easy-to-understand video format from Progress Products. Topics include protective dress and safety gear, body position, fueling, and protection from vibration, blade kickback, pinching causes and prevention, and cutting techniques. Free handout with test and answers. To order: send check or purchase order (\$64.95) to Progress Products, P.O. Box 29018, Thornton, CO 80229 or phone (303) 289-7740.

FLOWER STUFF... The Flower Council of Holland's catalog of horticultural reference materials is free for the asking. Included in the full-color catalog are photo descriptions, garden plant photo identification books, posters, training kits and videos. Send your request to Public Relations Marketing, P.O. Box 749, Glenwood Landing, NY 11547.

TREE ROOTS... "Root Injury and Tree Health" is a video (and companion booklet) from the International Society of Arboriculture. It is ideal for arborists to use to promote proper practices to homeowners associations, developers, builders and garden clubs. Price is \$35 (\$25 for ISA members) plus \$5 shipping in the U.S. Fax Visa/Mastercard orders with expiration date to (217) 355-9516 or phone Robbin Kopp at (217) 355-9411.

ENTREPRENEURIAL SUCCESS... Decision-making for the entrepreneur is discussed in a new book from Merritt Publishing. "Make Up Your Mind: Entrepreneurs Talk About Decision-Making" describes common themes and recurring patterns in what 60 entrepreneurs said about their own strategic decision-making, including keys to success like "standing up for what you believe in" and "seeing change as normal." The 374-page book is \$19.95. To order, phone (800) 638-7597.

BUSINESS PLANS... The American Association of Nurserymen is selling "The Successful Business Plan: Secrets & Strategies" for just \$18 (\$22 for non-members) plus \$3.50 shipping. One hundred fifty-nine tips from 15 insiders are included, along with worksheets, sample plan guides and the Abrams Method of flow-through financials. Write AAN, 1250 I St., NW, Suite 500, Washington, DC 20005 or phone (202) 789-2900.

A new powder paint being used by **Ransomes America** will reduce waste and air pollution as it is applied to mowers and other Cushman/Ryan equipment. Ransomes has also announced that it has become a primary supplier to the National Golf Course Owners Association's "Smart Buy" program. The NGCOA is the fastest-growing trade association in the golf industry.

Pursell Industries and the **J.R. Simplot Co.** have joined together to manufacture and market fertilizers for the turf-grass and nursery markets. The two companies will offer products to the western U.S., Hawaii, western Canada, Mexico and Pacific Rim countries including Australia and New Zealand.

Events

NOVEMBER

Rain Bird, whose irrigation systems are used at seven of *Golf Digest's* top 10 golf courses in America, adds Wendi Abrams as national sales manager. She will be responsible for all domestic sales in Rain Bird's Golf Division.

Tony Chatman is new engineering services manager at Snapper. He will be responsible for engineering computer systems, the company's personal computer network and peripheral gear.

The new product manager for Briggs & Stratton's Large Engine Division is David Mauer. He will develop product plans and be product liaison between engineering sales divisions and customers.

Hunter Industries adds Neil Struikmans as regional sales and service representative for central California and Cita Berthelsen as regional sales and service rep for the west central Plains states. Hunter, based in San Marcos, Calif., sells irrigation products in 32 countries.

Griffin Corp. reports that nursery products treated with the company's Spin Out root growth regulator are now available to landscape contractors. The company says plants treated with the product establish quickly in the landscape and become fuller and healthier in less time. Spin Out inhibits the growth of the root tips when they reach the sides of the treated container, promoting lateral and secondary root growth.

9-10: Northern California Golf Superintendents Institute, Doubletree Hotel, Santa Rosa, Calif. Phone: (916) 626-0931.

12-15: Carolinas Golf Course Superintendents Conference & Show, Radisson Resort at Kingston Plantation, Myrtle Beach, S.C. Phone: (800) 476-4272 or (803) 653-3617.

13-Dec. 1: Accident Prevention/OHSA Compliance seminars, Toledo, Cincinnati, Columbus and Cleveland, Ohio; Baltimore, Md.; Arlington and Virginia Beach, Roanoke and Richmond, Va.; Charleston, W.Va. Phone for dates: (800) 821-3919 or (913) 345-2140.

16: Integrated Pest Management in Landscaping, Holiday Inn, Toms River, N.J. Phone: Deborah Smith-Fiola, (908) 349-1246.

16-18: Tree Care Industry Expo, Indiana Convention Center, Indianapolis. Phone: (800) 733-2622.

16-19: International Golf Show and Golf Course Europe, Pabellón de Cristal, Madrid, Spain. Phone: (011) 34-1 350-1564.

21: New Jersey Environmental Seminar, Fiddler's Elbow Country Club, Bedminster, N.J. Phone: Ilona Gray, (201) 595-7172.

27-29: North Central Turfgrass Expo, Pheasant Run Resort, St. Charles, Ill. Phone: Illinois Turfgrass Foundation, (312) 201-0101.

28-Dec. 15: Bargaining with Vendors and Suppliers seminars, Akron, Cleveland, Columbus, Cincinnati and Toledo, Ohio; Richmond and Virginia Beach, Va.; Washington, D.C.; Baltimore; Atlanta; Charlotte and Research Triangle Park, N.C.; Columbia, S.C. Phone for dates: (800) 255-4141.

29-30: Rhode Island Turfgrass Show & Conference, Rhode Island Convention Center, Providence. Phone: Melissa Herman, (401) 847-7666.

DECEMBER

1-7: National Arborist Association Regional Workshops, Atlanta, St. Louis and Portland, Ore. Phone: NAA, (800) 733-2622.

2: Profit Producing seminar, Holiday Inn, Rockville Centre, N.Y. Phone: Greenpro Services, (800) 645-6464.

4-5: Environmental Reporting and Recordkeeping, San Francisco, Calif. Phone: Government Institutes Inc., (301) 921-2345.

4-7: Georgia Turfgrass Conference, Atlanta. Phone: Dr. Gil Landry, (404) 228-7300.

5-8: Ohio Turfgrass Foundation Regional Conference & Show, Columbus, Ohio. Phone: (614) 261-6750.

6-7: Developing a Golf Course Community, Crystal Sands Crowne Plaza Resort, Hilton Head Island, S.C. Phone: (212) 661-8740.

6-8: Rocky Mountain Turf Conference & Trade Show, Currihan Hall, Denver. Phone: Julia Marie, (303) 688-3440.

8-9: Southern Turf & Landscape Expo, Central Florida Fairgrounds, Orlando, Fla. Phone: (800) 853-5593.

10-12: Restoration (landscape preservation) Conference, Hilton & Towers, San Francisco. Phone: (617) 933-9699.

11-13: Texas Turfgrass Conference & Show, Houston. Phone: Shirley Duble, (409) 693-1656.

11-13: Environmental Audits Course, Santa Fe, N.M. Phone: Government Institutes Inc., (301) 921-2345.

Water recycling solutions for golf/turf industry applications

The Ultrasorb Model GC2, an advanced water recycling system for light duty golf and turf wash rack maintenance operations, decontaminates water.

The Model GC2 collects contaminated water from your wash pad and processes it through RGF's Proprietary Catalytic Oxidation Process, which actually oxidizes the contaminants to harmless carbon dioxide and water.



The Model GC2 has several options: a grass catcher, a detachable control panel, a programmable auto backflush unit and a high-volume pressure wash station. Its H.I.P. Multi-Media filter is designed to safely absorb herbicides, insecticides and fungicides. Its flow rate is up to 16 gpm with a 750-gallon built-in polytank.

Circle 191



Power mulcher needs no technical adjustments

The easy-to-operate, patented direct drive design of the TM7-30 Power Mulcher from Reinco eliminates the need for the operator to make adjustments to belts or clutches.

The machine replaces manual distribution of straw and hay with an automatic discharge in ranges of up to 60 feet. The discharge chute rotates 360 degrees to assure even distribution of up to five tons per hour of any quality straw or hay. It features a heavy duty construction that is mounted onto a steel frame with a convenient lift ring, locking bracket and nest for easy transport.

Circle 193

Boom mower has new hydraulic system that's efficient, powerful

The Machete is the new generation of boom mowers, claims its manufacturer, Alamo. It is built stronger and has more power than any boom mower on the market today, Alamo says.

By using a closed-loop hydraulic system (rather than open-loop hydraulics), the entire system is more efficient and produces less heat. The piston pump and motor will achieve 96 percent efficiency, Alamo contends, because more energy is transmitted to the system's mechanical elements and less oil is lost to slippage.

The Machete's blade bar is reinforced with three 7/8-inch thick leaves, and the spindle housing is attached to the deck with eight 5/8-inch bolts.

The operator can control all boom movements with a single joystick and dipper arm. Other features: Teflon impregnated bearings, heavier hydraulic hoses, 1 1/2-inch chrome-plated pins at all pivot points on the boom and 17-gallon hydraulic fluid reserve tank.

Circle 192



Mower does slopes, 20 other work functions

The Power Trac 184 riding rotary mower, equipped with an 18 hp Briggs IC 2-cylinder gas engine, can mow up to a 30-degree slope with its 48-inch cutting deck.

Other features:

- More than 20 different attachments that can be changed within seconds using quick-change pins and hydraulic couplers. Attachments include: snow blade, trencher, post-hole digger, stump cutter, power sweeper, fertilizer and salt spreader, rake, tiller, 18-inch disc edger.

- Hydraulically-powered arms controlled by a joystick for lift and tilt functions.

- Two-toe treadle that controls forward and reverse functions. Hydrostatic breaking is applied when the treadle is in the center position.

- Ability to articulate 45 de-

grees in each direction and oscillate 12 degrees in each direction, ensuring that the wheels remain grounded, even in rough terrain.

Circle 194



Engine feeds power-hungry attachments to tractors

Bigger mowing decks, lawn vacuums, mulching mowers and snow blowers are just a few of the power-hungry attachments today's commercial tractors are being made to carry. Kohler's new vertical shaft Command 25 hp V-Twin engine is designed to

feed these increasing demands, without the overpowering bulk of a diesel or liquid-cooled engine.

The air-cooled Command 25 vertical is a blend of the Command 25 horizontal and the Command 22 vertical technologies.



The 725cc Command 25 vertical produces 39.5 lbs. ft. of torque (at 2500 rpm) and features Kohler's Power-Bore cylinders that give longer cylinder life, increased power, superior oil control and reduced exhaust emissions.

A specially-designed oil cooler helps maintain the lowest possible oil temperature, reducing oil breakdown during lengthy duty cycles and extending oil change intervals.

Circle 195



New aerator is faster and wider

Turfco Manufacturing's new Pro Series Aerator is wider with eight rows of tines to give you excellent hillside stability. Yet the balance and controls make it easier to operate, Turfco says.

The Pro Series has sealed bearings, solid steel axles, covered chain, box frame and

separate throttle/clutch controls. Chain maintenance is reduced to twice a season, and the self-aligning bearings are ag quality for long life.

The Pro Series Aerator has the most dense aeration pattern for an aerator of this design.

Circle 196

Correction

In the August product announcement for the Lady Bug all-purpose turf and ornamental spray machine, two errors were made.

First, application rates can be attained by changing nozzles, pressure or speed (not "speed of spray"). Second, quick engine checks can be made by removing the rear reel (not the rear wheel).

LM regrets any inconveniences these errors may have caused.

>PRODUCT REVIEW

Ten ways to add vertical shaft power, quick starts, proper speeds



All 10 models Centura Power Plus vertical shaft engines from Tecumseh Products feature a quick-start fuel primer and an electronic capacitor discharge ignition system for quick starts with lower pulling speeds. A mechanical governor adjusts mowing speed to cutting loads.

In addition, the Centura line offers these features on specific models:

Model 35 includes a conical paper air filter system.

Model 38 features an automotive style oil fill tube, dipstick and trim ring.

Models 40 and 40 Special have a

ramp compression release. Model 40 also has a deluxe styled recoil trim ring. Models 40DX and 45DX have a retractable pin compression release, special dipstick anastylized fuel tank.

Models 50 and 55LX have a two-stage paper oval air cleaner system and a sculptured 1.5-quart wrap-around fuel tank with high oil fill and dipstick.

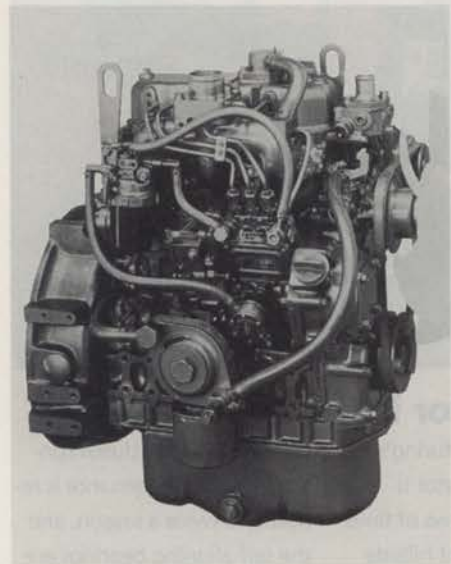
Models 50 XL/C and 55XL/C are extra-life commercial models. The LEV inverted port engines have a cast iron cylinder sleeve and a three-stage air cleaner with poly foam pre-cleaner.

Circle 197

Clean, quiet engines environmentally safe, even with high horsepower

A complete series of advanced design industrial diesel engines named Clean and Silent (C&S) is manufactured by Yanmar Diesel America.

The new TNE series engines were developed to meet the environmental requirements of the 1990s. Based on the company's



former TN diesel range, the TNE series consists of 10 different bore-and-stroke, four-cycle, water-cooled families with horsepower ranges from 11.7 to 62 and speeds from 3000 to 3600 rpm.

The complete TNE range delivers both low levels of exhaust and noise emissions; all models under 25 hp are certified to

1995 CARB emissions standards. Low weight-to-horsepower ratios are another feature, along with a 10 percent increase in output per cylinder over TN engines.

To achieve the improved, certifiable levels of emissions performance, increased power density and low noise levels, Yanmar's

engineering teams made major design changes. Result: noise emissions reduced more than 3 dB(A) on the predominantly direct injection engines.

Circle 198

Competitively-priced irrigation controller powered by old Sol

The all-new Trope-M solar-powered irrigation controller is a six-valve control that is now priced competitively with standard AC units.

Only three rotary knobs permanently set all watering functions. The hybrid design also incorporates a digital readout for

time and time remaining for watering. Among the knob selections are odd/even days; water, wait, water (WWW) and budgeting.

The Trope-M is stocked by selected irrigation distributors nationwide.

Circle 199



Tough terrain off-road hauler a great runabout

The J-93 Hauler from Kimball Products is designed for tough-terrain hauling and maintenance work. It's an ideal run-about vehicle for race tracks, parks, campgrounds and construction sites, the company says.

The J-93 is powered by a Briggs & Stratton 16 hp overhead valve twin engine coupled to a three-speed transmission with infinite speed ranges in all three gears.

The machine has a 49x40x11-inch deep dump box capable of handling up to 700 lbs. The double-acting dump box tailgate extends for longer loads, opens for faster unloading. An optional power dump is available.

Options include all-weather vinyl cap, dozer blade, utility winch, all-terrain Stryker tires, Turf Buster tires for lawns and golf fairways, re-coil starter and internal, front-expanding hydraulic drum brakes.

Circle 209



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Every month the Market Showcase offers the readers of Landscape Management a complete and up-to-date section of the products and services you're looking for. Check it out every month, or you might miss out.

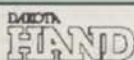
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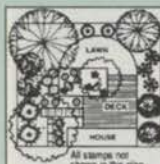
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January	12-7
February	1-8
March	2-8
April	3-7
May	4-8
June	5-8
July	6-6
August	7-8
September	8-8
October	9-6
November	10-10

(Call rep for date confirmation.)

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The next ad closing for
LANDSCAPE MANAGEMENT is
Nov. 10, 1995
for the December 1995 issue.

HELP WANTED

SALES POSITION, We seek a sales person for S/Central New England. Minimum 3 to 5 years experience within green industry required. Golf, Turf, Landscape and or retail background preferred/helpful. Send resume to: Sales Manager, Agriturf Inc., 59 Dwight St., Hatfield, MA 01038 or call 413-247-5687. 12/95

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MAINTENANCE SUPERVISORS, ACCOUNT MANAGERS; One of the nation's largest landscape management companies looking for experienced maintenance and irrigation supervisors in No. California market. We're seeking energetic, creative, team oriented people. Excellent growth opportunities and benefits package. Please mail or fax resume to: Environmental Care, Inc., 825 Mabury Rd., San Jose, CA 95133. Fax (408)437-1817. 11/95

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Reserve Ad Space in The Next Issue by calling Stephanie Stiggers-Smith: 216-891-2670