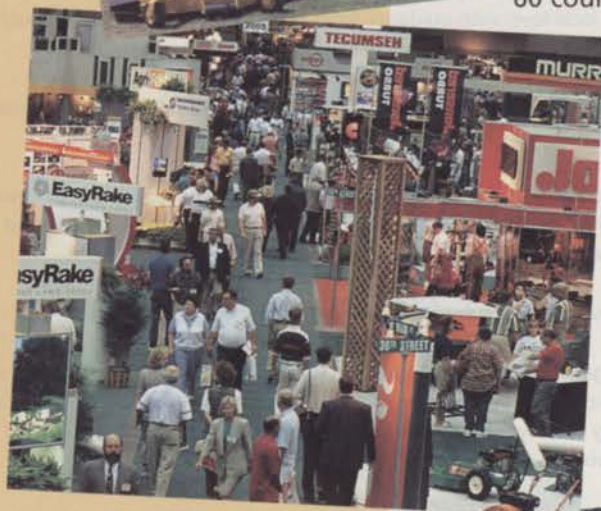


NO OTHER TRADESHOW  
DELIVERS THE PERFECT MIX  
OF PRODUCTS, VISITORS  
AND ACTIVITIES.



INTERNATIONAL  
LAWN, GARDEN &  
POWER EQUIPMENT

EXPO96

# The Name Says It All

**International...** 29,000 participants from 60 countries in '95. Dealers, distributors, lawn & garden centers, rental operators, nurserymen, national retailers, commercial landscapers, commercial mowing and maintenance pros, plus suppliers – All find their marketplace in Louisville each year!

**Lawn & Garden...** 68% of EXPO 95's nearly 600 exhibitors featured or included nonpower products ranging from garden tools and terracotta pots, to patio furniture and barbecue grills. One-stop shopping!

**Power Equipment...** EXPO is the premier tradeshow for outdoor power equipment for consumer, commercial and rental use. EXPO's giant demo area is open throughout show hours. Try before you buy!

**EXPO...** Seminars, entertainment, dealer meetings, sightseeing and more!

**July 28–30, 1996**  
Kentucky Exposition Center  
Louisville, Kentucky  
502-562-1962  
FAX 502-562-1970  
800-558-8767

cont. from page 30

when it was gaining momentum.

In 1995, the EPA re-registered 40 active ingredients, "historic numbers," according to the EPA's Jim Aidala, Associate Assistant Administrator for Prevention, Pesticides and Toxic Substances.

"One of the biggest complaints has been, gosh, there are all kinds of these old chemicals, and they're not getting re-



**'Lawn care issues aren't terribly controversial right now. It doesn't mean they're gone.'**—  
**Jim Aidala of the U.S. EPA.**

viewed," says Aidala. "Finally, we were getting a pay off to the 1988 amendments to the statute (FIFRA). We were getting products reviewed."

Since chemical manufacturers fund half of the process, some re-registration work continues, Aidala explains.

But pesticide issues remain one of EPA's top priorities.

## WASHINGTON'S IMPACT ON THE GREEN INDUSTRY

### PROPOSAL

### HOW IT WOULD AFFECT YOU

#### Adams Fruit Bill

Prohibits lawsuits against agricultural employers for work-related injuries (under the Migrant and Seasonal Agricultural Workers Protection Act) when employees received workers' compensation.

#### Clean Water Act, Wetland Reform Act

One provision likely to pass would allow golf superintendents to use the broad-spectrum fumigant methyl bromide until suitable alternatives are available. Passage of new act will place more decision-making at the local level with guidance from Army Corps of Engineers. Republicans reluctant to pursue this legislation; passage unlikely this Congress.

#### Endangered Species Act

Three proposals have provisions dealing with taking and modifying species habitat and private property rights. Very controversial; not likely to pass this Congress.

#### EPA budget cuts

Would curtail underground storage tank clean-up activities; would limit enforcement of environmental standards and reduce funds for wastewater projects. Would also limit EPA-sponsored training and publication of newsletters and guidebooks.

#### FIFRA/Title IV

Deals with infant/child exposure to toxic substances; could include "sensitive populations."

#### Immigration control

Could slow the number of legal immigrants by 30 percent and stop illegal immigration. This would cause a labor shortage in agriculture that could be passed on to the you. "Automated verification" provision would require every employer in the nation to phone a toll-free number "to ask permission to hire any new worker, citizen or not," according to A.A.N.

#### Minimum wage increase

Undetermined whether it would force layoffs to cut expenses or allow employers to hire more workers. It also might force manufacturers to take their operations overseas where labor is cheaper, freeing up more viable prospective domestic employees.

#### Minor Use Crop Protection Act

Would provide additional new pest and disease management tools. Officially endorsed by EPA.

#### Occupational Safety and Health Administration changes

Could downshift OSHA into non-enforcement actions like consultation, education and training. A separate "ergonomic standard" that places heavy punishment on small businesses is still alive. Approved by Senate Labor Committee, but Pres. Clinton has promised to veto it.

#### Reclamation Recycling and Water Conservation Act of 1995

Would create water recycling projects in California, Nevada, New Mexico, Utah. Could also require effluent water to be used to irrigate golf courses, parks, cemeteries and other open areas.

#### Safe Drinking Water Act

Would establish a national, non-point-source pollution standard controlling runoff. Passage likely this Congress.

#### State Management Plans

Would outlaw using atrazine, simazine, cyanazine, alachlor and metochlor in all states except those with state management plans.



Delaney says the green industry has facts and credible info supporting its claim that it's at environment's forefront.

#### Residential exposure studied

For instance: the turf industry, at EPA's direction, has put together an Outdoor Residential Exposure Task Force to define and quantify just how much exposure to pesticides people are getting.

"The questions that have to be answered are: What are the real exposures, and what are the real risks?" says Aidala.

"The sooner we can get this informa-

tion, the better off we will be," he adds. However, it will be at least 18 months before the EPA can start wading through this data.

The EPA says pesticide labeling should be more consistent and clear, especially for consumers.

"You can have all the greatest information in the world on the label, but if nobody can understand it, or read it, or use it, it doesn't do a lot of good," says Aidala.

#### Industry/EPA partnerships

On a more positive note, the green industry and the EPA have struck what looks like a good deal for professional turf managers.

Both the Golf Course Superintendents Association of America (GCSAA) and the Professional Lawn Care Association of America (PLCAA) are partnering with the

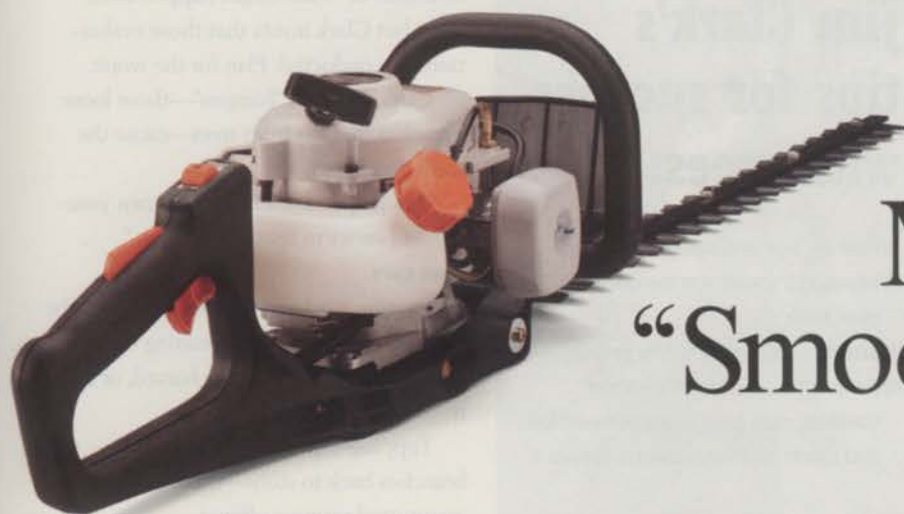
EPA in separate "Pesticide Environmental Stewardship Programs." The aim of these programs is to encourage user groups to develop and implement strategies for reducing risks associated with pesticide use.

Thomas Delaney of the PLCAA says he hopes that individual PLCAA members can become involved in the EPA-approved stewardship program by early summer.

"They (members) have to be using good practices and adding something, too, that shows they're willing to increase the protection of their employees or the public. They can come up with practices of their own," explains Delaney, that can be used as marketing tools.

The GCSAA is partnering with EPA at the association level.

"We didn't think setting up a program where individual golf courses would be graded and become individual partners was workable," says GCSAA government relations manager Cynthia Kelly. **LM**



## Make The "Smooth Move" To Echo.

#### THE ECHO HC-1600 HEDGE CLIPPER.

Sure, you can buy other hedge clippers. But they won't perform as smoothly, or as efficiently as the Echo HC-1600. It features double reciprocating cutting action which is faster and transmits less vibration than single reciprocating models. Has great cutting capacity, too, with

a blade length of 24". And for maximum comfort the HC-1600 isolates engine and gearbox vibration from the user's hands.

The commercial duty Echo 21.2cc engine is a smooth performer, too. With Pro-Fire® Electronic Ignition and purge pump-equipped carburetor for fast starting. And dual-piston ring design for longer life.

Circle 110

Make the "smooth move" to the Echo HC-1600 Hedge Clipper. For the name of your nearest Echo Dealer, call 1-800-432-ECHO (3246). Or write: Echo Incorporated, 400 Oakwood Road, Lake Zurich, IL 60047.

**ECHO**  
Ask Any Pro!

# Plan for tree failure and variety

*Even the mightiest oak's days are numbered. To best benefit from a tree's 25- to 50-year lifespan, plant diverse species and reduce tree/turf conflicts.*

**S**uperintendents are happy when trees grow free of problems. When problems arise—like safety problems and disease problems—they tend to feel otherwise.

Careful planting, realistic assessment of tree longevity and attention to tree needs that matches the concern you have for turf will eliminate these problems, says Dr. Jim Clark, an arborist with HortScience, Inc., of San Francisco.

For starters, get it out of your head that a tree will live "forever." Realistically, says Clark, tree life is measured between 25 and 100 years.

"Trees are planted, they take up space and then they die," says Clark, who tells superintendents and landscape managers to plan for tree decline, failure, maintenance and safety over the course of the tree's life.

## Age & species diversity

The best stands of trees contain an assortment of young and old trees growing at the same time. When all the trees along a fairway or corporate business park are the same age and species, at some point they're going to decline rapidly or get hit with a common disease...all at once.

When the giants come down, in a golf course scenario, says Clark, "Unless we have a new population of trees growing to replace older ones, the potential is great for changing the look and playability of the course."

Clark often encounters a reluctance among course members to remove any tree, be it alive or dead, and says it's much easier to overcome that reluctance if you can have a younger tree next to it to take its place.

Another aspect of species diversity: if

▶ *Jim Clark:  
Trees respond  
more slowly to  
irrigation than  
does turf.*



## Jim Clark's tips for success with trees:

- 1) Plan for age and species diversity.
- 2) Manage a stand of trees carefully over time.
- 3) Scout for potential safety problems.
- 4) Reduce the number of tree/turf conflicts, such as nutrient competition and shade problems around greens.

some problem develops within that species, we're in tough shape if that species is dominant in our working area.

The Monterey pine beetle and pine pitch canker were recent infestations that wiped out many Monterey pines in the San Francisco Bay area. That's an extreme ex-

ample, but it can happen.

"Whether it's Dutch elm disease or oak wilt or pine bark beetles," says Clark, "our reliance on a single species leaves us open to a large-scale infestation and potential for losing lots of trees. If we're on a site that is dependent only on this species, as those two pests become more problematic we're going to run into trouble fairly rapidly."

## Public safety

Clark suggests it's better to discuss tree maintenance before an accident happens than to discuss it with an attorney after an accident. Be realistic when assessing a tree's condition and potential for falling. Even though a certain tree might be a significant component to the hole's play, if there was a tree failure, what's the likelihood that there would be a "target" standing beneath the falling branches?

Safety evaluations may be only rough estimates of "what might happen some day," but Clark insists that those evaluations be conducted. Plan for the worst.

Clark says that "hangers"—those loose branches that fall from trees—cause the most accidents.

"Look up," says Clark, "and train yourself and crews to spot the hangers."

## Tree care

Pruning is related to both safety and the life of the tree. Incorrect pruning can turn a tree into a wind-sensitive hazard, or kill it.

Topping—that is, cutting main branches back to stubs—is the most often committed pruning offense.

Secondly, *thin* the tree canopy, don't raise it. Prune, for example, along every third branch.

Consult a professional arborist with questions. If you don't have a well-trained tree expert on staff, don't do it yourself. Let the arborist do the job. **LM**

# Lawn & Landscape Professionals

# Don't Go It Alone!

Let PLCAA help you grow and maintain your business in the '90s and beyond.

# PROFESSIONAL LAWN CARE ASSOCIATION OF AMERICA

*"Anyone in business for the long term needs to be involved in PLCAA."*  
—Jim Minkler, Minkler Lawn Care, Inc.

*"PLCAA has amazed me. I belong to two other lawn care associations but PLCAA is the best by a wide margin. In terms of professional development and consumer-oriented information pieces, they are outstanding."*  
—Les Stewart, Nutri-Lawn



*"I joined PLCAA before I ever did my first lawn professionally. I believe the more information you can obtain, the better informed decisions you can make. Anyone who is someone or wants to be someone in the industry belongs to PLCAA."*  
—Lou Wierichs, Jr., Pro-X Systems

Stay on the cutting edge and enhance your professional image to customers by becoming a member of the Professional Lawn Care Association of America. PLCAA equips you with the information and skills you need to excel in the green industry. Open up to a world of possibilities as a PLCAA member:

- ◆ Greater Profits and Improved Customer Confidence
- ◆ Operating Within Approved Advertising and Pesticide Transportation Guidelines
- ◆ Knowledgeable Bidding/Estimating
- ◆ More Effective Marketing
- ◆ Being Known as a Company of Well-Trained Professionals
- ◆ Strong, Positive Community Relations
- ◆ Safer Employee Practices Through Better Training and Information
- ◆ Business and Technical Resources at Your Fingertips
- ◆ 1-800 Information Hotline
- ◆ Industry Certification

To find out more about the **Professional Lawn Care Association of America** and how it can help you gain the competitive edge, complete the coupon and mail or FAX to:

**PLCAA**  
1000 Johnson Ferry Road, NE  
Suite C-135  
Marietta, GA 30068  
Phone: 1-800-458-3466 • FAX: (404) 578-6071

✂

Yes! Send me more information on PLCAA.

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_) \_\_\_\_\_



Pellenc P2000 electronic pruner



Husqvarna 235P reaches up to 13 feet



Power Pruner 1250, from Technic Tool

# TREE PRUNERS

by TERRY McIVER / Managing Editor

**Tree pruning is one of the most labor-intensive green industry jobs. It's essential that your tools are lightweight and easy to use.**

"Generally, if you look at landscape business and crew activity, [landscapers] are going for a bigger piece of the pie," says Mark Michaels, senior forestry manager at Husqvarna. "Companies doing hedgework and young trees will see it as a logical step to move on to larger, 15- to 20-foot trees. It's natural for a landscape management company handling a housing development to try to get the tree pruning work, but you have to do it right."

Butch Rhoton, president of Brewt Power Systems of Atwater, Calif., says the most important question to ask when shopping is, "What type of pruning are you doing?" The answer determines whether you should go with a pneumatic or gas-powered pruner.



Gilmour's 150400, from Ben Meadows Co.



Maibo pneumatic is easy to use

Pneumatic pruners, those used for high-production pruning, are your best choice for branches of two inches diameter or less, and it's no secret that a pneumatic pruner gives you a cleaner cut due to the speed at which the blades operate.

"The branch heals better, and it's better for the aesthetics of the tree," explains Rhoton.

"Pneumatic shears are lighter and quicker," says Rhoton, "and you can do lots of sucker branch trimming. If you're only cutting two or three limbs, use a gasoline-powered unit. But at an office complex, where there's much pruning to be done and you're making 50 cuts per tree, you want something that's quick, and pneumatic is the only way to go."

Before you even buy, however, you or people on your crew should be certified. Contact the National Arborist Association for information at (800) 733-2622.

If you're thinking about adding tree pruning to your service mix, know the importance of proper training, and know the capabilities and/or limitations of the equipment you use. **LM**

## EXTENDED-REACH TREE PRUNERS FOR THE GREEN INDUSTRY PROFESSIONAL

| Company  | Product/specifications  |
|--|---|
| <b>Brushking (800) 959-2887</b><br>Circle 280                | A new 6'6" lopping shear allows a man of average height to get a 12' reach into a tree. It cuts a 1 3/4-inch limb. A pivoting head allows the operator to get at hard-to-reach limbs.   |
| <b>Echo (800) 432-3246</b><br>Circle 281                     | The "Aggressor" reaches limbs up to 14 ft. tall. Powered by a 21.2 cc engine, the Aggressor's reciprocating action cutting stroke and exclusively designed blade remove limbs up to 4 1/2 inches in diameter. The unit weighs 11.4 lbs.   |
| <b>Corona (800) 241-6401</b><br>Circle 282                   | Professional Pole Pruner System offers a choice of two heads, a pruner and saw blade; 6-ft. fiberglass poles. Pruner head cuts limbs up to 1 3/4 inches in diameter. Phone number is for distributor Ben Meadows Co.  |
| <b>Fanno Saw Works</b><br>Circle 283                         | Pruning saws and accessories using quality steel and craftsmanship. Single-blade, manual pole saws reach up to 16 ft.   |
| <b>Felco (206) 827-7676</b><br>Circle 284                    | Considered the quality standard for the tree pruning industry, Felco manufactures a wide variety of hand-held pruners, limb loppers, saws and pneumatic pole pruners.   |
| <b>Gilmour (800) 241-6401</b><br>Circle 285                  | Gilmour makes a wide range of products. Its professional rope-type pruner cuts limbs up to one inch in diameter. Heavy-duty iron pruner head and three wooden poles reach to 18 feet. Gear-driven tree pruner includes multi-power dual pulley system with gear drive, telescoping fiberglass pole that adjusts from six to 12 feet. An 18-foot unit is also available.   |
| <b>Husqvarna (800) 487-5962</b><br>Circle 286                | The 235P is a gasoline-operated model available with bypass lopper or anvil pruning head. Cuts branches up to 1.5 inches in diameter. Telescoping pole provides up to a 13-foot reach. Two pole lengths are available. The 250PS comes with a 3.0 cu.in. 2.4 hp engine with 11,000 maximum no-load RPMs.  |
| <b>Lesco (800) 321-5325</b><br>Circle 287                    | Hand pruners, lopping shears and tree trimming pole saws are available. Pole tree trimming saws feature 16-inch blades, and reach up to 12 feet in height.  |
| <b>Maibo (800) 255-9180</b><br>Circle 288                    | The Maibo Pneumatic Pruning System is lightweight and easy to operate. Limbs can be cut with the light squeeze of a trigger. Pruner is designed for low maintenance. Models for vineyard and nursery shearing and high-volume pruning weigh from 1.32 lbs. to 6.17 lbs. Compressors are also available as engine- or P.T.O.-type.   |
| <b>Mid-Continent Industries (800) 279-6812</b><br>Circle 289 | The Limb-A-Nator is an extender for use with 28 different manufacturers' chain saws. Mid-Continent reports the Limb-A-Nator safely trims or prunes limbs from ground level. It extends chain saws by almost seven feet. Bolts in place of existing cutter bar on most popular chain saws. The chain drive is safely enclosed inside shaft. The cutter bar and chain are lubricated by an oiling system within the wand.   |
| <b>Pellenc P2000 (702) 826-4611</b><br>Circle 290            | This electronic pruner was designed for creating prized Gallic grapevines, and can handle the needs of demanding horticultural professionals, says Pellenc America. The tool is powered by a lightweight battery carried in a belt pack. Tangle-resistant cable carries 24-volt, DC current to a special motor in the cutting head's comfortable hand grip. An electronic system provides total control of the blade action. Slow trigger movement opens and closes the blades slowly; a quick pull of the trigger moves the cutting blades at lightning speed. |
| <b>Stanley (503) 659-5660</b><br>Circle 291                  | Pole chain saws, circle saws and pneumatic pruners for right-of-way crews, utilities, parks departments and landscape managers. Heavy duty pruner operates from tree trimming vehicle or bucket truck. Circle saw uses a unique one-piece angled motor and yoke for durability.   |
| <b>Technic Tool (800) 243-9592</b><br>Circle 292             | The Power Pruner PP1250 gasoline-powered pruner weighs 16.3 lbs. without extensions. Fiberglass shaft housing, standard shoulder strap, automatic oil reservoir, 44 drive links, chain speed is 2000 ft. per minute. A five-foot extension allows for maximum 22-foot reach.  |

**WIN**



**\$500!**

LANDSCAPE MANAGEMENT magazine is offering a \$500 first prize to the winner of a random drawing to be held on June 21, 1996. Second prize is \$300 and third prize \$200 in cash. In order to be eligible for the drawing, simply fill out the questionnaire below and return it to LM's editorial offices.

Answers to the questions will be the basis for our "1996 Emerald Awards," to be revealed—along with the contest winner—in our August issue.

**CONTEST REQUIREMENTS:** Contestants must be owners or employees of landscape maintenance companies or lawn care companies; or maintenance employees of a golf course or country club, including superintendents and assistant superintendents; or an athletic field manager or member of an athletic field maintenance crew. Employees of Advanstar Communications and their families are not eligible.

All questions on this entry form must be completed, and all blanks filled. One entry per person. No more than five entries from any one employer will be allowed. Entry forms will appear in the March, April and May, 1992, issues of this magazine.

Completed questionnaires should be mailed to: Emerald Awards, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130. They must be received by noon, June 21, 1996.

A random drawing of all eligible entry forms will be held the afternoon of June 21, 1996. The winners will be notified within 24 hours.

**OFFICIAL ENTRY FORM**

**QUESTION:**

WHAT IS YOUR FAVORITE  
BRAND NAME OF:

CHECK HERE  
IF YOU DO  
NOT USE

riding mower?

walk-behind mower?

turf fertilizer?

pre-emergence herbicide?

post-emergence herbicide?

turf insecticide?

turf fungicide?

plant growth regulator?

compact tractor?

turf aerator?

pick-up truck?

leaf blower?

line trimmer?

chain saw?

Kentucky bluegrass?

perennial ryegrass?

turf-type tall fescue?

turfgrass mix or blend?

biological control product?

NAME: \_\_\_\_\_

EMPLOYER: \_\_\_\_\_

CITY/STATE: \_\_\_\_\_

PHONE NUMBER:

(AC ) \_\_\_\_\_



---

***“ALCA is the best  
landscape business  
resource in the  
country.”***

---

“When I started my business in 1983, I needed expert advice,” says Joe Skelton, president of Lifescapes, Inc., Canton, Georgia. “That’s when I joined ALCA.

“By attending marketing and technical seminars, using the *Operating Cost Study* to estimate projects, enrolling in ALCA’s business insurance program and simply working hard, I have been able to build my business to over seven million dollars.

“ALCA is a great resource. Through their meetings, videos and publications, you can find out how to increase sales and profits, reduce costs, and learn about the latest products and technology developments.”

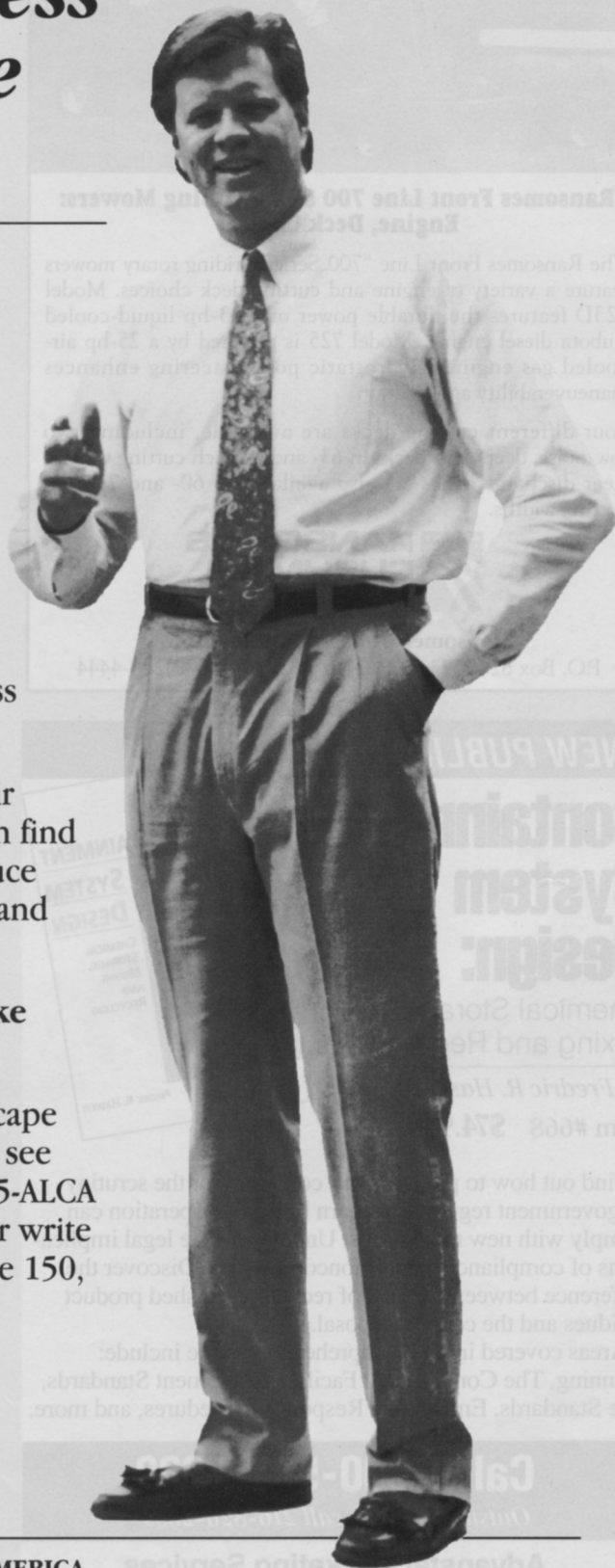
**Join ALCA today and meet people like Joe Skelton.**

If you are an exterior, interior or landscape management contractor or simply want to see the landscape industry grow, call 1-800-395-ALCA or (703) 620-6363 for more information or write to: ALCA, 12200 Sunrise Valley Drive, Suite 150, Reston, VA 22091. Fax (703) 620-6365.



---

**ASSOCIATED LANDSCAPE CONTRACTORS OF AMERICA**





**Ransomes Front Line 700 Series Riding Mowers:  
Engine, Deck Choices**

The Ransomes Front Line "700 Series" riding rotary mowers feature a variety of engine and cutting deck choices. Model 723D features the durable power of a 23-hp liquid-cooled Kubota diesel engine. Model 725 is powered by a 25-hp air-cooled gas engine. Hydrostatic power steering enhances maneuverability and traction.

Four different cutting decks are available, including two low-noise, deep-draft decks in 63- and 72-inch cutting widths. Rear discharge decks are also available in 60- and 72-inch cutting widths.



Ransomes America Corporation

P.O. Box 82409 Lincoln, Neb. 68501 • (800)228-4444

Circle No. 128

**NEW PUBLICATION!**

**Containment  
System  
Design:**

Chemical Storage,  
Mixing and Recycling

by Fredric R. Haskett

Item #668 \$74.95



Find out how to prepare your company for the scrutiny of government regulators. Learn how your operation can comply with new regulations. Understand the legal implications of compliance versus noncompliance. Discover the difference between the cost of recycling finished product residues and the cost of disposal.

Areas covered in this comprehensive guide include: Planning, The Containment Facility, Equipment Standards, Site Standards, Emergency Response Procedures, and more.

**Call 1-800-598-6008**

Outside the U.S. call 216-826-2839

**Advanstar Marketing Services**

7500 Old Oak Blvd. • Cleveland, OH 44130

Price subject to change

CODE: 949511

INFORM • INTRODUCE • INFLUENCE • INSTRUCT

**REPRINTS**

Reprints of *Landscape Management* articles, advertisements, news items or special announcements are available through Advanstar Marketing Services. Customized to meet your specific needs, reprints are highly effective when you use them to:

- Develop direct-mail campaigns
- Provide product/service literature
- Create trade show distribution materials
- Present information at conferences and seminars
- Train and educate key personnel, new hires
- Enhance press kits
- Compile reference materials
- Track trends and emerging technologies

ARTICLES  
NEWS ITEMS  
ADVERTISEMENTS

**LANDSCAPE  
MANAGEMENT**

ADVANSTAR MARKETING SERVICES

1-800-736-3665

216-891-2742

FAX: 216-891-2727

**Questions!! Questions!!**

**FACT:** There is no status quo in grounds management. You either move ahead or fall behind.



**Question:** What is your profession, and what should you do about it?

**Answer:** If you are an institutional grounds professional or independent landscape contractor, you belong with the *full range* of your fellow professionals, as represented by the Professional Grounds Management Society, where you are an *individual*, not just part of a member organization. (PGMS is the oldest, most fully inclusive organization of grounds professionals.)

**Question:** So, what are the steps to getting ahead?

**Answer:** Join and participate in YOUR professional society  
Read Green Industry publications  
Attend Educational conferences  
Become certified

**Let PGMS join you in your future.**

We don't just expect you to join us for joining's sake. We're vitally interested in our members' futures. Let us add our expertise and strength to you for your greater attainment.

**BOTTOM LINE**

Your industry is moving ahead. Are you moving ahead with it? The only way you really know is if you're involved. If you're in grounds management, you belong with other grounds managers, and not trying to do everything alone.

Take the first step by contacting:

PGMS  
120 Cockeysville Road, Suite 104  
Hunt Valley, Maryland 21031  
Tel. (410) 584-9754  
FAX (410) 584-9756

