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Scythe™ is an amazingly fast-acting herbicide that lets you see results in minutes or hours, instead of days or weeks. It is made from a naturally occurring fatty acid and offers many advantages over other herbicides ● Scythe is environmentally friendly, so it can be used around homes, in parks, on golf courses, along highways and fences, in greenhouses and nurseries. ● There is no soil persistence so it can be applied to seed beds immediately before planting and around shrubs, trees and other ornamentals. ● Scythe enhances the activity of glyphosate (Roundup® for example). Not only does it immediately start turning weeds brown, it accelerates the uptake of glyphosate into the plant. This speeds the systemic action and helps avoid washoff from rain or irrigation.

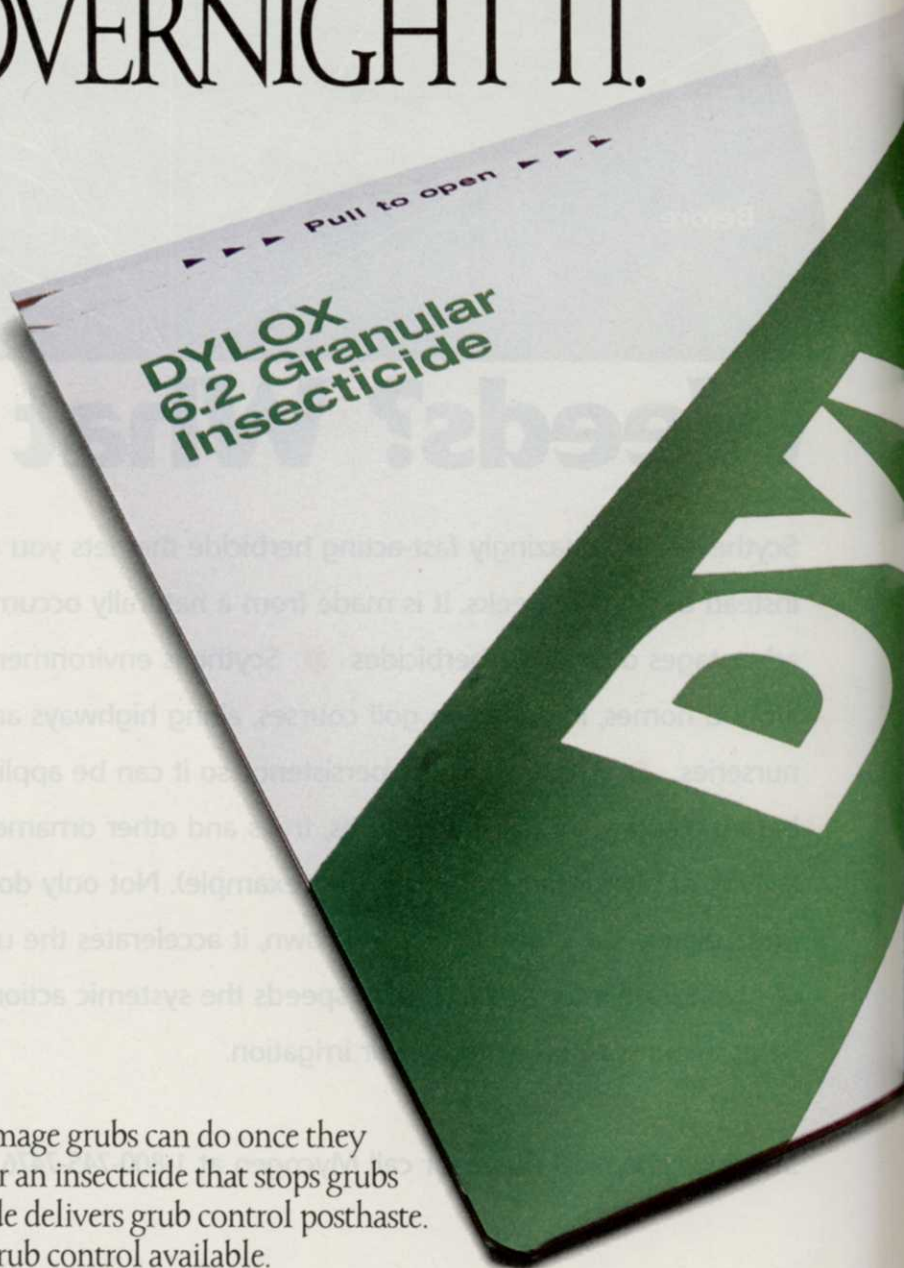
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White Grubs and  
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Treats 15,000 sq. ft. for  
Sod Webworms

For Control of  
White Grubs,  
Mole Crickets,  
Sod Webworms,  
and Cutworms.


**Bayer** 



scape and recreational turfgrass varieties or sites. In fact, with the 80% water-soluble powder formulation, you can even spray flowers, shrubs and trees and get first-class control of ornamental insect pests.

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And get fast grub control signed, sealed and delivered.

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# Chicago 'blows away' its golf/landscape competition

by JERRY ROCHE/Editor-in-Chief

If you want to get serious about turf maintenance for a living, start your career—or build upon it—in Chicago.

According to a survey by LANDSCAPE MANAGEMENT magazine, the Windy City is the top golf and landscape maintenance market in the continental United States.

We graded U.S. cities in seven categories, and Chicago was the only city to earn "stars" in all seven. Closest competitors were Dallas/Ft. Worth, Texas and Minneapolis, Minn., each with five stars.

Here's how we graded the

cities:

► If a city had a comparatively high number of Yellow Pages ads dedicated to the "Lawn Care" category, it received a star. Likewise for the "Landscape Maintenance" category. Generally speaking, two pages or more of lawn care ads qualified a city for a star, and three pages or more of landscape maintenance ads qualified.

We also factored membership rosters of the Professional Lawn Care Association of America and the Associated Landscape Contractors of America to see where the largest concen-

tration of these types of businesses was.

► U.S. Census figures for "income per household" and "new home construction" were also tallied. We rationalized that cities high in average household income would generally have more disposable income to spend for professional lawn care or landscaping and golfing. Likewise, new home construction would mean more opportunities for lawn and landscape installation. Cities that ranked in the top 15 for 1994 were given stars.

► Golf course availability—that is, communities with one golf hole for 1,750 residents or fewer—were given a star.

Communities with more than 1,000 total golf holes were also awarded stars. Figures were obtained from a survey conducted by the National Golf Foundation in 1993.

► Finally, the cities with the largest municipal parks were given additional stars. Since official statistics were not readily available in this category, LM had to be somewhat more subjective, though the most recent issue of the "Places Rated Almanac" was consulted. In some isolated cases, an additional consideration was presence of a well-maintained regional, state or national park within or contiguous to the metropolitan area.

► On the following page is the list of LANDSCAPE MANAGEMENT's Top Golf/Landscape cities:

## OSHA: Occupational Injury & Illness Incidence Rates per 100 Full-Time Workers, 1973-94

**NOTES:**

1. The incidence rates represent the number of injuries and illnesses per 100 full-time workers and were calculated as:  $(N/EH) \times 200,000$ , where

n = number of injuries and illnesses

EH = total hours worked by all employees during the calendar year

200,000 = base for 100 equivalent full-time workers (working 40 hours per week, 50 weeks per year).

2. Data for 1973-1975 are based on the Standard Industrial Classification Manual, 1967 Edition; data for 1976-1987 are based on the Standard Industrial Classification Manual, 1972 Edition; and data for 1988-93 are based on the Standard Industrial Classification Manual, 1987 Edition.
3. Total lost workday cases includes cases involving restricted work activity only in addition to days-away-from-work cases with or without restricted work activity.
4. To maintain historical comparability with the rest of the series, data for small non-farm employers in low-risk industries who were not surveyed were inputted and included in the survey estimates for 1978, 1979, 1983 and 1984.
5. Data for 1992-93 exclude fatal work-related injuries and illnesses.
6. Because of rounding, components may not add to the totals. Data for 1976-93 exclude farms with fewer than 11 employees.

Year	Total Cases	Lost Workday Cases	Year	Total Cases	Lost Workday Cases
1973	11.0	3.4	1984	8.0	3.7
1974	10.4	3.5	1985	7.9	3.6
1975	9.1	3.5	1986	7.9	3.6
1976	9.2	3.5	1987	8.3	3.8
1977	9.3	3.8	1988	8.6	4.0
1978	9.4	4.1	1989	8.6	4.0
1979	9.5	4.3	1990	8.8	4.1
1980	8.7	4.0	1991	8.4	3.9
1981	8.3	3.8	1992	8.9	3.9
1982	7.7	3.5	1993	8.5	3.8
1983	7.6	3.4	1994	8.4	3.8

SOURCE: OSHA

# LM'S TOP GOLF/LANDSCAPE MAINTENANCE MARKETS

	Lawn care	Landscaping	Income/house	New homes	Golf avail.	Golf courses	Park acreage
<b>SEVEN STARS</b>							
Chicago, Ill.	★	★	★	★	★	★	★
<b>FIVE STARS*</b>							
Dallas/Ft. Worth, Tex.		★	★	★		★	★
Minneapolis, Minn.	★	★			★	★	★
<b>FOUR STARS*</b>							
Atlanta, Ga.	★	★	★			★	
Charlotte/Gastonia/Rock Hill, N.C.		★	★	★		★	
Columbus, Ohio	★	★		★		★	
Denver, Colo.	★	★	★			★	
Detroit, Mich.		★		★		★	★
Los Angeles, Calif.			★	★		★	★
Milwaukee, Wisc.	★	★				★	★
Orlando, Fla.		★		★	★	★	
Phoenix, Ariz.		★	★	★		★	
Riverside/San Bernadino, Calif.		★	★			★	★
San Diego, Calif.		★	★	★		★	
<b>THREE STARS*</b>							
Cincinnati, Ohio	★	★				★	
Cleveland, Ohio					★	★	★
Houston, Tex.		★		★		★	
Las Vegas, Nev.		★	★	★			
Newark/Paterson, N.J.	★		★				★
New York, N.Y.			★			★	★
Raleigh, N.C.		★	★	★			
Rochester, N.Y.					★	★	★
Syracuse, N.Y.		★			★	★	
Washington, D.C.		★	★			★	
<b>TWO STARS*</b>							
Boston, Mass.						★	★
Erie, Pa.					★		★
Grand Rapids, Mich.					★	★	
Greensboro/High Point/Winston-Salem, N.C.				★	★		
Indianapolis, Ind.	★					★	
Kansas City, Mo.	★					★	
Miami, Fla.		★		★			
Myrtle Beach, S.C.					★	★	
New Haven/Danbury, Conn.			★			★	
Pittsburgh, Pa.						★	★
Portland, Ore.		★					★
St. Louis, Mo.		★				★	
San Francisco, Calif.		★	★				
San Jose, Calif.		★	★				
Sarasota/Bradenton, Fla.					★	★	
Seattle, Wash.				★		★	
Tacoma, Wash.				★			★
Tampa/St. Petersburg, Fla.				★		★	

\* Cities appear in alphabetical order

**Lawn care**=Total lawn care companies in metro Yellow Pages; **Landscaping**=Total landscape contractors in metro Yellow Pages; **Income/house**=National leader in household income average, 1994 census; **New homes**=National leader in new home construction, 1994 census; **Golf availability**=Communities with one golf hole for 1,750 people or fewer, NGF, 1993; **Golf courses**=Communities with more than 1,000 total golf holes, NGF, 1993; **Park acreage**=High total metropolitan park acreage, *Places Rated Almanac*, 1994

## Finally, a tool to assess 'real' risks

by RON HALL / Senior Editor

Dr. John Paling has an informational tool that helps turf managers explain the risks of pesticides to the public.

His Paling Perspective Scale (PPS), as its name implies, puts hazards in proper perspective, including those associated with pesticides. The PPS is based upon available published science, says Paling, a professor of biology at the University of Florida.

Actually, any type of risk that's supported by reliable data can be placed on the PPS. Then, at a glance, a viewer can assess that particular risk against the likelihood of other catastrophes.

The PPS (see below) is a grid that looks like a football field. Reading to the right from zero—corresponding to



Paling: show concern, don't say everything is 'safe.'

the 50-yard line on a football field—are activities that carry increasing risk; moving to the left on the scale are activities signifying decreasing risk.

"Members of the public can then sort out for themselves how specific risks relate

to other risks which they are already familiar," says Paling, who spoke at the 1996 GCSAA Conference.

He offers these pointers to turf managers when discussing chemical risks with concerned individuals.

► **Don't say everything is safe.** There are always the very remote but real possibilities of chemical exposure to ultra-sensitive people.

► **Understand where your critics are coming from.** Are they energized by emotions rather than facts? If so, initially their feelings will probably make them deaf to any discussion of figures from business.

► **Listen.** Make a note of the specific risks and circumstances that are their main concerns.

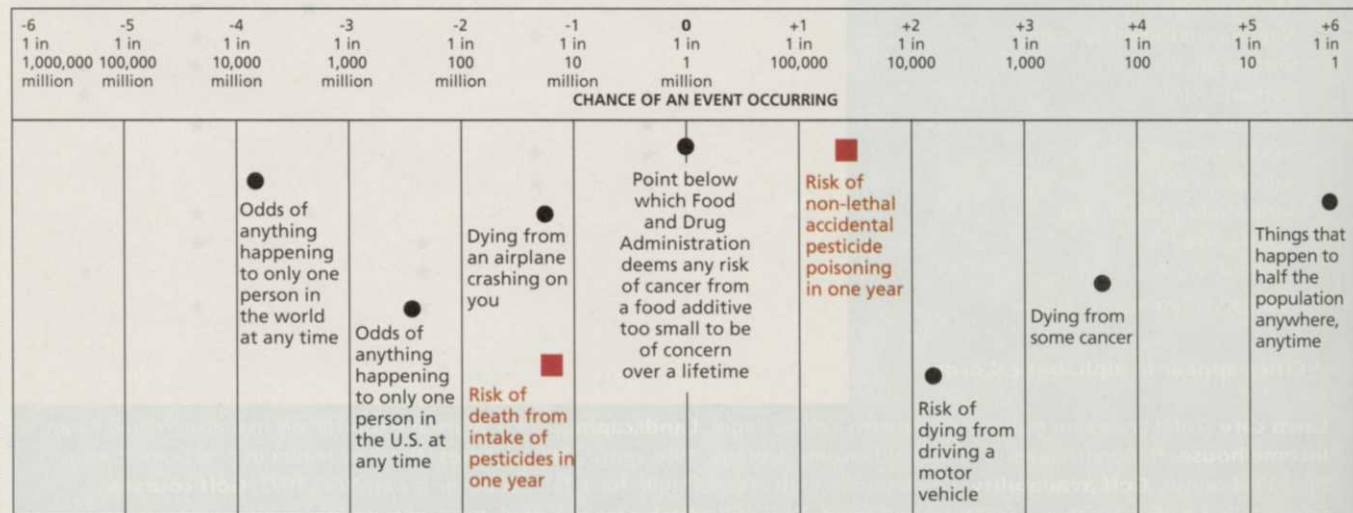
► **Convey your constant concern.** Remember this phrase: "We are always concerned about the health and safety of our members and our communities. We recog-

nize that all chemical treatments have some remote risks attached to them and that is why we constantly take such care to apply them exactly as recommended by the manufacturers and the EPA.

► **Don't let yourself be quoted as an expert on the risks involved.** Even though you may have been carrying out chemical treatments for years, always define safety in terms of meeting the standards set by the experts whose job it is to measure and regulate risks for society.

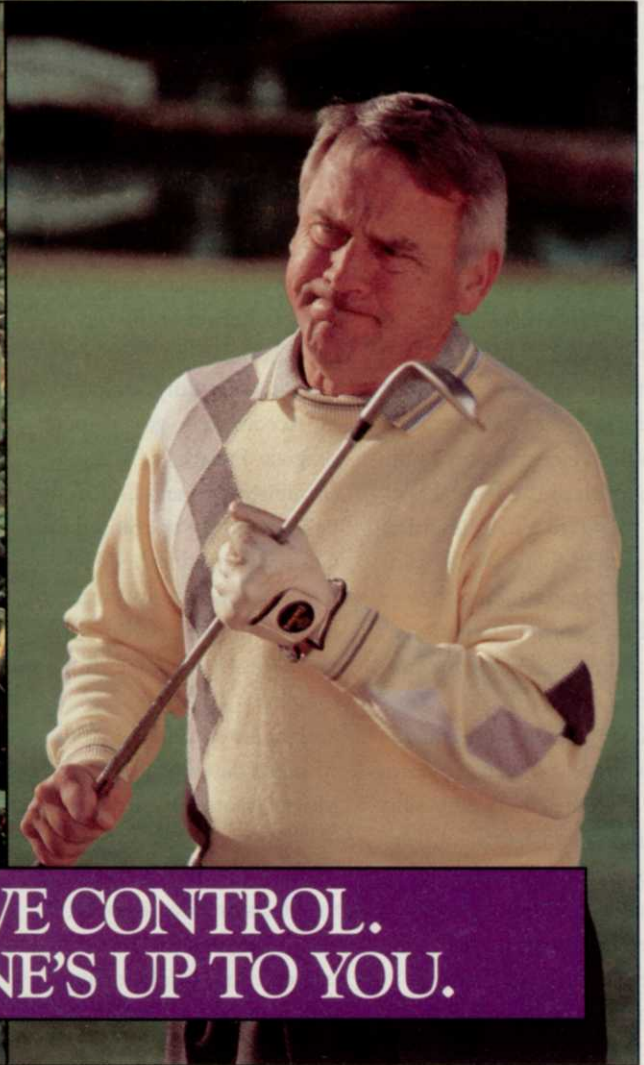
For more information on risk communication, consider Dr. Paling's book "Up To Your Armpits in Alligators?" (\$20). □

—Contact John Paling & Co., Ltd., 5822 N.W. 91st Boulevard, Gainesville, FL 32653; phone (352) 377-2142; fax (352) 377-2351.



SOURCE: AMERICAN JOURNAL OF EMERGENCY MEDICINE

**New**



**ONE CRAB WE CONTROL.  
THE OTHER ONE'S UP TO YOU.**

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EXTRA controls crabgrass escapes from the 1-leaf stage right up to just before seed head formation.

No preemergence herbicide is perfect, so make postemergence ACCLAIM EXTRA a part of your season-long crabgrass control program. As for that other type of crab... sorry, but you're on your own.

\*Wait 3 weeks for bluegrass, zoysiagrass, bentgrass.

**Acclaim® Extra**  
HERBICIDE



A company of Hoechst and NOR-AM

Read and follow label directions carefully. AgrEvo USA Company, Wilmington, DE 19808 © 1996

Circle No. 101 on Reader Inquiry Card

# Congress and USDA cut Beltsville's grass

by JERRY ROCHE/Editor-in-Chief

Effective October 1st, the National Turfgrass Evaluation Program (NTEP) will collapse for lack of money, if the United States Department of Agriculture has its way.

When Congress cut back its portion of the federal budget, the USDA's Agricultural Research Service (ARS) said it would stop funding the NTEP, according to national program coordinator Kevin Morris.

The NTEP is a nationwide network of research programs that evaluates the adaptability of different turfgrass cultivars to local environmental and climatic conditions, and to different management regimes. Each year, subscribers can receive full reports on all the major varieties entered in the trials for a



Changes have to come from the U.S. Congress, says NTEP director Kevin Morris, shown here on the USDA turf plots in Beltsville, Md.

nominal fee. LANDSCAPE MANAGEMENT also runs a condensed version of the reports in its popular "Pocket Seed Guide" every July.

According to government officials, President Clinton's administration and USDA officials, who are appointed by Clinton, consider the NTEP research low priority, and have eliminated it from the 1997 fiscal budget (starting October 1, 1996).

In a letter to NTEP constituents dated March 27th, Morris wrote:

"The good news is that there is still time to reverse this decision. Please contact your Congressional representatives immediately, telling them you support turfgrass research funding by USDA. Also, the following individuals within USDA need to hear from you: Secretary Dan Glickman, Dr. Floyd Horn and Dr. Edward Knipling."

However, in a note to LANDSCAPE MANAGEMENT on April 4th, Morris was less optimistic:

"Hopefully, the USDA officials will know we are here. However, they most likely will not change their position. This will have to come from Congress."

The Golf Course Superintendents Association of America is exhorting its members to call the Capitol switchboard to contact legislators with support for the

NTEP. In its most recent "Government Relations Briefax," the GCSAA also suggested its members write their Congressional representatives. □

—The Capitol switchboard telephone is (202) 224-3121. To reach Kevin Morris for more information, phone (301) 504-5125 or e-mail him at kmorris@asrr.arsusda.gov

## Southeast distributor to buy Lofts Seed

Budd Seed, Inc., a wholesale turfgrass seed and fertilizer distributor based in Winston-Salem, N.C., will purchase New Jersey-based Lofts Seed, Inc., one of the green industry's major suppliers of turfgrass seed since 1923.

According to Ken Budd, president and chief operating officer of Budd Seed, a mutually-agreed-upon purchase is expected on June 30th.

Budd Seed has distributed Lofts products for the last 15 years.

"We are their second- or third-largest customer," says Budd. "We're looking to expand" the Lofts' products further into the Southeast.

"We plan to run Lofts as it's been run for the past 15 years," says Budd. "It's a strong company, and we plan to continue with [turfgrass] breeding, research, production and distribution."

According to Budd, the Lofts Seed name will remain.

Budd Seed is a privately-held company that sells turfgrass seed to garden centers, golf courses and commercial turf care companies in the Carolinas, Tennessee, Kentucky, Virginia and West Virginia. It also distributes Andersons, Weaver and IMC fertilizers.

Budd says the purchase will combine the synergies of both companies in areas of financing, marketing and personnel.

Jon Loft, president and chief executive officer of Lofts Seed, is expected to retire, although Budd could not specify the date of Lofts' retirement.

Lofts developed and owns patents on more than 25 seed varieties such as Rebel II and Rebel III turf-type tall fescues, Palmer perennial ryegrass and Georgetown Kentucky bluegrass. The company has domestic branches and subsidiaries in Massachusetts, Pennsylvania, Maryland, Ohio, Oregon and Georgia. **LM**

—Terry McIver





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Husqvarna. If you have a yard, we have something for it.  **Husqvarna**

NOTHING WORKS

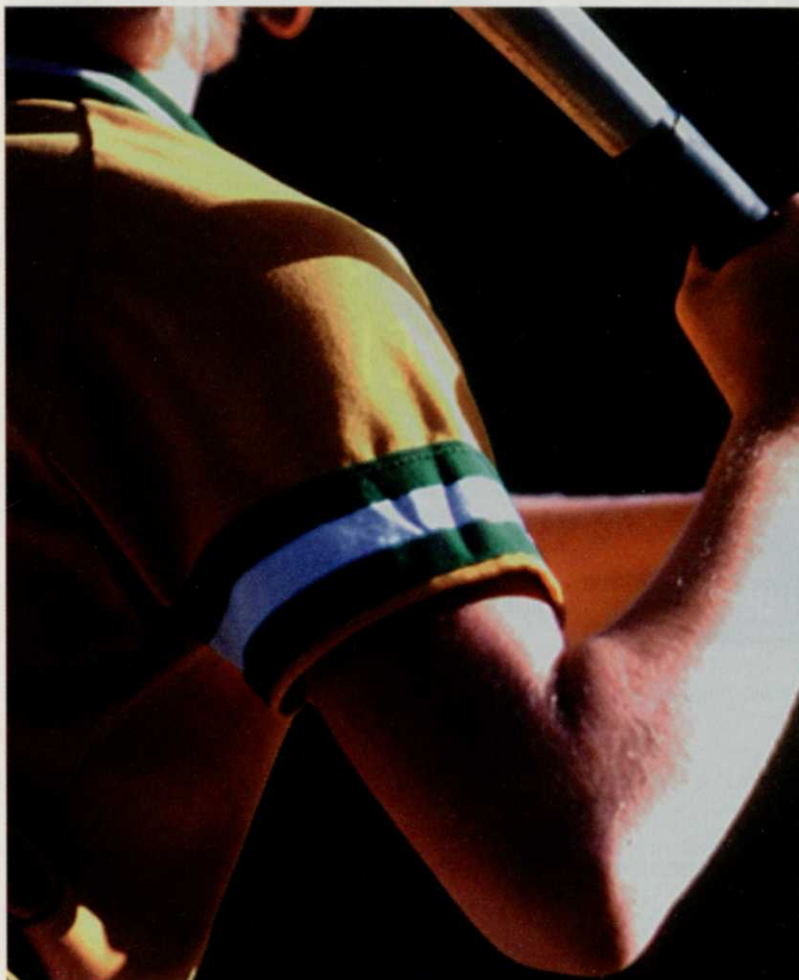


LIKE A HUSKY

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*'Would I want this person  
driving a vehicle in which  
my wife and kids are  
passengers?'*



f hiring new technicians is one of toughest tasks you face, it could be because you don't have a plan in place to help predict whether a job candidate will be reliable and honest.

Not having a hiring process—it doesn't have to be elaborate—is a mistake.

Even though no system is infallible, a structured interviewing and hiring process produces more "homers" than "strikeouts" in acquiring reliable and honest employees. At least more success than the, "yup, he-looks-like-he-can-handle-it" hiring approach.

Atlanta-based Orkin Pest Control and Lawn Care, for instance, screens applicants systematically. This is done along with face-to-face interviews.

The process includes:

- ▶ a drug screening program;
- ▶ a felony record check;
- ▶ a motor vehicle report;
- ▶ a pencil-and-paper "integrity" test;
- ▶ and a company physical.

It starts as soon as an applicant walks into an office and is informed that the company is drug-free. The drug test itself isn't given until after a prospect is offered conditional employment and signs a consent form.

Orkin uses a nationwide laboratory for drug testing, says Tom Diederich, vice president of government relations. But some companies use local laboratories.

Applicants should be advised to list any prescription drugs they're taking so the laboratory can screen them out, he says.

Curiously, the law treats drug and alcohol testing differently, says Richard Lehr, an attorney who works closely with lawn application companies. A company

# Hiring long-ball

by RON HALL / Senior Editor