

CULTURAL CONTROL TIPS FOR WARM-SEASON TURF DISEASES

cultured in open, sunny locations, with good soil drainage. If they occur, it may be a sign of other stresses to the turf that can be managed culturally.

On bermudagrass or zoysiagrass, small dark brown lesions appear on leaf blades and sheaths and may expand to larger, irregular, straw-colored lesions. Stolons and roots may develop a dark, or dry rot. The turf may gradually brown and thin, over a period of weeks or months.

Pythium diseases

More of a problem in cool-season grasses, some Pythium species cause general decline by infection of roots.

St. Augustinegrass is susceptible during prolonged warm, wet periods. Poor surface and subsurface drainage favors pythium fungi, and encourages algae in areas where disease has weakened the grass.

Fairy ring

This disease is caused by several species of mushroom-forming fungi. Symptoms appear as rings or arcs of green, stimulated turf which may be accompanied by declining grass and mushroom formation. Problems develop when mushroom mycelia accumulate in the soil and dry it out. Fairy rings may persist and increase in diameter over years. The fungi may colonize old roots, stumps, or thatch, or may be mycorrhizal on living trees. Newly-constructed putting greens may develop infestations after only a few months or years.

Nematodes

Turf that is heavily infested with damaging nematode species appears unthrifty; weeds invade weak or dead areas. Infested areas tend to wilt prematurely, even when adequate soil moisture is available. In most cases, nematodes occur in very sandy soils.

LM

Brown patch

1. good soil drainage
2. deep but infrequent irrigation
3. minimal nitrogen fertilization as nitrogen increases susceptibility, particularly if unbalanced with other nutrients or if excessive during susceptible periods (approaching dormancy or spring green-up).

Note: Several fungicides are labeled and provide good control when applied on a preventive fall schedule when symptoms first appear.

Dollar spot

1. balanced fertility
2. early morning irrigation when needed to limit high humidity
3. regular mowing at correct height

Note: Several fungicides control dollar spot, but are generally unnecessary in lawns. Do not rely solely on sterol biosynthesis inhibitors (cyproconazole; propiconazole; triadimefon; myclobutanil) or benzimidazole fungicides (thiophate methyl) as resistance can develop.

Spring dead spot

1. maintain a balanced fertility program
2. manage thatch properly
3. avoid high rates of late summer nitrogen applications

Note: Some control has been obtained with certain fungicides.

Gray leaf spot

1. improve air movement and light penetration
2. irrigate only as needed during early morning hours to promote maximum drying during the day
3. avoid high nitrogen fertilization during periods favorable for disease development

Note: Labeled fungicides may be needed on new turf (sodded or sprigged) or if sites are especially conducive to disease.

Leaf spot

1. avoid high nitrogen fertilization
2. avoid watering practices that provide long periods of wet or humid conditions
3. provide good soil drainage, air movement and sunlight
4. mow frequently at proper heights to reduce the leaf spot phases of these diseases

Pythium

1. keep soil properly drained
2. provide adequate light and air circulation

Fairy rings

1. till and fumigate for limited control
2. saturate the soil for several hours and over several days for limited control

Note: It is probably futile to attempt to control rings occurring around trees. In this case, consider landscaping the areas with non-turfgrass plants. Prostar fungicide has been helpful in suppressing fairy rings in putting greens.

Nematodes

1. irrigate more frequently to compensate for damaged root systems.
2. nematicides provide temporary suppression

Note: Beneficial nematodes, sesame extracts and other means have been tried, but success has been limited.



Dr. Bob Wesely (standing) emphasizes the importance of good customer communications throughout the year.

Small-town niche helps lawn care

by LYNNE VOPAL

Every spring, nearly 40 Midwestern teachers, policemen and bankers become self-managing lawn care operators for K-Lawn, a part of Kugler Co.

Located in towns from Nebraska to Oklahoma with populations of 5,000 or fewer, their profits are driven from a niche market demand for local, service-oriented lawn care.

Kugler has a unique training program for these small-town operators, headed by Dr. Bob Wesely, a turfgrass specialist.

"Ninety-nine percent of our dealers are single-person operations owned by those who love the outdoors, but generally have a limited background in turfgrass management," says Wesely. "They are all contracted to buy Kugler liquid fertilizers. But the tough stuff—teaching them the ins and outs of the lawn care business—is handled in our annual training sessions."

After recruiting from educational directories, high school coaches' shows and referrals, K-Lawn positions the new LCOs as "local experts."

"These are respected members of rural communities, where most everyone wants a hometown person for their lawn care service," Wesely explains. "As a result, almost half of K-Lawn's dealers are teachers, who are more visible in these areas than just about anybody."

LCOs first learn how to acquire and retain

customers, sales approaches, pricing structures and basic agronomics.

In the second session, LCOs receive their equipment package, including a 320-gallon sprayer that is normally used to treat 1-4 million square feet a season. Training includes recommendations for applications, projecting chemical needs and proper safety. K-Lawn follows up with several on-site visits the first year, and meets annually with new and existing LCOs.

"The camaraderie between the dealers [LCOs] is the best part of the roundups," Wesely remarks. "They learn from each other. We have a 'Dealer Spotlight' presentation, too, where we highlight a dealer's business practices and success rate."

Kugler offers chemical and nutrient recommendations, "develops a pricing structure and tries to keep [LCOs] up to date with new technology and products."

"Last year, a representative from Sandoz came in to discuss the fundamentals of Barricade pre-emergence herbicide," Wesely says. "He discussed the product's features: it's non-staining formulation and 26-week residual. That's very helpful, because without that one-on-one contact, [LCOs] might not get the opportunity to explore the product options that are out there."

"Kugler company supports the [LCOs'] efforts to communicate with customers on an ongoing basis. We provide them with advertising materials for their local newspapers and also help develop bulletins, brochures and newsletters to use as leave-behinds with their customers," Wesely says.

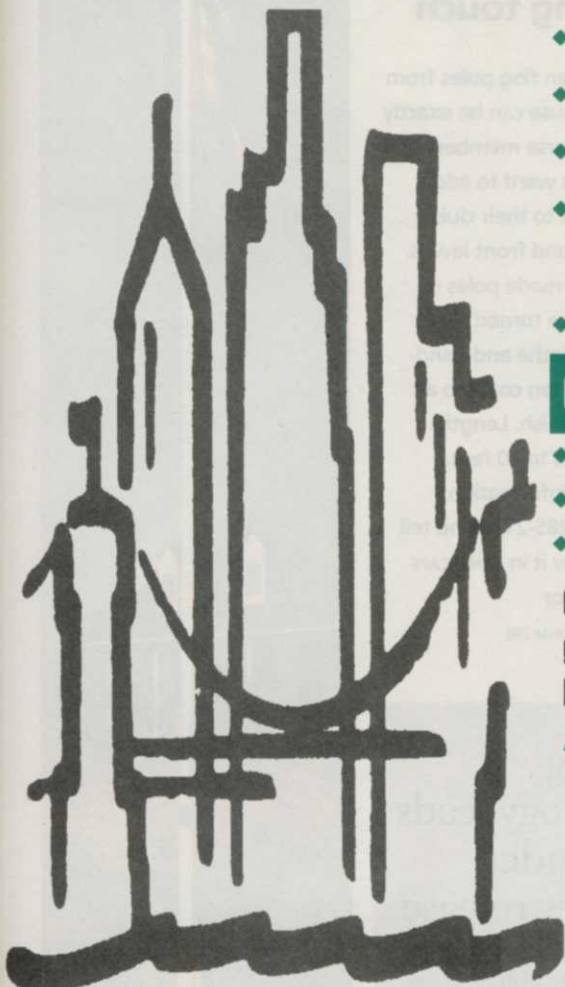
"You have to know what you can do. You can normally improve the color and density of the turf; you can control the weeds and insects to a good extent. You can provide a good service. You can develop a professional image. You cannot control only what cannot be altered—the climate, the soil and, most times, the turf."

"K-Lawn dealers aren't just the owners, they are the applicators, the record-keepers and the accountants. We do what we can to see that they excel in all of these." **LM**

—The author is a Milwaukee-based writer for the turfgrass industry.

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AD INDEX

101	Agrevo (Acclaim North)	17
102	Agrevo (Finale South)	17
103	American Cyanamid	35
104	American Cyanamid	39
105	American Cyanamid	26-27
106	Bayer Corp	10-11L
107	Bayer Corp	12-13
108	Bayer Corp	6-7G
109	Bayer Corp	6-7L
110	Bayer Corp	14G
	Dow Elanco	3
	Dow Elanco	5
	Dow Elanco	7
111	Drexel Chemical	37
112	Earthright Tech (Insert) .	17-18G
113	Green Industry Expo	43
114	Husqvarna	19
	ISK Biosciences Insert (Regional)	
	32a-32d	
115	John Deere	2-3L
116	Merck AG Vet	29
117	Mycogen	11
	Nextel (CA Insert)	40a-40b
130	Nutramax	13G
120	PBI Gordon	31
121	PBI Gordon	Cv3
122	Rohm & Haas	10-11G
123	Rohm & Haas	2-3G
124	Tee 2 Green	Cv4
125	Terrabiotics	15G
126	Terra Inc	Cv2
127	Toro Co	22-23
128	Turfco	12L
129	Valent	9

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I would like to receive (continue receiving)

LANDSCAPE MANAGEMENT each month: Yes no

Signature: _____ Date: _____

1. MY PRIMARY BUSINESS AT THIS LOCATION IS: (check only ONE in either A, B or C)

A. LANDSCAPING/GROUND CARE AT ONE OF THE FOLLOWING TYPES OF FACILITIES:

- | | |
|--|--|
| 01 <input type="checkbox"/> 05 Golf Courses | 08 <input type="checkbox"/> 40 Private/Public Estates & Museums |
| 02 <input type="checkbox"/> 10 Sport Complexes | 09 <input type="checkbox"/> 45 Condominiums/Apartments/Housing Developments/Hotels/Resorts |
| 03 <input type="checkbox"/> 15 Parks | 10 <input type="checkbox"/> 50 Cemeteries/Memorial Gardens |
| 04 <input type="checkbox"/> 20 Rights-Of-Way, Maintenance for Highways Railroads & Utilities | 11 <input type="checkbox"/> 55 Hospital/Health Care Institutions |
| 05 <input type="checkbox"/> 25 Schools, Colleges & Universities | 12 <input type="checkbox"/> 60 Military Installations & Prisons |
| 06 <input type="checkbox"/> 30 Industrial & Office Parks/Plants | 13 <input type="checkbox"/> 65 Airports |
| 07 <input type="checkbox"/> 35 Shopping Centers, Plazas & Malls | 14 <input type="checkbox"/> 70 Multiple Government/Municipal Facilities |
| | 15 <input type="checkbox"/> Other (please specify) _____ |

B. CONTRACTORS/SERVICE COMPANIES/CONSULTANTS:

- | | |
|--|---|
| 16 <input type="checkbox"/> 105 Landscape Contractors (Installation & Maintenance) | 20 <input type="checkbox"/> 125 Landscape Architects |
| 17 <input type="checkbox"/> 110 Lawn Care Service Companies | 21 <input type="checkbox"/> 130 Land Reclamation & Erosion Control |
| 18 <input type="checkbox"/> 112 Custom Chemical Applicators (Ground & Air) | 22 <input type="checkbox"/> 135 Extension Agents/Consultants for Horticulture |
| 19 <input type="checkbox"/> 120 Tree Service Companies/Arborists | 23 <input type="checkbox"/> 140 Irrigation Contractors |
| | 24 <input type="checkbox"/> Other Contractor or Service _____ |

C. SUPPLIERS:

- 25 210 Sod Growers, Turf Seed Growers & Nurseries
26 215 Dealers, Distributors, Formulators & Brokers
27 220 Manufacturers

2. WHICH OF THE FOLLOWING BEST DESCRIBES YOUR TITLE? (check ONE only)

- 28 10 EXECUTIVE/ADMINISTRATOR: President, Owner, Partner, Director, General Manager, Chairman of the Board, Purchasing Agent, Director of Physical Plant
29 20 MANAGER/SUPERINTENDENT: Arborist, Architect, Landscape/Ground Manager, Superintendent, Foreman, Supervisor
30 30 GOVERNMENT OFFICIAL: Government Commissioner, Agent, Other Government Official
31 40 SPECIALIST: Forester, Consultant, Agronomist, Pilot, Instructor, Researcher, Horticulturist, Certified Specialist
32 50 OTHER TITLED AND NON-TITLED PERSONNEL: (please specify) _____

3. SERVICES PERFORMED: (check ALL that apply)

- | | |
|--|---|
| 33 <input type="checkbox"/> A Mowing | 41 <input type="checkbox"/> I Landscape/Golf Design |
| 34 <input type="checkbox"/> B Turf Insect Control | 42 <input type="checkbox"/> J Turf Weed Control |
| 35 <input type="checkbox"/> C Tree Care | 43 <input type="checkbox"/> K Paving, Deck & Patio Installation |
| 36 <input type="checkbox"/> D Turf Aeration | 44 <input type="checkbox"/> L Pond/Lake Care |
| 37 <input type="checkbox"/> E Irrigation Services | 45 <input type="checkbox"/> M Landscape Installation |
| 38 <input type="checkbox"/> F Turf Fertilization | 46 <input type="checkbox"/> N Snow Removal |
| 39 <input type="checkbox"/> G Turf Disease Control | 47 <input type="checkbox"/> O Other (please specify) _____ |
| 40 <input type="checkbox"/> H Ornamental Care | |

4. WHAT IS YOUR ANNUAL BUDGET FOR EQUIPMENT, CHEMICALS, SUPPLIES? (please check one)

- 48 1 Less than \$50,000 51 4 \$250,001-500,000
49 2 \$50,000-\$100,000 52 5 More than \$500,000
50 3 \$100,001-\$250,000

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

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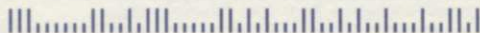
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