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ON THE COVER: TEXTURE, COLOR AND FOCAL POINT ARE THREE ELEMENTS OF LANDSCAPE DESIGN DISPLAYED IN THIS BACKYARD SCENE. PHOTO COURTESY OF LIED'S LANDSCAPE DESIGN AND DEVELOPMENT, SUSSEX, WISC.

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RON HALL

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LANDSCAPE

As the new editor-in-chief of LANDSCAPE MANAGEMENT magazine, I'd like to remind our readers that the coming year's issues will carry more of the timely news and helpful feature articles you've come to expect from us.

Ron Hall—our managing editor—and myself have more than a dozen years of combined green industry experience, and we certainly intend to put it to work to make 1997—our 35th Anniversary Year—a landmark year in green industry publishing!

Our job as industry observers is to deliver news, management and technical information that will help you run your operation or business more efficiently and profitably.

Current events in the green industry aren't always as fast-breaking or ever-changing as events in other industries, yet there are some key issues out there—labor concerns; pesticide use and regulations; equipment issues; financial management—that are always current, and we plan to continue

to keep you up to date.

High on our list of priorities is that we continue to ask you lots of questions. You are our nationwide panel of experts, and we appreciate and respect your knowledge and experience.

Each day, your green industry work presents you with many challenges relative to project planning and execution. We want to know what innovations you and your crews are coming up with to get the job done right.

- ▶ Is your company or facility better off this year than in 1995? Why or why not?
- ▶ What made this week or this month one of your most successful?
- ▶ Do you have a new way of training, evaluating and keeping employees?
- ▶ How did you budget in for that new fleet

of mowers?

- ▶ Do you have the all-time best solution to high traffic areas in athletic fields?
- ▶ What do you feel you do better than any other landscaper, golf course superintendent, athletic field manager or grounds supervisor in your neighborhood?
- ▶ What can we at LM do to better meet your information needs?

Many of you have told us that you like LANDSCAPE MANAGEMENT for its "in touch" approach. Our tallies show that we talk to more of you than any other magazine on the green industry beat.

The peer-group support we've seen in the green industry is astounding! As we mention in our "People of the Year" feature on page 10, the leaders are those who are willing to give of their time and ideas, to share their experiences with others, so that others may have a shot at being the best.

Our "Talkback" page is one way you can share your opinion and ideas. This month—see page 25—we're polling readers on what they want from a Web Site. If you can help us out by jotting down your thoughts, we encourage you to do so.

In 1997, we will more accurately define the size and scope of the green industry. We have a number of special features planned that aren't being written anywhere else, and we want you to contribute if you can. And if you're reluctant to drop us a line because you're "not a writer," fear not. All we need are your helpful hints, ideas, methods or solutions, in just a few words. Leave your number. We'll be in touch. **LM**

Comments? Write Terry at 7500 Old Oak, Blvd. Cleveland, OH 44136; phone him at (216) 891-2709, fax him at (216) 891-2675 or e-mail him at lscope@en.com.

Telling your story an LM tradition



Terry McIver

TERRY McIVER
Editor-in-Chief

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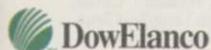
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Rounding up weeds

How do we get rid of weeds in an established evergreen planting nursery? We have been using Princep as a pre-emergence herbicide and Roundup as a post-emergent during autumn or winter. We are controlling grassy weeds fairly well with the pre-emergents, but for the broadleaves we have to use the Roundup. Any suggestions to improve the result would be appreciated.

—OHIO

For evergreen plantings, you could use pre-emergence herbicides such as Princep, Casaron, Kerb, Devrinol, Gallery or Snapshot. Gallery and Snapshot have pre-emergence activity on broadleaf weeds as well and grassy weeds.

For post-emergence control, you can spot-treat with herbicides such as Roundup, Finale or Scythe (a fatty-acid-based herbicide). Finale would be slightly quicker-acting than Roundup. Scythe will help manage the top part of a contacted weed with a quick knockdown and burning effect. However, weeds can resprout from the underground parts. Since you are familiar with Roundup, continue using that and try the other products on a small scale and learn how to use them in your weed management program.

Treat annual and perennial grasses when they are actively growing. Most broadleaf perennials are managed more effectively in late summer or early autumn.

Remember that the post-emergence herbicides mentioned above are all non-selective, so they can injure any green plants that they contact. Therefore, be careful when using around desirable plants. Similarly, after treating an area, do not walk in that area and then walk on desirable turfgrass. This may produce what I call a "footprint blight" by injuring the turfgrass if these herbicides are tracked by shoe.

Read and follow label specifications for best results.

Mulch mildew coats siding

We see mildew appearing on bright surfaces such as white aluminum siding. We were told that lawns can develop a mildew problem, and the spores can make their way to these surfaces. Is there any non-toxic treatment for this problem, or any lawn-mowing precautions that can minimize it?

—ILLINOIS

The problem is related to a artillery fungus, *sphaerobolus stellatus*.

It is generally not a lawn problem, but is commonly found on mulches around homes.

The fungus grows on well-rotted wood such as the wood chips used as foundation bed mulches.

The fungus is frequently found around shady, moist areas. It is also found on old greenhouse benches and indoor mulched potted plants. After establishing in the mulched

area, the fungus produces fruiting bodies which are 1 to 2 mm in diameter and slightly raised to globular in shape. The outer cover of this spore-bearing fruiting body is brown, and it becomes darker with age. These fruiting bodies contain spore masses called glebal masses (peridiole), which can be expelled with force. Upon release the glebal masses will be forcibly spattered onto nearby house siding and draperies, walls and windows in the green houses. From a distance, they may look like some insect or mite pest.

There is no chemical treatments that can manage the problem. Consider washing the affected house siding with house siding washing soap.

As far as mowing, I would not be concerned about this fungus since it establishes primarily on decomposing wood. Those who are allergic to some secondary fungi growing on mulch or compost may want to keep away from this area.

The fungus doesn't produce fruiting bodies above 25° C, therefore, the problem is limited to spring and fall. If the problem persists, it is a good idea to remove the existing mulch and replace it with better mulch. Scraping the tiny black spore structures from home siding is very difficult and may not eliminate the problem, because the spore masses reportedly are viable up to 11 years. **LM**



BALAKRISHNA RAO
*Manager of Research and
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Replacement hard to find for N.A.A.'s Felix

Association seeking testimonials to industry leader, to be included in special publication.

The National Arborist Association is taking its time finding a replacement for its long-time executive vice president Robert Felix, who had held that post since 1974. Felix served as NAA's president in 1972.

Felix died of heart failure early the morning of Sept. 23rd.

"Anyone who knew Bob also knew that he was a rare soul: A true and compassionate leader, and a genuinely good man," said the current NAA Board of Directors in a letter to its membership. "Bob's vision, leadership and incredible dedication were critical to the growth and development of the NAA."

Career-long service

A graduate of Adelphi University, Felix began his career in tree care with Harder Tree & Landscape Service in Hempstead, Long Island, N.Y. Felix has served as president of the Hempstead Rotary, and the Long Island Arborist Association.

"In 1974, Bob began carving a path for the growth, education and professionalism

of commercial tree care," wrote his wife Pat, in a special issue of the association newsletter.

"He lived to see NAA members elevate their levels of professionalism. His guidance will be sorely missed, but the principles and practices that he established to lead the NAA will continue on."

Felix is survived by his



Robert Felix 1934-1996

wife Patricia Felix; sons Andrew and Peter; daughter Barbara; five grandchildren; and a brother, Warren.

Trust to be established

The Association reports that a permanent memorial trust will be established in Felix's name. Pledges may be sent to the National Arborist Foundation, The Meeting Place Mall, Rt. 101/P.O. Box 1094,

Amherst, NH 03031-1094.

Until a replacement is found for Felix, the NAA's directors and existing office staff are overseeing administrative functions of the Amherst, N.H. headquarters office. The association is accepting testimonials from individuals who would like to write in with remembrances of Bob Felix, to be included in a special commemorative publication. □

Legislative update: pesticide issues continue

WASHINGTON, DC—The 104th Congress is over, and Responsible Industry for a Sound Environment (RISE) reports some important bills have been passed during this last session that affect users of specialty chemicals.

Most important is an EPA appropriations bill which gives \$30 million for research and implementation of the Food Quality Protection Act and the Safe Drinking Water Act. Of that, \$10 million has been earmarked for pesticide residue data collection for use in risk assessment activities. The remaining funds will be split between the drinking water and pesticide programs.

The RISE State Report reveals the following activity:

Maine: The Green Party—the party of presidential candidate Ralph Nader—seeks to ban clear cutting timber and herbicide use on private land. A coalition of timber interests and environmental groups has an alternate plan. Voters will get to choose between a ban, the coalition plan or neither. In other news, Maine anti-pesticide advocates want to make pesticide contamination of state waters a felony offense. RISE says defensive strategies are being considered.

Oregon: People may be able to choose any health care provider of their choice, and insurance carriers would have to pay those providers. This would allow Idiopathic Environmental Intolerance (formerly Multiple Chemical Sensitivity) sufferers to gain access to health care using clinical ecologists.

Maryland: The state's Department of Agriculture moves forward with notification regulations, which RISE supports. Activists want to legislate against pesticide use in schools.

Montana: The Missoula city council wants to pass pre-notification requirements for pesticide applications. □

INS raids nurseries

Green industry on alert to be ready for further government activity against illegal aliens. Phony documents can fool you.

The American Association of Nurserymen reports raids and audits of several nursery growers in the U.S. by officials of the Immigration and Naturalization Service in search of illegal alien workers, many of whom have duped employers with phony papers. Immigration law states that employers must accept work authorization documents which appear to be genuine in order to satisfy the I-9 forms which all new hires must fill out. To ask for different or additional paper work could be charged as discrimination, says the AAN.

Guilty workers have been arrested and/or deported, and some growers had to do with reduced manpower.

The AAN wants a legal temporary alien workforce established in areas where it can be proven that American workers are either unavailable or unwilling to work. The "guest worker" idea was nixed by the House earlier this year, but the AAN plans to bring the labor shortage problem to Washington's attention in the coming months.

Under the AAN's "guest worker" plan, a grower can work with the federal government to bring in workers from abroad for a temporary period of time if it was proven that the number of available and willing workers

was not there, explains Bolusky. "These workers would benefit from all the worker health and safety protection on the books.

"The current program (known as H2-A) is broken," says Bolusky. "Of the 2 million agricultural workers in the U.S., 27,000 of them were brought in [under H2-A] during 1995. The program has many burdensome regulations, and exposes users to expensive litigation. It needs an overhaul."

Industry-wide problem

Bolusky sees increased INS action against alien labor across the green industry.

"Regardless of the category, any industry that is traditionally reliant on an alien workforce is going to come under a lot of scrutiny," says Bolusky.

In 1995, The INS received an extra billion dollars for enforcement, training and activities such as raids and audits.

Bolusky says the labor problem in America is more than a symptom of lethargic youth.

"Green industry work is labor intensive," reminds Bolusky. "In this day and age, when fast food restaurants are paying comparable wages, people don't have to work so hard if they don't want to. The harder work will be harder to fill." □

Jacobsen's Bunton buy good for both companies, says Trailes

Phil Trailes, president of Jacobsen, says the company's recent acquisition of Bunton is an example of what often happens to smaller players in very competitive markets.

"The industry became more and more competitive, with more players in the market," explains Trailes. "The current owner was limited financially in what he could do for distributors, and in manufacturing more products."

"To combine forces often makes sense. It's happening in golf as well. There are a lot of multi-course owners out there.

"Bunton's product line certainly blends well with ours," says Trailes. Bunton has been in business since 1948, with a good name and reputation. It gives Jacobsen an opportunity to capitalize on its distribution strength."

Trailes says he has met with the Bunton distributors, and sees good things ahead. Look for the Bunton colors to remain, however.

"The Bunton name and colors have value to us," says Trailes. "We didn't buy a product with a bad reputation."

Trailes views the recent spate of acquisitions/joint ventures in the green industry—MTD/Lesco; Toro/Hardie; Jacobsen/Bunton—as a realization of the competitive nature of the business.

"There are niche players in the market, and as the market matures, the niche players are limited in what they can do by themselves to be successful," says Trailes.

"We're very excited to be the newest member of the Textron family," says Bunton owner/CEO Larry O'Connell. "For nearly half a century, the Bunton Company has been a leader in producing quality commercial lawn care equipment. Being part of the Jacobsen Textron team will ensure our ability to grow and be a significant player in both domestic and global markets."

Bunton was founded in 1948. In 1954, the Bunton Lawn Lark mower was a big step towards better mower maneuverability.

In 1995, Bunton had sales of \$19 million. Jacobsen is celebrating its 75th year in business. The parent company, Textron, Inc., has revenues of more than \$9 billion, with divisions in aviation, automotive, industrial, systems and components and finance. □



Trailes: Bunton name, colors have value.

PEOPLE OF THE YEAR

Thirteen years ago we announced our first "Lawn Care Person of the Year" recipient, and made a special presentation at the PLCAA Conference. We've made a selection every year since. The list reads like a "Who's Who" in lawn care.

This year we've broadened our scope to include "Person of the Year" award winners in landscape, professional grounds care, and golf. We think this change reflects the growing cooperation among green industry groups such as PLCAA, ALCA and PGMS. These three professional associations combine their efforts in the sixth annual Green Industry Expo in Cincinnati this month. See you there.

The 1996 "People of the Year" are:

LAWN CARE CATEGORY

Daryle L. Johnson, President of All American Turf Beauty, Van Meter, Iowa

The videotape showed a Daryle Johnson that nobody had ever seen before and will never see again. It showed Johnson in the lead role as a thoughtless, careless applicator. A dirtball. He played it strictly for laughs. He wanted to demonstrate how not to act as a professional applicator. He played the video as part of a larger program at last year's PLCAA Conference in Ft Worth.

Let it be written here first—Daryle Johnson will not be considered for an Oscar as a result of that work.

But he is LANDSCAPE MANAGEMENT magazine's 1997 Lawn Care "Person of the Year."

Daryle Johnson's career highlights

- ▶ 1976: he and wife Linda start All American Turf Beauty
- ▶ 1980s: helps found Iowa Professional Lawn Care Association (IPLCA)
- ▶ 1980s: helps found Iowa Alliance of Environmental Concerns
- ▶ 1989: receives IPLCA Distinguished Service Award
- ▶ 1990: helps organize fight to prevent unfair anti-pesticide laws in Iowa
- ▶ Early 1990s: serves on PLCAA board (3 years); GIE board member (2 years)
- ▶ 1994: receives Iowa Turfgrass Institute Meritorious Service Award



Daryle Johnson, 20 years after co-founding All American Turf Beauty with his wife, Linda, remains one of the application industry's biggest boosters both in Iowa, his native state, and nationally. Not by words, but by actions over almost two decades.

In 1976 Daryle and Linda incorporated All American Turf Beauty, Van Meter, Iowa. Johnson was the only full time employee and handled both sales and production for the first two seasons. In 1976 he also became a manufacturer's representative for The Andersons Lawn Group. (His company still works closely with The Anderson as its sales rep west of the Mississippi.)

That first year in business was a tough one for the Johnsons. They ended the season with just 95 customers. Business increased the second season to 400 customers, and more than doubled again in 1978 when the Johnsons opened their second branch in Ames, Iowa. Several years later they staffed a Waterloo location.

All American Turf Beauty added commercial services in 1989 for large turf areas, and, in 1990, further diversified by adding irrigation design, installation and maintenance.

All American Turf Beauty continues to

grow, although at a slower pace, and the Johnsons have prepared it for the future by amending its Employee 401(K) Profit Sharing Plan, several years ago, to an Employee Stock Ownership Plan (ESOP) so that it gradually becomes owned by its employees.

Local, national leader

Johnson's contributions to Iowa turfgrass have been considerable. He helped found and also served as president of both the Iowa Professional Lawn Care Association and the Iowa Alliance of Environmental Concerns. He's also the 1996 president of the Iowa Turfgrass Institute. He continues as a trustee for both IPLCA and the Iowa Alliance.

On the legislative front Johnson helped organize the fight to prevent restrictive anti-pesticide laws in Iowa, and worked on the industry committee to eliminate the use tax on lawn fertilizer and chemicals there.

As a member of the PLCAA board, Johnson served as Conference Chairman and as a GIE board member and secretary.

Johnson's friendly, reasoned approach to problem solving has served his company and the lawn care industry well. The best news is that he's still contributing.