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TEAM PRO.
JUST THINK OF IT
AS TEAM
WITH A
TURBOCHARGER.

*It's called taking the best
crabgrass herbicide anywhere and tweaking
the formulation until it works
even better. New Team* Pro herbicide
is more consistent on everything
from crabgrass to spurge and oxalis.*

*The only crabgrass preventer with a unique
blend of two active ingredients
covers great at 4 lbs. per 1,000 sq. ft.*

*But it still won't stain your customers'
property and is safe to nearby ornamentals.*

Always read and follow label directions.

*For more information, call us
toll-free at 1-800-352-6776.*

 **Team* Pro**

Customer driven through the next century

by DICK HOLZSCHU/General Manager, Urban Pest Management

As the old song goes, "The times they are a changin'." In fact, everything changes, even the rate of change changes—or more precisely, accelerates. It's simply a fact of life.

At DowElanco, we want to do more than just keep up with change. We want to stay ahead of it. We know that thriving in today's business world means exceeding customers' needs not just today, but well into the future. That requires a total commitment to the turf and ornamental industry while embracing the changes taking place within it.

Our total commitment to the industry focuses on three areas: supporting current products, developing innovative new products, and providing accurate, up-to-the-minute information to the industry.

Current workhorses

Support of our current products is ongoing and includes continual testing and research, both in the laboratory and in the field. Our goal—ensure our products meet efficacy standards and satisfy customers' needs.

One of the products we remain committed to is Dursban® insecticide. Dursban has been a mainstay in thousands of insect pest control programs for years. We don't take that kind of loyalty for granted. Because our customers rely on Dursban, we support it through research, development of improved formulations and packaging, and educational seminars designed to help customers get the maximum benefit from their insect pest control programs.

Another product we remain committed to is Surflan® herbicide. Because Surflan offers season-long control of over 40 grasses and broadleaf weeds and is safe on more than 400 ornamentals, it offers greater protection than any competitive product, and therefore continues to be the backbone of weed control programs for

thousands of professionals throughout the country. With this in mind, we're happy to report our Surflan plant expansion is complete and we fully expect to meet current demands for the product throughout 1997 and beyond.

New horizons

In the effort to meet tomorrow's needs, DowElanco continues to funnel resources to new product development. Our commitment is large. In fact, our Research and Development Building contains more than 612,000 square feet and 15 individual greenhouses employing approximately 400 scientists and other employees. It's the world's largest single plant breeding and agricultural research center under one roof.

Along with the research conducted at the world headquarters in Indianapolis, major research stations are maintained in 19 additional areas around the world. With this global perspective, we've secured a place as a leader in the discovery and development of new pest control technologies.

In this vein, I'm pleased to announce one of our newest products, Team® Pro herbicide, is now available. Team Pro is more consistent on everything from crabgrass to spurge and oxalis, and it's the only crabgrass preventer available with a unique blend of the two active ingredients Balan® herbicide and Treflan® herbicide. This combination provides the quick activity of Balan with the long residual rates and broadleaf weed control spectrum of Treflan.

Information age

Of course, research and development triumphs aren't enough to carry us into the 21st century. Real success comes from a commitment to information—the information our customers and their clients need.

With that in mind, we strive to be an industry leader in education, support and environmental stewardship. In fact, we



have over 20 sales and technical support representatives dedicated to the turf and ornamental marketplace.

We believe teaching our customers about using pest control products responsibly is important. As a part of that we provide educational materials and speakers to seminars and associations, we promote IPM practices and responsible use of our products, and we maintain a leadership role in associations such as Responsible Industry for a Sound Environment (RISE), The Professional Lawn Care Association of America (PLCAA), Golf Course Superintendents Association of America (GCSAA) as well as many other state and local associations that work to educate the public and the government about the use of specialty pesticides in the environment.

In the end, it comes down to not only recognizing, but promoting change and growth within our industry. And through commitment, dedication and unwavering support, DowElanco plans to continue to be the leading manufacturer of turf and ornamental specialty products through whatever changes the next century may bring.

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The Word Is Spreading.

The word from Terra® is seed. With 14 different blends, we've got you covered on golf course fairways, roughs, non-play areas, lawns, landscapes, sports fields, parks, rights-of-way and commercial areas. The best of hearty, attractive bluegrass, perennial ryegrass and fescue varieties – scientifically blended to provide top performance. Every one is backed by

in-depth research, agronomic expertise, and quick delivery. Terra's high-quality seed and excellent selection of turf care products make Terra the one-stop shopping place for your turf needs. Talk to your Terra Professional Products representative today.



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Via mail, e-mail, fax, etc.

One hit, one miss,
says reader

I appreciated your article on diazinon in Texas (January, 1997). It clearly stated the fact that the average homeowner does not understand how to use or dispose of toxic products. I feel that most of us in the industry are sensitive to environmental issues, and most of us do take the time to educate our customers. The real problem, in my opinion, is with the mass merchant, who is not interested in safety or the environment when it gets in the way of profit.

On the other hand, I was appalled that you printed the article on Litchfield Park, Ariz. (January issue). This is an example of landscaping that should not be used in an area that is having problems with water resources. If the people of this community feel the need for

palms, orange trees and lush green bermuda, they should move to Florida.

If the taxpayers were aware of how much money was being wasted, they might hire a new city manager. What is wrong with using the many native grasses, trees and shrubs that make Arizona what it is?

Shouldn't "The Voice of the Green Industry" be speaking against needless waste and for landscapes that make sense?

Paul Dowlearn, Wichita Valley Landscape, Wichita Falls, Texas

Bob Gaunt, director of public works for the City of Litchfield Park, replies:

In the past six years, we have turned numerous turf areas into xeriscape landscaping. We also have one, five-acre park that is totally landscaped with native desert plants.

The City has received five tree grants (about 40 trees per grant)

during the past six years. All trees were low-water use and were used to replace high-water use on trees.

Our City does have approximately 1,400 palm trees, which are considered low-water users.

We are very much aware of the importance of water conservation. Watering is done in the most efficient and cost effective manner and all feasible conservation procedures are implemented. We are very proud of our city and of the distinction of being recognized as a "Tree City, U.S.A." for three years in a row.

The City of Litchfield Park does not have a personal property tax. The City operates on a budget generated by revenues from state sales tax and bed tax.

The article incorrectly gave the population of Litchfield Park as 38,000. The correct population of our small community is 3,800.

Weather on the web

Re: your January article, "Weather smarts":

I started using PC Weatherman back in 1992. Then, the FAA took away the free data service, and I began using the Internet. Map updating is much better now than when I started using it, but the DTN service is great (I put up my dish this month). Here are a few URLs that I have found most useful:

www.wunderground.com/data/DAT/MSN.DAT

www.cnn.com/WEATHER/NAmerica/nc/radar_image.html

<http://grads.iges.org/pix/pr.ecd.html> (for 10-day US precip. outlook)

<http://grads.iges.org/pix/te.mpl.html> (for 10-day US temp. outlook)

Some have been customized for Wisconsin; use them to get to the main pages.

Kendall Marquardt, CGCS, Lake Wisconsin Country Club

January cover a winter wonder!

Congratulations on the cover photo of the January, 1997 issue. It is beautiful!

Living in the north, we often let the dismal effects of winter get the best of us. How refreshing

to see a national magazine champion the beauty of northern winters with such a picture. Though we often spend many of our days plowing snow, it does not make it any less beautiful.

Ironically, most of us who have to work with it love to play in it (skiing, snowmobiling and an occasional snowball fight).

Great picture!

Rob McCartney, grounds manager, Sea World of Ohio

Thanks, Rob. We want our covers to display the green industry at its best. January's cover was certainly a 'best of' in the category of winter landscape photography. And we're certain our readers who profit from snow removal can relate! —ed.

Ga. turfsters on-line

I wanted to let you know of the Georgia Turfgrass Foundation Trust's new website. We are still refining it, but it is available to folks interested in turfgrass, both professionals and consumers.

We try to add important links as they arise, and welcome your comments.

Try: www.turfgrass.org.

Doug Moody, executive director, Georgia Turfgrass Foundation, Norcross, Ga.



Don't spend all day in the sun, Buy the new NINETY-ONE



If your work site demands HIGH PRODUCTION, SUPERB TRIMMING and GREAT DECK FLOTATION, step up to the new 91" deck from HOWARD PRICE TURF EQUIPMENT.

This new 91" deck, powered by your choice of three traction units, can mow up to 4.6 acres at 5 mph (depending on your mowing conditions) and offers a 26% increase over a standard 72" cutting deck.

this 91" deck allows trimming on both sides of the deck. The rear discharge decks, combined with the power steering, eliminates second passes over an area that a side discharge deck requires.

This 91" deck offers you a choice of size and flexibility. Choose your cutting width (91", 74" or 56") with a simple deck control lever. The flexing decks float upward at a responsive 15 degree angle and the wings lower to 5 degrees.

This 91" deck can afford you the production, trimming capabilities and flotation to perform a quality service on your turf location.

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Circle No. 114 on Reader Inquiry Card

SAFETY MAKES 'CENTS'

There are a lot of good reasons to build a culture of safety into your green industry operation, but the most obvious one involves money.

by RON HALL/ Managing Editor

It amazes Bill Sisley that green industry professionals put themselves or employees at risk by ignoring basic safety rules, particularly involving power equipment. But they do. Much too often they do.

Sisley is manager technical support/equipment for Lesco, a major industry manufacturer and supplier. He's often called to work with Lesco's legal department when a claim arises from a worker injured using power equipment, a power mower usually.

These injuries can be avoided, says Sisley, practically all of them.

"We see switches that are disconnected or inoperable," says Sisley. Sometimes an operator removes a discharge chute. Operators sometimes bypass or ignore safety features on power equipment because:

- a) they're in too much of a hurry,
- b) they haven't been properly trained to run the equipment, or to recognize the consequences of their actions,
- c) they're allowed to—probably the greatest of the three sins.

"That person who tapes the handles down (disabling the mower's operator presence control system) is not looking at a huge time savings. He's probably just looking at a few seconds," says Sisley.

"There are all kinds of ways to defeat the safety features on a professional mower if an operator wants to take the time and effort to do it," he adds.

But, the real question is why?

Gary Hansen insists that allowing employees to use power equipment in an unsafe manner is just bad business. And, that's apart from any lawsuits or claims arising from accidents.

their individual efforts, and their experience.

"For instance, getting in a group rating can save them 70 percent of workers comp premiums. That's money they can use or put on their bottom line right now.

"But, if they've had bad experiences (worker injuries and claims) over the past four years, they can be penalty rated. Workers compensation is going to charge them a high premium," says Hansen whose firm advises other companies and associations on safety issues. "That's why one person can be paying \$5,000 a year and somebody else in the same business can be paying \$20,000 for basically the same coverage."

The right thing

There's a humanitarian reason for protecting your workers, adds Kate Goewey, corporate safety director for W.A. Natorp Co., Cincinnati.

"Imagine that someone that you care about personally, perhaps a son or a daughter, will be doing a task, or using a specific piece of equipment. Are you uneasy?" she asks. "If you are, don't let your employees do it either." W.A. Natorp, like most successful green industry operations, has a working safety program. The emphasis here is on "working".

"Every person who becomes an employee goes through a safety orientation," says Goewey. "Each new employee gets a company safety manual. But, we don't just tell the employee to take the manual home and read it, we go over it with them word for word. This takes 45 to 60 minutes.

"This lets employees know up front that we're serious about safety."

Each division of W. A. Natorp meets regularly to discuss safety issues—tree and



Lesco's Bill Sisley says today's mowing equipment is engineered for safety, but equipment operators still need training.

It's bad business

"Safety makes good financial sense," says Hansen with American Safety and Health Management Consultants, Inc., Canal Fulton, Ohio. "Many people don't realize that until you sit down with them and go through it. They have a misconception that there is an insurance policy out there that covers them. What they don't realize is that that insurance policy is controlled by

landscape crews weekly, and nursery and garden store employees twice a month.

"We encourage discussions and questions. The topics are geared to the work and the conditions at the time," says Goewey. "Many times we present a problem and ask for solutions. Our people have come up with some fantastic ideas that turned out to be simple to implement. They know the work and its hazards best."

No compromises

Safety expert Hansen says green industry organizations should insist that employees follow safety rules 100 percent of the time.

"The function of safety training is to get employees to do a task or operate a piece of machinery the right way consistently, no matter what," he says. "There always has to be follow-up by management, correction by management. When it comes to safety there can be no deviations, no excuses."

As for safety training? Keep it simple, make it applicable to the type of work you're doing. And do it regularly.

"It can be basic. It can be fairly easy," says Hansen, "but it has to be a formal part of your mission, like your corporate mission. It makes sense. Isn't one of your missions to protect your most vital assets? Your employees? Your equipment? Your property? Your sales or production capabilities? Your company's good name?"

Corey Eastwood's golf course maintenance crew meets every other Monday to review safety issues. The meetings last about 15-30 minutes each.

"Sometimes we review safety apparel, and we have general discussions too," says Eastwood. "Often we discuss equipment. We want to make sure all of our equipment is operating properly. About once a year we go over every piece of equipment. We get the manuals, we involve the mechanics and we review all the safety features of the equipment."

Eastwood's 18-member crew at the Stockdale Coun-

try Club, Bakersfield, CA, is proud of not having a lost-time accident in three years.

A safety culture

"At the Morrell Group we look at safety as being, not just a program, but a part of our everyday operation," adds George Morrell, owner of the Atlanta-based landscape company. That's one reason why safety training begins immediately for new hires during their initial 1½-2 day orientation programs. "Each step along the way we dis-



▲ An operator's hands must be at the controls for modern machines to keep operating.

▼ Long pants and work boots show that this operator is dressed for a day's work.



cuss safety with them," says Morrell

The 20-year landscape veteran knows that safety goes beyond manuals, videos and bi-weekly worker meetings. It includes having first aid kits and fire extinguishers on all company trucks. Of equipping employees with proper protective gear, including, in the Morrell Group's case, bright orange company shirts. Of insisting that employees report all accidents, then reviewing why they happened.

The Morrell Group's safety committee meets regularly and provides managers with four or five suggestions to pass on to front-line workers. The company also has a "Safety Bucks" program that rewards accident-free workers with a little extra compensation.

Even if you have a strong program, you'll probably have to revise and update it to meet changing conditions.

"Every year we get our employees more involved with the idea of safety, and we're asking them to tell us what topics they need," says Sandy French, Human Resource/Safety Manager for Hillenmeyer Nursery, Lexington, KY. "We want them to actually participate in the demonstrations. This year we want to be out in the

nursery or in the shop. We realize that these people have chosen to work outdoors so it's hard for them to always sit inside and listen to me talk."

Even so, French insists that Hillenmeyer employees hear the most important safety instructions over and over.

"They might be sick of hearing about some of this material, but we all learn by repetition. Eventually all of us must realize how important this is," says French. □



George Morrell, The Morrell Group, Atlanta: "Safety should be a part of everything you do."

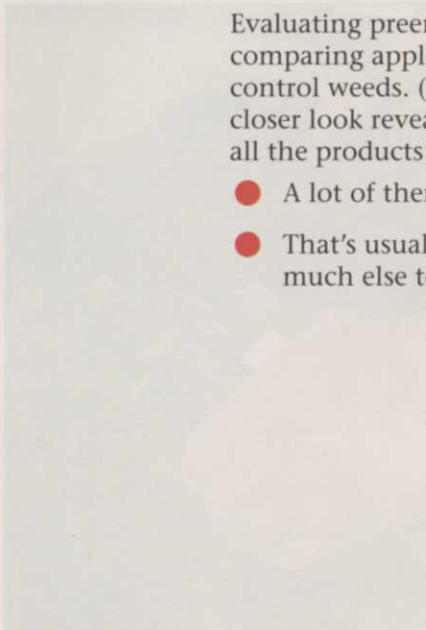


OTHER

PREEMERGENCE TURF HERBICIDES

Evaluating preemergence turf herbicides can be like comparing apples and oranges. True, all of them control weeds. (To some degree, at least.) But a closer look reveals big differences. When you consider all the products on the market, you'll find:

- A lot of them focus on low price.
- That's usually because they don't have much else to offer.



...an operator's hands must be at the controls for modern machines to help operating ... If long prints and work boots show that the operator is divided for a day's work.



...the 20-year-old ...
...George Mottell ...
...The Mottell ...
...Group, Atlanta ...
...Safety should be ...
...a part of every ...
...thing you do." ...
...the Mottell Group's ...
...one might expect company there. "Of ...
...what that employer report all accident ...
...been involved with they happened ...
...the Mottell Group's safety committee ...
...meets regularly and makes decisions with ...
...four or five operators to get on to ...
...the workers. The company also has "Safety ...
...books" program that rewards workers for ...
...workers with extra-care compensation ...
...Even if you have a strong program ...
...you'll probably have to review and update it ...
...to meet changing conditions ...
...They pay we have safety equipment ...
...involved with the loss of safety, and we're ...
...asking them to tell us when they have ...
...level," says Gene Frank, human re- ...
...resources safety manager for Hillman ...
...Pawnee, Kentucky. "We want them ...
...to actively participate in the decision- ...
...making. The year we want to be out in the ...
...ministry or in the shop. We ...
...also that these people have ...
...chosen to work outdoors so ...
...it's hard for them to always ...
...heads and then to me talk."

S. DIMENSION®



Dimension® turf herbicide, on the other hand, gives you real value. Dimension offers premium performance, along with extra benefits that make your job easier. Here are a few reasons why Dimension stands out from the competition:

- Dimension provides unmatched crabgrass control.
- It controls crabgrass all season long—without breakthroughs.
- Dimension also handles goosegrass, oxalis and spurge.
- Fall applications help you manage unwanted *Poa annua*, as well as crabgrass and other weeds.
- Altogether, Dimension takes care of more than 20 tough weeds.
- Dimension works before or after crabgrass appears, extending your application window.
- It's *completely non-staining*—all you see is great-looking turf.
- You can stretch the long-lasting control of Dimension *even further* with split applications.
- Dimension works at low use rates.
- It's labeled for lawn care and golf course uses.
- Dimension offers the application flexibility of sprayable EC or granular fertilizer formulations.
- You can overseed just three months after application.
- And you can always count on exceptional turf safety.

To find out more about the benefits of Dimension, see your local Rohm and Haas distributor.



Weed control beyond compare.

ALWAYS READ AND FOLLOW
LABEL DIRECTIONS FOR
DIMENSION TURF HERBICIDE.



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ATTACHMENTS GALORE

The Golf Course Superintendents Association of America Trade Show in Las Vegas last month showcased several acres of bright new equipment—tractors, mowers, and all of their related implements and attachments.

The next opportunity to see that much turf and landscape hardware, including a galaxy of attachments, is at Expo 97, the International Lawn, Garden & Power Equipment Expo, July 26-28 in Louisville, Ky.

Last year over 30,000 people checked out the equipment that filled 50,000 sq. ft. of inside floor space, and 20 acres outside where turf pros put all types of professional equipment



Varied attachments make Gravely Riding Tractors more versatile.



Options for Massey Ferguson tractors can handle big turf jobs.

through their paces.

Spend a day or two at Expo 97 at the Kentucky Fair & Expo Center in Louisville. For more information call (502) 562-1962 or fax (502) 562-1970.

Agri-Fab
(217) 728-8388
Circle No. 250

The Agri-Fab 12-Volt Tractor Mounted Spreader accurately applies fertilizer, grass seed, de-icing materials—all-season spreader.

Bush Hog
(205) 872-6261
Circle No. 251

Bush Hog offers an array of land maintenance and preparation implements, including mowers like its TDM-11 Mulching Mowers which offer a fine cut on an 11-foot cutting width. Cultivators, tillers, front-end loaders, blades and post hole diggers. Catalogs available.

Dixie Chopper
(800) 233-7596
Circle No. 252

Getting that professional mowing job done quickly is making Dixie Chopper a favorite with turf managers. The 72-inch category City Slicker can easily mow four acres per hour. Also comes with work-saving attachments.

Earth & Turf
(800) 879-6507
Circle No. 253

Two drop spreaders. The ET54D for a 16-hp tractor is 56-inch wide, the ET36D is 38-inch wide and can be pulled by a 12-hp tractor. Also a new Scoop & Spread that allows operator to load and topdress dry flowable material from tractor seat.

Emrex Inc.
(717) 288-9360
Circle No. 254

Rotadairon soil renovators for mid-size up to 150-hp tractors. Five compact soil renovators, weights 850-1700 lbs.—cultivation, levelling, burying of stones and other debris. Can be used with optional Combi-

Seeder for single-pass seeding.

F.D. Kees Manufacturing Co.
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Professional riding and walk-behind mowers. Walk-behinds, 36-inch and 48-inch cutting widths. Accessorize with 3-bushel grass catcher, 5-bushel leaf catcher, riding sulky, mulching kit, hour meter.

Finn Corporation
(513) 874-2818
Circle No. 256

Ground-Hog Landscape Tillers (4 models) till, level and rake in one operation. 3 pt. hitch. Depending on models, tilling widths from 5877 inches. Recommended hp ranges from 16-30 hp to 24-45 hp.

Gandy Company
(800) 443-2476
Circle No. 257

Spiker Aerator, Sweep Master Turf Brush, Dethatcher/Overseeder with 2-inch seed spacing, 48-inches wide. For tractors 18 hp and up.

Glenmac
(800) 437-9779
Circle No. 258

The Harley Roller Packer Wheel fits all Pro-6 & 8, and T-6 & 8 rakes. Self-pivoting, adjustable down pressure to change the depth of Power Rake Roller, helps erase marks left by chain chase. Models to fit 24 to 65-hp tractors.

Gordon Bannerman Limited
(416) 247-7875
Circle No. 259

Ballpark-6 Groomer combines five adjustable grooming tools—ripper blade, springtooth rake, double-blade levelling, hollow-steel roller, and brush—to be used with 17 hp and up tractors.
