

360Z



RIDE ITIT'S SIMPLY THE BEST!

Our HOWARD PRICE 360Z is designed with features that the competition simply overlooked. You can tackle tough jobs with ease and get superior results from the comfort of the operator position. Our floating front axle follows the turf contours to give the driver a smooth ride. It also absorbs ground shock and prevents frame stress and failure. Our offset deck adds a unique trim capability by reaching a little further under shrubbery to minimize string trimming. The wide discharge chute allows free flow of clippings for dispersal. Add our five micro-adjustable anti-scalp rollers and you have a cutting combination that's unmatched.

At HOWARD PRICE, our engineers have gone the extra mile to provide the operator great comfort and superior control. The adjustable hydraulic dampened steering control levers provide a custom setting for the operator while eliminating the jerking motions found in other brands. When you look at the total 360Z package, you'll understand why we say, RIDE IT.....IT'S SIMPLY THE BEST!!



18155 Edison Avenue
Chesterfield, Mo. 63005



1998 EMERALD AWARDS

ANNOUNCING: the third annual LANDSCAPE MANAGEMENT "Emerald Awards". LANDSCAPE MANAGEMENT magazine is offering a \$500 first prize to the winner of a random drawing to be held on July 1, 1998. Second prize is \$300 and third prize is \$200 in cash. To be eligible for the drawing, simply fill out the questionnaire at right and return it to LM's editorial offices.

Answers to the questions will determine our "1998 Emerald Awards" winners, 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; or manager or member of a facility landscape management crew.

Product selections must be currently used by entrant.

Employees of Advanstar Communications or their families 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 February-June, 1998 issues of LANDSCAPE MANAGEMENT.

Completed questionnaires should be mailed to: Emerald Awards, LANDSCAPE MANAGEMENT, 7500 Old Oak Blvd., Cleveland, OH 44130. They must be received by noon, July 1, 1998.

A random drawing of all eligible entry forms will be held July 1, 1998. 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)



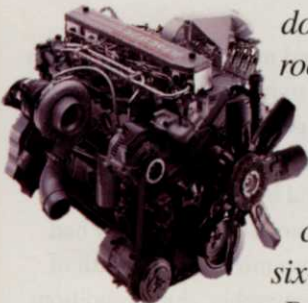
If you depend on a work truck for a living, do yourself a favor. Depend on Dodge Ram. You'll find Ram offers best-in-class convenience

at 440 lb-ft, delivers more torque than any other diesel you can get.



and capability, making it an exceptionally rewarding choice for business.

New for Ram this year is our exclusive Quad Cab™ model. Twice the doors. Twice the convenience. And behind those



doors? The roomiest cab on the road. Packed with amenities like a fold-down center console and optional six-way power driver seat.

But don't let the niceties fool you. Dodge Ram is still a Magnum®-powered beast, with best-in-class available payload and towing. There's even a choice of

two V-8s, an awesome 300-horsepower V-10, or a mighty Cummins Turbo Diesel which,



What's more, Dodge Ram has received the J.D. Power and Associates award for "Most Appealing Full-Size Pickup," three years in a row.* Dodge Ram is the first—and only—full-size pickup ever to be honored with this prestigious award.


To make your ownership experience even better, there's our On The Job program, which

offers qualified businesses exclusive cash incentives and financing opportunities. When you work with Ram, we work with you.

Comparisons based on data available at time of printing.

Always use seat belts. Remember a backseat is the safest place for children.

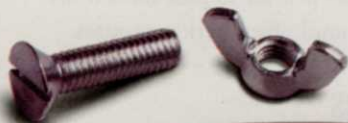
*J.D. Power and Associates 1995-1997 Automotive Performance, Execution, and Layout Studies™. 1997 study based on 29,187 consumer responses.

Ram  The New Dodge

For more info, call 1-800-WORK RAM. Or visit this work site: www.4adodge.com



Workmen's compensation





Jacobsen Aero King 9672 Aerator flexes to follow turf contours; has 12 aeration wheels for aerating 12-foot width.



Gandy Models 4972 and 4996 feature dual-wheel aerating heads which independently follow ground contour. Both mount on Category One 3-point hitch.



John Deere's 800 walk-behind Aercore features a heavy-duty frame, tine rams, and adjustable operating speeds.

AERATION

Turf aeration gets water and oxygen to turf roots and reduces thatch.

By CURT HARLER

Aeration allows oxygen, water and nutrients to reach down to the grass roots, which is essential to maintaining a healthy, attractive turf. But in order to do a good job of aeration, there has to be sufficient rainfall during the season to assure the ground can be penetrated by the equipment.

This past year, some areas of the country had almost no rain throughout most of the month of August and into early September. Such conditions make it difficult to get the job done correctly.

Nevertheless, "plugging" the turf is worthwhile. Not only does it help even the lightest rain get down into the soil profile, but it also improves drainage and intensifies the decomposition of thatch. This latter is especially important in operations which have moved away from raking and sweeping and gone to mulching mowers and the "let it lay there" philosophy of handling clippings.

It's a good idea to aerate general lawn areas at least once a year. Better maintained areas should be aerated twice, once in the spring and once in the fall. High-management areas, like golf course greens, can benefit from as many as four aerations per season to reduce compaction and improve

water percolation.

A host of effective equipment is available to the grounds manager, whether the job calls for a smaller machine to work around buildings and trees or an aerator to pull cores from fairways and open grounds around office park campuses.

TURFGRASS AERATORS

AGRI FAB, INC.
217-728-8388
Circle No. 250

Plug-type and spiker Agri-Fab aerators are available from Ben Meadows Co., 800-241-6401, and other distributors. The spike aerators are recommended for soils which aren't severely compacted. The spikes form small holes which improve nutrient flow. For high-traffic, clayey or severely compacted soil, go to the core-type aerator. The unit's spoons actually pull plugs out of the soil and leave larger holes. Firm has 32-inch, 40-inch and 48-inch wide units available in weights ranging from 40 to 95 pounds.

your good judgment

Will tell you to select

turf type

Tall Fescue seed from Oregon

the beauty

of the blades

the strength

and durability

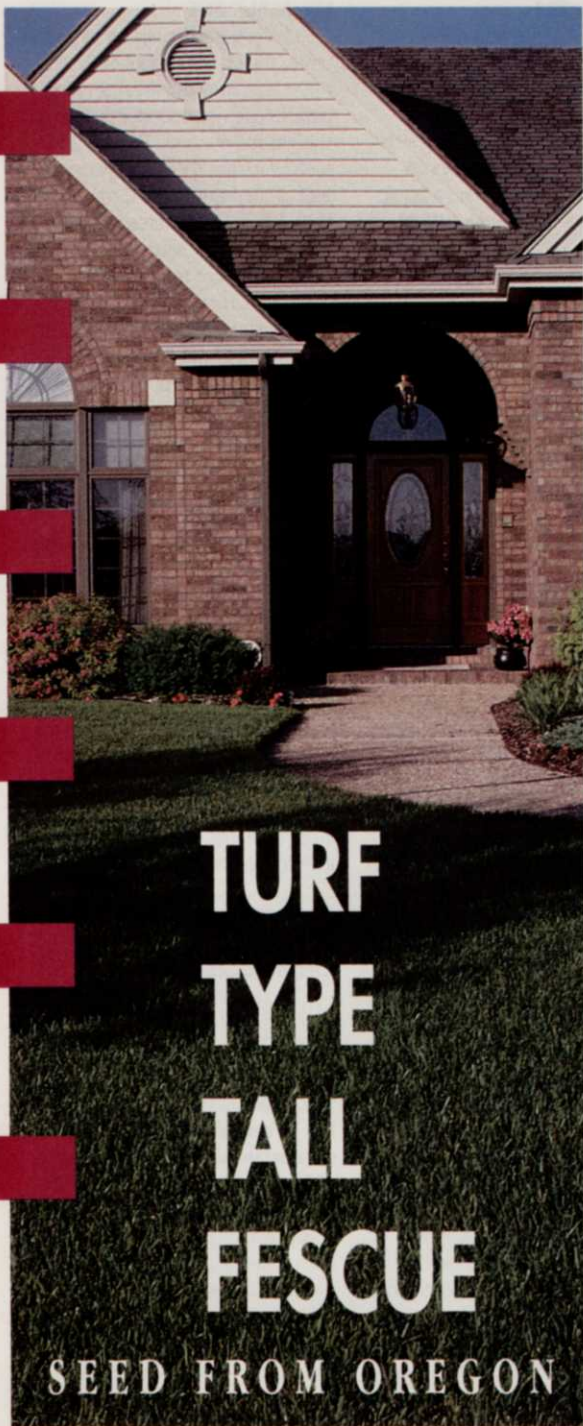
the tolerance

to drought & disease

the quality!

Look for the grown in Oregon label. It puts all others in a lower class. A lush, healthy, deep green turf is your reward for selecting superior seed. The world's leading turf grass breeders have been perfecting it for more than 20 years. The tough, vibrant turf will not only tolerate drought, but survive cold winters.

When you select Turf Type Tall Fescue seed from Oregon you can be sure you will enjoy your "good judgment" decision year after year.



**TURF
TYPE
TALL
FESCUE**

SEED FROM OREGON

Oregon Tall
Fescue Commission
1193 Royvonne, Suite 11
Salem, OR 97302
503-585-1157

AGRI-METAL
819-398-6883
Circle No. 251

The FA 720 Fairway Aerifier from AgriMetal, Wickham, Quebec, Canada is designed for large jobs. Unit has 12 cast iron wheels mounted on six axles working independently to ground follow contours. When pulled behind a 20 hp tractor, its six-foot working width covers up to 50 acres per day. Eight tines per wheel are standard, with 16 optional. The FA 720 cores to a depth of four inches.

BLUEBIRD INTERNATIONAL
303-781-44458
Circle No. 252

Try the BlueBird 742 to cover lots of grounds with a walk-behind unit. Seven rows of tines across approximately 26 inches of working width cover to 37,100 sq. ft. of aeration work per hour. The outer tines on each side of the BlueBird 742 free-wheel, allowing tight turns without tearing turf. Two 36-pound and four 18-pound removable weights distribute weight to improve stability when aerating hillsides.

FELDMANN ENGINEERING
800-344-0712
Circle No. 253

The TurfVent Series Two core aerators includes 3-point hitch models for tractors with category 0 or 1 hitches. The new TV 32-H, TV 40-H and TV 48-H models have effective coring widths of 32, 40 or 48 inches respectively. Made in Sheboygan Falls, WI, all provide coring density of 45 vents per square yard. For big jobs, look into the original 64-H with a 64-inch coring width. All units are built with galvanized expanded metal weight tray base, heavy steel adapter for precise connection to the hitch, and TurfVentor Ejector Tines for 3.5 inch coring penetration.



Grasshopper Aera-vator unit

GANDY COMPANY
800-443-2476
Circle No. 254

Designed especially for large turf areas, the Gandy Model 4972 and 4996 feature dual-wheel aerating heads which independently follow the ground contour. The 4972 has a six-foot width, 4996 covers eight feet. Both mount on a Category One 3-point hitch. Interchangeable coring spoons or slicing knives to core or slice turf to reduce thatch build-up and compaction. An add-on package to convert the 4972 to the 4996 and optional weight trays also are available from this Owatonna, MN, firm.

GRASSHOPPER COMPANY
316-345-8621
Circle No. 255

Designed for 700 and 900 Series power units, the 40- and 60-inch Aera-vator attachments from Grasshopper, Moundridge, KS, aerate turf and relieve surface compaction without irrigation, leaving no cores to clean up. Unit's oscillating action loosens soil between the tines, creating openings for root growth. The 40-inch Aera-vator can be equipped with either an electric lift or hydraulic deck lift. The 60-inch model requires hydraulic.

JACOBSEN
414-637-6711
Circle No. 256

Two pull-behind aerators feature sectional design which flexes to follow turf contours and provide consistent aeration. The Aero King 9672 from Jacobsen, Racine, WI, has 12 aeration wheels mounted in six separate sections for aerating a 12-foot width. The Model 6448 features eight wheels in four sections, covering a four-foot path. Both have 72-pound tine wheels to assure penetration even in hard-packed soil. Wheels have sealed ball bearings that require no additional lubrication. Choice of tines and blades allows spiking, coring or slicing compacted turf.

JOHN DEERE
Circle No. 257

The John Deere Aercore 800 is designed for golf courses. It features a heavy-duty frame, tine rams, and adjustable operating speeds. Choose from four aerating speeds. Powered by Kohler Command 18-hp engine with electric solenoid start.



The Toro Company offers two professional turf aerators.

LESCO TURF EQUIPMENT
800-321-5325
Circle No. 258

The Aerator-30 from Lesco, Rocky River, OH, is equipped with a 5-hp Briggs & Stratton IC recoil-start engine. Spoons move in an arc-shaped pattern which shatters and displaces the soil and eliminates glazing of the holes. Since only two spoons are driven into the ground at once, the unit gets deep penetration. The Aerator-30 has an overall width of 30 inches and working width of 28 inches. Each of six 10-inch diameter, quarter-inch disks has five spoons, for a total of 30. These 5/8-inch spoons are made of high-carbon heat-treated steel.

PALMOR PRODUCTS
800-872-2822
Circle No. 259

There are three models of Trac-Vac core plug aerators to choose from Palmor Products, Thorntown, IN. The 352 has 32 tines and a 32-inch width, 358 has 48 tines and 48-inch width, and the 364 has 96 tines and 64.9-inch width. Units penetrate up to 2.5 inches. The offset drawbar may be rotated to accommodate varying tractor drawbar heights. The 16-inch frame holds standard blocks, both Cat-1 and Cat-0, with a 3-point hitch kit available.

RYAN LAWN CARE
800-228-4444
Circle No. 260

The Lawnaire 28 aerator is a walk-behind unit which covers up to 24,000 square feet per hour. Powered by an 8-hp 5-cycle OHV Kawasaki single cycle engine, this 400-pound machine has a zero-turning radius provided by a tricycle front wheel designed for easy maneuverability. It cuts up to 12 holes

per square foot and has a working width of 28 inches. Several other units are available from the 19-inch Lawnaire IV to large tow-behind and 3-point hitch units which core 36 inches at a pass.

THE TORO COMPANY
612-888-8801
Circle No. 261

A 4-hp Briggs & Stratton IC engine powers both of the aerators in Toro's Turf Maintenance Equipment line. The Bloomington, MN, firm offers the Toro 244 with four rows of six tines (24 total). Fold-down handle provides easy transport and storage. Lift handles on both sides of the machine make loading easier. The larger 442 Aerator has seven rows of six tines (42 total). Its unique, free-wheeling outer tine design makes it easier to turn and maneuver than competitive units. Removable weights are available for both machines.

TURF-R-ATOR
414-639-2516
Circle No. 262

Get fast, dependable aeration performance with the Turf-R-Ator line, manufactured in Racine, WI. Available as a pull-behind or a 3-point hitch mounted unit, it is built on a 54-inch by 27.5-inch frame. There are 8 slice or spikes on each quarter-inch by 22-inch solid wheel. Each machine has nine wheels on six inch centers. Built for minimum maintenance, these tough machines have nine half-inch ball bearings. They give a good, clean cut with no unnecessary clean-up after the job. **LM**

These questions came straight from the customers of lawn care operators, pest control operators and other professional pesticide applicators across the country—and probably reflect the concerns of your customers. The more your customers know about the products you use, how you use them and how much is used, the more confident they will be in you and your service.

Communicate With Your Customers

Your customers expect you and your employees to be credible and knowledgeable sources of information about your products. Take time to talk with them about your safe and responsible use of pesticides.

Studies show that most people don't know that pesticide products are among the most highly tested products sold. The U.S. Environmental Protection Agency (EPA) registers only those uses of pesticide products that pose minimal risks.

- Emphasize that pesticide products must undergo stringent government-monitored testing before they can be sold. It is a long and costly process. For example:
 - It takes a chemical manufacturer eight to 10 years to test and register a product, at an average cost of \$30 million to \$50 million.
 - As many as 120 tests or more are performed, many specific to health, safety and the environment.
 - Only one potential pesticide in 20,000 makes it from the research lab to the market.
- Explain Integrated Pest Management (IPM) to your customers. Most do not fully understand the concept. Point out that a successful IPM program stresses prevention, pest identification and selection of the best method of pest control, which may require the use of pesticides. Tell how you incorporate IPM into your pest management practices.
- Identify the specific pesticides you use and the pests they control.
- Indicate that professionals use an array of products, many the same as those used by homeowners.
- Assure customers of the benefits pesticides provide for turf, trees and ornamentals, and in the home. For example:
 - Termites cause over \$1 billion in structural damage each year.

"Are the pesticides you use safe?"

"Are the pesticides that professionals use stronger and more toxic?"

"When is it safe for my children and pets to return to an area after a pesticide application?"



- One large, pest- and disease-free tree has the same cooling effect as 15 room-size air conditioners.

- A well-maintained lawn and landscape adds as much as 15 percent to a home's value.

- Discuss your safe and responsible use of pesticides as a professional applicator. Note the many steps you take to ensure that the pesticides you use are used properly.
- Advise your customers that you closely follow label instructions. The label contains instructions for only those uses approved by EPA.
- Outline the extensive training that is mandatory for professional applicators in order to apply specialty pesticides. Applicators are required by law to undergo training, certification and licensing, as well as to keep records of each job performed.
- Explain what happens to pesticide containers once a job has been completed. Note that containers are disposed of properly.

What Else Can You Do?

Provide your customers with materials such as newsletters, brochures, fact sheets and bill stuffers that communicate these messages. Be sure that someone at your company, who has a basic knowledge of the products and application methods your company uses, is available to answer questions.

RISE Is A Resource

RISE is the voice for the specialty pesticide industry. Its members include manufacturers, formulators, distributors and other industry leaders.

RISE works in cooperation with your national, state and local user/applicator associations and is an additional source of information regarding issues facing pesticide users. We can help you in your role as a knowledgeable and credible information source to customers and to the public. A brochure on communicating about pesticides with your customers is available. Contact RISE to receive your copy.

We urge you to take an active part in your state and national association(s). We work together to support your business.



Responsible Industry for a Sound Environment®

Native or adapted plants: does it matter?

Before we fill our landscapes with 'native' plants at the expense of imported species, we should ask ourselves one question: Which is more important, the origin of the plant or its characteristics?

by H. S. STEVENS



With the increased emphasis on water conservation and reduced use of fertilizers and pesticides during the past few years, the popularity of native plants has grown by leaps and bounds, and rightly so.

Properly selected, native plants are attractive, require little maintenance, and are long lived. Native plant societies have a lofty and worthwhile goal: to preserve and protect the plant species and habitats that add natural color and beauty to our environment. Individuals who choose to grow only native plants are also to be commended. They are preserving species and helping the environment. Nevertheless, the idea that native plants are necessarily tougher, better adapted, and more resistant to insects and diseases than other plants is only partially true. It's certainly correct that plants native to a particular area are adapted to local soils and growing conditions.

▶ For example, plants that are native to acid, sandy soils are not going to grow satisfactorily in alkaline, clay soil.

▶ Plants that are native to frost-free coastal areas are not going to withstand northern winters.

▶ And plants that are native to dry, arid regions are not going to thrive in low areas or those with exceptionally high rainfall. These are the reasons that native plant societies and the National Wildflower Research Center recommend specific varieties for specific areas. But, does this mean that natives are the only plants that will thrive in each part of the country? Of course not. Hundreds of introduced species are just as adaptable, just as care-free, and, in some cases, much more attractive.

In my own yard and garden, I have Japanese cucumbers, South African Cape Honeysuckle, Chinese juniper, New Guinea impatiens, African marigold, Asian hyacinth bean, California poppies, English daisies, Persian ivy and European lettuce, along with violets my wife, Lorna, dug on Long Island, and daisies and hostas from her brother's home in Iowa. All have thrived in our Texas landscape.

Chinese pistache, Russian sage, Dutch tulips and hyacinths, Japanese honeysuckle and Iceland poppies also do well here. Our native plants, such as coral honeysuckle, Texas sage and purple cone-flowers, have fared no better.

Choose flowers by shape, shade or sun tolerance, hardiness, disease/insect resistance, and moisture and pH requirements.

The many species of low-care plants that have been introduced from other areas or other countries that are on display at arboreta and botanical gardens throughout the nation are evidence enough that native plants are not the only ones that can thrive with minimum use of water, fertilizer and pesticides.

If you or a client want to "go native," by all means do just that. It is a philosophy above reproach. On the other hand, if a plant's appearance and ease of maintenance are the main objectives, forget geographical boundaries. The most important considerations are size, shape, shade or sun tolerance, hardiness, disease and insect resistance, and moisture and pH requirements. These are the qualities that make the plant adapted to your particular growing conditions, and they are available in introduced and adapted species just as they are in natives. **LM**



My fairways never looked better or healthier, and my fungicide budget went down, too.

*- Bruce Burchfield
Fox Run Golf Club
St. Louis, Missouri*



Our turf is good, we're not sodding, and we're not spending huge amounts of man hours to babysit greens through the stress period.

*- Wayne Mills
Valencia Country Club
Valencia, California*



**Now You Can Use Less Fungicide Per Application,
Cut Your Costs, And Get Greener, Healthier Grass, Too.
Just Turn The Page To Find Out How.**





WEEK 1



WEEK 2



WEEK 3



WEEK 7



WEEK 8



WEEK 9

Switch To A Reduced Rate* Daconil U For A Great Looking Course V



golf courses around the country. Now, more and more superintendents are discovering that Daconil Ultrex fungicide, with its exclusive Super

Thanks to their unmatched sticking and staying power, Daconil® fungicides have long demonstrated superior broad spectrum disease control at

Weather Stik™ formulation, sticks and stays so well, you can use it at much lower rates* on a regular 7 to 10 day, preventative schedule for even better results.

Why a preventative schedule? Because disease can already be at work, doing damage to your turf well before visible symptoms appear. Even if you react at the first signs of disease, you could be reacting too late, and your grass might never fully recover. But a preventative