

# Taking control, responsibly

Oh, the damage they do. From chewing insects such as webworms and cutworms that directly consume plant tissue — leaving holes or notches in grass blades, to sucking insects such as aphids and chinchbugs that actually pierce plant tissue and withdraw sap, insects can cause a lot of damage to turf, and to your business.

## Line of Defense

How to stop them? The best control will be achieved through a multi-faceted approach — the philosophy behind IPM. The goal of IPM is to manage pests and the environment while balancing costs, benefits, public health and environmental quality. By taking advantage of some of the most effective pest control options available, you'll keep pest damage to a minimum:

- **Natural Forces.** Take ad-

vantage of nature. Consider climate and adverse weather conditions, soil type (heavy, poorly drained soils, for example, favor some pests) and the food and water supply pests need to live.

- **Host Resistance.** Many pest-resistant turfgrass varieties are available to keep pest populations below harmful levels.

- **Cultural Control.** Keeping turf healthy is the best defense against insect aggression. Fertilize properly, water deeply and infrequently, mow at recommended heights (never cut off more than 30 to 40 percent of the grass blades in any one cutting); cultivate properly to keep turf strong and less vulnerable to environmental stresses.

- **Plant Tolerance.** When damage is occurring, find a threshold level the plant can tolerate.

- **Insecticidal Control.** Look to Dursban\* insecticide. Dursban offers economical control of more than 140 insect pests including worms, ants, fleas, ticks, mole crickets, aphids and chinch bugs.

### A balanced approach

When using insecticides, consider factors that can affect their performance. Here's what to con-

sider doing to enhance their performance while still adhering to the principles of IPM:

- **Fertilize regularly.** Insecticides work best if an annual fertilizer program is followed along with cultural practices to strengthen turfgrass plants before pests attack.

- **Identify the pest.** Before applying an insecticide, positively identify the species of pests in the environment. Make sure the insect appears on the insecticide label to be applied.

- **Research pest life cycles.** Knowing when to control is as important as knowing what pests to control. Strike when they are most vulnerable, usually when insects are in early larval or nymphal stages. That's when they are more susceptible to treatment.

### Effective and Economical

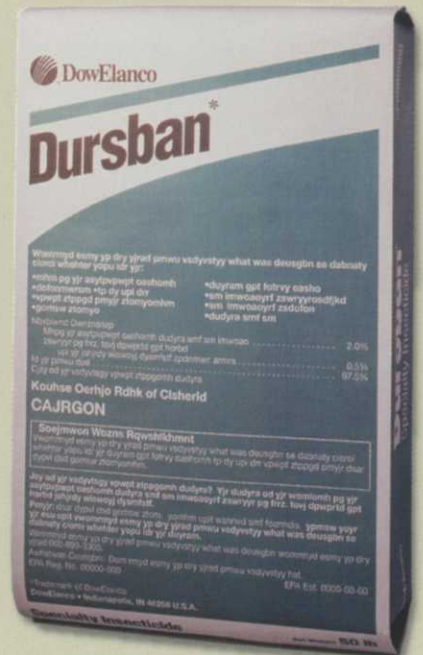
Dursban is available in various formulations including liquid, wettable powder in pre-measured water-soluble packets, granules and on fertilizer; and offers long residual control. No wonder it has remained the industry standard for professionals for more than 30 years.

Dursban is recommended for use on all cool- and warm-

season turfgrasses and can be used to treat most landscape-grown ornamentals. It can be tank mixed with most other insecticides for application to turf or ornamental plantings, broadening the spectrum of pest control. It binds with thatch and organic matter in soil, and resists leaching even in heavy rainfall.

IPM programs rely on a balanced use of control measures. For lawn care and landscape professionals, following IPM simply means more vigorous turfgrass and plants, pest identification and more efficient use of chemicals. Dursban provides effective control at low rates, which allows you to take control — responsibly.

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# *At least she insists*

There are times when it is critical to know that you're getting the real thing. Like when you're buying Dursban\* insecticide.

No Dursban wannabe can give you the same level of confidence, performance and support that you get from Dow AgroSciences.

Not to mention the superior control of over 140 insects, including worms, ants, fleas, ticks, mole crickets, aphids and chinch bugs.

The only way to get the real Dursban is to buy Dursban. So always look for the Dursban trademark on the label, whether you buy from Dow AgroSciences or one of our formulator partners.

For more information, call us toll-free at 1-800-255-3726 or visit our web site at [www.dowagro.com](http://www.dowagro.com).

Always read and follow label directions.

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*fake background*

*fake Ferrari*



*on Dursban.*



Dow AgroSciences  
**Dursban**

*If it doesn't say Dursban, it's not.*

# Gallery Ensures *Picture Perfect Landscapes*



**“F**LOWER POWER,” the quintessential catch phrase of the '60's, could be revived as the '90's slogan for Mid-America Apartment Communities in Memphis, Tenn. No, tie-dyed is not the official staff “color,” but flowers are a big part of the job for the nine person crew that maintains the 20,000 plus acres surrounding the complexes.

As Rick Johnson, the seasonal color and chemical manager for Mid-America's in-house land-

scaping crew puts it, “We take a lot of pride in creating and maintaining beautiful landscaping and flower beds for our 27 regional complexes. They're not just landscapes, we like to think of them as showcases.”

Johnson designs the landscaping, chooses the seasonal color, and develops the pest control plan for all of the properties' turf and landscaping. Johnson's efforts must be paying off because Mid-America Apartments are famous throughout Tennessee for their



meticulous grounds keeping.

Johnson and his crew scour the garden shows in the winter to find the newest and most beautiful flowers and ornamental plants for their properties. They redesign their landscapes in both the spring and fall with approximately 20,000 new colorful blooms during each of the two seasons. This is in addition to the thousands of tulips that come up like clockwork each spring.

#### **Keeping Weed Worries at Bay**

Because of the emphasis Mid-America places on superior landscapes with exceptional curb appeal, Johnson is particularly diligent about controlling weeds.

"Because of the huge investment we make in keeping the grounds beautiful, I simply can't tolerate weeds. Dandelions, clover, spurge—they're not only ugly, but they compete with turf and plantings for sunlight, nutrients and water."

With that in mind, Johnson prevents bothersome broadleaf weeds all year with timely applications of Gallery\* preemergence herbicide.

"I use Gallery because nothing else stops weeds like this product. It makes my job easier because it has a long residual and can be used on a large range of ornamental plants," says Johnson.

In fact, Gallery can be used on 440 field-grown and 230 container-grown ornamentals, as well as most cool-and warm-season turfgrasses, and provides up to eight months control of even the toughest broadleaf weeds including dandelion, white clover and spurge. In all, Gallery stops 95 tough broadleaf weeds from ever emerging.

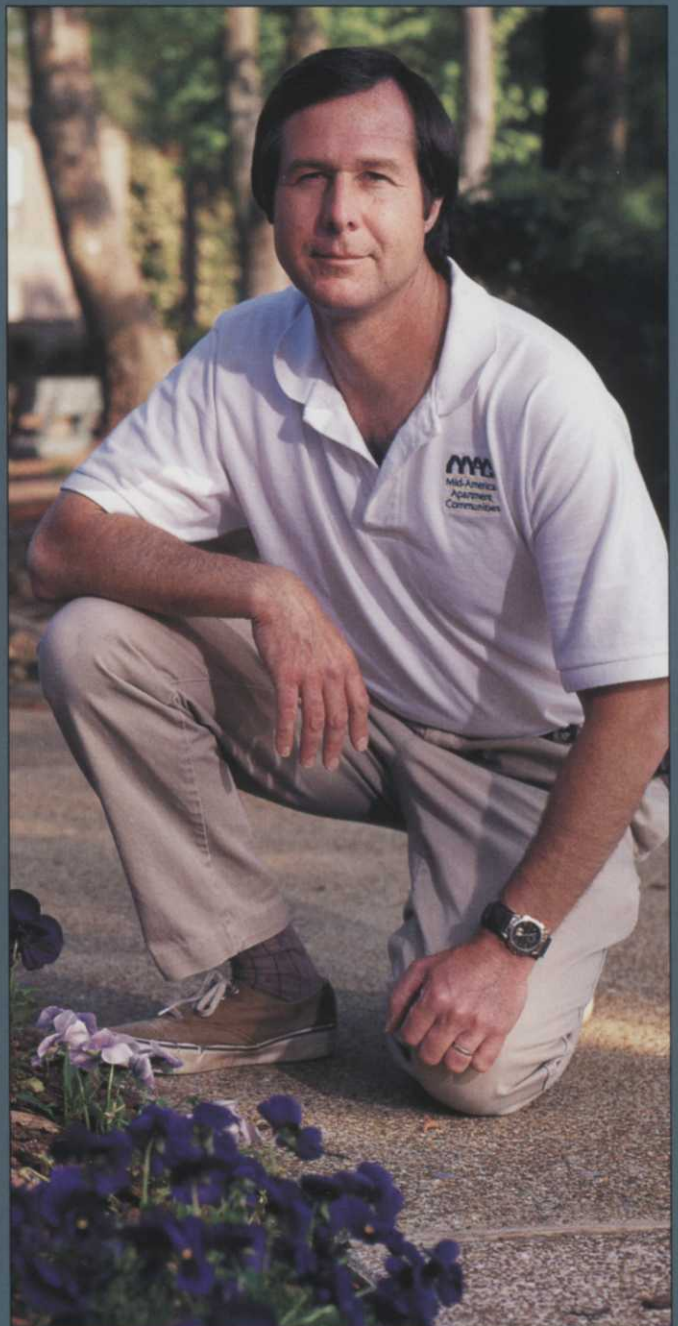
"I choose Gallery because it works. Our landscapes are weed free all season, and I like the fact we're preventing problems rather than trying to control weeds after they've erupted," says Johnson.

Stopping weeds before they emerge also offers budgetary benefits.

"Gallery saves time and ultimately money throughout the season because my crew is freed from hand-weeding or fighting tough broadleaf weeds postemergently. I'd rather spend one afternoon preventing weeds with Gallery than chasing them down all season long," says Johnson.

#### **How Gallery Works**

Gallery is unique. It stops weeds before they break the soil surface. For best results, apply Gallery in the spring or fall before weed seeds germinate. Spring applications prevent broadleaf weeds all through the warmer months, and fall applications prevent



**Rick Johnson: "Our landscapes are weed free all season, and we're preventing problems rather than trying to control weeds after they've erupted."**

both fall germinating weeds as well as those that would germinate the following spring.

Once activated by at least one-half inch of rainfall or sprinkler water, Gallery sets up a solid control area around weed seedlings. Gallery disrupts and halts root and stem development of the weeds so

seedlings gradually die before breaking the soil surface.

For more information about Gallery, contact a Dow AgroSciences sales representative or call the Dow AgroSciences Customer Information Center at 1-800-255-3726.

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WITNESS PROTECTION PLAN

For some, protection can be a matter of life and death. But when it comes to protecting your ornamentals, death is not an option if you use Surflan® herbicide from Dow AgroSciences. In fact, while being safe over the top of 400 types of ornamentals, it's still tough as nails on weeds. Surflan gives you extended control of 50 weeds such as crabgrass and goosegrass. It also strong-arms small-seeded broadleaf weeds like



ORNAMENTAL PROTECTION PLAN

chickweed and henbit – weeds that are usually untouchable. Plus Surflan can be used in many tank mixes. So when it comes to protecting ornamentals while killing weeds, let's just say we've got an offer you can't refuse. For more information on Surflan or any other product in the extensive line of Dow AgroSciences products, call 1-800-255-3726 or visit our web site at [www.dowagro.com](http://www.dowagro.com).



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Always read and follow label directions.

# Reaping the Benefits of Preemergence Control

**L**andscape professionals throughout the country know the beauty of green, healthy turf surrounding groupings of flowers and shrubs cannot be undervalued. In addition to the aesthetic value, a vital, rich turf purifies and conserves water, helps prevent costly soil erosion and runoff. Weeds will not only damage the appearance of turf, but will reduce its quantity and quality by competing for sunlight, water, nutrients and space. Unfortunately, it only takes a few unsightly weeds to ruin the beauty and health of a well-cared-for landscape.

Surflan\* preemergence herbicide will help keep turf attractive by preventing more than 50 hard-to-control grassy and broadleaf weeds, including chickweed, crabgrass and goosegrass. Surflan has been used successfully by turf managers for more than 15 years. It also easily tank-mixes with Gallery\* preemergence herbicide in order to broaden the spectrum of broadleaf weed control even further.

#### Timing

Surflan must be applied before weed seeds germinate. In warm-season turf, Surflan can be applied in the spring for summer annual grass and broadleaf weed control, and in the fall for *Poa annua* and winter annual weed control.



Surflan\* Preemergence Herbicide

After being activated by at least one-half inch of rainfall or irrigation, Surflan sets up a "weed prevention zone" around seedlings, halting their development before they ever break the soil surface.

#### The Product of Choice

The chemistry of Surflan herbicide enables it to bind tightly with soil particles and makes it very low in water solubility. And because Surflan is low in volatility, it can wait for rain or irrigation for up to 21 days. So, even under extreme heat conditions, it won't break down like many herbicides in the marketplace.

The versatility of Surflan makes it the preferred pre-emergent for many turf managers.

Instead of purchasing multiple products to meet their needs, increased efficiency is achieved by buying one product: Surflan. Managers will purchase less product overall and reduce the hassles of mixing and container rinsing.

And because it can be used over the top of more than 400 ornamentals, including annuals and bulbs, nothing is better suited than Surflan to sensitive sites like playgrounds, parks, commercial areas or neighborhood yards.

#### Surflan Supply

Recently, major improvements were made to the Surflan herbicide production facility which will help ensure that all orders will be filled on a timely basis throughout 1998. In addition, current Surflan supplies are up, so all pre-season orders can be filled.

So start planning now for the busy months ahead with Surflan preemergence herbicide.

For more information about Surflan, call Dow AgroSciences at 1-800-255-3726.

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# Trenton Thunders

## Not the Only Team on the Field

**T**he Trenton Center located in Trenton, N.J., hosts concerts, festivals, and baseball games; in fact it is home to the Double A Baseball team the Trenton Thunders. Because of the level of activity at the Center, turf traffic is exceptionally heavy.

"We've reseeded in multiple areas of the field because of the heavy wear. Cleat damage alone tears the place up," says Chris Scaglione, owner of Spring Green Lawn Care located in Englishstown.

And traffic isn't the only challenge Scaglione faces at the Center. "We had put down Team\* Pro preemergent in the spring primarily to prevent crabgrass," says Scaglione. "Later, when we'd had up to 50 days with no rain with temperatures in the 90s, Team Pro was really put to the test. But even with those weather conditions, we didn't have to worry.

Team Pro held up great."

Team Pro is Team\* plus the added preemergence prevention of key broadleaf weeds, including oxalis and spurge. This control comes from the same mixture of herbicides, Balan and Treflan, that's found in Team, but in a different ratio. This new ratio is even more effective on broadleaf weeds, yet still provides benefits of Team — such as exceptional crabgrass control (thanks to a high vapor pressure which spreads it



**Scaglione: Better weed control for the money with Team Pro.**

throughout the weed germination zone). And it's not only effective; it's more economical when compared to many other herbicides.

Scaglione notes, "Team Pro gives me far better weed control for the money than pendimethalin did, and it really prevented breakthrough. I'm glad I made the switch."

Scaglione makes two applications per year. "We put it down at recommended rates. One application in early spring, and another six weeks later on spots that I feel are 'crabgrass prone' — those areas that receive high amounts of sun," he says.

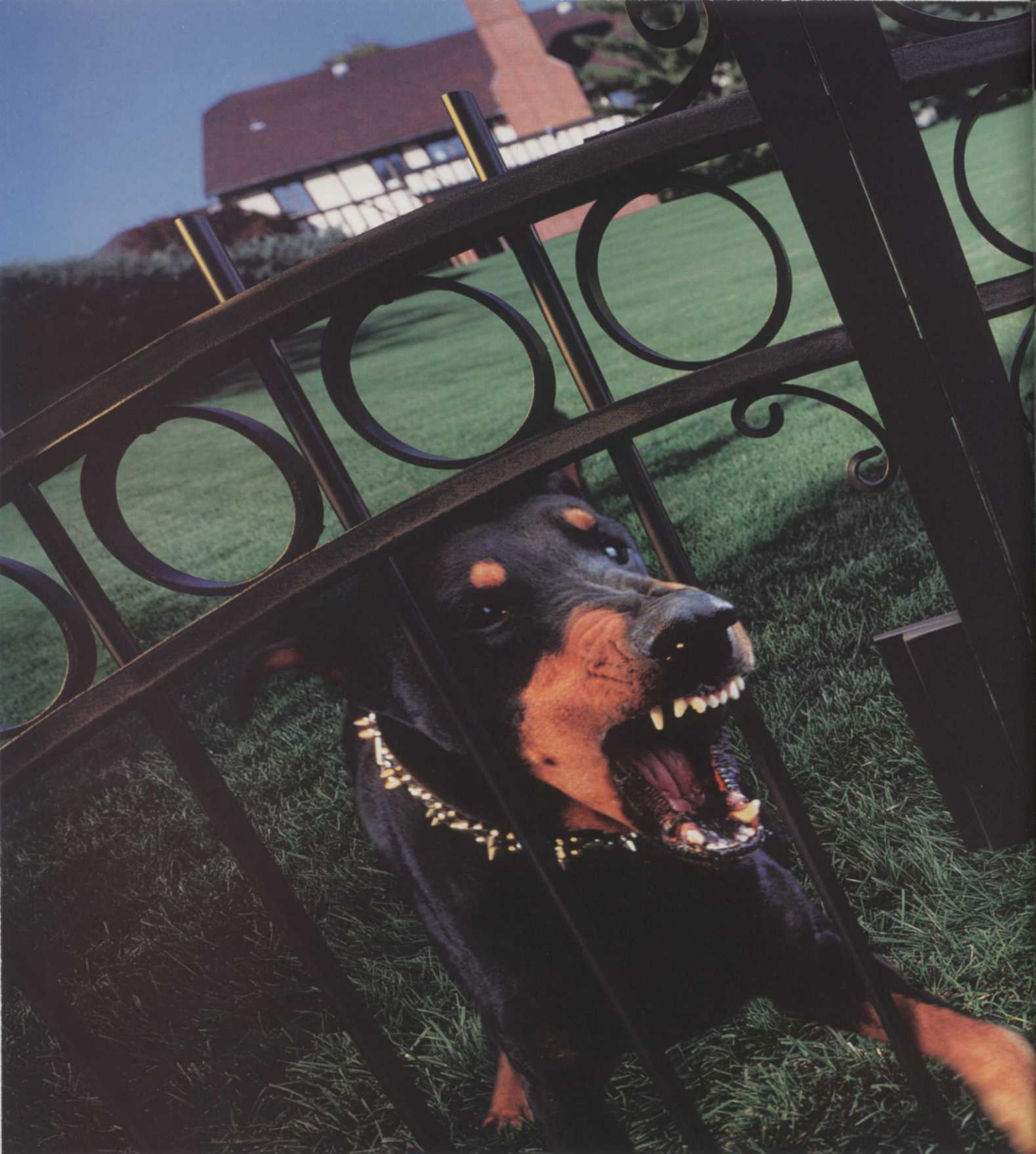
Team Pro is available on fertilizer and is safe on established ornamentals. And, it won't stain customers' property like pendimethalin. Informs Scaglione, "Team

Pro is easy to work with. And it doesn't stain our equipment either."

Team Pro can be used on both cool-and warm season turf, and it offers increased consistency on everything from spurge to oxalis. Unfortunately, the Thunders performance hasn't been quite as consistent. The team made it to the playoffs in '96 but then failed in 1997. Scaglione believes he knows what prevented the team from going all the way. "The turf looks so good this year — it distracted the players," he jokes.

If you'd like further information about Team Pro or any other Dow AgroSciences product, call your Dow AgroSciences sales representative or the Dow AgroSciences Customer Information Center at 1-800-255-3726.

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## **If you really want to keep something**

It takes two fierce herbicides acting side by side to keep crabgrass, goosegrass, spurge, oxalis and other weeds from breaking into your customers' property. Team<sup>®</sup> Pro preemergence herbicide combines Balan<sup>®</sup> and Treflan<sup>®</sup> herbicides into the most consistent, fast-acting, long-lasting crabgrass preventer available. Team Pro protects lawns better than pendimethalin without severe staining of spreaders, shoes or landscaping.