

IN THIS ISSUE

Feature Articles

- LCAP Winter Conference Front cover
- LCAP Cool Season Turf Course Front cover

LCAP News

- LCAPARA Award Winner 4
- LCAP Member Profile 4

Industry News

- Fertilizer Lawsuit 6
- ALCA/PLCAA Merger 7
- PTC Events 7
- 2,4-D Research 9

Business

- Operations 12

- Technology News 13

Our Advertisers

- Conservation Resources 5
- Fisher and Son 8
- LESCO, Inc. 6

February 1, 2005, at the Holiday Inn – Lehigh Valley

LCAP's 14th Annual Winter Conference

If you haven't already registered for LCAP's 14th Annual Winter Conference and Trade Show, it's not too late!

Printed on page is an agenda of the seminars and presentations which will be available at the conference. Attendance at the sessions will be worth 11 total credits (2 Core, 2 Category 6 (Tree) and 7 Category 7 (Lawn/Turf), and 9 Category 23 (Parks/Rec).

The cost for the conference, materials, continental breakfast, lunch, and admission to the trade show is \$55 for an LCAP member and \$75 for a non-member. The registration deadline is **January 26, 2005**.

The Holiday Inn – Lehigh Valley, just

minutes from Allentown, is located at the intersection of I-78 and Route 100 South (Exit 49A) in Fogelsville, just 3 miles west of the Northeast Extension PA Turnpike (Route 476), exit 56. For further information about the hotel or overnight accommodations, call them at (610) 391-1000.

Call the LCAP executive office now at 1-800-577-6801 or email lawncareofpa@aol.com to request your conference brochure today!

In addition to the seminars and trade show, there will be a putting contest, drawings and prizes! Register today!

(continued with Agenda on page 3)

Management of Cool Seasons Lawns . . . off to a "COOL" start

The Lawn Care Association of Pennsylvania in cooperation with the Professional Lawn Care Association of America (PLCAA) has developed a new course titled Certified Turfgrass Professional - Management of Cool Season Lawns – an independent study.

Gary Clayton, executive vice president of PLCAA states, "The independent study allows the participant to learn the subject at his own pace, without attending formal classes. Like other educational and self-improvement activities, the more one puts into it, the more he or she will learn from the benefit of the experience."

Course Content

The course was developed by Dr. Peter Landschoot, Professor of Turfgrass Science at Pennsylvania State University, and by Nancy Bosold, an extension agent with Pennsylvania State Cooperative Extension Service, in conjunction with LCAP and PLCAA. The self-paced, self-study program features over 10 study sections covering topics ranging from growth and development to calibration of pesticide application equipment. Topics that are most

important to lawn care and landscape operations (i.e. fertilization, establishment/renovation, and pest management) are covered in the greatest detail. It is designed to provide professionals the fundamentals of lawn care to either develop a foundation for understanding or advance the knowledge of the "hows and whys" of lawn and grounds management in the northern United States.

The two associations are pleased with the over-all response of the course since the course was launched to the public on May 1st 2004. There have been nearly 50 people who have registered for the course, and one member who has successfully completed the course with high scores on both exams – Mr. Allen Gibson from Sioux Falls, SD.



Testimonial

As a teacher at the Southeast Technical Institute, an instructor of Greenhouse and General Horticulture, Gibson stated that he took the course "simply to expand my knowledge base." Gibson further stated, "The course was very comprehensible. Even though I am not in the professional lawn







(continued on page 3)

LCAP NEWS

Lawn Care Association of Pennsylvania

Official Publication of the Lawn Care Association of Pennsylvania

LAWN CARE ASSOCIATION OF PENNSYLVANIA 2005 MAGAZINE ADVERTISING RATES/CONTRACT

 <input type="checkbox"/> Full Page 3-1/2" x 10" \$200	 <input type="checkbox"/> One-Third Page Vertical 2-5/16" x 9-3/4" \$100
 <input type="checkbox"/> 1/2 Page Horizontal - 3-1/2" x 5" Vertical - 3-9/16" x 9-3/4" \$150	 <input type="checkbox"/> Two-Thirds Page 5" x 6-1/2" \$175
 <input type="checkbox"/> One-Quarter Page 3-9/16" x 5" \$75	 <input type="checkbox"/> Business Card Horizontal - 3-9/16" x 1-3/4" Vertical - 2-5/16" x 3.5" \$50

Business Name _____

Contact Person _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

Email _____

Mechanical Requirements: Printed Offset, 133-150 Line Screen, Trim Size 8-1/2" x 11".
One time scanning charge of \$20 for all sizes except business card. Ad design is available and will be billed separately.
Ad prices are per issue.

Issue	Camera-Ready Art Due
Spring 2005	March 1
Summer 2005	June 1
Fall 2005	September 1
Winter 2005	November 1

Issue Date:

Spring Summer Fall Winter

Ad Size \$ _____ x _____ (# of issues) = \$ _____

Total Enclosed \$ _____

To Purchase Advertising

Please complete and return this form with check to:
LCAP, P.O. Box 226, Elysburg, PA 17824
1-800-577-6801 • 570-672-9618 fax
email: lawncareofpa@aol.com
www.lawncareofpa.org

Robert S. Williamson
President



Tom Shotzbarger
Vice President

P.O. Box 226
Elysburg, PA 17824
800.577.6801

Jeanie M. Crowl
Administrator
Newsletter Editor

570.672.9618
email: lawncareofpa@aol.com
www.lawncareofpa.org

Executive Officers

Robert S. Williamson, President (215) 799-2000, x. 2490
(215) 721.2806 (fax)
bwilliamson@emoyer.com

Tom Shotzbarger, Vice President (717) 399-1991
(717) 399.3450 (fax)
toms@tbl.com

Michael Kravitsky IV, Past President .. (570) 287-6114, x. 205
(570) 288.2709 (fax)
michael@grasshopperlawns.com

Lawn Care Directors

Scott Chambers (610) 678-5599
(610) 927.0790 (fax)
vikinglawn@verizon.net

David Middlemiss (412) 655-4500
(412) 655.7758 (fax)
djmiddlemiss@hotmail.com

Dan Rothermel (610) 944-0408, x. 223
(610) 944.6339 (fax)
greengiant@fast.net

Supplier Directors

Andrew Adams (215) 657-3999
(215) 441.5485 (fax)
andrewadamsinc@aol.com

Jeff Carl (800) 321-5325, x. 6345
(717) 600.1122 (fax)
sls189@lesco.com

David Crank (304) 876-6001
(304) 876.6004 (fax)
david.crank@bayercropscience.com

2005 BOARD OF DIRECTORS

Lawn Care Association of Pennsylvania NEWS is published quarterly for members, friends and supporters of the Lawn Care Association of Pennsylvania. Members concerned with the development, promotion and advancement of the lawn care profession can publicize news events, special projects, technical information, etc., by providing details of the information to be published. We reserve the right to edit materials submitted to meet space requirements. LCAP disclaims any responsibility for statements made or opinions expressed in articles appearing herein unless otherwise stated. Products or services advertised in the *Lawn Care Association of Pennsylvania NEWS* are not directly or tacitly endorsed by the Lawn Care Association of Pennsylvania. The statements and materials represented in the advertising are the responsibility of the advertiser.

LCAP Winter Conference Agenda
 February 1, 2005 ** Holiday Inn – Lehigh Valley
 AGENDA

- | | |
|---|--|
| <p>7:30 Registration / Continental Breakfast / Trade Show</p> <p>8:15 Tree & Shrub Insect Problems 2004
 <i>David Brandt, Tree & Shrub Specialist</i>
 <i>Moyer & Son Lawn & Tree Care</i></p> <p>9:15 Grub Control
 <i>Nancy Bosold, Penn State Cooperative</i>
 <i>Extension Turfgrass Specialist</i></p> <p>10:15 Break / Trade Show</p> <p>10:45 Using Mushroom Soils and Compost in an IPM Program
 <i>Dr. Pete Landschoot, Professor of Turfgrass Science,</i>
 <i>Penn State University</i></p> <p>11:45 Lunch (<i>contests, drawings, prizes</i>)</p> <p>1:00 Political Advocacy
 <i>John Buechner, Director of Technical Services Lawn</i>
 <i>Doctor, Inc.</i></p> | <p>1:30 PDA's Top Regulatory Violations and FAQ's
 <i>David Scott, PA Dept. of Agriculture</i></p> <p>2:00 Application Techniques—Why the right product doesn't always get the results
 <i>Richard Shearman, Technical Sales Representative,</i>
 <i>SynaTek</i></p> <p>2:55 Beverage Break</p> <p>3:00 LCAP Turfgrass Update—Solutions to Your Turf Problems
 <i>LCAP Staff</i></p> <p>3:31 Credits Assigned</p> |
|---|--|

Management of Cool Seasons Lawns

(continued from page 1)

care business, I would feel comfortable putting into practice many of the concepts I learned on my own lawn at home.” Gibson is a graduate now of all three of the PLCAA certification courses including Certified Turfgrass Professional – Principles of Turfgrass Management and Certified Ornamental Landscape Professional (COLP).

Details of the Course

To complete the course you must pass two “closed book” exams monitored by a proctor within 12 months of receiving the course manual.

You may schedule to take the test at a nearby technical school, college or university, or verifiable testing center. Pennsylvania residents may also arrange to take the test at a local cooperative extension office.

The cost of the course is \$225 for PLCAA and/or LCAP members. Non-members may purchase the course for \$295.

For payment, we will accept Visa, MasterCard and American Express credit cards or payments by check. Quantity discounts are available. Purchase nine course books and receive a 10th one free.

PLCAA is the managing house for the CTP-Cool Season Lawns coursework. Marketing efforts have included trade publications, internet sales, direct mailing, promotional brochures, ads in the ProSource newsletter, and promotions in PLCAA's bi-weekly electronic newsletter that is distributed to more than 1,200 individuals and lawn care and landscape companies.

For more information about the course, contact PLCAA at 800-458-3466.

A picture is worth a thousand words ...



New York State Lawn Care Association Also Named

LCAP Named Co-Winner of PLCAA's ARA Award

Each year the Professional Lawn Care Association of America (PLCAA) recognizes an Allied Regional Association (ARA) for its significant contribution to the green industry and support of PLCAA.

Co-winners for 2004 are **Lawn Care Association of Pennsylvania** and the New York State Lawn Care Association. Both regional groups were honored at PLCAA's Annual Meeting and Dinner during the 25th Anniversary of the Green Industry Conference. The event was held November 3-6, 2004, in Charlotte, North Carolina.

LCAP cited its ongoing commitment to "Management of Cool Season Lawns," an independent study course developed as a certification program for the beginning lawn care or landscape professional.

LCAP has diligently worked on this program since its inception in 1997 with the sponsorship of Syngenta, Bayer, PLCAA, LESCO, and



Lebanon Turf Products.

Developed by faculty from Penn State University in association with both LCAP and PLCAA, the course provides users with a comprehensive foundation for understanding lawn and grounds management in the northern United States and will allow them to complete the course from their homes over a 12-month period.

"Management of Cool Season Lawns" is an affordable tool that LCAP members, as well as non-members, will be able to take advantage of. LCAP is also hoping that the study program will enhance its membership numbers as well as its position of leadership in the Pennsylvania green industry.

Accepting the award on behalf of LCAP was Bob Williamson, LCAP President from Moyer and Son, Inc., and Michael Kravitsky IV, former LCAP President from Grasshopper Lawns.

Twelve reasons to renew your LCAP membership in '05

A Dozen Reasons Why You Need Your Professional Association

1. **Interaction with real people in the industry.** Associations serve as your primary link to other colleagues. Remember that email and phones are great technological tools, but they can't take the place of one-on-one interaction with fellow industry peers and networking.
2. **Sharpen your skills.** Taking advantage of your association's educational opportunities allows you to hone your skills and stay competitive in the 21st century.
3. **Collaborations.** Exchanging ideas is much easier with the assistance of your association.
4. **Keep up with new laws and regulations.** Your association will monitor critical legislation and keep you apprised of pertinent industry regulations that demand your compliance.
5. **Get frequent updates on industry changes.** Through websites and publications, your association can inform you about the latest industry innovations, keeping you abreast of the times, not behind them.
6. **Certification and standards.** As workplace standards and government regulations change, your association can keep you informed and assist you in meeting requirements.
7. **Use of a recognized logo.** As a member of LCAP, you are able to use the newly redesigned, contemporary logo on your stationery, ads and other promotional materials which will identify you and your business as a recognized professional in the industry.
8. **Increase your clout.** Getting and remaining involved in your association will allow you to make a name for yourself and achieve that next level.
9. **Save time and money.** Your association has the tools and information to point you in the right direction when undertaking a new project, saving you time and money.
10. **Receive quality services.** Whenever you need help, your association will provide one-stop guidance to get the job done.
11. **Find business partners.** Now that mergers and strategic alliances have become the norm, you'll find potential business partners through the workings of your association.
12. **Anticipate and prepare for your future.** Associations envision how the industry or profession will look in the coming years.

Lee A. Kozsey

LCAP Member Profile

The driving force behind LCAP is its membership base. Members stimulate and promote the lawn care industry and subsequently increase LCAP's visibility.

The LCAP member to be profiled in this issue is **Lee A. Kozsey** of Syngenta. Lee has been in the lawn care business a total of 42 years, 25 years in agricultural research and 17 years in sales.

As a Technical Sales Representative for Syngenta, a leading manufacturer of lawn care products, he cites his reason for LCAP membership as providing support for LCAP and its members.

Lee and his wife Lucille have 3 children, 5 grandchildren and 1 very special great-granddaughter. He serves as a director on his condominium board and as a consultant for the Bethlehem Parks Commission.



Our Phone# 215-766-7000

Fax# 215-766-8777

We are conveniently located between
Rtes 611 & 413 Just off of Stump Road,
Our Location: 5990 Potters Lane, Pipersville, PA 18947

ATTENTION!!

**Landscape Contractors, Excavators,
Turf Contractors,
Builders, Townships, Parks Department,
Athletic Associations...**

**If you Work or Play in the dirt,
we have the products you need!!**

We carry many types of Erosion Control Blankets, Sediment Basin
Skimmers, Pond & Landfill Liners, Turf Establishment Products,
Fertilizers, Weed Control Blankets, Drainage Systems, Drainage
Control Blankets, Woven & Non Woven Geofabric,
SILT FENCE * SUPER SILT FENCE * SAFETY FENCE
Splash Blocks * Drought Fighting Materials
Retaining Wall Products * Pavers * T-Posts
Large variety of Green Industry Grade Tools
*** We also carry Salt & Ice Melt Products ***

STOP IN AND SEE ALL THE ITEMS WE HAVE OR

Visit our website at

www.ConservationResources.biz

Lawsuit challenges fertilizer rules

(Editor's note: The article which appears below has been reprinted from the Wisconsin State Journal, December 16, 2004, and was written by Ed Treleven. The Journal and [madison.com](http://www.madison.com) is operated by Capital Newspapers, which also publishes The Capital Times, Agri-View and Apartment Showcase. Former LCAP President and current boardmember Michael Kravitsky IV of Grasshopper Lawns in Larksville has written an introduction to the article to make it timely for Pennsylvania.)

"I applaud the group that filed the lawsuit. In my local service area, we are dealing with the Borough of Harvey's Lake and all their misinformed information regarding phosphorus. The real problem at this particular lake is the sewer system that continues to bleed into the lake during heavy rain events. Another problem is the migratory ducks and geese that have found a year-round home on the lake because the residents and visitors continue to feed them ... they never leave!

We have tried for many months to talk with the borough environmental committee to explain that a healthy lawn helps filter out many of the contaminants going into the lake. We have even agreed to stop applying phosphorus in our fertilizer applications on a regular basis. Only after a soil test indicates that the phosphorus level is low, and the lawn is suffering from lack thereof, would we apply phosphorus. The committee declined and recommended to council a zero tolerance ban.

They even went a step further to write an ordinance that specifically states, "Any vehicle traveling into the Borough of Harvey's Lake must stop at the borough building for inspection." As written this ordinance states any vehicle traveling into the borough, think about it, **any vehicle** traveling into the borough - homeowners, tractor trailers supplying garden centers, landscapers going to a job, etc. - would have to stop for inspection.

This is just one small borough causing all this trouble. What is going to happen when other towns and cities get on the bandwagon? Just take a look at surrounding states and Canada to see our future if we don't band together and act now."

MADISON, WI - A federal lawsuit filed Wednesday (December 15, 2004) seeks to mow down city and county ordinances banning the use of lawn fertilizers containing phosphorus.

The lawsuit, filed by a group of fertilizer retailers, lawn-care businesses and trade groups, alleges that the ordinances, scheduled to take effect Jan. 1, are pre-empted by federal and state laws and violate the equal protection and free speech clauses of the U.S. and Wisconsin constitutions.

The group wants U.S. District Judge Barbara Crabb to declare the ordinances null and void and stop the city and county from implementing and enforcing them.

Spokesmen for Madison Mayor Dave Cieslewicz and Dane County Executive Kathleen Falk vowed they would fight the lawsuit, saying the reduction of phosphorus is important to the restoration of Dane County lakes.

"(The ordinance) will help us control the phosphorus going into the lake," said Falk spokesman Topf Wells, "which will help us reduce the noxious algae blooms that make our lakes less attractive to use and, to a degree, less safe."

"The ordinance is an important part of protecting the Madison-area lakes and starting them on the road to recovery," said Cieslewicz spokesman George Twigg.

The group filing the lawsuit filed claims with the city and county in June demanding the ordinances be abandoned because they are supported by "neither science or the law."

According to the lawsuit, advocates of the phosphorus ban admit that lawns are only a minor source of phosphorus runoff into lakes.

The suit refers to research by the UW- Madison's O.J. Noer Turfgrass Research Center which asserts that poorly kept, unfertilized lawns contribute 40 percent more phosphorus to runoff than well-maintained, fertilized lawns.

It also notes that dog waste contributes 91 times more phosphorus to runoff than a fertilized lawn and that waste from a single goose contributes 68 times more.

The suit further claims that Dane County exacerbates its problem with Eurasian milfoil, a nuisance plant that has thrived in Madison lakes, by using mechanical harvesters. That process creates thousands of milfoil fragments, the lawsuit states, and those fragments are the means by which milfoil reproduces.

"Instead of modifying this practice, however, the city and the county have chosen instead to ban phosphorus-containing products for non-agricultural purposes," the lawsuit states.

Plaintiffs in the lawsuit are: CropLife America, a Washington, D.C., fertilizer trade association; Responsible Industry for a Sound Environment, another Washington fertilizer trade association; the Wisconsin Fertilizer and Chemical Association; the Midwest Hardware Association; and the Wisconsin Landscape Federation. Businesses include Berry Hill Farms and Landmark Services Cooperative, both of Cottage Grove; Keyman Lawn Care of Verona and Midwest Lawn Care of Middleton.

In addition to the city and county, the defendants include Kathryn Vedder, city director of public health; city attorney Michael May; Falk; and Lynn Green, county Department of Human Services director.



Whether you need fertilizer, seed, equipment or just time-tested free advice from a turf professional, we're here for you.

Bethlehem
Bridgeville
Broomall
Erie
Gibsonia
Harrisburg
Lancaster
Langhorne
Mechanicsburg
Monroeville
Moosic
Norristown
Sewickley
Warminster
West Chester

Call 800-321-5325 or visit us on-line at www.lesco.com for the location nearest you.

LESICO

EPA Releases Report Containing Latest Estimates of Pesticide Use in the United States

EPA's report, "Pesticide Industry Sales and Usage: 2000 and 2001 Market Estimates" is now available to the public. This report contains the latest estimates of pesticide use in the United States.

It includes information on agricultural and nonagricultural pesticide use and illustrates graphically historical trends and levels of use over the last 20 years. Also included are data on imports, exports, firms, employment, the number of certified applicators, and the number of pesticides in use. The report contains statistics on pesticide sales and usage based on available information taken from Agency records of registrations, USDA surveys of pesticide use, and other public and proprietary sources. Highlights include:

- Conventional pesticide use was down slightly from recent years at about 888 million pounds of active ingredient in 2001, 926 in 2000, and approximately 912 million pounds in both 1999 and 1998.
- Other pesticides, including wood preservatives, chlorine and hypochlorites, and specialty biocides, pushed total US pesticide use to about 4,972 million pounds of active ingredient in 2001.
- Pesticide use occurs on more than 941,000 farms and in more than 78 million households in the United States.
- Herbicides were the leading type of pesticides used, in terms of both user expenditures and volume.

- With 85 to 90 million pounds used in 2001, the herbicide glyphosate replaced atrazine as the most widely used pesticide in the agricultural market sector-up from number 2 in 1999, 5 in 1997, and 17 in 1987.
- 2,4-D was the most widely used pesticide in both the home and garden and the industry/commercial/government sectors with 8-11 and 16-18 million pounds used in each sector, respectively.
- Annual US pesticide user expenditures totaled approximately \$11,090 million in 2001 accounting for about 34% of the total world market.

The new report is available on EPA's Web site at <http://www.epa.gov/oppead1/pestsales/index.htm>.

ALCA AND PLCAA MEMBERS VOTE TO FORM NEW ASSOCIATION

The Professional Lawn Care Association of America (PLCAA) and the Associated Landscape Contractors of America (ALCA) have announced that their two organizations will merge to form a new association, effective January 1, 2005.

More than 90 percent of the members who voted agreed to consolidate into a new green industry association that will provide a stronger voice and increased lobbying capabilities for the combined organization. The merger of PLCAA and ALCA into a new association will also mean expanded member benefits and services.

PLCAA's president, Jim Campanella, adds, "This is an exciting strategic direction for the lawn and landscape industry. By pooling resources, we advance our opportunities to ensure the future of the industry and to have a greater lobbying impact on Capitol Hill. We will work to ensure that the transition effectively addresses the needs of our collective memberships and boards. The combined talent of both associations will enable us to offer our members better opportunities for business growth and development and to address challenges as we move forward in an effort to shape the face of the lawn and landscape industry."

ALCA's president, Kurt Kluznik, CCLP, says, "The merger of ALCA and PLCAA creates a powerful new association formed to address our members' mutual needs and concerns and to serve as the voice of the green industry. It allows for greater synergy while increasing our members' networking capabilities and providing enhanced member services and benefits. This is an exciting time for the green industry and a major step toward unification."

The new organization will be comprised of approximately 4,000 professional interior and exterior maintenance, installation, design/build, and lawn care firms and suppliers.



2004-05 Events

EASTERN PA TURF CONFERENCE AND TRADE SHOW
 January 11 - 13, 2005
 Valley Forge Convention Center, King of Prussia, PA

NORTHEASTERN PA TURF CONFERENCE & TRADE SHOW
 January 27, 2005
 The Woodlands Inn & Resort, Wilkes-Barre, PA

WESTERN PA TURF CONFERENCE AND TRADE SHOW
 March 1-3, 2005
 Greater Pittsburgh ExpoMart, Monroeville, PA

Check our website for updates on events and registration forms

www.paturf.org

Lawn Mowers vs. the Gas Pump

-contributed by Lisa Kalis, *New York Times*

Barbara Moss noticed a new item on her \$260 lawn-care bill this month: a \$6 gas surcharge. She has used the same service for 14 years and does not remember its ever raising rates, so the charge caught her eye. "When you see something like that, you know gas prices are affecting everyone," said Ms. Moss, an interior designer from Katonah, NY.

This past summer, the former sanctuary known as the yard became an economic indicator. With the season's first bills, homeowners - especially weekenders, who are less likely to tackle the chores themselves - discovered that they're paying more for everything from getting the pool cleaned to getting groceries delivered, and, especially, for getting their lawns mowed, since lawn-care companies rely on gas for most of the equipment they use. And while the surcharges were fairly small, they're still an annoying intrusion of the real world into homeowners' summertime idyll.

Of course, the lawn services' assorted whackers and trimmers eat up fuel - some even require higher octane gasoline. But, it turns out, the equipment isn't the biggest problem. "Our machines hold 12 gallons of gas, and can mow over eight hours," said Ken Raney, a manager at Hustler Turf Equipment in Hesston, KN. For the average residential lawn, "that's not a whole lot of extra cost," he said. "We're just talking a few pennies."

The real problem: the trucks used to haul everything around.

Lawn companies generally need heavy-duty trucks of the 10-miles-per-gallon variety, able to pull trailers and hold hundreds of pounds of tools. **Don Burton, president of the New York State Lawn Care Association**, estimates that fuel amounts to 4.8 percent to 6.9 percent of business costs for lawn-care companies.

Jim Lewis, owner of Lewis Landscape Services in Tigard, OR, says he is thinking about buying some new trucks. He currently spends \$200 a day on gas for his 170 residential customers - almost \$7 more per customer each month than last year. In the next few weeks, he said, he plans to raise his rates by \$10 a month, the first uptick in two years. "The problem with a fuel surcharge is if I knock everyone up, then later knock them down, it's probably time to increase prices anyway," he said.

Bigger companies can often handle the increase more easily, but it still has an impact. Cagwin & Dorward, a landscaper in Novato, CA, with 12 offices and 200 trucks, hasn't added a surcharge yet. But the company is buying 30 new trucks this year, and with gas still hovering around \$2 a gallon for regular, "fuel economy becomes the main criteria," said Wayne Richards, the company's chief operating officer.

Lawn equipment has become more fuel efficient over the years, which has some companies shopping. Envirogreen Lawn Care in Fort Collins, CO, plans to spend \$14,000 next year for a new Walker mower that uses less gas. In the meantime, the company just started a \$2-per-mow surcharge and has given up some customers who live too far away.

One manufacturer, Bad Boy Mowers in Batesville, AR, will introduce a commercial diesel mower next year. "Usually lawn-care services go to diesel if they're too concerned over gas," said Phil Pulley, who owns Bad Boy. "Diesel is considerably cheaper."

Deere & Company in Moline, IL, even makes a hybrid electric-gas mower. But don't expect the Prius of mowers at the local garden center anytime soon; its real advantages are how cleanly and quietly it runs, and at \$26,000 to \$30,000 is marketed just for golf courses. For other types of lawns, "we have some prototypes, but it's not something we're moving fast on," said Ken Golden, a Deere spokesman.

The surcharges have some lawn-service customers fed up. Bob Andrews, owner of the Greenskeeper in Indianapolis, spends about \$200 a day on gasoline and recently started billing an extra 50 cents per mow. Despite the small size of the jump, one customer complained and another canceled service entirely. "He thought higher costs were something a business should absorb," Mr. Andrews said. "I can tell you one thing, he's never owned a business."

Others aren't sure they're being charged fairly. Leslie Shigaki, a New York lawyer, found a \$5 surcharge on the June lawn bill for her weekend house in Clinton, N.Y., usually \$100 a month for two visits. She's not opposed to the idea. But the mower lives a mile away, and her lawn is less than an acre. She estimated the charge would cover the increase for five gallons of gas. "I don't believe he uses five gallons of gas to get to my house and mow the lawn," she said. "I think he just picked a number and stuck it on." She wrote him a note asking him to "be a little realistic," but hasn't heard back yet.

For each of his accounts, Scott Edwards of SHM Landscape Contractors in Norwalk, CT, calculated the gallons used in travel time and service. Two months ago, he added a fee for the increased cost of gas - \$2 or \$3 a week for each of his 56 customers. "That adds up," he said. "It's tough to raise prices. There's so much competition."

And though many services say they will remove the fee once prices go down, at least one customer has some doubts. "The snowplow service did the same thing two years ago," Ms Shigaki said. "It never came off."



The "Green Industry" Supplier
Superior Products for the
Turf & Horticultural Professional

<p>Dave Hunley 215-230-9560</p> <p>Bob Seltzer 610-704-4756</p> <p>Dan Nece 610-368-8632</p> <p>Thom Mahute 717-892-1455</p>	<p>•Turf & Horticultural Control Products</p> <p>•Fertilizer</p> <p>•Seed & Soil Amendments</p> <p>•Top Dressing</p>
--	--



www.fisherandson.com

PENNSYLVANIA TURFGRASS COUNCIL TO HOST EASTERN PENNSYLVANIA TURF CONFERENCE

The Pennsylvania Turfgrass Council (PTC) will host its 2005 Eastern Pennsylvania Turf Conference and Trade Show from Tuesday, January 11, through Thursday, January 13, 2005 at the Valley Forge Convention Center & Radisson Hotel, King of Prussia.

Conference speakers will include the industry's top experts who will highlight innovations and the latest research in turfgrass management. Pesticide update training required for certified pesticide applicator license renewal will be awarded for attendance at specified educational sessions. Throughout the conference registrants can also attend the trade show featuring suppliers to the industry.

Highlights will include presentations by Penn State staff, private industry and public officials. A few are:

- Dr. Ali Harivandi, University of California
- Dr. Nick Christians, Iowa State University
- Dr. Albrecht Koppenhofer, Rutgers University
- Steve LeGros, University of New Hampshire

Leading industry supporters supplying speakers include: Bayer Environmental Services, Hahn Application Products, Gro'n Sell Inc., Great Blue Lake and Pond Management, and **Tomlinson Bomberger Lawn Care and Landscape**. Speakers will also be present from the USGA Green Section, Wildlands Conservancy, LandStudies, Inc., Lehigh Country Club, The Williard Group, the Philadelphia Eagles, and Berks County Parks.

A special addition this year is a workshop on Wednesday from 10:00 a.m. to noon, limited to the first 35 participants. **Dr. Peter Landschoot**, Penn State University, will conduct the workshop on "Using Spent Mushroom Substrate and Other Composts to Improve Turfgrass Performance."

Registration will open at 11:00 a.m. on Tuesday, and concurrent sessions on topics of general interest to the industry begin at 1:00 p.m. In addition to the workshop on Wednesday there are specialized sessions on golf course and grounds maintenance, as well as a general session.

On Thursday there are specialized sessions on golf course, grounds and lawn care maintenance and athletic fields. The conference is scheduled to conclude at 4:00 p.m.

Set up for the trade show begins at noon on Tuesday. It will feature nearly 100 exhibitors, displaying the latest innovations in supplies, equipment and technology. The **Lawn Care Association of Pennsylvania** will have an exhibit booth at the trade show.

The complete conference program and registration forms can be found at www.paturf.org

LCAP Participates in Public Testimony to EPA on Reregistration of 2,4-D

The Lawn Care Association of Pennsylvania was asked to submit comments this fall regarding the reregistration process of the herbicide 2,4-D with the Environmental Protection Agency (EPA).

The Industry Task Force II on 2,4-D Research Data was concerned about attacks being made against the herbicide by activist groups during the public comment period.

As you are aware, 2,4-D offers economical, wide spectrum weed control and can be mixed with many other herbicides, both to increase the spectrum of weed control and to prevent the possibility of weed resistance associated with newer herbicides.

After more than 55 years of extensive use, the US Department of Agriculture reports, "*No scientifically documented human health risks, either acute or chronic, exist from the approved uses of the phenoxy herbicides (2,4-D).*"

Former LCAP President Michael Kravitsky IV submitted a statement on behalf of LCAP supporting current labeled uses of 2,4-D be maintained for use in the lawn care industry.

LCAP received the letter printed below in response to our support.

INDUSTRY TASK FORCE II ON 2,4-D RESEARCH DATA

Phone: 252-393-3428
Fax: 252-393-6327
Information Line: U.S. and Canada 1-800-345-5109

B-26 Cedar Point Villas
Swansboro, NC 28584

October 25, 2004

Mr. Michael Kravitsky IV
President
Lawn Care Association of Pennsylvania
P.O. Box 226
Elysburg, PA 17824

Dear Mr. Kravitsky,

I would like to take this opportunity to thank you for submitting comments to the EPA in support of the reregistration of 2,4-D. Your comments provided important testimony on the ongoing contributions of this time-proven herbicide.

The original patent on 2,4-D (U.S. Patent No. 2,390,941) was issued to Dr. Franklin D. Jones, a plant physiologist working for a small research-oriented company in Pennsylvania in 1945. Dr. Jones was conducting experiments with the naturally occurring plant auxin, indole acetic acid (IAA), which is present in all plant matter and consumed by humans daily through fruit, vegetables and cereals.

Dr. Jones was attempting to use IAA to stimulate plant growth and ultimately increase the yields of food crops. IAA is chemically unstable thus Dr. Jones began looking at more stable analogs (compounds with very similar molecular structures), including the IAA analog 2,4-D. However, this analog killed the broad-leaved plants (dicots) in his tests, but didn't harm the grasses (monocots). Like many scientific discoveries, by happen-stance he discovered a herbicide that could selectively control broad-leaved weeds in cereal crops, sugar cane, pastures and turf grasses.

If Dr. Jones had discovered 2,4-D today, it would be a "model herbicide". It has most of the characteristics of the compounds now being approved by the EPA as low risk pesticides. I doubt that anyone in 1945 could have foreseen the wide range of uses of 2,4-D employed by American farmers to produce bountiful and healthy food.

Again, thank you for your support. It is very much appreciated.

Sincerely,


Donald L. Page
Executive Director

PS: The curators of the Henry Ford Museum recently identified the discovery of 2,4-D as one of the 75 most important innovations in the past 75 years.

e-mail: donpage@24d.org
2,4-D Web Page: www.24d.org

Professional Lawn Care Association of America (PLCAA) Announces Staff Change

The Professional Lawn Care Association of America (PLCAA) is pleased to announce the appointment of **Chuck McIntire** as the Vice President of Atlanta Operations and Business Development Manager for the new association being formed by the merger of PLCAA and the Associated Landscape Contractors of America (ALCA).



Jim Campanella, PLCAA President, in the announcement said, "I am very pleased that PLCAA and the new association will be able to utilize Chuck's vast industry experience and leadership in developing the premier green industry association for the future." Jim emphasized, "The already strong staffs of both associations are fortified with the addition of Chuck's talents, and our members will benefit from an individual who is well recognized and respected in our industry."

McIntire has over 25 years of industry-related experience, including executive board experience with PLCAA where he co-chaired one of PLCAA's most successful management conferences in 2000. His past industry experiences also include being vice president of TurfPride, Inc., a privately-owned lawn care company in Kennesaw, GA., regional director for the Southeast for Scotts LawnService of Marysville, OH, and corporate technical director for All Green Corporation in Marietta, GA.

"I am assuming this role with pride and respect at a time where the merger of the associations provides a very exciting opportunity to contribute to a new green industry association that will lead the industry to new heights." McIntire added, "As we work through the new strategic plan and key result areas that have been detailed to us by the new association's board of directors, I look forward to utilizing my experience as a valuable asset for the association and its members."

In addition to his business management experience, his operational background and technical knowledge demonstrate a passion for the industry noted by a BS degree in Botany from the University of Oklahoma and graduate studies in Plant Physiology from North Texas State University.

McIntire lives in Marietta, GA with his wife Tami and four children, Blake, Dayle, Reid and Marissa.

PA Road Rules

Since getting around in rural Pennsylvania requires hopping into a car or truck of some sort, here are some interesting rural transportation facts:

- There are more than 57,000 miles of highway in the state's predominately rural counties, which support 76.7 million vehicle-miles of travel daily – or 1,344 vehicles per mile of highway.
- Roughly 56% of rural roads are locally (township) owned and maintained; 38% are controlled by PENNDOT. Yet state roads handle 80% of rural miles traveled.
- Nearly 2,000 miles of rural roadways are either unpaved or made of dirt – and this does not include state forestry roads.
- Rural townships spend \$226.6 million on roadwork in 2000 (the last year for which statistics are available), nearly 10% of total municipal expenditures.
- A full 90% of rural residents aged 16 and older have a driver's license, compared to 83% in urban areas.
- The average rural driver travels more than 41 miles per day, nine miles farther than an urban driver.
- Of the 2.4 million vehicles registered in rural counties, 62% are passenger cars, 34% are trucks.
- Close to 41% of rural households had two or more vehicles, 19% had 3 or more. Only 8% had no vehicle at all.
- The average rural resident commutes 25 minutes to work; 80% travel alone.
- In 2000, 32,433 traffic-related accidents occurred in rural Pennsylvania – about 17.5 wrecks per 1,000 licensed drivers – resulting in 500 fatalities.

H2-B Short-Term Fix Fails in Lame Duck Congress

Green Industry stakeholders concerned over workforce limitations made a last-minute Congressional push to temporarily halt the approaching cap on the H2-B program for guest workers.

Language circulated by Senator Ted Kennedy (D-Massachusetts) would have subtracted from the growing number of H2-B workers those who worked in the H2-B program in the previous two fiscal years. This would have given the Green Industry about a one-year reprieve from the cap.

Unfortunately, neither lobbying effort directed at Sens. Specter and Santorum by PLNA, nor the efforts of ANLA and its allies in Washington, were successful. Despite what ANLA allies at the conference table described as "one hell of an impressive national campaign when we needed it most," H2-B amendatory language failed on November 19, largely due to the work of a group of Congressional Republicans opposed to efforts that they believe could increase illegal immigration.

PLNA has maintained that by crippling the H2-B program, Congress actually risks worsening the illegal immigration problem and punishes employers.

*-submitted by Tom Shotzbarger
LCAP Vice President*

Tomlinson Bomberger Lawn Care and Landscape

Job Announcement – Horsham, PA

Parks Superintendent – Horsham Township Parks Department, Horsham, PA. Full-time exempt position. Need municipal experience individual to supervise park maintenance staff and parks operations for approximately 800 acres within 17 square miles. Will plan, organize and prioritize routine and seasonal operations and care of the parks, open space, trees and athletic fields. Work with township staff, residents, volunteers, local civic and non-profit groups, students and boards/committees. Related experience with supervisory background; PA Pesticide Applicator License; knowledge in municipal bidding, purchasing and contracting; computer literate; research, write and administer grants; have horticulture, forestry, landscaping, and/or arborist experience. Excellent benefits. Please send resume, cover letter and salary requirements: William Walker, Director of Administration, 1025 Horsham Road, Horsham, PA 19044. **Horsham Township is an Equal Opportunity Employer.**

News Worth Repeating from PSU and the PA Dept. of Agriculture

Check Your Recertification Credit Status ON-LINE!

The Pennsylvania Department of Agriculture (PDA) and the Penn State Pesticide Education Program (PEP) are proud to announce the availability of the new Recertification Credit Information web page at <http://www.pested.psu.edu/>.

This web page works similarly to the Recertification Meeting Finder. The PDA maintains the information in a database and sends a data file weekly to the PEP. A program was developed by the PEP to read the data file and display relevant information about the applicator's recertification status. The PEP staff has read-only access to this data file, so they cannot make any changes to this data. If you have any questions about your status as indicated on this web page, you must contact the PDA, as they are the only ones who can make changes to the database.

To find this page, go to the PEP home page and click on the "Check Your Recertification Credit Status" icon on the Popular Topics bar (on the left hand side of the page). You must enter your certification number and last name, **as it appears** on your certification card, then hit the "View Credit Information" button. Basic information (name, address, BU number, etc.) will be displayed along with a table listing the categories you are certified in, the number of credits you acquired and the number required, and a note indicating how many credits you need by a specific date OR that your requirements have been met. If credits are needed, a hot link is provided that goes directly to your PDA region and the category section in which credits are needed of the Recertification Meeting Finder. This system also has the ability to indicate if your certification has expired or is in escrow.

Proposed Pesticide Regulation Changes

Over the past two years, the Pennsylvania Department of Agriculture (PDA) has been working with the Pesticide Advisory Board, trade associations, and advocate groups to make several changes to the Pesticide Regulations. Many of the changes are designed to clarify existing requirements but several proposed new changes may affect you. These changes stem from two areas: the need for additional security of pesticides and pesticide sales, and national movements to standardize pesticide requirements across the country. The proposed regulation changes will:

- Set a minimum age of 16 to become a certified or registered as a pesticide applicator.
- Require testing and licensing of at least one employee at each Pesticide Dealer location.
- Require positive identification for certification, licensing, distribution, or delivery of Restricted Use Pesticides (RUPs).
- Require a signature for delivery of RUPs.
- Require three years of certification or an educational background to provide recertification training.

Eidrot's Ngthirame

Icdnuolt blveiee taht I cluod aulacly uesdnatnrd waht I was rdanieg. The phaonmneal pweor of the hmuam mind ...

Aoccdrnig to a rscheearch at Cmabrigde Uinervtisy, it deosn't mttaer in waht oredr the ltteers in a wrod are, the olny iprmoatnt thng is taht the frist and lsat ltteer be in the rghit pclae.

The rset can be a taotl mses and you can sitll raed it wouthit a porbelm! Tihis is bcuseae the human mnid deos not raed ervey lteter by istlef, but the wrod as a wlohe.

Amzanig huh?

Yaeh, and I awlyas thought slpeling was ipmorantt!

- Combine Categories 10: Right-of-Way and 14: Industrial Weeds.
- Require the return of "voided" certification and registration cards to the Department.
- Require completion of records within 24 hours of the application.
- Require state registration for EPA "approved" pesticides.
- Expand the requirements for pesticide applications on school and daycare property.
- Establish penalties for falsification of recertification information.

The Department is interested in your comments. To see the latest draft of the proposed changes or if you have comments, please write the Division of Health and Safety, PA Department of Agriculture, Bureau of Plant Industry, 2301 N. Cameron St., Harrisburg, PA 17110-9408.

-both articles reprinted from August 2004 Pennsylvania PESTICIDE HIGHLIGHTS

Historic Congressional Cemetery Expresses Thanks for R&R Project

LCAP is proud to reprint the letter below which the Professional Lawn Care Association of America received from the Historic Congressional Cemetery in Washington, DC.

The reason for the letter was the **8th Annual Renewal and Remembrance Day** of service at Arlington National Cemetery in July 2004. More than two hundred professional lawn care, landscape and tree care specialists traveled across the country to donate their services to Arlington National Cemetery.

The group pruned trees and shrubs, fertilized, sodded, mulched, and performed other needed tasks to help improve the green spaces at Arlington National Cemetery. Sod was laid on the most recent gravesites.

The total value of the services and the products donated was more than \$100,000, and more than 235 acres were tended to during the four-hour event.

LCAP members participating in the R&R Project included **Michael Kravitsky IV and Shawn Kravitsky of Grasshopper Lawns, Larksville; Ron Keafer of Clean Lawns of Johnstown, Inc.; Ray Manning of Spring Green Lawn Care, Mechanicsburg; and Tom Shotzbarger of Tomlinson Bomberger Lawn Care & Landscape, Lancaster.**

Dear Members of PLCAA:

Volunteers are wonderful people! Here at Historic Congressional Cemetery, we know this first hand. For the past several years, a group of dedicated and professional volunteers participating in **PLCAA's Renewal and Remembrance Program** have worked on our grounds. And they are making a huge difference!

In 1997, when the National Trust for Historic Preservation included the Historic Congressional Cemetery on its list of "11 Most Endangered Historic Sites in America," the future looked pretty bleak. The grass was waist-high, dead trees were falling on treasured tombstones, and pathways were unwalkable. Today with the help of

(continued on next page)

Changes in Transportation Laws May Affect Lawn Care Operators

BUCKINGHAM, PA – Prompted by recent changes in decades-old transportation laws and a rash of area drivers asking what they need to do to be in compliance with the law, the Buckingham Township Police Department and members of the Pennsylvania Department of Transportation motor carrier enforcement division joined forces recently, hoping to educate drivers.

Several local truck drivers, some who haul trees, others farm equipment, stone or construction waste, attended the seminar at the township building. They discussed weight limits, tie downs and commercial driver's licenses.

And they learned that, whatever they may be hauling, the load has to be better secured than ever before.

Landscape contractors that once hauled their walk-behind mowers on a trailer without much concern, found out the mower must be tied down with chains and binders. Even if the mower is an enclosed trailer, it must be secured, says Arnie Mack, with PennDOT's enforcement division, "There can't be any forward, rear, lateral or vertical movement." If anyone is uncertain of what the requirements are, Mack said, "Ask yourself, is it going to stay put when you slam on your brakes?"

Randy DeGroot, who works for Feeney's Wholesale Nursery in Buckingham, asked about securing the trees he hauls. The law seemed a little vague on trees, but Buckingham police Officer Tim Phillips says, in general, "better to be safer than sorry. Throw an extra strap on."

For the record, Mack says, there is no tarp law in Pennsylvania, with the exception of garbage trucks.

For more information on federal laws governing truck traffic visit www.fmcsa.dot.gov or www.cvsa.org for information on commercial vehicle safety

PS: Make sure the gas can is OSHA or DOT approved.

Keep cell phone records

The Tax Court has ruled that the same record keeping requirements that apply to business vehicles and computers also apply to cell phones used in business.

Detailed records showing time, place and business purpose of calls must be kept, or a tax deduction is not allowed.

Industry News

Historic Congressional Cemetery Expresses Thanks for R&R Project *(continued from previous page)*

PLCAA and, specifically Lawn Doctor, Inc (NJ), Davey Tree Expert Company (MD/OH) and Valley Crest Maintenance (VA), we are pleased to invite families and tourists to the site once more.

We have a long way to go to return these sacred grounds, monuments, markers, and buildings to the honor they deserve. However, with the assistance of partners like PLCAA, we are determined to meet our goals and prepare the site for an exciting 200th anniversary celebration in 2007.

Should you be in Washington, DC, in the future we encourage you to stop by this lovely, historic site on Capitol Hill or visit our website at www.Congressionalcemetery.org. See for yourself what a difference volunteers can make.

You should be proud to be a member of PLCAA and when you see one of your fellow members who volunteers each year, pat him on the back!

Once again, thank you, PLCAA, for this worthy effort. We are pleased to be your partner, and we look forward to working with you in the future.

Sincerely,
Linda Harper
Board Chair

Internet Tricks and Great Places

TRICK #1

MAP MACHINE

<http://plasma.nationalgeographic.com/mapmachine/>

Some people hate maps - some love them. The folks from National Geographic have put together a site for you if you belong to the latter group. They call this service "Map Machine" and their Machine provides a variety of dynamic maps (e.g. street maps, topo maps, satellite imagery) as well as the tools needed to easily enjoy the wealth of information here.

Simply enter the country, city or Zip Code. And the Machine promptly provides you with demographic and geographic detail. Then zoom in for a closer look or out to visit all sorts of exotic places! Neat site!

TRICK #2

VISIT MAJOR CITIES BY EARTH CAM

www.earthcam.com/metrocams

Want to see what's going on right now in Times Square, Red Square, Trafalgar Square, Boston Common, Bourbon Street — or dozens of popular spots in over 30 cities in the United States — plus several overseas?

Through the magic of earth cams and the internet you can be a silent observer any time you want. While there you can click on the Earth Cam logo and choose from thousands of additional internet cams to hook up with.

Be careful though — this can be addictive!

GREAT PLACE #1

DAZZLE THEM WITH DATA

<http://www.re-date.com/>

Now you can find out your age to the nearest second! Or some interesting trivia like how many times you have blinked your eyes; how long your nails could grow; how far light has traveled and the total increase in the world's population during your lifetime — so far!

You can e-mail this unique report to a friend on their birthday, anniversary or other special day. That should get their attention!

GREAT PLACE #2

ONE CLICK TO GOOD HEALTH INFORMATION

<http://medlineplus.gov>

This great place brings you impartial health information from the National Institutes of Health and other trusted sources. Health professionals and consumers alike depend on this source for information that is authoritative and up to date.

This is a helpful and important place that has extensive information on over 650 diseases and conditions. There are also lists of hospitals and physicians, a medical encyclopedia and a medical dictionary, extensive information on prescription and nonprescription drugs, health information from the media, and links to thousands of clinical trials. This great government funded place is well worth a health bookmark.

YOUR HARD DRIVE IS A CLICK AWAY

www.gotomypc.com

If you're onsite at a job and you've just realized that your customer or supply list is on your hard drive back at the office, power up your laptop and visit www.gotomypc.com, the Web site for individuals needing remote access to PCs.

It's an easy and secure solution that enables the user to conveniently access email, files, software programs, and network resources from home or the road. The site can link to any Web browser or any Internet-connected computer in the world with almost any operating system through a secure, private connection.

Lawn Care Association of Pennsylvania
PO Box 226
Elysburg, PA 17824
800.577.6801
570.672.9618 (fax)
lawncaeofpa@aol.com
www.lawncaeofpa.org



NEWS