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1100-H Brandywine Blvd  
Zanesville OH USA 43701-7303  
[www.OhioLawnCare.org](http://www.OhioLawnCare.org)  
800-510-5296

# NEWS

## From Ohio Lawn Care Association

### Deer Ridge Golf Course Hosts Annual OLCA Golf Outing

Seventy-two golfers from the lawn and landscape industry enjoyed a great day of golf and camaraderie at the OLCA Annual Golf Outing. Deer Ridge Golf Course in Bellville, OH played host to the event on July 24.

Finishing in First Place, with a winning score of 56, was St. Clair Lawn Care, Inc. team of Jeff Benton, Al Brant, Kevin Duda and Ed Odorizzi. Second place, with a score of 57 went to the Syngenta Professional Products team of Tony Cardinale, Todd Long, Brad Meshula and Adam Neate. With a score of 58, Third Place went to the Turfgrass, Inc. Team of Ed Brockman, Keary Doon, Luke Stratton and Mark Svolzil.

Many great contest and door prizes were awarded during the lunch that followed the round of golf. OLCA would like to thank Deer Ridge for hosting us again this year. Special thanks to OLCA Committee Members Dave Hofacre, Grass Master, Inc. and Mike Sloma, UAP Professional Products, for helping make the golf outing a success.

All members are encouraged to support OLCA by participating in the 2009 golf outing. As the 72 golfers on hand can tell you, it's a great way to support your industry while having fun.

#### THANKS ALSO GO TO THE OUTING'S SPONSORS:

**Sponsors:** The Andersons, BASF, Bayer, Careworks, CCI, John Deere, Syngenta, Turfco

**Beverages:** Dow AgroSciences

**Door Prizes:** Advanced Turf Solutions, CCI, John Deere, Syngenta, Turfgrass, Inc.



The first place team of Kevin Duda, Ed Odorizzi, Al Brant and Jeff Benton.



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## 2008 OLCA Scholarship Applications Available

OLCA is committed to improving turfgrass through education and research. One of the best ways to foster this commitment is by providing scholarships to students pursuing a career in the green industry. In 2007, OLCA awarded \$3000 in scholarships to highly-deserving students around Ohio.

OLCA members are asked to recommend any of their student employees, interns, friends, or family who are qualified. The deadline to apply for a scholarship is October 31, 2008. OLCA scholarship applications are available by calling 800-510-5296 or on the Member Benefits page of the OLCA website at [www.OhioLawnCare.org](http://www.OhioLawnCare.org).

## OLCA Annual Meeting & Luncheon Planned for December 9

The Ohio Lawn Care Association Annual Meeting & Luncheon will take place on Tuesday, December 9 in conjunction with the Ohio Turfgrass Conference & Show, Greater Columbus Convention Center. Members will have the opportunity to enjoy a complimentary lunch while networking with fellow lawn care professionals.

The lunch also includes the OLCA Annual Business Meeting, Board of Directors elections, and Special Recognition Awards. Research grants and scholarships will also be awarded during the meeting.

Invitations to the annual meeting and luncheon will be mailed to all members in November. If you have questions, please contact OLCA at 800-510-5296.

## A Message from the President

*by Dave Hofacre, GrassMaster, Inc.*



### Education and OLCA

With the two educational field days in the books, we had record attendance at both facilities. This speaks clearly that applicators in the state want to keep abreast of what's happening in their area. The topics were great, the speakers very informative, and a lot of good information was shared. Many good questions were asked – and were answered. Dr. Parwinder Grewal's research at OARDC, which is an OLCA funded study "Turf Establishment on Urban Soils" is showing results that lawns created on deficient soils net deficient results. This certainly comes back to LCO's when the customer asks "Why is my lawn not green?"

In Columbus, more good information was provided by Dr. Street and Dr. Gardner from another OLCA funded study on effective weed control materials. Plus, "The Ohio Nurseryman", Fred Hower, gave a great Keynote speech entitled "The Green World Above a 3-Inch Cut".

Your OLCA board of director's hope you enjoyed these educational field days, and that you benefited from the time you spent with us. If there are additional subjects you want to see added to the agenda please drop us an email. All you need to do is visit us at the website, which is also being updated by board member Rob Palmer.

The education is not over – we've only just begun. Please come to the Ohio Turfgrass Conference & Show in December to see how we've helped developed educational programming specifically for lawn care operators (see pages 10 – 11). It's well worth the time and money!

# September Training Corner

by Bill Hoopes, Grass Roots Training

## Improve Lawns and Your Bottom Line This Fall

OK gang ... Labor Day is a memory, the kids are already back in school and before you know it, the leaves will be on the ground. To those of us in the green industry it means one thing ... take advantage of what I believe is the single best time of the year to improve lawns and landscapes. Whether it's a new lawn, over-seeding, renovation or installing new landscape plants, now is our golden opportunity to grow! Smart operators train their teams to help make it happen.

Frankly, through the years, I've been consistently amazed at how many operators fail to go the extra mile to maximize the post Labor Day business opportunity nature hands us on a platter during September, October and November. We burn ourselves out in spring, then, with the 'energy tank' on empty, we hang on until the now flies! Opportunities missed.

If you or your business has had a less than stellar year so far, can you afford to pass by the fall growth opportunity?

If, in the past, you have not 'pushed' fall growth and would like to do so, RIGHT NOW IS THE TIME! In fact, it's past time but if you act now it's not too late. Keep it simple, stick to what you do best and you can be making extra sales starting tomorrow! And you don't need an expensive marketing effort, do it with your people!

What thinking person in the lawn and landscaping business wouldn't drool at the sight of a brown, beat up lawn, probably with some grub damage ... just crying out for help? What landscaper hasn't driven through the neighborhoods and noticed the drooping or dead ornamentals that were watered the first of May when spring was new and exciting ... then ignored all summer long? Root zone fertilization? Replacement plants? All great opportunities. But adding business now will require more than desire, your people will need some training to really make it happen.

If you want to grow your business now ... no matter what part of the green industry you call home, here is a checklist of important factors you'll need to consider:

- **Wants/Needs:** What do customers want/need most right now. Identify the needs you can fill without a lot of planning, equipment purchases and training.

- **Core Business Strengths and Capabilities:** Do what you do well, don't over-extend into unfamiliar areas on short notice. What can you do well that you've overlooked in the past? Identify exactly what you are prepared to offer customers on short notice.
- **Labor Plan:** Don't expect your present staff to do a full day's work plus additional new assignments. The only time this approach works is when present staff is not at full capacity.
- **Skills/Knowledge:** Who knows what? Which staff members have untapped experience/knowledge? Which veteran would relish a new challenge with an incentive program to match? What training is required?
- **Service Delivery Standards:** Whether you decide to up-sell existing customers, expand your customer base or add a fall service, be sure a knowledgeable professional represents your business! Do not allow an untrained and unprepared person to play the 'consulting' role with your customers. Remember, your reputation is at stake.

With your new offering or extra service plan clear [costs/pricing], designate the person or people who will make it happen and provide training:

- Write out a basic script to communicate your extra-values ... keep it simple and focus on benefits. Tell customers/prospects what you can do to help now. In other words, how can you help them bring the lawn back and/or improve the landscape at the time of year when plant growth is on a roll!
- Make a list of the technical points with which your representative will need to be familiar. Cover them using your knowledge and don't be afraid to go to the extension service website for help ... it's helpful and it's free!
- Double check your product and equipment lists ... do you have what you need and are your people properly trained and certified to use the necessary products/equipment?
- Finally, establish a clear, uncomplicated process for making prospect/customer contacts and delivering on sales commitments.

Long story short, fall is a great time to grow. You will need to do some extra planning and training but ... if you want to maximize your results, why not go for it!

# A Northwest Passage

by Doug Hague

## A Grateful Embrace

It's coming fast my friends. Just around the corner. On November 8 a dedicated group of lawn care individuals will once again embark upon the Dayton National Veterans Cemetery and VA Medical Center in Dayton, Ohio to Honor our soldiers both living and dead that are represented here. It's hard to believe that we've been doing this for 13 years. Boy how it's changed – and boy how it hasn't.

Over these many years I've watched hundreds of different people become involved in this event that just never seems to get old or wear out. I still get chills when I stand on monument hill and look in all directions at the sea of alabaster headstones, all matching and numbering in the thousands as they envelope my very being. I tremble and yes, my eyes well up every single time. There is just nothing else like it in this world to me.

I remember the first year when nearly 100 volunteers showed up to fertilize these grounds. Just about everybody pushed spreaders back then due to the lack of ride-on applicators and tractors. I remember that the entire job from start to finish took almost 8 hours. We were out of there by about 3:00 pm having arrived, many of us as early as 5:30 in the morning. About 20 different companies were represented.

Fast Forward ... Today, that group of dedicated individuals has shrunk to about 30 with barely 10 companies represented. The addition of power equipment has made it possible to do the same amount of turf area (110 acres) in about half the time (4 hours). We're usually out by 12:00 or 12:30 pm, just in time for Ohio State Football.

Alas, I am a purist. I rather miss those bygone days when more people and less power equipment meant a big event that was hard to overlook if you were a media type. Please understand that our purpose is not, nor has it ever been, to get our name in

lights. I do, however, think that it is important to get as many people involved as humanly possible, because it shows the rest of the world that lawn care in Ohio is more than just making a bunch of money. It characterizes us as a group of humble and caring people that have chosen to rise above our ordinary lives as lawn care operators to do something really extraordinary.

So this year, our 13th year, I hope that everybody that reads this will take the time to think about just how lucky they are to be Americans and free to do what they want to do. I hope you'll come to understand, if you haven't already, why it is you have these freedoms. Some like to come down the night before. We stay in hotels on Miller Road near Vandalia and meet for dinner at one of the many fine eateries/watering holes on that stretch of road.

Volunteers will start showing up at the cemetery at around 7:00 am on the 7th. There will be coffee, donuts and drinks for anybody who wants them. Work begins shortly thereafter for about an hour at which time we call everybody in for a short dedication ceremony complete with special guests and playing of taps at the end. Following the ceremony, it's back out on the grounds until we finish, usually about noon or 12:30. We'll have lunch ready for everyone after the work is complete. Every year a dedicated team of experts departs for the Vietnam Veterans Memorial Park across town to beautify that as well. If anybody is interested, we can meet at one of the many nearby sports bars to catch some afternoon football. I hope you'll choose to join us on the 8th of November in Dayton, Ohio for "A Grateful Embrace".

Show your support to our soldiers and veterans and do what is right. Fill out the form below and fax it to the OLCA office at 740-452-2552 by October 10. I promise you'll never be the same again. If you don't believe that, look me up and call me. I'll be happy to supply you with the names of a few good people who might beg to differ.

**To participate in this year's Grateful Embrace, complete the form below and fax it to 740-452-2552.**

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Number of People Attending \_\_\_\_\_  
Equipment You Can Bring (Spreaders, Blowers, Ride-Ons, Brooms, Etc.) \_\_\_\_\_  
\_\_\_\_\_

# OSU/OARDC Researcher Elected President of International Nematode Organization

Parwinder Grewal, a professor of entomology with Ohio State University's Ohio Agricultural Research and Development Center (OARDC), has been elected to lead the Society of Nematologists (SON) – an international scientific organization dedicated to the study of nematodes, one of the most abundant and diverse life forms on Earth.

While nematodes (also called roundworms) are most commonly known as pests of plants, animals and humans, Grewal has attracted international recognition by studying a beneficial kind of these animals: entomopathogenic, or insect-parasitic, nematodes, which are used as biological insecticides against a wide variety of pests in turfgrass, ornamental plants, citrus, strawberries, cranberries and other crops.

“It is a great honor for me to be elected as the president of the largest international society of nematology in the world. Having been born in a small village in India, it is a great milestone for me personally,” said Grewal, who is also the director of Ohio State's Center for Urban Environment and Economic Development and a specialist with OSU Extension. “I am very pleased that my fellow scientists and students around the world hold such a high regard for my research and leadership.”

Grewal received bachelor's (1981) and master's (1983) degrees from Punjab Agricultural University. He started his professional career as a nematologist with the Indian Council of Agricultural Research, working on mushroom nematodes. He received his doctorate from London's Imperial College and was appointed as “Higher Scientific Officer” at the Horticultural Research Institute in Littlehampton, England, where he contributed to the development of the first biological product based on insect-parasitic nematodes for the control of mushroom sciarid flies. Grewal came to the United States in 1991, joining Rutgers University to pursue more fundamental research on insect-parasitic nematode host-finding behavior, genetics and thermal biology. In 1993, he was hired by Biosys Inc. as a senior scientist and manager, leading

research on mass-production and formulations of nematodes for pest control. He joined Ohio State in 1997.

“We are very pleased that the leadership qualities we have long recognized in Parwinder Grewal are being recognized internationally with this selection,” said OARDC Director Steve Slack.

During his career, Grewal has published 150 peer-reviewed papers, 17 book chapters and 11 review articles on plant-, insect-, mollusk-, fungal- and bacteria-feeding nematodes. He is the lead editor of the book *Nematodes as Biocontrol Agents*, published by the Commonwealth Agricultural Bureau International (CABI, United Kingdom) in 2005. Additionally, Grewal has organized several symposia, including “Evolution of Parasitism in Nematoda” (Salt Lake City, 2001) and the “Third International Symposium on Entomopathogenic Nematodes and Their Symbiotic Bacteria” (Wooster, Ohio, 2003). Grewal's research program has received over \$11 million in grants and earned him several distinctions, including the 2002 Syngenta Recognition Award for Excellence (conferred by SON), the 2002 Entomological Society of America (ESA) Award of Excellence in Integrated Pest Management, and the 2008 ESA Recognition Award in Urban Entomology.

During his tenure as president of SON, Grewal says he is committed to exploring new frontiers in nematology, both in its fundamental and economic aspects. He's also aiming to teach more people about roundworms and their great promise as environmentally friendly pest-killers. “I will work to create new opportunities for attracting young scientists, students and children to explore the fascinating world of nematodes,” Grewal said.

For more information about the Society of Nematologists, log on to <http://www.nematologists.org>. To learn more about Grewal's research, go to <http://www.oardc.ohio-state.edu/nematodes>.

*OARDC and OSU Extension are the research and outreach arms, respectively, of Ohio State's College of Food, Agricultural, and Environmental Sciences.*

# 6th Annual Northeast Ohio Lawn Care Seminar ... A Big Success

More than 130 lawn care professionals from around Ohio made the trip to Wooster for the 6th Annual Northeast Ohio Lawn Care Seminar on June 19. Wooster is the home of the Ohio Agricultural Research & Development Center (OARDC) and Agricultural Technical Institute (ATI) – both of which are in The Ohio State University College of Food, Agriculture, and Environmental Services. This important lawn care diagnostic seminar was planned as a convenience to the many OLCA members in the North and Northeast regions of the state.

## Educational topics included:

- Turf & Ornamental Insect ID and Control (Cat 8, 1 hr)  
*Dr. David Shetlar, OSU, Dept. of Entomology*  
*Alfred Alumai, OSU/OARDC*
- Weed ID and Control (Cat 8, 1 hr)  
*John Cardina, OSU/OARDC*  
*Dr. Dave Gardner, OSU*
- Equipment Calibration for Spreaders/Sprayers (CORE, 1 hr)  
*Rob Palmer, Weed Pro, Ltd.*  
*Kim Kellogg, Grasshopper Property Maintenance*
- Insect & Disease Calendar (Phenology) (Cat 8, .05 hrs)  
*Ashley Font, OSU/OARDC*  
*Dr. Parwinder Grewal, OSU/OARDC*
- Equipment Displays and Demonstrations
- General Session: Roundtable Discussion for Owners and Managers – Controlling Costs and Emerging Issues

Several hours of pesticide license re-certification credit was available. The seminar also featured a lawn care equipment showcase, featuring The Andersons, C&S Turf Care Equipment, John Deere Landscapes and Ventrac By Venture Products, Inc. Financial Support was provided by Emmett Equipment Co.

“Dr. Grewal, Kevin Power, and the rest of the faculty and staff at OARDC did a great job preparing for this important event,” exclaimed committee chair, Scott Huvler, TD Landscape, Mt. Vernon. “We saw a lot of people in this part of the state that may not typically make it to Columbus for the Ohio Lawn Care Outdoor Summer Seminar in August. We look forward to doing this again next year”.

At lunch, OLCA President Dave Hofacre presented Dr. Parwinder Grewal and Kevin Power with a check in the amount of \$10,500 to support residential turfgrass research, and to show OLCA's gratitude for hosting the event. The next Northeast Ohio Lawn Care Seminar will be held in June 2009.





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# More than 200 Lawn Care Professionals Attend 14th Annual Outdoor Summer Seminar

Another very successful Ohio Lawn Care Outdoor Summer Seminar was held August 14 at the Ohio Turfgrass Foundation Research & Education Facility, Columbus, as 237 lawn care professionals took part in the 14th annual event.

OLCA President Dave Hofacre welcomed guests from around Ohio, asking that they learn something new to apply in their work, meet and speak with other lawn care professionals, and have a little fun. Hofacre urged all non-members to get involved and to support their industry by joining the association.

**Participants were divided into five groups rotating among various educational stations. Each station addressed specific areas of interest to lawn care professionals, including:**

- The Green World Above a 3-Inch Cut (General Session)  
*Fred Hower, The Ohio Nurseryman*
- Broadleaf Weeds & Herbicide Update (Cat 8, .5 hrs)  
*Dr. David Gardner, OSU Dept. of Hort. & Crop Science*
- Turfgrass Insect Diagnostics & Management (Cat 6A, .5 hrs)  
*Dr. Dave Shetlar, OSU Dept. of Entomology*
- Weedy Grasses Management/Fertilizer Update (Cat 8, .5 hrs)  
*Dr. John Street, OSU Dept. of Hort. & Crop Science*
- Emerald Ash Borer Update & Tree/Shrub Disease ID & Management (Cat 6A, .5 hrs)  
*Amy Stone, Extension Educator Urban & Consumer Horticulture, Lucas County & Joe Rimelspach, OSU Dept. of Plant Pathology*
- Equipment Displays and Demonstrations
- Applicator Record Keeping/Lawn Notification (CORE, 1 hr)  
*Terry Grace, Ohio Dept. of Agriculture*

The latest in lawn care equipment was on display from The Andersons, Buckeye Power Sales, C&S Turf Care Equip., Cub Cadet Commercial, Greenway, LLC, John Deere and Turfco, Mfg.

Attending OLCA's Annual Ohio Lawn Care Outdoor Summer Seminar is an excellent way to grow your knowledge, earn recertification credits, network, and view the research plots at the turfgrass research facility. Several hours of pesticide recertification credits were available in Categories 8, 6A and CORE.

OLCA thanks the OTF Research & Education Facility's manager, Matt Williams, staff, speakers and the OSU Turf Team for helping make the day a success. During lunch, OLCA President, Dave Hofacre presented Williams with a check for \$1500 to support

the operations of the research facility. Education Committee Chair Scott Huvler, TD Landscape, Mt. Vernon and OLCA's Technical Director, Joe Rimelspach, OSU Department of Plant Pathology, deserve much credit for developing a great educational program. Special thanks also to Careworks for donating bottled water for seminar participants.

The 2009 Outdoor Summer Seminar schedule will be announced as soon as it is available.



# Ohio Turfgrass Conference & Show Expands Education for Lawn & Landscape Professionals

This year's Ohio Turfgrass Conference & Show (OTF), December 8 – 11, Columbus, offers a complete agenda of educational opportunities for lawn, grounds and landscape professionals. The OTF planning committee, with input from the Ohio Lawn Care Association, has added even more seminars geared specifically to the lawn care industry.

## Tuesday, December 9 Program highlights include:

### Lawn Care Business Management Workshop

- Selling Tree & Shrub Services  
*Elliott Schaffer, Environmental Horticultural Services*
- The Value of Direct Mail, A Component of Business Marketing  
*Don Nichols, Yes, Marketing, Inc.*
- Sales & Marketing Panel Discussion  
*Matt Jesson, Green Lawn Fertilizing, Inc.*  
*Rob Palmer, Weed-Pro, Ltd.*  
*Mark Grunkemeyer, Buckeye EcoCare*  
*Matt Ellis, GrassMasters, Inc.*
- How Every Company Can Deliver Service Excellence  
*Bill Hoopes, Grass Roots Training*

A New Landscape Irrigation for Lawn & Landscape track has been added to the program.

- Innovative Water Conservation Products – What's New for 2009  
*Steve Young, Century Irrigation*
- Water Conservation Products and Designing These Systems  
*Rob Kurtz, C.I.D. Irrigation*
- Landscape Lighting – Products & Installation  
*Steve Young, Century Irrigation*
- Water Features – Waterfalls to Pond Installations  
*Warren Thoma, Thoma Associates*

Tuesday's Organic Landscaping Track for lawn and grounds professionals includes:

- Using Insect Resistant Plants  
*Dr. Dave Shetlar, OSU, Dept. of Entomology*

- Composted Organic Materials – Characterization and Pros/Cons in Landscape Use  
*Steve Titko, Scotts Company*
- Non-Chemical Weed Control Methods for Landscape Beds  
*Dr. Hannah Mathers, OSU, Dept. of Hort. & Crop Science*
- Characteristics of Natural Organic Fertilizers and Their Potential Fit in Turf and Landscape Maintenance  
*Brad Jakubowski, Doane College*
- Benefits, Pitfalls and Landscape Designs for Rain Gardens & Other Approaches to Water Retention in Urban Environments  
*Dave Dyke, OSU Ext., Hamilton County*

## Wednesday, December 10 Program highlights include:

- Breakfast Roundtables for Lawn Care and Sports Turf
- Landscaping to Minimize Critter Damage  
*Joe Boggs, OSU Extension*
- Agronomic Programming Issues, Pesticide Reduction Strategies & Alternative Fertilization into Today's "Go Green" Industry  
*Jerry Sullivan, Scotts Lawn Service*
- Profitable Lawn Mowing  
*Todd Pugh, Todd's Enviroscope*
- Latest Technology for Lawn & Landscape Professionals  
*Joe Kucik, Real Green Systems*
- Reducing Costs in Application Technology, Products and Services in Today's Current Economic Times  
*Jerry Sullivan, Scotts Lawn Service*
- Add on Services – Panel Discussion  
*Kim Kellogg, Grasshopper Property Maintenance*  
*Mark Grunkemeyer, Buckeye EcoCare*  
*Todd Pugh, Todd's Enviroscope*  
*Joe Duncan, EverGreen Lawn Care*

Wednesday also includes a Sod Production track, Sports Turf track, Golf Course Maintenance, Golf Owners/General Managers track and a Hispanic Turf Management (en Español) track. Dr. Dave Shetlar's always popular Turf & Landscape Sustainabil-



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ity with the BugDoc – Are You Ready for Change? will be held Wednesday evening.

### Thursday, December 11 Program highlights include:

#### Lawn & Grounds (Turf)

- Industrial Vegetation  
*Scott Lucas, Ohio Dept. of Transportation*
- Factors Affecting the Performance of Preemergence and Postemergence Herbicides  
*Dr. John Street, OSU, Dept. of Horticulture & Crop Science*
- Calibrating Mechanized Equipment  
*Greg Pavlovic and Ron Rados, Weed-Pro Ltd.*
- Establishment and Renovation of Lawns Using New Turfgrass Technology and Herbicides – A System That Works  
*Mark Grunkemeyer, Buckeye EcoCare*
- How to Bid Lawn and Grounds Work? – Panel Discussion  
*Mark Grunkemeyer, Buckeye EcoCare*  
*Kim Kellogg, Grasshopper Property Maintenance*  
*Todd Pugh, Todd's Enviroscapes*  
*Joe Duncan, EverGreen Lawn Care*

#### Lawn & Grounds Going Green

- Lawn & Landscape Management – Concepts, Programs & Issues in the “Go Green” National Initiative  
*Joe Boggs, OSU Extension*  
*Jim Chatfield, OSU Extension Northeast District*  
*Erik Draper, OSU Extension Geauga County*

#### Assistants/Technicians Workshop

- New Developments in Herbicide Technology for Golf & Grounds  
*Dr. Dave Gardner, OSU*
- Amazing Truths About Leadership  
*Bill Hoopes, Grass Roots Training*
- Conducting an Accident Investigation  
*Matt Phillips, RiskControl360°*
- Efficient and Safe Spray Application Technology of Pesticides for Turfgrass Areas  
*Erdal Ozkan, OSU*

Several hours of Pesticide Re-Certification will be available the entire conference. The trade show, the largest of its kind in the country, will feature more than 200 exhibiting companies. There is no charge to attend the trade show if you register before November 26. The cost at the door is \$20. Watch your mail for details, call 888-683-3445 or visit [www.OhioTurfgrass.org](http://www.OhioTurfgrass.org).





## KEYNOTE ADDRESS: DR. AL TURGEON, PENN STATE UNIVERSITY

**“Implications of Global Warming: Cultural Relief and Future Management Strategies”**  
**Tuesday, December 9, 3:00 – 4:30 pm**

Sponsored By: **syngenta**

*Dr. Turgeon will review current projections of global warming, explain the scientific basis for these projections and propose management strategies for developing and maintaining golf, sports and lawn turfs, given the climatic changes that may occur over time.*

Dr. Turgeon completed his B.S. degree at Rutgers University in 1965. After a three-year tour in the U.S. Army, he pursued graduate study at Michigan State University where he completed his Ph.D. degree in 1971. He then served as assistant – then associate – professor of turfgrass management at the University of Illinois from 1971-79. He moved to Texas A&M University where he served as resident director of research at the Dallas Research and Extension Center from 1980 to 1983. His next assignment was as vice president for research and technical services with the Tru-Green Corporation in East Lansing, Michigan, from 1983-86. Dr. Turgeon came to Penn State in 1986 as head of the Agronomy Department and served in that position until 1994, when he moved into an academic position in the department to pursue his TURFGRASS interests full-time. He subsequently served as “interim” head of the department in 2001 for 14 months until a new head was hired. He currently coordinates all resident undergraduate and online instructional programs in turfgrass science and management at Penn State.

### **Dr. Turgeon’s list of awards and accomplishments include:**

- Outstanding Achievement Award, Researcher/Educator Category, Weeds, Trees and Turf Magazine, 1977
- Administrative Staff Award, Tru-Green Corporation, 1984
- Elected to Fellow in the Crop Science Society of America, 1988
- Distinguished Service Award from the Illinois Turfgrass Foundation, 1988

- Elected to Fellow in the American Society of Agronomy, 1989
- Presidential Award from the Nebraska Turfgrass Foundation, 1992
- Outstanding Leadership Award from the American Distance Education Consortium, 1997
- Outstanding Teaching Award from the Northeast Branch of the American Society of Agronomy, 1998
- National ADEC Award for Excellence in Distance Education, 2000
- Exemplary WebCT Course Award, 2000
- Fred V. Grau Turfgrass Science Award, Crop Science Society of America, 2002
- Outstanding Teaching Award, Penn State World Campus, 2002
- ADEC Distance Education Award for Outstanding Educational Program, 2004
- Harbaugh Scholar, College of Agricultural Sciences, Penn State University, 2006 and 2007
- Most Outstanding Online Teaching & Learning Program, Excellence in Online Teaching & Learning Awards Program, Sloan Consortium, 2006

Dr. Turgeon is primarily involved in case-based teaching, the development and evaluation of web-based educational resources and research in turfgrass morphogenesis and management systems.

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# Understanding MCOs and TPAs

by Ron Lucki, CareWorks

The Ohio Lawn Care Association has been a partner with CareWorks to deliver high quality medical management and return to work services to businesses that have chosen CareWorks as their managed care organization (MCO) for workplace injury claims. These services are designed to help businesses minimize the financial impact of workers' compensation injuries and help injured employees restore healthy, productive lifestyles as quickly and safely as possible.

During this past May, employers throughout Ohio had the opportunity to retain their current MCO or select a new one to be responsible for medically managing their workers' compensation claims. We are pleased to report that CareWorks had another successful year and are excited to continue to serve OLCA members.

If you are responsible for your workers' compensation program, it is important to have a fundamental understanding of the role of your selected MCO, whether that is CareWorks or any other BWC-certified MCO in Ohio. It is also important to understand the role of a Workers' Compensation Third Party Administrator (TPA) and the services they can provide to further promote a quality injury management program for your organization.

As part of our continuing effort to educate members and current CareWorks customers, included are some of the most notable roles and responsibilities of an MCO and a TPA. We hope the information is valuable in your efforts to best manage your workers' compensation program.

## What is the difference between a MCO and a TPA?

*What is an MCO?* Under Ohio's Health Partnership Program, managed care organizations (MCOs) are responsible for the medical management of Ohio employers' work-related injuries and illnesses. Every state-funded employer in Ohio must have an MCO,

whose fees are included with the workers' compensation premium you pay to BWC.

## The core MCO functions include:

- Collecting initial injury reports and transmitting to BWC
- Management and authorization of medical treatment to be received by an injured worker
- Medical review and bill payment processing
- Maintaining a network of BWC healthcare providers
- Return to work services
- Utilization review
- Processing treatment appeals
- Providing an Alternative Dispute Resolution (ADR) process
- Training and education

MCO functions are often performed by medical professionals and their processes are clinically focused. An MCO can make an impact by helping their employer customers avoid lost time claims. Lost time claims occur when an injured worker is off work for eight or more consecutive days. A 2004 BWC Health Partnership Program Progress Report showed lost time claims can cost, on average, up to \$51,000; while Medical-Only claims (less than eight days lost work) can cost, on average, only \$820.

MCOs are intended to provide effective and timely medical care management that assists hurt employees in recovering from injury and returning to gainful employment. These successful returns to work, in turn, can help employers manage their long term insurance premiums.

*What is a TPA?* A Third Party Administrator (TPA) assists employers in the administrative and financial aspects of their workers' compensation claims.

**Their responsibilities include:**

- Risk management advice to employers
- Group rating savings programs
- Claims investigation
- Claims administration, including claim acceptance and claim closure
- Industrial Commission hearing representation
- Evaluating claims for coverage applicability
- Ensuring timely and accurate premium payments
- Assisting employers in developing workers' compensation cost control strategies

TPA staff typically consist of claims adjusters, account representatives and workers' compensation professionals. Having a TPA is an effective way to control costs through claims management and group rating programs.

CareWorks values the relationship with OLCA and its members and hopes this information provides a better understanding of the important role MCOs and TPAs play in Ohio's workers' compensation system. If you have any questions regarding the services of CareWorks, please contact Ron Lucki at 1-888-627-7586 ext. 3510 or via email at [ron.lucki@careworks.com](mailto:ron.lucki@careworks.com).

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## BWC Board of Directors Lowers Group Rating Discount to 77 Percent

The Ohio Bureau of Workers' Compensation (BWC) Board of Directors voted on June 27, 2008 to reduce the group-rating discount from 85 percent to 77 percent effective July 1, 2009. Additional actions taken by the BWC Board with an impact on Ohio employers include:

- Capping premium increases due to these changes at 20 percent each year for employers affected by this change;
- Capping premium increases due to an employer's claim history at 100 percent each year for all employers, particularly those removed from a group; and,
- Development of new, performance-based premium discount plans such as deductibles that will encourage employers to manage costs and improve workplace safety efforts.

These actions help soften the blow of increasing premium, however the Bureau's decision to reduce the discount still means that most group-rated employers will be paying 20 percent higher premiums than they are today and as much as 70 percent more than they were paying on July 1, 2007.

In addition to the most recent changes noted above the Bureau's long term plan calls for reducing the maximum premium discount even further – to 65 percent by 2010. According to BWC, reducing the maximum group-rating discount over the next two years will allow a 25% reduction in the overall Ohio base rates.

Compensation Consultants Inc. (CCI) is actively participating in a coalition of association sponsors and third-party administrators to communicate directly with the Governor and BWC leadership on this issue. (In fact, the coalition played an instrumental role in securing a cap on the size of annual premium increases.) The coalition has also commissioned an independent actuarial review of the BWC policy reforms and Ohio's group-rating program. To their credit, BWC's board and administrator have expressed a willingness to incorporate input from the actuary's report, which will be completed in the next two months.

CCI will continue to monitor and report on ongoing changes in Ohio's workers' compensation system. For more information, contact your CCI Account Executive.

# Why Grub Insecticides Fail

by David Shetlar, Ph.D. (the BugDoc), Urban Landscape Entomologist, The Ohio State University, Dept. of Entomology

This season is proving to be a banner year for white grub populations, especially where people have insisted in keeping their lawns or grounds green for most of the summer. Our Ohio season started out with white grub populations greatly suppressed due to the major drought we had during the summer of 2007. However, this drought was not evenly spread across the state, so in the southern third of the state, white grubs (and their resulting adults) were difficult to find, or only in areas where the turf had been irrigated during last summer. In the middle of Ohio, we had some periodic downpours which resulted in very patchy populations of masked chafers and Japanese beetles. Places that got some rain in July and August last summer were pestered by Japanese beetles this summer. Areas that didn't get these rains saw few beetles. The northern third of Ohio had an interesting event last summer. A late July rain front that dropped between four and six inches of rain passed just north of route US 30, and this was followed with a couple more rains during August. These brief, but heavy rains allowed the surviving Japanese beetle adults to lay lots of eggs and most of the complaints about Japanese beetle adult damage this summer was from the northern third of the state.

In 2008, we had above normal rains for May and June, but about normal rainfall in July. In late July through August, we have been dry to extremely dry. The moist soils in late June and early July were great for the masked chafer adult egg laying and early instar larval survival. The Japanese beetles also seemed to have taken advantage of this as our populations are definitely up this fall.

So, why all this talk about grub populations? The good egg and larval survival this year are causing more complaints and inquiries about grub damage. On golf courses, we're getting the most complaints but home lawns and grounds complaints will increase as we cool down, soil moistures return but the turf doesn't! Along with these complaints, we'll get more and more declarations that the grub control products didn't work! Why?

## The Numbers Problem

In years when we have excessive grub numbers, it's common to see grub populations in the 50 to 60 grubs per square foot! If you look at the current efficacy of our grub insecticides, they are commonly giving 85 to 90% control from May applications and 90 to 95% control from June, July and early August. If you do the math, starting with 50 grubs per square foot and killing 90% of them, you still have five grubs per square foot! This shouldn't be enough grubs to damage the turf, but this is enough for skunks and/or raccoons to dig! In short, our grub insecticides are not 100% effective; there will always be some survivors. Add to this other factors, like application technique (a bit too little may dramatically decrease efficacy), post application irrigation, thatch levels, etc.

## Thatch

Thatch layers are still the number one problem with our grub insecticides. Lawns or grounds that are on a high maintenance program on Ohio's clay soils can rapidly build up thatch layers that exceed the half-inch thickness level. Thatch of this thickness and thicker can adsorb (notice that this is with an ad) more than 90% of an insecticide application, especially insecticides that have moderate to high organic carbon binding capacities (Koc). Adsorb means to bind to a substrate (in our case, thatch) with moderate to high molecular forces. Absorb is like a sponge holding a liquid. The liquid is still there and available. In adsorption, the pesticide is still there but, in essence, not available to do its job unless the insect ingests the organic matter and pulls off the pesticide molecules during the digestion process!

So, one of the first things I ask when people complain about a grub treatment not working is, how thick is the thatch?

The only way to deal with this is thatch removal or management. Removal is a costly and messy process, so it is better to manage the turf in a manner that will reduce a thatch buildup. To do this,



reduce the amount of nitrogen per year in the fertility program, increase core aeration (the type that pulls cores with soil to the surface) to one to two times a season, and/or topdress with compost (a thin, quarter-inch layer each season can help).

### **Post-treatment Irrigation**

Most lawn care grub treatments go down as granular formulations. Normally, granular formulations are the best way to go when you have no control over post-treatment irrigation. In essence, the granules will simply sit on top of the thatch until a rain comes to move the inclosed insecticide down to the soil-thatch interface (where the grubs are feeding). However, many granular formulations don't release all the active ingredients unless there is a water event that applies a half-inch of water! So, like in this summer, when we got several one to two tenths of an inch of rain in an afternoon thunderstorm, this is simply not enough to hydrate the granules and remove the pesticide!

Liquid applications of grub insecticides are more risky than granulars because a good proportion of the grub insecticides will stick (here's that adsorption factor again!) onto the grass blades where they can be difficult to move unless very heavy irrigation is applied. Another factor often encountered with liquid applications is photodegradation. Some of our neonicotinoids, especially imidacloprid, are quite susceptible to photodegradation. Chemical left on leaf blades and the upper turf canopy where sun can strike it can result in 40 to 50% loss of the active ingredient! This can happen within 48 hours after the application. This is why immediate irrigation is recommended, but you probably won't have really significant loss for four to six hours after the spray.

### **Accelerated Microbial Degradation**

When we were using a lot of Oftanol insecticide in the late 1980s and early 1990s, everyone was aware that this insecticide could disappear within hours after an application if the soil was active. The activity was caused by groups of soil microbes that had developed the metabolic pathways which allowed them to break apart the Oftanol molecule and use parts of the remains as energy and resources (food). While most pesticides are eventually broken down by microbes and other chemical reactions encountered in

the sun, soil and thatch, this degradation usually takes days to months. When a molecule can be used as food by a microbe, the microbes often build up large populations that are just waiting for the pesticide to be applied! They can devour (inactivate) the pesticide within hours to days.

The first neonicotinoid, imidacloprid, used in turf has been evaluated for nearly a decade by applying it repeatedly to the same soils, year-after-year, and no signs of accelerated microbial degradation has shown up. Unfortunately, we have been too quick to assume that all the other neonicotinoids are also resistant to this degradation! In short, there are virtually no studies on these other neonicotinoids. This would be like claiming that since Oftanol and Dursban are both organophosphates, both should be susceptible to accelerated degradation. In reality, Oftanol is while Dursban isn't. In short, if you have applied one of the other neonicotinoids for three or more years and suddenly you are not getting very good control, accelerated degradation may be a factor. We are getting suspicious of halofenozide (Mach2) as areas that have received repeated applications are now seeing poor control with this product.

### **Rates**

Most of our new grub insecticides are applied at tenths of a pound of active ingredient per acre. If you are using the minimum rate of imidacloprid (say at 0.25 pounds active/acre) and go light by 20% (a common miscalibration problem, or application problem), you have only applied 0.20 pounds active/acre. At this level you can expect a 20 to 40% decrease in efficacy! I've seen lawn care technicians moving way too fast with their spreaders in the morning (after their morning coffee and they are ready to get the day done) and too slow in the late afternoon. This is simply a fact of life when we use hand-pushed equipment.

### **Insect Resistance**

Many inexperienced people are way too ready to claim that the insects have become resistant to a particular insecticide.

*continued on page 18*

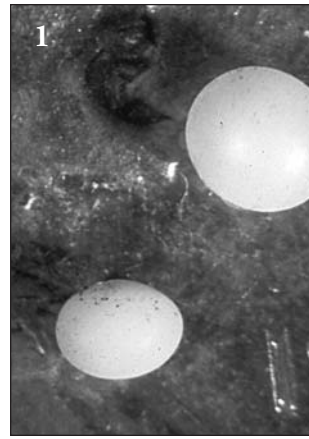


While resistance is a well-known phenomenon and is even known in some turf insects (some grub populations in Ohio are still resistant to Chlordane!), we have no evidence that any of our grub species in Ohio are resistant to any of the currently used insecticides! Frankly, we don't expect this to happen, primarily because our grub insecticides tend to degrade during the season and only a small fraction of the turf actually receives a grub insecticide application. In short, every time some survivors emerge from a treated lawn, they are very likely to mate with other grub adults that emerged from a place that didn't get the insecticide. This keeps the genes mixing so that there is not enough selection pressure to develop genes for pesticide resistance.

### What to do After a Failure

If a grub insecticide application failed, the only real conclusion we can make is that a challenging dose of the insecticide didn't get to the feeding grub. Check out the factors discussed above. If thatch is a problem, the thatch has to be dealt with before any grub insecticide application will work. If thatch is not a problem, then a rescue treatment of another insecticide is warranted. For best efficacy, the soil and thatch should be moist. If it is not, then pre-irrigate. Apply the grub insecticide, and water, water, water. Most people state a set amount, like a half inch, but I prefer to suggest that sufficient water has to be applied to visibly moisten the top inch of soil! This means that the home owner will have to dig a hole or use a knife to look at the top inch of soil after irrigation. There should be a visibly darker zone of one inch where the irrigation has moistened the soil!

If skunks and/or raccoons are an issue, we also recommend applying Milorganite over the area (at its normal rate on the bag) which will discourage the animal foraging until the insecticide can have its effect.



1. Masked chafer eggs showing the effect of moist soil. The lower egg has been freshly laid and the upper egg has absorbed moisture from surrounding soil.
2. Excessive grub populations can test even the best of grub insecticides!
3. Remember that grub insecticides are applied to the turf surface while the target grub feeds in the soil-thatch interface.
4. Unfortunately, grub damage can often be mistaken for summer-dormant turf that simply hasn't recovered yet. It's always best to personally check out such spots!

# Effectiveness of Professional and Do-It-Yourself (DIY) Approaches to Lawn Care: A Survey of Home Lawns

by Zhiqiang Cheng, Douglas S. Richmond, Seppo O. Salminen and Parwinder S. Grewal,  
Urban Landscape Ecology Program, The Ohio State University, OARDC

## Introduction

Urban lawns in North America are typically managed using one of the three lawn care programs: 1) A professional program in which a lawn care company is hired by the homeowner to manage the lawn; 2) A do-it-yourself (DIY) program in which the homeowner applies retail turf management products on a calendar basis following a 4, 5, or 6-step program; and 3) A no chemical input approach in which the homeowner maintains the lawn without the application of any chemical fertilizers and pesticides. In Ohio, about 22% of homeowners employ a lawn care company, about 39% use the chemically based DIY program, and the remaining use a no chemical input approach (Blaine et al., 2006).

In this study, our overall objective was to determine the influence of the three common lawn care programs on turfgrass quality by surveying home lawns in Wayne and Holmes Counties in Ohio, representing typical urban and suburban communities in the Midwestern United States. We defined lawn quality as an overall aesthetic assessment reflecting turfgrass color and relative density of turfgrass and weed species. We also measured the effectiveness of the three programs in controlling weeds, insect pests, and diseases.

## Materials and Methods

Twenty-eight home lawns in Wayne and Holmes Counties of Ohio were included in this study. A brief email survey was sent to homeowners inviting their participation in the study. The following questions were asked: Who manages your lawn (yourself or lawn-care company)? How often is fertilizer applied? How often is herbicide applied? How often is insecticide applied? How old is the lawn? And, what was the previous land use? Based on the information provided by homeowners, all lawns were separated

into three management categories: professional (6 lawns), DIY (11 lawns), and no-input (11 lawns) management lawns. These three management categories were defined as follows; 1) professional: home owners hired a professional lawn-care company to maintain their lawn using routine applications of fertilizers and pesticides; 2) DIY: home owners maintained their lawns themselves, applying both fertilizers, herbicides and/or insecticides; 3) no-input: home owners maintained their lawns themselves, without applying any fertilizers or pesticides. Mowing was performed by the homeowners in a majority of the cases in all three lawn care programs.

In September 2003 and July 2004, we conducted onsite lawn evaluations. The dominant turfgrass species on each home lawn were documented. Data on lawn quality, weed and insect infestation, and disease incidence were collected, using a relative scale of 0 to 3. All data were subjected to appropriate statistical analysis and  $p < 0.05$  was considered significant.

## Results and Discussion

The on-site lawn evaluations yielded several interesting results. First, the professional program produced the best turf quality in both years (Fig. 1). One of the primary differences between these two programs was the level of weed infestation. Among the most common weeds found, white clover, ground-ivy, and broadleaf plantain infestations were lower in professionally managed lawns compared to DIY or no-input lawns. Surprisingly, weed infestation levels in DIY lawns were similar to no-input lawns (Fig. 2). These findings suggest poor performance of lawn care products available to homeowners and/or their inaccurate application.

*continued on page 20*



For granular herbicides, which are more commercially available to homeowners, ensuring a wet leaf surface during application is critical for efficacy compared to liquid herbicides, which are often used by lawn care professionals. Also, lawn care technicians tend to have more formal training in lawn management techniques and weed diagnosis compared to homeowners. These factors, coupled with the need for proper equipment calibration, could explain the relatively high weed infestation levels and poor turf quality in DIY lawns compared to the professional program.

Insect infestation was very low in all the studied lawns including the lawns under no-input management program. Only billbug (*Sphenophorus parvulus*) damage was noticed in a few lawns. The detected billbug damage may be due to the fact that many insecticides used in this area are targeted mainly for white grub control. However, it is noticeable that in July 2004 evaluation, professional management had no billbug damage while billbug damage was found in DIY and no-input programs.

We found that the professional and DIY lawns had higher levels of rust infestation than no-input lawns in September 2003 evaluation. Although rust is usually considered to be associated with poor nutrition, our soil analysis indicated that no-input lawns had higher microbial biomass and SOM, and had the same level of N pools compared to professional and DIY lawns at all three sampling times. Therefore, it is possible that higher soil microbial biomass and SOM may contribute to reduced disease severity in no-input lawns. In addition, greater plant diversity due to higher number of weed species in no-input lawns may also increase resistance of turfgrass to disease.

### Conclusions

The DIY program resulted in little improvement in lawn quality and no reduction in weed infestation levels compared to the no-input program, but the professional lawn care program produced best aesthetic lawn quality and much lower weed infestation. These results indicate that homeowners are unable to achieve the

desired results related to turfgrass quality and weed control even when they use 4 or 5 step lawn care programs involving calendar-based fertilizer and pesticide applications. A peer-reviewed paper describing more details on this study has been published in the journal *Urban Ecosystems* (see Cheng et al., 2008).

### Acknowledgments

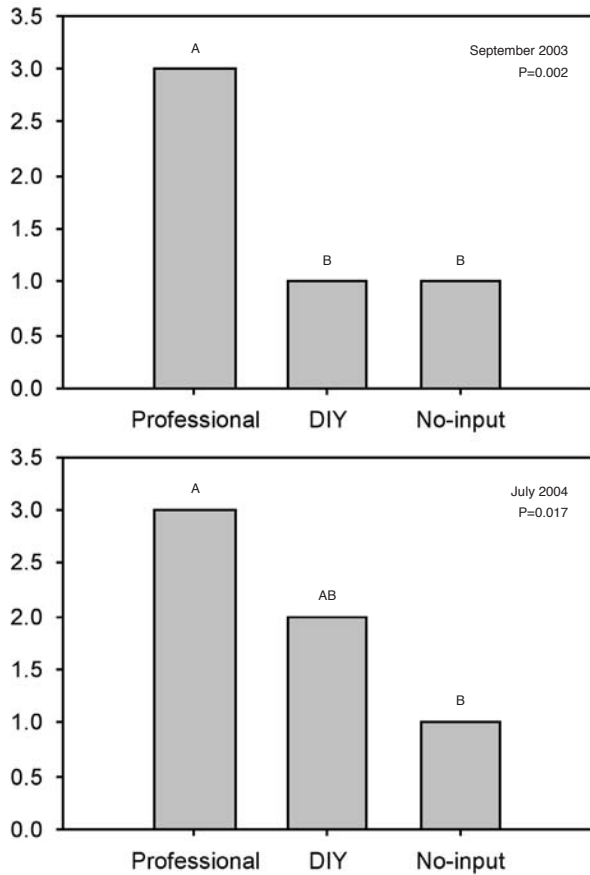
This research was funded by USDA's North Central Region IPM Grants Program and by the Urban Landscape Ecology Program at The Ohio State University. We sincerely express our appreciation to homeowners who participated in this study.

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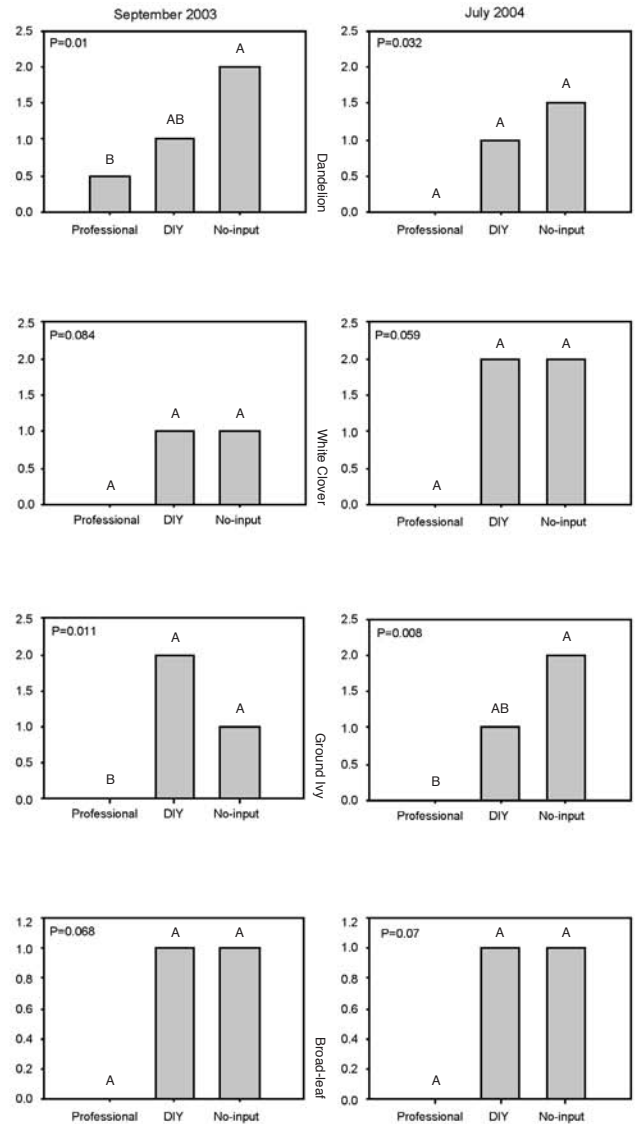


**FIGURE 1**



Median of turfgrass quality scores under three management programs in urban lawns. Turfgrass quality was assessed using a 0-3 scale with 0 indicating very poor and 3 indicating very good quality. DIY = Do-it-yourself management program. Different letter(s) on bars indicate significant difference ( $p < 0.05$ ) obtained from Dunn's Test among management programs.

**FIGURE 2**



Median of infestation levels of major weeds under three management programs in urban lawns. Infestation was measured using a 0-3 scale for each species with 0 indicating absence and 3 indicating a severe infestation of a particular species. DIY = Do-it-yourself management program. Different letter(s) on bars indicate significant difference ( $p < 0.05$ ) obtained from Dunn's Test among management programs.





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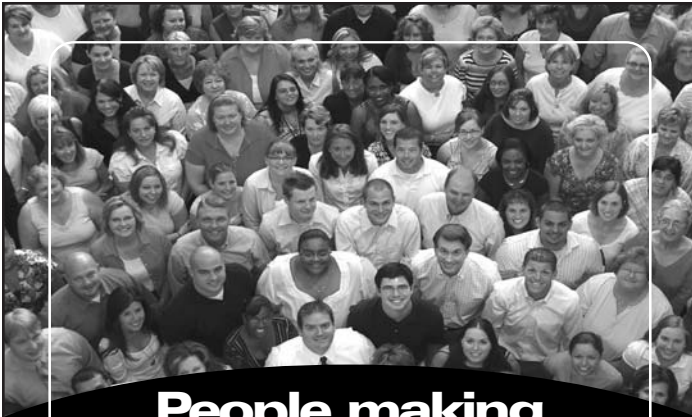
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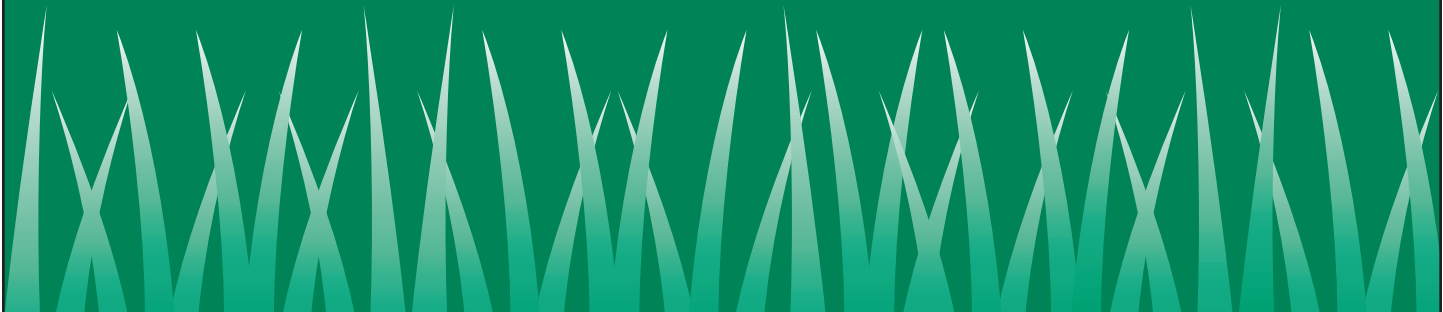
**October 16:** OLCA Board Meeting • Columbus, OH

**October 22 – 25:** Green Industry Conference & Expo • Louisville, KY

**November 8:** A Grateful Embrace • Dayton National Cemetery

**December 8 – 11:** Ohio Turfgrass Conference & Show • Greater Columbus Convention Center

**December 9:** OLCA Annual Meeting & Lunch • Greater Columbus Convention Center





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