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SPRING 2013



OLCA
OHIO LAWN CARE ASSOCIATION
Improving the environment through better lawn care

NEWS

OLCA ELECTS 2013 OFFICERS AND TRUSTEES

The Ohio Lawn Care Association (OLCA) recently announced the election of Officers and Trustees to its 2013 Board of Directors. Officers serve a one-year term and Trustees serve three-year terms that began March 1. OLCA announced the following officers and trustees who will lead the association into the future:

MARK YOUR CALENDAR!

JUNE 20

Northeast Ohio Lawn Care Seminar, OARDC, Wooster

.....

AUGUST 8

Ohio Lawn Care Outdoor Summer Seminar, OSU, Columbus

.....

NOVEMBER 9

A Grateful Embrace, Dayton National Veterans Cemetery in Dayton, OH and the Ohio Western Reserve Cemetery in Rittman, OH.

• **President – Matt Ellis, GrassMaster, Inc.**

Matt has been employed at GrassMaster, Inc. in Canal Fulton, OH for twelve years. He currently serves as Director of Sales & Marketing.



Matt Ellis

• **Vice-President – Ray Iacobucci, TruGreen**

Ray is Region Technical Manager for TruGreen working with branch locations throughout Ohio and western PA. Ray is approaching his 25th year with TruGreen. Ray holds a Bachelor of Science degree in Horticulture with a minor in Education from the University of Rhode Island. He has been involved with the Green Industry for the past 30 years. Ray currently resides in Lewis Center and is married to Denise. They have two grown children and one granddaughter. Ray has a wide area of interest in all areas of the Green Industry.



Ray Iacobucci

• **Secretary/Treasurer – Jeff Benton, St. Clair Lawn Care**

Benton has served on the Board of Directors since 2004. He graduated from The Ohio State University in Turfgrass Management and is very active in his community.

• **Immediate Past President – Mark Barker, Oasis Lawn Care, Inc.**

Mark attended the University of Akron, majoring in Business. He was employed at Lawnmark from 1985 to 1991 as sales/service representative and branch manager. He has been the owner/operator of Oasis Lawn Care, Inc. since 1991. Mark has been a member of OLCA for several years as well as the Ohio Turfgrass Foundation.

Two new trustees were elected to serve three-year terms beginning March 1, 2013:

• **Mark Slavik, Agrium Advanced Technologies Direct Solutions**

Mark is a Territory Manager for Agrium Advanced Technologies working with customers

A MESSAGE FROM YOUR PRESIDENT

By Matt Ellis, GrassMaster, Inc.



I don't want this to be the typical "Letter from the President", because I don't want to have the typical agenda this year. The Ohio Lawn Care Association has a long history of increasing the quality of opportunities of our industry. We have had a list of benefits for years that many of you have taken advantage of. We want to make sure that the benefits we offer are truly of benefits. Also,

we want to make sure that if there are new benefits that will create opportunities for you, we make them available.

This year, I would like our focus to be, "increased opportunity". We are an organization that is here to help business owners in the lawn care industry thrive. We want to be available for long established companies of all size and small companies and start-ups. It is our obligation to make sure that you have a future available to grow your business.

The benefits that we offer are not always noticed because it doesn't involve a discount or a service. Our number one benefit to our membership is our representation of you in Columbus where lawn care is often found to be a low hanging fruit for new regulation. We have worked very hard to make sure that the services that our

customers want are services that we can provide.

A new concern for lawn care is not happening at the state house. Our new concern is happening in our own communities. It used to be that future challenges were found in Columbus and that is where our efforts were spent. That is not the case anymore. More and more we are seeing a movement by certain interests to try to challenge us at a local and county level. The challenge with this is that we don't always see it coming. This is something that we are going to make a focus to work on.

We all work hard to grow our businesses and plan for the future. We need to continue to work hard in our industry too. Please get involved in helping us with this challenge. It is as easy as letting us know if you have challenges in your town, county or even with an HOA. All of these are opportunities for us to make sure that the public has the correct information. We are confident that our future leaders will have the same opportunities that we have had, but we will have to plan to work for it.

Looking forward,
Matt Ellis

Continued from page 1

in the turf and ornamental industry. He has been working in the Green Industry for over 20 years. Mark currently resides in Westlake, OH and is married to Dee. They have 3 children. Mark has a wide area of interests and enjoys many sporting activities.

Brian Wilcomb, Environmental Management, Inc.

Brian has been in the green industry for over 14 years. Currently his role as a Field Service Manager requires supervision of landscape maintenance crews. Brian has a Bachelors of Science degree from the Ohio State University with a major of Turfgrass Science and a minor in Agribusiness Management. During his time at EMI, Brian has also become PLANET certified as well as ODA licensed applicator. Brian resides in Canal Winchester with his wife Mandy, and 15 month old son Mason. When not at work you can find Brian either on the golf course, or in the woods looking for his next whitetail.

Also serving on the 2013 Board of Directors are:

- Jeff Bisker, Your Lawn, Inc.
- Rodney Creech, Lawn Plus
- Kevin Flory, Kevin Flory Landscaping and Lawn Care
- Dave Hofacre, GrassMaster, Inc.
- Chris Spellacy, Spellacy's Turf-Lawn, Inc.
- Dave Winter, Advanced Turf Solutions
- Gina Zirkle, The Scotts Co.
- Technical Director, Joe Rimelspach, The Ohio State University

OLCA DONATES AED UNIT TO THE OHIO STATE TURFGRASS RESEARCH AND EDUCATION FACILITY IN COLUMBUS

The Ohio Lawn Care Association is proud to announce their recent purchase of an AED Unit for the Ohio Turfgrass Research center. Due to an incident with a member at the August Field Day, OLCA believes this is a wise investment. Having had the AED Unit at the time would have helped tremendously.

A GRATEFUL EMBRACE

OK, so I'm an emotional kind of guy. This past December in front of my peers at the OTF annual Meeting proved that out. You know what? In a certain sense, it takes a lot of emotion to pull off "A Grateful Embrace", our National Veterans Cemetery Project each year for these past 20 years or so. Everybody handles it differently. I've worked with people on this project over the years that have been nothing if not entirely business like in their approach to the whole thing. I've also seen many tears roll down the faces of grown men and women, the raw emotion and feelings that form the basis behind those tears being theirs alone to covet. Whatever it is that makes us to engage in this unselfish task each November, it is indeed that same emotional nourishment that makes us to do it again and again.

The passage of time has witnessed many changes for our little project. We've seen equipment come and go, even having been able to test new technology in a real live application setting. We've had so many great speakers over the years. Military Officers, young High School men and women, retired veterans, past OLCA Presidents, ONLA members and executives, and just plain folks who had a wish to be part of our history.

In 2012, nearly 100 volunteers from around the state took part in 2 events, both by the same name, "A Grateful Embrace" and running simultaneously in Dayton at the Dayton National Veterans Cemetery and in Rittman at the Ohio Western Reserve Cemetery. We hadn't seen these kinds of numbers since the mid 90's, a sure sign that the event is picking up steam.

For 2013, we'd like to take a step backwards. By this I mean that we want to eliminate much of the large equipment (Big Tractors with Vicon Spreaders and large ride-on equipment that have been a big part the effort for many years running. We want to trade in those pieces for additional Lesco (John Deere Landscapes), Scotts and other push type spreaders. We'd also like to see more stand-up ride-ons and smaller self propelled units. Lastly, we want to see a lot more people take part in this years event. We'll need more volunteers to operate the additional equipment it will take to get the job done.

In 2011, the ONLA joined OLCA to help celebrate our inaugural event at Rittman. They have remained a valuable companion group since that time having contributed the volunteers and materials necessary to enhance the landscape at that location.



Following the 2012 OTF annual meeting, I was approached by Kim Kellogg, then President of that great organization who said that they would like to become involved in the event as well perhaps in a sponsorship capacity. What else can go right with this little idea that a few of us put together some 20 years ago.

Who knows, maybe this year we'll have an OTF speaker. What a way to kick off another new ERA in our journey.

Details will be forth coming but I want everyone to understand how vitally important it is, not for us but for the thousands of veterans and their families who have already made the sacrifice and *are* making the sacrifice on a daily basis on or behalf.

All I will tell you right now is that we have 150 acres of hallowed ground to treat between the 2 cemeteries and that we'll be communicating between the 2 events via skype. Mark your Calendars for November 9th, 2013.

Look for additional details as we get closer to event time.

Hope to see you all in November.

Doug Hague



APPLICATIONS NOW BEING ACCEPTED FOR 2013 OHIO LAWN CARE APPLICATOR OF THE YEAR

The Board of Trustees of the Ohio Lawn Care Association is pleased to announce the Ohio Lawn Care Applicator of the Year Award will be presented again this year. This prestigious award helps illustrate OLCA's mission to improve the environment through better lawn care. This mission is demonstrated every day by nearly 500 professional lawn care companies throughout Ohio.

Award applications will be accepted from now until the end of October, and the winner will be announced at the Ohio Lawn Care Association Annual Meeting.

To submit your nomination, please complete and return the following application. Applications are also available online at www.OhioLawnCare.org or by calling 1-800-510-5296.

THE OHIO LAWN CARE ASSOCIATION ANNOUNCES 2012 APPLICATOR OF THE YEAR



The 2012 Ohio Lawn Care Association Applicator of the Year is Matt Tyler with GrassMaster, Inc. out of Canal Fulton, Ohio. Matt was honored at the Ohio Lawn Care Association's Annual Meeting on January 29th at the Holiday Inn Downtown Capitol Square.

The list of Applicators of the Year continues to grow. Past recipients are 2011 Robert Sobe, Brookside Lawn Services, Inc., Medina, OH, 2010 Matt Kingrey, Ever-green Turf and Landscaping, Troy, OH, 2009 Christopher Guerra, Highpoint Lawn Service, Stow, OH.

11TH ANNUAL NORTHEAST OHIO LAWN CARE SEMINAR SET FOR JUNE 20



The Ohio Lawn Care Association is pleased to be offering its eleventh annual Northeast Ohio Lawn Care Seminar at OARDC in Wooster, OH. This highly-informative event provides a hands-on, lawn care workshop easily accessible to turfgrass managers in the central, north and northeast areas of the state.

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Ohio Lawn Care Applicator of the Year Nomination Form

Mail your completed nomination form and required documentation by October 25, 2013 to:
OLCA Applicator of the Year • 1100-H Brandywine Blvd • Zanesville, OH 43701 • Fax: 740-452-2552

Rules and Regulations:

- Must be a member company of OLCA
- Must be recommended by company owner, manager or supervisor
- Can only win the award one time
- 1 employee submission per company
- Must have proof of State of Ohio License
- Minimum 2 years experience

Nominated By:

Company Name, Person and Title _____

Company Address _____

Company Phone _____

Applicators Name, Years of Experience _____

Applicators License _____

Describe why you think this person deserves the honor and recognition from his/her peers as Ohio Applicator of the Year?

(Leadership, Customer Relations, Knowledge of Job, Job Performance, Problem Solving)

Attach any customer letters if available.

Registration is 8:00 – 9:00 am with the program beginning at 9:00 am. Participants will get hands-on instruction and diagnosis in the following:

- 8:00 am – **Registration**
- 9:00 am – **Welcome**
OLCA Benefits, A Grateful Embrace and Legislative Update

A Separate CEO Forum to take place after the Welcome for approximately 45 minutes. Sign up is required.

- 9:30 am – 10:00 am – **Ohio Department of Agriculture Rules and Regulations for Lawn Care Applicators** - Jim Belt, Ohio Department of Agriculture (ODA) (CORE, .5 hrs.)
- 10:05 am – 10:35 am – **Enforcement and Compliance with Ohio Pesticide Applicator Regulations** Jim Belt, Ohio Department of Agriculture (ODA) (CORE, .5 hrs.)

Station Rotation

10:40 am–11:10 am and 11:15 am–11:45 am

- **Lunch – 11:45 am – 12:15 pm**

Station Rotation

2:15 pm–12:45 pm and 12:50 pm–1:20 pm

- **Station #1 – Current Problems and How to Identify and Manage/ Control** Joe Rimelspach, Dept. of Plant Pathology, OSU (Category 8, .5 hrs.)
- **Station #2 – INSECTS That Bug You Customers - Household and Perimeter Pests** Dept. of Entomology, OSU (Category 10A, .5 hrs.)
- **Station #3 – Equipment Showcase Vendors**
- **Station #4 – Tree & Shrub – Disease & Pest Problems (New and Emerging...Or the Same Old Problems? How to ID and Manage.)** Nancy Taylor, Dept. of Plant Pathology, OSU (Category 6A, .5 hrs.)
- 1:25 pm – 2:25 pm – **Management of Crabgrass and Other Monocot Weed – What do we do NOW?** Dr. John Street, Dept. of Horticulture and Crop Science, OSU (Category 8, 1 hr.)
- 2:30 pm – 3:00 pm **Tour of Secret Arboretum OARDC & Identify Pest** Ken Cochran, Program Director-Secret Arboretum OARDC (Category 6A, .5 hrs.)
- 2:00 pm – 4:00 pm Ohio Department of Agriculture Pesticide Applicators License Testing**

If you are planning to take the Pesticide Applicators Licensing Test, you need to schedule with the ODA by calling 800-282-1955 or on-line at www.ohioagriculture.gov. Select Regulatory Programs, then Schedule an Exam. You must bring a photo ID with you to the testing.

“By attending the 2013 seminar, you can learn about the latest products and practices for managing lawn and ornamental pests,” said Denise Brosie, Account Manager, Ohio Lawn Care Association (OLCA). “You will also learn how to be a better lawn care operator - everyone from hourly employees to managers and owners can learn from it.”

Pre-registration costs \$40 for OLCA members and \$75 for non-members. Discounts are available for multiple participants from the same company. For more information, or to register, contact the OLCA office at 800-510-5296, or visit www.OhioLawnCare.org.

IT'S GOOD BUSINESS TO DO BUSINESS WITH OLCA SPONSORS

OLCA offers great annual sponsorship packages to supplier members who are interested in constant visibility while supporting Ohio's lawn care operators. The various levels of sponsorship include promotion in OLCA publications, events, and website throughout the year. Their sponsorship dollars enable OLCA to offer programs at affordable prices to its members. Members are encouraged to support the sponsors who support the organization.

OLCA thanks the following 2013 sponsors:



If you are interested in becoming an OLCA sponsor, please contact headquarters at 800-510-5296.

It's good to do business with businesses that support your industry!

BILLBUGS & CHINCH BUGS - MAJOR LAWN PESTS... OFTEN MISSED!

..... By David J. Shetlar (the BugDoc), Professor of Urban Landscape Entomology

The Ohio State University, Ohio Agricultural Research & Development Center and OSU Extension

The general dogma for decades has been that white grubs are the only major pest of ohio lawns! I'm not sure where this came from, but my thoughts are that grub control has traditionally been an "add on" service which added extra revenue to the bottom line! When this kind of emphasis occurs, specialists and home owners alike, figure that this is the most important pest of their lawns!

My colleague, dr. Harry niemczyk, wrote articles over two decades ago about how billbug damage was missed and diagnosed as something else. It has been my experience that our hairy chinch bug is also commonly misdiagnosed or missed entirely until lawns begin to die out! More recently, dr. Doug richmond (turfgrass entomologist at purdue) has performed some insect surveys in indiana lawns and he recently came to the conclusion that billbug damage is much more of a lawn killer than white grubs!

Billbugs-

Billbugs and their damage continue to be one of the most commonly missed pests of lawns, grounds, sport fields and golf courses, especially if kentucky bluegrass is the dominant grass! Their life cycle develops in such a way that most inexperienced lawn specialists and home owners simply think that their turf is going into summer dormancy when, in fact, it is dying! The larvae generally burrow down seed-head stems in may, reach the turf crown in early june. If the weather is normal to wetter than normal, the new tillers that developed in may and june will set roots and replace the dead parent plant. However, if it turns off hot and dry in mid-june, the new tillers will collapse and the whole plant system (parent plant and tillers) will die off. Unfortunately, this can look like the grass is simply entering dormancy! If this assumption is followed into september when rains normally resume, the billbug damaged turf won't recover. Healthy turf that went into dormancy will green up rapidly.

Billbug adults overwinter in the turf and nearby protected areas. They become active when the soil surface temperatures regularly reach 65 °f. After a few days of feeding, females begin inserting their eggs into the seed-head stems, probably because these are the thickest stems available. The egg hatches in a week to 10 days into a small grub-like larva that burrows down the stem leaving a trail of fine sawdust-like fecal pellets behind (frass). While grub like (having a brown head and roughly c-shaped body), billbug larvae have no legs. The larvae molt several times, but eventually reach the crown. If the larva is small, it will burrow up and down additional stems. Eventually the larvae is too large to fit inside stems and it will drop out to feed on the crown itself. This often happens in mid- to late june.

Billbug activity is pretty easy to diagnose once the larvae have burrowed down stems. Simply do the "tug test!" Grasp some of the brown grass stems and tug. In june, these will look like the natural dieback of the seed-head stems. Later on, pulling on any of the straw-colored stems is appropriate. If the stems break off easily and they are packed with a fine dust-like powder, you are seeing billbug activity.

This is demonstrated on a video posted on youtube! ([Http://www.Youtube.Com/watch?V=a-5zdolfnms](http://www.Youtube.Com/watch?V=a-5zdolfnms))

Hairy Chinch Bug-

The hairy chinch bug has historically been a major lawn pest but it seemed to be less of an issue when we began using some long residual organophosphate insecticides, like Oftanol and Triumph. Over the last two decades, I have been seeing more and more activity of this pest, primarily in recently sodded Kentucky bluegrass lawns! In many cases, these new lawns were established on rubble, not soil and the KBG would be killed out by both billbugs and chinch bugs in the first five years after being laid down. The lawns would often be reseeded with perennial ryegrass or tall fescue (both of which have endophytes) and the chinch bugs would no longer be an issue!

The hairy chinch bug also overwinters as adults hiding in the turf. In the spring, when surface temperatures get closer to 70 °F during the daytime, these adults begin to disperse, feed, and lay eggs in the thatch. The eggs hatch in a few days and the tiny red-orange nymphs feed on stems, often within the protection of thatch layers. Chinch bug feeding clogs vascular bundles, and the tissues upward from the feeding spot stop getting nutrients and water, then turn yellow and die. The chinch bugs simply move to new stems or move lower on a stem to continue feeding. The majority of first generation nymphs seem to be active from late May through June. In July, the new adults lay more eggs and we get a second generation through August, if the turf is kept actively growing during this period.

Hairy chinch bug detection is pretty simple, but it DOES require you to LOOK! I call this the hands-and-knees technique! Simply walk over to where the turf is turning brown and spread the turf canopy where the brown and green edge joins. If chinch bugs are present, you should easily see the black and white adults and red-orange nymphs. Check a couple of places. If you don't readily find the chinch bugs, then something else is happening to the turf! I also have a video demonstrating this technique (<http://www.youtube.com/watch?v=Vn6y78ZBQqE>).

Billbug and Chinch Bug Controls –

Since both billbugs and chinch bugs overwinter in and around the turf that they attacked last year, one of the first strategies was to apply a surface insecticide to kill these adults as soon as they become active. In the past, Dursban, Diazinon or Sevin were commonly used for this purpose. Today, some of the pyrethroids (like Talstar, Scimitar, DeltaGuard, and Tempo Ultra) can be used for this purpose. Applications would be made when the soil surface temperature reaches 65-70 °F. This is usually in early May.

With the development of turfgrass use neonicotinoids (e.g., imidacloprid, thiamethoxam, clothianidin and dinotefuran), virtually all of these are very good at taking out billbugs if they are applied

from early May into the first week of June. We don't have good laboratory evidence, but it appears that these insecticides affect both adults (may stop their egg-laying) and larvae (through systemic action). The problem with early May applications of neonics is that some (imidacloprid, thiamethoxam and dinotefuran) will not remain at active levels for the grub populations that may arrive in July. In short, you will get billbug control, but not grub control with a single application. Clothianidin, seems to have longer residual activity.

Chinch bugs are also controlled with early applications of neonics, but bifenthrin products are still the fastest knock-down materials. Chinch bugs are often difficult to find until early to mid-June (middle of the

first generation) and damage is more common in July and August. In either case, lawn specialists should be quick to use the hands-and-knees technique to diagnose chinch bug activity. Once discovered, a single shot of bifenthrin should eliminate them for the rest of the season.

Finally, I still strongly recommend taking a long-term approach to controlling both billbugs and chinch bugs. Slit seeding with endophytic ryegrass or turf-type tall fescues will stop both insects from achieving pest status. All you need is about 40% of the stand expressing the endophytes that these grasses contain in order to stop the pests!

Table 1. Summary of Ohio Bluegrass Billbug Control Studies 1996-2012

(applied as preventive and early curative treatments)

D. J. Shetlar & J. Andon

Department of Entomology

The Ohio State University, OARDC & OSU Extension

Insecticide	Rate	%	#	range
	lb.ai./A	control	tests	% control
Bifenthrin (=Talstar)	0.1	66.5	15	37-100
	0.2	76.5	4	53-100
Chlorantraniliprole (=Acelepryn)	0.08	89.5	2	85-93
	0.1	71.8	8	12-86
Clothianidin (=Arena)	0.2	82.4	5	74-94
	0.3	94.1	7	80-100
Cyfluthrin (=Tempo)	0.14	67.0	2	
Deltamethrin (=Deltagard)	0.13	67.0	1	
Imidacloprid (=Merit)	0.3	77.4	21	55-95
	0.4	92.5	5	73-100
Lambda-Cyhalothrin (=Scimitar)	0.06	78.4	5	64-95
Thiamethoxam (=Meridian)	0.2	87.2	6	81-100
	0.26	100.0	2	
Dinotefuran (=Zylam)	0.36	84.1	7	73-93
	0.54	71.6	7	46-86

Table 2. Summary of Ohio Hairy Chinch Bug Control Studies 1996-2012

(applied as curative treatments)

Insecticide	Rate	%	#	range
	lb.ai./A	control	tests	% control
Bifenthrin (=Talstar)	0.1	93.9	17	69-100
	0.2	92.6	13	55-100
Beta-cyfluthrin (=Tempo Ultra)	0.1	83.	0 1	
Chlorantraniliprole (=Acelepryn)	0.2	57.5	2	56-57
	0.4	37.6	5	32-54
Clothianidin (=Arena)	0.2	92.2	5	83-100
	0.3	85.6	5	71-100
Cyfluthrin (=Tempo)	0.14	33.7	3	0-79
Imidacloprid (=Merit)	0.3	83.6	11	50-100
	0.4	77.8	6	61-100
Lambda-Cyhalothrin (=Scimitar)	0.05	88.8	6	76-95
Thiamethoxam (=Meridian)	0.2	69.0	3	29-97
	0.26	88.5	2	79-98
Clothianidin + Bifenthrin (= Aloft)	0.4+0.2	93.7	3	86-97



Unfortunately, chinch bug damage can look like disease or drought stress. You have to do the "hands-and-knees" inspection to be sure!



Billbug damaged lawn and frass-filled stems resulting from a "tug test."



Bluegrass billbug larva that has burrowed down the seed-head stem to the crown.



Hairy chinch bug life stages (egg, five nymphal instars and adult).

OHIO USE TAX? WHAT YOU DON'T KNOW CAN HURT YOU!

Lawn care providers and landscapers operating in Ohio have been required to collect sales tax on their services since 1993, however, if you do not have an Ohio Use Tax account the Ohio Department of Taxation may be looking for you! The State of Ohio is getting serious in their efforts to get all businesses in Ohio registered to report Ohio use tax. Use tax is not a new tax. It has been around as long as the sales tax and applies to the same types of purchases. If something is subject to sales tax it is subject to use tax, however you only pay the sales tax or the use tax not both. Two years ago the Tax Department initiated a Use Tax Education Program to inform taxpayers of their use tax obligations. In 2011 Ohio began a Consumers Use Tax Amnesty program which ended May 1, 2013. This means that those businesses that have not registered for a use tax account and did not take advantage of the amnesty program are now fair game for the department's auditors!

What is a use tax account? A use tax account is used to report self-assessed Ohio use tax. If you make a taxable purchase in Ohio the vendor should charge sales tax on their invoice. If for some reason the vendor does not charge you sales tax or you buy something online or by mail from an out of state supplier you owe use tax on that purchase. Taxable purchases on which tax has not been paid to the vendor must be reported on a use tax account or they are subject to assessment in an audit and are subject to penalty and interest.

What types of purchases are taxable to a lawn care provider? Most purchases by a lawn care provider/landscaper are taxable. These

include all tools such as rakes, shovels, sprayers, spreaders, etc.; all equipment such as tillers, tractors, backhoes, snow blowers, cheery pickers, etc.; all motor vehicles such as trucks and trailers; as well as uniforms, gloves, boots and anything used in the office such as computers, office supplies, etc.

What can a lawn care provider purchase exempt? If you make over-the-counter sales of shrubs, trees, etc. you are entitled to purchase these items exempt for resale. You are also entitled to purchase exempt any personal property you transfer to your customer in the course of providing lawn care or landscaping services. This would include trees, shrubs, chemicals, fertilizers, grass seed, salt, etc. You must provide your supplier a properly completed exemption certificate to purchase exempt.

If you are providing landscaping services that go beyond lawn care such as installing sprinkler systems, retaining walls, paver patios, etc. there are other factors determining what you should pay use tax on. Get further information from the Lawn Care, Snow Removal and Landscaping Services information release at the Ohio Department of Taxations website www.tax.ohio.gov. Go to the Business tab, click on Laws, Rules & Rulings, click on Information Releases.

An Ohio Use Tax account may be obtained online at the Ohio Business Gateway at www.business.ohio.gov. For additional information please call Don Carter at Towe & Associates at 866-698-7086.

DID YOU KNOW THAT LAWNS CAN....

NATURALLY CLEAN AIR. Lawns take in carbon dioxide and break it down into oxygen and carbon. The lawn outside of your home can provide most of the oxygen you breathe. In fact, a 50-foot by 50-foot area will provide enough oxygen for a family of four, day after day. Lawns also take in other gases. An acre of lawn will absorb hundreds of pounds of sulfur dioxide per year. The haze created by these pollutants can reduce the sunlight by as much as 15%.

COOL THE ENVIRONMENT. Lawns provide a substantial cooling effect to the environment. Eight average sized lawns will have the cooling effect of 70 tons of air conditioning compared to the average 4 ton home air conditioner. Summer air temperatures above a lawn will be up to 30 degrees cooler than above a paved area.

IMPROVE AND RESTORE THE SOIL. Lawns are a perennial plant which means part of the root structure dies off during the winter and grows back the following spring. The dead roots of the plant breakdown providing organic matter for the soil. The breakdown of clippings from regular mowing also adds organic matter. Over time, organic matter improves the quality of the soil making it more fertile and better able to filter air and water.

OLCA MEMBERSHIP OFFERS GREAT VALUE® HAVE YOU RENEWED YOUR MEMBERSHIP FOR 2013?

Many lawn care and landscape companies are unaware of the valuable services provided by the Ohio Lawn Care Association and the important benefits of membership, including our ongoing campaign to protect your business.

Not only will membership in OLCA open the door to endless information on how to grow your business and make more money, taking advantage of one or more discount offers provided to OLCA members can actually pay for your membership!

Did you know that the OLCA is deeply involved in promoting sensible laws and regulations that control your very ability to operate a lawn service business?

Without the ongoing legislative and regulatory involvement of OLCA and our lobbying partners at Capitol Consulting Group, Ohio regulations could easily become difficult, if not impossible, for the small business to manage.

Following are examples of how you can make your membership pay for itself by taking advantage of the many discounts offered to OLCA members!

Service Magic

If It's All About Who You Know, You'll Want to Know Us. With 7 million consumers generating highly targeted leads every five seconds, ServiceMagic is one of the most powerful lead generation tools around. Combine that with the expertise and resources of ServiceMagic's industry-leading service marketing department and you've got an ally that will put your business in front of the consumers who will help you achieve the results you demand.

Contact: Jeremy Anderson

Business Development Group-National Accounts

Phone: 303-963-8363 • Fax: 866-730-2139

Email: jdanderson@servicemagic.com

Web: <http://www.servicemagic.com/nationalaccounts>

Workers' Compensation Group Rating Program

CareWorks Consultants Inc. (CCI) is proud to be the administrator of the Ohio Lawn Care Association workers' compensation program. The association's group participants are projected to **save over \$350,000** in 2012 due to program stability and comprehensive quality services.

CCI analyzes each employer's unique claim and premium history to find the highest level of savings – from the BWC maximum to a lesser percentage for companies with claims. For more information, or for a no-cost, no-obligation quote of your potential premium savings, contact Shawn Combs, the association's CareWorks

● Consultants representative at 800-837-3200 ext. 7264, via email at shawn.combs@ccipa.com.

● Contact Shawn Combs, Careworks Consultants, Inc.

● Phone: 614-526-7264 • Fax: 614-210-5889

● Email: shawn.combs@ccitpa.com

● Web: www.cardworksconsultants.com

● Michael Coates, BWC Rep.

● Bureau of Workers' Compensation

● Phone: 614-562-5372

● Email: michael.coates@bwc.state.oh.us • Web: www.ohiobwc.com

● Discount Pricing on Pest Evaluation and Suppression Techniques (P.E.S.T.) Newsletter

● Contact: The Ohio Nursery & Landscape Association

● Phone: 614-899-1195 or 800-825-5062

● Fleet Fuel Program

● • No Monthly Fees – SuperFleet has no card fees, no monthly or annual fees.

● • Driver Convenience – SuperFleet cards are accepted at over 5,500 Midwest locations.

● • Volume Rebate Program – 10¢ / gallon at Speedway and Rich Oil locations and 5¢ / gallon at Marathon locations for the first three months. Then earn volume rebates up to 5¢ / gallon at Speedway, Rich Oil and Marathon locations every month.

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● • Added Security – Increased card and driver restrictions with a click of the mouse.

● • Online Control – Immediate card and driver restrictions with a click of the mouse.

● • Fleet Maintenance – 15% discount at Valvoline Instant Oil

● Change locations

● • Free Access to SuperFleet® Manager Online

● Contact: Rick Prebles

● Phone: (513) 360-0999 • Fax: (419) 422-9225

● Email: rjprebles@superfleet.net

● Plant/Pest Diagnostics

● OLCA members receive free diagnostic services (limit 3 per company per year) at the C. Wayne Ellett Plant & Pest Diagnostic Clinic, a leading diagnostic service at The Ohio State University, with state-of-the-art diagnostic skills, testing and procedures.

● Contact: Nancy Taylor

● OSU Plant & Pest Diagnostic Clinic

● Phone: 614-292-5006

● Email: ppdc@postoffice.ag.ohio-state.edu • Web: <http://ppdc.osu.edu>



Visit OLCA
on Facebook!

Go to www.OhioLawnCare.org
and click on the facebook link.

Legislative Representation

Ohio lawn care operators are represented at the Ohio Statehouse by Capitol Consulting Group - protecting our industry from harmful legislation.

Contact: Capitol Consulting Group
Phone: 614-224-3855

Applicator/Technician Training Programs

Educational programs specifically geared to lawn and landscape professionals are offered year-round throughout the state. Ohio Department of Agriculture Pesticide Applicators License Re-Certification credit is available.

Visit the Calendar of Events page for more details.
Phone: 800-510-5296

Newsletter and Website

OLCA keeps you informed about the industry on a state and national level. News regarding environmental regulations, legislation, research, cultural practices, business operations, safety, and green industry news and events are covered in our newsletter.

Contact: OLCA
Phone: 800-510-5296

Research

OLCA recommends and provides funding support for research specific to the lawn care industry. This information is shared at educational events, in the newsletter and on the website. Grants are provided to universities, community colleges and technical schools throughout the state for special projects, research and educational programs benefiting the lawn care industry.

Contact: OLCA
Phone: 800-510-5296

On-Hold Marketing

Messages Sold-On-Hold's marketing program includes a series of customized messages written and recorded by a professional team of writers and voice talent to then be broadcast over your telephone hold system. Through OLCA membership you can receive special member rates.

Contact: Ron Smith SOH Productions
Phone: 800-473-1585
Email: rsmith@sohproductions.com
Web: www.sohproductions.com

Scholarships

OLCA offers an annual Scholarship Fund. This financial aid is awarded to qualifying children of OLCA members and/or outstanding Ohio students who desire a career in the green industry. More than \$3000 is awarded each year to students around Ohio. Deadline for application: October 26, 2012. Scholarship Applications are available at www.ohiolawnca.org.
Contact: OLCA
Phone: 800-510-5296
Web: www.ohiolawnca.org

Marketing Materials

Members who order marketing and print promotional materials from Focal Point Communications, a leading lawn care marketing and communications company in Cincinnati, OH receive up to 10% discounts.
Contact: Focal Point Communications:
Toll Free: 800-525-6999
Web: www.growpro.com

Soil Sampling

Through an arrangement with CLC LABS, OLCA members receive 10% discounts on soil samples.
Contact: Dr. Chuck Darrah
CLC LABS
Phone: 614-888-1663 • Fax: 614-888-1330
Email: clclabs@aol.com

Safety Manual

All members of the OLCA Workers Compensation Group Rating Program receive a complete safety manual at no charge. Members not in the group may purchase a safety manual for just \$149.99 (normally \$300!). RiskControl360 also offers safety training events, risk management assessments and unlimited telephonic consultations.
Contact: Lisa Shaver
RiskControl360
Toll Free: 877-360-3608, Ext. 2367 • Phone: 614-827-0367
Email: lisa.shaver@riskcontrol360.com • Web: www.riskcontrol360.com

Discounts at Industry Events

OLCA members pay less when registering for OLCA events, including field days and training sessions. You also pay less when registering for the Ohio Turfgrass Conference & Show.
Contact: OLCA - 800-510-5296

CALENDAR OF EVENTS

June 20	Northeast Ohio Lawn Care Seminar	OARDC, Wooster
August 8	Ohio Lawn Care Outdoor Summer Seminar	OTF Research & Education Facility, Columbus
August 21	OLCA Board of Directors Meeting	Columbus
October 23	OLCA Board of Directors Meeting	Zanesville
November 9	A Grateful Embrace	Dayton National Cemetery, Dayton and Ohio Western Reserve National Cemetery, Rittman
December	OLCA Annual Meeting	TBD

SUMMER LAWN DISEASES

..... Joseph W. Rimelspach / Program Specialist / Dept. of Plant Pathology / OSU

These following diseases can cause serious problems in Ohio during summer conditions and are caused by different fungi. Remember the majority of lawn problems are **not** caused by diseases but the result from adverse weather conditions that are not conducive for growing cool-season grasses in the summer or from injury to the turf plants from maintenance procedure that were not properly executed.

The majority of the fungi that cause lawn diseases persists from year to year in lawns by surviving in - turf plants – in the thatch – or in the soil. In some cases the spores of the fungi are carried into Ohio annually by the wind, blown in on the jet stream; examples are rust and gray leaf spot. Since the pathogen, the fungus that causes the disease, is usually present and does not need to be introduced the critical factor to initiate a disease outbreak in a lawn is the environment (weather conditions). The longer the weather is right for the fungus to grow the more damaging and the more severe the disease will be. Often there are questions if the fungus that causes different lawn diseases is moved from lawn to lawn on mowers, equipment, on shoes or boots, etc.? The answer is NO, not to any significant degree. The environment and normal life cycles of these diseases are the key factors for survival and spread of the pathogen. Keep in mind that the different grasses make up a lawn and the different grasses vary in their susceptibility to different diseases so a disease may be found in only certain places in a lawn.

Brown Patch:

Diagnostic Information –

There are many challenges to acutely diagnosis Brown Patch /Rhizoctonia Blight caused by (*Rhizoctonia solani*) in lawns. Since all common turfgrasses can get the disease it is difficult to rule out the disease on the bases of the type of grass in the lawn. However, many tall fescue lawns are prime candidates to be the first to develop brown patch when weather is favorable for the disease. There are differences in susceptibility by the different cultivars of tall fescue. Check the web site of the national Turfgrass Evaluation Program for rating tall fescue cultivars and susceptibility to brown patch at – www.ntep.org A key factor that needs to be present for active Brown Patch/ Rhizoctonia Blight is wet conditions (heavy rainfall, over irrigation, wet & humid sites, poorly drained areas, long periods of wet foliage/ thatch and soils). If there are “brown patches” in a lawn and the turf and site are dry continue the diagnostic process since Brown Patch/ Rhizoctonia Blight is most likely NOT the problem. A lush stand of turf is also a high candidate for the disease, especially if the lawn is wet and the temperatures are right. If there are questions about the specific diagnosis of this disease, submit a sample to a turf diagnostic lab for verification.

Management and Control Strategy –

- **KEEP THE LAWN DRY! Wet leaf blades greatly increases infection and disease. If the lawn needs moisture, water deep and infrequent, early in the day, so the grass leaves will dry quickly. Do not water in the late afternoon or early evening. Night watering is not recommended in hot, humid weather. Avoid frequent light sprinklings.**

- **Avoid fertilizer applications that cause a flush of succulent**

growth since it is very susceptible to brown patch. Minimize or avoid nitrogen fertilizer applications before or during hot weather whenever possible. Several lighter fertilizer applications are less likely to trigger disease than one heavy application.

- **Use turfgrass cultivars that are more resistant to brown patch. A source of information on turfgrass assessment for disease is the National Turfgrass Evaluation Program in Beltsville, MD or check the web site at <http://www.ntep.org>**

- **Fungicide Management:** When a lawn has had previous brown patch problems, fungicides may be applied when humid weather and hot nights are predicted. Applications should continue according to the fungicide label for as long as the hot, humid weather persists. For specific fungicides refer to the OSU Turfgrass Pathology Program web site: <http://turfdisease.osu.edu> Look under publications for - Management of Turfgrass Diseases Bulletin (L-187 Disease Section). Read the label and follow all instructions.



A patch caused by “Brown patch” in a tall fescue lawn. (Photo by J. W. Rimelspach)



Brown patch fungus (mycelium) in tall fescue lawn, the fungus may appear similar to pythium mycelium. (Photo by J. W. Rimelspach)



Lesions caused by brown patch on the tall fescue leaves. (Photo by J. W. Rimelspach)



Brown patch lesion on crabgrass leaf, this is very similar to lesions of brown patch on tall fescue.

Dollar Spot:

Diagnostic Information -

The first symptoms of the disease appear as tiny yellow spots on individual grass blades. The spot expands to a straw colored or tan band with dark reddish-brown margins. The tip of the affected leaf often remains green. The tan band, or lesion, is often narrower in width than the leaf, resulting in the lesion taking on an “hourglass” shape. The entire blade soon becomes bleached. As the grass dies and the infected areas enlarge, light straw-colored spots 2 to 3 inches in diameter appear in the lawn. A fine, cobwebby white mold may be visible early in the morning when heavy dew is present. This mycelia growth of the fungus will disappear as the turf dries. The turf in these spots may be killed all the way from the lesion to where the plant comes into contact with the soil. If left unchecked, the spots may merge and form large, irregular straw-colored patches. On low cut turf, such as that on golf greens and fairways, the spots are often well defined and smaller than those on high cut residential or commercial turf and as the name implies are about the size of a silver dollar. Thus, the descriptive term “dollar spot.” In lawns the affected spots are not as defined and are larger than the size of a silver dollar coin.

Management and Control Strategy –

- Adequate fertilizer program. Proper nitrogen fertility will greatly reduce the occurrence and severity of dollar spot. Refer to Home Yard and Garden fact sheet 4006, “Fertilization of Lawns.” Note: Careful consideration must be given to fertility programs to avoid excessive

nitrogen fertility which aggravates other diseases such as Brown Patch.

- Avoid periods of prolonged wet leaves. Avoid watering in the late afternoon or evening. Prune trees and shrubs to facilitate optimal penetration of sunlight and remove barriers or wind blocks to promote optimal air movement so grass dries faster.

- Provide adequate soil moisture for turf growth.

- Select resistant cultivars. Before seeding, consider recommended cultivars that are resistant to dollar spot. This is especially helpful when planting Kentucky bluegrass, **check with the National Turfgrass Evaluation Program.**

- Chemical control used early in disease development can be quite successful. Once dollar spot gains a foothold and is widespread, chemical management will be difficult. For specific fungicides refer to the OSU Turfgrass Pathology Program web site: <http://turf.disease.osu.edu> Look under publications for - Management of Turfgrass Diseases Bulletin (L-187 Disease Section). Read the label and follow all instructions.



Dollar spot – in a Kentucky bluegrass lawn (photo by J. W. Rimelspach)

Rust:

Diagnostic Information -

Diseased plants initially develop light-yellow flecks on the leaves. As the spots enlarge, the surfaces of the leaves rupture exposing masses of powdery, orange to brick-red colored spores of the fungus. The powdery material rubs off easily on your fingers, shoes or clothing. Rust-colored spores of the fungus are diagnostic of this disease. Continuous heavy infection causes many grass blades to turn yellow, wither and die.

Management and Control Strategy –

- Select and plant resistant turfgrasses and cultivars. A source of information on turfgrass assessment for disease is the National Turfgrass Evaluation Program in Beltsville, MD or check the web site at <http://www.n tep.org>

- Turfgrass provided with optimal levels of fertilizer and water is less likely to be severely damaged by rust.

- Avoid night watering which increases the length of time the leaf blades remain wet.

- Mow frequently at a height not less than what is recommended for the turfgrass. Avoid close mowing or scalping of the turf. Do not remove clippings rather recycle to return nutrients.

- Fungicide applications used before infection or very early in disease development can be quite successful. Once rust gains a foothold and is widespread, chemical management will be difficult. For specific fungicides refer to the OSU Turfgrass Pathology Program web site: <http://turf-disease.osu.edu> Look under publications for - Management of Turfgrass Diseases Bulletin (L-187 Disease Section). Read the label and follow all instructions.



Rust – in a perennial ryegrass lawn, note the yellow leaves that are heavily infected with the fungi (photo by J. W. Rimelspach)

Gray Leaf Spot:

Diagnostic Information –

Gray leaf spot caused by the fungus *Piricularia grisea* is a devastating on perennial ryegrass Turfgrass. Initially symptoms may appear as drought-like symptoms. The pathogen kills the plant by causing severe leaf blight. Part of the blighting process involves the production of phytotoxic chemicals, which disrupt the normal biochemical and physiological balance within the turfgrass. Initial symptoms often appear as small pinprick lesions, which often go unnoticed or mistaken as a less aggressive leaf spot disease. Patches of Kentucky bluegrass, fine fescues, bentgrass, and many perennial weedy grasses will not be affected. In most cases the ryegrass will quickly die and appears as drought stress however the soil is wet and has plenty of moisture. In years when the disease it is the most wide spread in Ohio there is a strong correlation to weather patterns of warm days and nights, high humidity and rain fall from the remains of hurricanes that trace through the Ohio valley.

**DID YOU
KNOW THAT
LAWNS CAN....**

Reduce glare and noise. Since a lawn is a non-reflective surface, it acts as a screen to soften glare from the sun. Lawns, trees, and shrubs also have the ability to absorb sound, while hard surfaces like streets will reflect sound. Lawns and other green plants can reduce noise levels by 20 - 30%.



Gray leaf spot – perennial ryegrass lawn, plants are killed by this disease. (Photo by J. W. Rimelspach)

Management and Control Strategy –

- Reduce or limit nitrogen fertilizer in the summer. Avoid quick-release sources of nitrogen.

- Irrigate early morning and avoid evening irrigation. Check the soil moisture level because the disease mimics drought stress. Over watering caused by misdiagnosis increases the severity of this disease.

- Seed areas with a resistant type of turfgrass such as Kentucky bluegrass or fescue. Remember that seedling perennial ryegrasses are extremely susceptible to infection of gray leaf spot and can easily be killed if the disease is active.

- New perennial ryegrass cultivars are being developed that show reduced susceptibility to the disease. Again check the NTEP web site for more resistant cultivars.

- Chemical management must be timely to prevent damage or at the earliest indication of the disease. For specific fungicides refer to the OSU Turfgrass Pathology Program web site: <http://turf-disease.osu.edu> Look under publications for - Management of Turf grass Diseases Bulletin (L-187 Disease Section). Read the label and follow all instructions.

Need help with diagnosing a problem?

If there is a need to have a laboratory diagnosis to identify or confirm a lawn problem submit a sample to the C. Wayne Ellett Plant & Pest Diagnostic Clinic at The Ohio State University.

Send Turf Samples to:

201 Kottman Hall
2021 Coffey Road
Columbus, OH 43210

For more information on collecting and submitting a sample see the C. Wayne Ellett Plant & Pest Diagnostic Clinic web site: <http://ppdc.osu.edu>



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OHIO LAWN CARE ASSOCIATION NEWS

The Ohio Lawn Care Association News is published biannually by the Ohio Lawn Care Association and sent to the Ohio Lawn Care Industry.

DID YOU KNOW??

The Environmental Benefits That Your Lawn Provides:

Besides providing a foundation for the family to play, the lawn plays an important role in the urban environment. In fact, the healthier the lawn the better it can protect the environment. Lawns reduce run-off, minimize erosion, clean the air, neutralize pollutants, and absorb rainwater.



Prevents soil erosion and stabilizes dust. Lawns protect the soil from wind and water erosion. A healthy Lawn stabilizes the soil with its roots. The roots “knit” the soil together preventing the movement of soil. A dense lawn also reduces dust because the soil particles are not able to move with the wind. This ground cover provides a place for airborne dust to settle. Lawns trap as much as 12 million tons of dust per year.

Rainwater Absorption. Lawns help reduce runoff and prevent soil erosion, capturing and filtering rainwater to recharge our groundwater supplies. Grass leaves and stems cover the soil and intercept raindrops as they fall and interfere with runoff flow, slowing it down to the point where soil particles have a chance to soak it in. In fact, water run-off from lawns is rare because the average 10,000 square-foot lawn can absorb more than 6,000 gallons of water from a rainfall event.