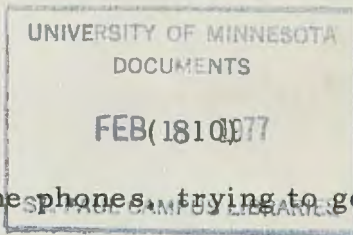


MN 2000
CRB 2/4/77

AGRICULTURAL EXTENSION SERVICE - UNIVERSITY OF MINNESOTA •

February 4, 1977

Beware of Pitchman



(612) 373-0710

consumer radio briefs

"Herbicide Hookers" are working the phones, trying to get farmers and other consumers to buy chemicals that may be of questionable value. University of Minnesota Extension Agronomist Gerald Miller advises consumers to buy products only after they have been able to read the product label. Telephone purchases are all right only if the buyer is dealing with a reputable agent personally known to him.

The statements and precautions on pesticide labels are backed by intensive scientific study and careful scrutiny. The label provides assurance that the product will do an effective job in an environmentally safe way. Users should always read and follow label instructions when applying a pesticide.

Telephone hucksters often claim the products are non-toxic to people, livestock and fish and will control all weeds. The fact is that the products will only control some weeds, are usually much more expensive than legitimate products and are often not suited to the suggested uses. Prizes are sometimes offered to the farmer if he will buy. The calls are normally made in the early morning or late afternoon. Pesticide buyers should make it unmistakably clear to any telephone huckster that they are not interested in any weed control products. Federal, state and private organizations report that wavering buyers have sometimes been shipped the pesticides C-O-D.

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