**WILLIAMS & MACDONALD PROMOTED**

NEW HAVEN, Conn. — ROOTSinc has named Wayne E. Williams vice president for the Southern region and Randall J. MacDonald regional sales manager for the Mid-Atlantic and East Central states.

Working out of a new regional office in Hilton Head, S.C., Williams will be in charge of a region covering the Carolinas, Georgia and Florida west to Texas. Williams had been charge of sales at the New Haven office since July 1986.

Williams is a graduate of Boston University and brings extensive experience. He was with Thompson-Hayward Chemical Co. for 18 years as national accounts manager. He also spent 14 years with Hubbard-Hall Chemical Co., seven as regional sales manager.

MacDonald is responsible for distributor relations, sales and sales training from New York, New Jersey, Maryland and Virginia west to Indiana and Michigan.

He has been the technical representative of ROOTSinc in the Mid-Atlantic states since March 1989. Before that he was a district manager with the Davey Tree Co. He holds a degree in forestry from Paul Smith College.

**BAREBO HONORS DISTRIBUTORS**

LAS VEGAS, Nev. — Barebo, Inc. honored its top distributors on Feb. 10 and presented support materials for its new products — the Concept, line of floating surface spray wipers and The Triton, a horizontal aspirating mixer.

Chicago Turf & Irrigation was honored as Distributor of the Year, while Carlyle Co. was named International Distributor of the Year, AMS Pump & Irrigation Most Improved Distributor, Virginia Turf & Irrigation Rookie of the Year, and Reinders Brothers, Inc., Service Center of the Year.

Cited as outstanding distributors for each quarter of 1990 were Storr Tractor for the first quarter, Simpson Norton of Las Vegas for the second, Tecno for the third and Smith Turf & Irrigation for the fourth.

**MOBAY TO OFFER DYLIX 62 GRANULAR**

KANSAS CITY, Mo. — Mobay Specialty Products Group has bought the federal registrations to the production and sale of trichlor from Kaw Valley, Inc., Leavenworth, Kan.

Prior to the acquisition, Mobay offered an 80-percent soluble powder, DYLIX. Mobay now can offer to the turf care professional under the Mobay label both the 80-percent soluble powder and DYLIX 62 granular.

**SUPPLIER BUSINESS**

**Gardner named executive VP of sales for LESCO**

CLEVELAND, Ohio — Philip R. Gardner has been named executive vice president of sales for LESCO, Inc.

The company markets primarily through golf course sales representatives, who operate tractor trailer "stores-on-wheels," service centers in 16 states, plus lawn care, equipment and fertilizer specialists, and t elemarketing representatives, LESCO will expand its efforts in each of these areas this year under Gardner's leadership.

Gardner said the firm will increase the number of golf course sales territories and expand its telemarketing operations.

"We have a new distribution center in Charlotte, N.C., that will improve our service in the mid-Southeast, and our equipment manufacturing and fertilizer blending facilities are operating at very high levels of efficiency and quality," the new vice president said.

Gardner joined LESCO in 1975 as a golf course sales representative. He also served as a regional sales manager, fertilizer and plant warehouse manager, and, most recently, vice president of the lawn service division.

He is a member of the Ohio Turfgrass Association, Florida Turfgrass Association, and Professional Lawn Care Association of America.

**CMAA EXHIBITORS GENERALLY OPTIMISTIC ABOUT GOLF'S FUTURE**

By Peter Blais

General optimism regarding the private club industry's economic future describes the mood of exhibitors at March's Club Managers Association of America Conference and Exhibition in Dallas.

Many suppliers said business was continuing to grow at a record clip, despite the recession gripping much of the country. Others said business was at least as good as in the past. A few, while happy with the present, expressed doubts about the future.

"The recession hasn't affected us at all," said Earl Beck, president of Spirited Tastings Inc. which conducts formal tastings for clubs. "We're doing this for eight years and we're as busy as we want to be. It's very important for us to be at this show. Most of our business is with private clubs. This is the best way for us to meet managers from across the country and let them know what we do."

A pair of golf car manufacturers were similarly upbeat.

"Our business is running 20 to 25 percent ahead of last year," said Ben Sherwood, director of sales and marketing with Columbia ParCar. "The golf course business seems to be reasonably recession-proof.""

Adding Club Car National Sales Manager Larry Sunsdberg, "Interest has been excellent. We haven't noticed the recession affecting our business anywhere in the country. This has been our best year ever."

Computer software companies are being attracted to the private club market in record numbers as the industry moves into the high-tech arena.

"I'm surprised at the number of computer homes here," said Larry O'Connor, a partner with Fastech Software. "There were five listed here last year. There must be at least 20 (22 actually) this time.

"The recession has actually helped our business. With the market squeezed, clubs want to know where their money is going."

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**LEBANON TURF PROMOTES FOUR PRODUCT MANAGERS**

LEBANON, Pa. — Paul Mengele, manager of marketing and sales for Lebanon Turf Products, a division of Lebanon Chemical Corp., announced the promotion of four product group managers.

"These four men bring nearly 50 years of combined product experience to our management team," Mengele said in announcing the promotions of Paul Grosch, Harry Mathis, Ed Price and Randy Rogers as product group managers.

Grosch and Rogers will concentrate on the Country Club brand of products for professional and golf course use.

Mathis will be responsible for marketing the Greenskeeper and Lebanon Pro line of products to the lawn care and landscaping industry.

Price will coordinate development of the Green Gold, Turf Master, WonderGro and private label lines for the retail/consumer over-the-counter market.

Grosch joined Lebanon in October 1987 as a sales representative. He most recently served as sales manager of Lebanon's Middle and South Atlantic Sales Division. Grosch holds a bachelor's degree in botany from Ohio Wesleyan University.

Mathis joined the turf products division in July 1981 as a territory sales representative. He became manager of the Northeast Division in November 1983. Mathis earned a degree in business administration and environmental studies from Ramapo College of New Jersey.

Price started with the company in 1976, serving as a sales coordinator. He was promoted to manager of the Middle and South Atlantic Division in 1981 and to manager of private label national accounts in 1988. Price has an associate's degree from Brandywine College.

Grosch joined Lebanon in 1978, serving as a territory sales manager in its mid-West Division. He was promoted to manager of the Western Division in 1981. Rogers earned a degree in turfgrass and business management from Michigan State University.
Hunter Industries recognizes its top 20 national distributors

COLORADO SPRINGS, Colo. — Hunter Industries’ Top 20 Distributors for 1990 were presented at a recent national sales conference here.

Hunter Director of Sales Chuck Heston introduced each of the 20 honorees during a general meeting that attracted more than 500 participants.

Among the award winners were Dick Wheelock of Sprinkler World of Arizona in Phoenix and the California firms of William Hayes Sr. of Automatic Rain Co. in Menlo Park.

Mark Davidson of Coast Irrigation Supply in Westlake Village; Jim Head Sr. of Coast Turf & Utility Supply in Anaheim; Archie Humphries of Hydro-Scape Products in San Diego.

Campbell Wilson of Normac Inc. in North Highlands and Ray York of Ewing Irrigation Products in San Leandro.

Others were Dick Griese of Western Pipe and Supply in Boulder, Colo.; Larry Oliva of Atlantic Irrigation Specialties in Holly Hill, Fla.

Fred Tanner of Florida Irrigation Supply in Orlando; Ernie Hodas of Century Rain Aid in Madison Heights, Mich.; Tim O’Connor of P&H Warehouse in Plymouth, Minn.

Also, Bill Koonz Sr. of Koonz Irrigation Supply in Springfield, N.J.; Vinny Keaveny and Joe Santacroce of East Coast Sprinkler Supply in Baldwin, N.Y.

Taylor Ramsey and Cliff Thorne of United Pipe and Supply Co. in Eugene, Ore.; David Trammel of Baron Supply Co. in Anthony, Texas.

Jim Wickham of Wickham Supply Inc. in Carrollton, Texas; Craig Berlin of EZ Waterworks in Stafford, Texas.

Paul Woodman, Tom Givens and Jim Winterbourne of Evergreen Pacific Supply Inc. in Bellevue, Wash.; and Mike Rippe and Dick Hacker of United Pipe & Supply Co. in Spokane, Wash.

Hunter manufactures turf products for the golf industry.

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