WILLIAMS NEW IRROMETER SALES HEAD
RIVERSIDE, Calif. — Mark Williams has been named national sales manager at Irrometer Company, Inc., a Riverside-based manufacturer of soil moisture measurement and control systems for the past three years. Williams has served sales representative for the Southern California landscape market. Prior to that, he served as director of communications for the Irrigation Association.

BENNETT HEADS UP CELPRI MARKETING
Brad Bennett has been appointed CelPRI's new marketing representative for the Southern United States. Bennett will serve as product coordinator for CelPRI's new longer lived Rhizo-Kote XL Legume seed coating. Other responsibilities include working with vegetable seed and grass seed customers in the area of product support. Bennett was formerly with Pioneer Hi-Bred International. He will serve Texas, Oklahoma, Arkansas, Tennessee, North Carolina, South Carolina, Florida, Georgia, Mississippi, Alabama, Louisiana and Southern Missouri.

NEW MARKETING DIRECTOR AT E-Z-GO
AUGUSTA, Ga. — E-Z-GO Textron has named David L. Davis Jr. director of marketing. Davis was previously branch manager at E-Z-GO's Chicago facility. Davis joined E-Z-GO in 1985 as a sales representative for the Chicago branch. He was promoted to branch manager in 1986. Before coming to E-Z-GO, he was marketing manager for Public Risk Managers, Inc. in Atlanta.

SMITH JOINS HYUNDAI
SANTA ANA, Calif. — Barry Smith has been named Eastern Regional Sales Manager by Hyundai Golf Cars, U.S.A. Based in Atlanta, Ga., Smith is now responsible for overseeing Hyundai's Eastern regional sales division. In addition, he will coordinate Hyundai's manufacturing and distribution operations to ensure that Hyundai fleets are promptly delivered and properly serviced. A graduate of Jones College in Jackson ville, Fla., Smith spent the previous five years with Club Car.

Mergers & Acquisitions

Watertonics, Commercial Pump Service join forces

Two manufacturers of packaged pump stations have joined forces in marketing their products and services. Commercial Pump Service of Swanton, Ohio, and Watertonics Pumping Systems of Hartland, Wis., are integrating their sales, service and engineering capabilities. It will now be known as Watertonics-Commercial Pumping Systems.

The companies will continue to operate autonomously, integrating certain product lines and operations to better serve their customers.

This alliance creates a comprehensive line of pre-designed and custom-built pump stations and control systems available for golf courses, sports stadiums, turf growers and residential irrigation requirements, as well as a multitude of commercial, environmental and fire safety applications.

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Sandoz, O.M. Scott team up to develop Rizolex

Sandoz Agro, Inc. and the O.M. Scott & Sons Company have signed a limited time, exclusive agreement for the development and commercial introduction of toclofos-methyl fungicide (Rizolex).

As a stand-alone product or in combination as a fungicide premix, Rizolex will utilize a new chemistry developed in North America by Sandoz Agro. This unique chemistry is designed to provide superior cost-effective brown patch and snow mold control for both cool and warm season turf applications.

Scotts and Sandoz have been screening toclofos-methyl fungicide since the mid-1980s. The exclusive agreement between Sandoz and Scotts leverages Sandoz' strong basic position in control technology and Scotts' applied R&D and marketing strength.

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Deere, Marsh Design sign on with Golf Asia

BY HAL PHILLIPS
SINGAPORE — Add John Deere Intercontinental the growing list of exhibitors scheduled to attend Golf Asia '93, the region's largest golf industry trade show, scheduled here for March 25-28, at the World Trade Center.

John Deere Intercontinental — Deere & Company's marketing arm in Asia, Latin America and the Caribbean — has been a participant in Golf Asia since its inaugural exhibition in 1990.

"Deer and Company's growth in the Asian golf and turf maintenance market, particularly within this past year, has been truly phenomenal," said Roy Wilson, territory manager responsible for Deere's development of the Southeast Asian turf maintenance market. "Much of this success we can attribute to the fine support that the Golf Asia Exhibition receives from all sectors of the Asian golf and turf maintenance community."

Also on board is Graham Marsh Golf Design, whose namesake — one of Australia's most noted touring professionals — recently christened the first nine holes of Neger Sembilan's Staffield Country Resort in Malaysia.

Participation in Golf Asia once again is one look forward to very much, knowing the core of the golf course development industry in Southeast Asia will be represented," said Marsh.

While Golf Asia '93 is designed to be a one-stop shopping venue — with playing and maintenance equipment under roof — the roster of maintenance, design and management firms continues to expand. Excluding manufacturers of clubs, balls and attire, here is a sampling of those company's that will exhibit at Golf Asia:

Agricultural Tractors Spares Pte. Ltd. (E-Z-Go Textron); American Golf Centers Ltd. (golf facilities); Austin Hills Country Club, resort wing; Australasian Golf Masters Pty. Ltd. (course design); Bay Bronze Industries (course accessories); Beaver Sports Pte. (course accessories); Berlburg-Schaumstoffwerk GMBH (outdoor rubber tile); Bowlie Weyerhaeuser Silver-Fiber Mulch (hydroseeding/hydropigging); Ditch Witch International (trenchers); Emerald One Golf & Country

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Combatting fertilizer inefficiency by addressing pH levels and high salinity

BY FRED REHRMAN
When irrigation water is of poor quality due to either high pH or high salt content, nutrient availability problems can potentially result. Such is the case with many coastal course in South Carolina.

Dr. Charles Peacock, associate professor in the Department of Crop Science at North Carolina State and chairman of the NCSU Turf Work Group, visited several coastal courses and believes the water being used comes from aquifers of generally poor quality with high salt contents.

"The water used at Kiawah and Seabrook (both near Charleston) contains high levels of bicarbonates and carbonates that combine with high sodium levels to create soil pH problems," said Peacock, who added that pH is only part of the problem. "High sodium levels in irrigation water will displace calcium and magnesium in the soil, which are favorable for plant growth. Eventually, you start to develop nutritional problems."

Peacock said the excess of undesirable salts in the water create an osmotic stress within the plant that interferes with nutrient uptake at the point of absorption in the roots. If the salts are absorbed, then the plant has to deal with them internally.

South of Charleston, another course that perennially deals with these problems is Fripp Island Golf Course. Kevin Lashley, superintendent at Fripp Island, said well water and effluent used for irrigation is so high in salts that fertility programs have often been failures.

"With the water and soil pH so high, our fertility programs never really
O.M. Scott & Sandoz Agro pool resources

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"We chose to enter into this exclusive agreement with Sandoz because the new technology provides customers with superior, cost-effective brown patch and snow mold control," said Richard Stahl, vice president and general manager of Scotts' Professional Business Group. "Rizolex is viewed as both a stand-alone active as well as an excellent component in a fungicide premix."*

"The introduction of Rizolex through Scotts," explained Dr. Bryan Delp, manager of Fungicide Business Development for Sandoz, "is a sign of our continuing dedication to effectively delivering innovative products to the turf industry in a timely and cost-effective manner."*

Rizolex, whose registration is anticipated in 1994, is designed to be effective in both cool and warm season turf applications. It is seen as the active or as a component in up to six products within Scotts' current and future fungicide line.

Commercialization of products featuring the new fungicide active could begin as early as 1995. Rizolex is a registered trademark of the Sumitomo Chemical Company.

Pump merger

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The scope of services offered includes systems design and engineering, deep well pump service and restoration, repairs and retrofit upgrades, and station installations. The combined national service organization will be headquartered at Commercial Pump's Swanton location, while all station-systems sales and marketing will be directed from Watertronics' Hartland offices.

Lee Dunbar of Commercial Pump Service and Richard Reinders of Watertronics are the principals. Their combined experience in the well, pump and irrigation industries spans more than 70 years. Robert Emmerich of Watertronics will direct the sales and marketing program.

"Customer service and satisfaction have always been key elements of both organizations," said Dunbar. "Now we feel we are able to make an even stronger commitment."

Added Reinders: "Individually, each company has been successful in its market area. Working together, our potential is unlimited."