**BRIEFS**

**TERRA BUYS OUT BI-STATE**

CHAMPAIGN, Ill. — Terra International has announced the acquisition of Bi-State Turf, Inc. of Danville, Ill. Former Bi-State customers can expect to maintain their current business relationship with Terra. The previous owner of Bi-State, Larry Pfeifer, has joined Terra as turf sales manager in the Illinois region. Also remaining on staff are Pam Pfeifer as inside sales/secretary, and Jim Ellis as salesman in the region. The Bi-State Turf headquarters has been moved to Terra’s Champaign, Ill., location.

**FORT COLLINS, Colo. — Stephen Smith, president of Aqua Engineering, Inc., has been granted the Individual Achievement Award by Colorado State University. Smith was honored for pioneering development and application of advanced technology for landscape irrigation, and for bringing the strong technical skills of engineering into the irrigation industry. Aqua Engineering, founded by Smith in 1975, specializes in irrigation design, as well as water feature and pump mechanical design.**

**KLEINBERG JOINS GMC**

PHOENIX — Jeffrey P. Kleinberg, Ph.D., has joined Farmers Marketing Corporation as a research geneticist. Kleinberg has been very active in buffalograss research and development, as well as assisting with breeding, management and environmental impact research of other turfgrass specialties, including bermudagrass, Kentucky bluegrass, tall fescue, bentgrass, zoysiagrass and blue grama grass. In addition, he has extensive experience with production and field research in small grains.

**WOOD THE NEW VP AT AGIDYNE**

SALT LAKE CITY — AgiDyne Technologies Inc. has announced the promotion of Dr. Timothy E. Wood to vice president of research and development, replacing Dr. Dale Hansen. In his new position, Wood will assume full responsibility for the development, manufacturing and testing of innovative, environmentally compatible crop protection products. After three years as director of R&D for AgiDyne, Wood managed the biological testing program for the firm’s nematode-based biopesticides, Azatin and Turplex.

**Golf Asia ’93: Making the Pacific connections**

By HAL PHILLIPS

SINGAPORE — Stephen Allen acknowledges he didn’t coin the phrase, but he still likes the sound of it: “Eastern efficiency, Western flexibility.” Allen believes these four words aptly describe Golf Asia 1993, the international golf trade show and conference scheduled here for late March.

The third Asia Pacific Golf Conference will be held at the Pan Pacific Hotel March 23-25, while the International Golf Exhibition and Trade Show is slated for March 25-26 at the World Trade Center.

“Asia Pacific is going to be a big market,” says Allen, vice president of Connex Private Ltd., the Chinese firm which has staged Golf Asia since its inception three years ago. “You have to put things in perspective. It’s a new market. But it’s awakening.

“You have to understand: In relation to golf course development, Southeast Asia is still in its infancy; Japan is a full-grown adolescent; and America is past middle age.

“The companies that are going to clean up in this region are those that get in early, perhaps with a joint venture, which is the only way to go about it at this point. The companies that do not have a presence in this region will find themselves behind the eight-ball. You need a partner and that partner needs to be Asian.”

Just before Christmas, Allen reported the trade show floor was 70 percent full — as opposed to an 82 percent figure at the same time last year. Allen attributed the relative slowdown to a combination of factors: the worldwide slump; a reality check in Japanese financial circles; and the presence of new competition, the Golf Course Superintendents Association of America’s (GCSAA) Pacific Rim show.

**Jacobsen and Toro dive into retro-fit greens roller market**

By MARK LESLIE

Green rollers that attach to triplex mowers — a simple innovation that makes the job faster and easier — are being manufactured by Jacobsen and Toro.

Having raced to a winter-time unveiling, Jacobsen is selling its QuickRoll and Toro peddling its Tri-Roller, both of which are attachable to the companies’ triplex mowers.

Toro has not released specifics on its Tri-Roller, but Jacobsen says its QuickRoll rollers are 24 inches long, six inches in diameter and mount on ball bearings in a weighted frame. Total rolling width is 64 inches, which means “you can roll 18 average-sized greens in less than three hours.”

Bill Kinzer, Jacobsen product manager, said 15 to 20 superintendents field-tested his unit last year and feedback was “all positive. It’s quicker, no operator training involved, and the results were virtually the same” as smaller rollers, he said.

Frank Dobie, a superintendent in Cleveland who has invented his own similar unit, said development of a 60-inch-wide roller attachment for triplex mowers has several advantages over the traditional 36- to 42-inch walk-behind rollers.

“If someone is mowing by hand, that [width difference] might not make much difference,” Dobie said. “But if they’re cutting with a triplex, it’s much faster. It costs one-third the [$7,500] price of a 36-inch unit, and that makes [your choices] really interesting.

“Also, walk-behinds don’t transport from green to green. They have to be loaded on a trailer.”
RESEARCH TRIANGLE PARK, N.C. — Rhone-Poulenc Ag Company recently named Terry Marquardt as development product specialist, and has held the post of vice president-logistics. Marquardt joined the company as a Tempest product specialist, and has held positions in the areas of customer relations and technical development services.

Eichenberg, Jr. has been named the new manager for the Chipco/Specialty Products Group. He brings 12 years of experience with Rhone-Poulenc and its crop protection chemicals to his new position. Marquardt is principal of Growth Marketing Associates, a marketing consulting firm that specializes in taking new products to the marketplace.

"The application of Tempest Controlled Airstreams portable power blowers to the turf market is especially exciting," said Dvorak. "Golf courses everywhere are plagued with problem greens caused by heat, humidity and the lack of air movement. "Now superintendents will be able to control the environment over their troubled or pocketed greens during periods of stress, as well as control the potential for disease by delivering the proper air movement when and where they need it."

Tempest, which helped pioneer the use of portable power blowers in firefighting techniques, manufactures a complete line of 23 gas-powered and electric-powered blowers.

THE GLEANER: a core plug pusher

Manufactured by Tempest

FRESNO, Calif. — Dexter Coffman, president of Tempest Controlled Airstreams, a manufacturer of portable power blowers mainly for the fire service, has announced the appointment of Nick Dvorak to lead the company’s entry into the golf, rental and industrial markets.

Dvorak and his company, Growth Marketing Associates of Fresno, have been retained to develop a nationwide network of distributorships in these markets. Dvorak is principal of Growth Marketing Associates, a marketing consulting firm that specializes in taking new products to the marketplace.

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