THE BEST EXAMPLE OF OUR PRODUCT HAS HOLES IN IT!

Why, because golf courses around the world are choosing TMI varieties for their most challenging turf grass needs.

TMI offers the turf professional a complete selection of turf grass varieties. But more important, TMI offers varieties that have been developed specifically for the golf course market.

OVERSEEDING

Many grass seed companies have top rated varieties that perform well in overall turf quality. But when spring transition time comes they just keep on growing. Our customers wanted varieties that offered a smooth spring transition...this is why TMI developed perennial ryegrass varieties with less heat tolerance, and of unusually high quality, especially for Southern overseeding.

That's not all, Turf Merchants also offers the turf professional overseeding choices other than perennial ryegrass. If you are looking for a POA TRIVIALIS, TMI has one of the darkest green varieties available - CYPRESS. And, if you want an alternative to over seeding annual ryegrass in areas where the ultimate in quality is not the issue, TMI has a new intermediate ryegrass variety that offers improved performance over annual ryegrass, but costs less than perennial ryegrass.

From top rated Ryegrasses, Tall Fescues and Bluegrasses to seeded Zoysia and seeded Bermuda-grasses, TMI has a grass seed variety to fit your application.

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PERMANENT TURF

From top rated Ryegrasses, Tall Fescues and Bluegrasses to seeded Zoysia and seeded Bermuda-grasses, TMI has a grass seed variety to fit your application.

TMI has endophyte enhanced varieties, low growing, fine textured, dark green, drought resistant varieties; all with improved resistance to turf diseases. TMI was first to introduce a true dwarf turf type tall fescue - BONSAL. This unique turf grass has a shorter stature and finer leaves than other turf type tall fescues, while maintaining the drought tolerance of the species.

Why does TMI offer so many alternatives? Because over the years we have listened to what our customers wanted. Turf Merchants has made every effort to provide the kind of grass seed varieties, services and marketing aids that help golf course superintendents be the best turf professionals!

Kees reorganization complete

BEAUMONT, Neb. — F.D. Kees Manufacturing Co. has completed the reorganization and restructuring of its operations and the "New Kees" is now in production of its 1993 turf care equipment product line. Kees has combined 119 years of tradition and knowledge with new financing and an intensified management team. The restructured management team includes the addition of a director of sales and marketing. This reflects the company's long-term commitment and emphasis on support for its distributors and dealers.

The new management team consists of Mike Schaef, president; George Schaef Jr., senior vice president; and Donald Kanter, director of sales and marketing. Kees' 130,000-square-foot factory here in Beatrice will continue to produce products under the Kees label.

Otterbine/Barebo hands out 1992 Distributor Awards


Barebo steps down

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particularly research and development. According to Vice President of Marketing Carla Barebo.

As the new company president, Charlie (who currently holds the title vice president of sales) will remain the primary contact with distributors and continue developing overseas market he said is becoming a major portion of Otterbine's business.

Carla stays at head of marketing and brother Chris as vice president of manufacturing.

Chuck was a sales manager with Corning Glass Works Inc. for 20 years when Rodale Press approached him about managing its Otterbine facility in the late 1970s.

Otterbine manufactured surface aerators, primarily for the back yard fish-feeding market. Barebo redesigned the aerators for the recreation industry.

Barebo bought the Otterbine business, located in a former silk manufacturing mill, from Rodale 14 years ago. Sales grew 25 to 30 percent annually through the early 1980s and have stood at 7 to 8 percent the past few years, according to Carla Barebo.

Chuck's wife, Terry, was a non-paid bookkeeper for the first eight years and very involved in marketing. She is now senior vice president of administration.

The company grew from nine full-time employees in the early 1980s to 30 today. The 25 distributors have sextupled to about 150.

"Chuck and Terry will remain actively involved in the business," Carla said of her parents. "They have a second home in Tucson (Ariz.) and will probably spend more time there. They deserve it after working 60-plus-hour weeks for so long.

GOLF COURSE NEWS