**GALLO TO REP OLSON IN NORTHEAST**
SANTÉE, Calif. — Olson Irrigation has appointed Phil Gallo to represent its landscape and agricultural products in New England, New Jersey, Maryland, Delaware and parts of Pennsylvania and New York. The Olson line had previously not been available in the Northeast. Gallo can be reached at 203-350-5111.

**BROOKS TO HANDLE SCOTTS FIELD SALES**
MARYSVILLE, Ohio — Ken Brooks has been promoted to field sales manager for the Consumer Business Group (CBG) of The Scotts Company. Brooks, who has been with Scotts for 23 years in a variety of positions, had been field manager for the Southeast region. In his new role, he will assume responsibility for the CBG field sales organization and sales administration functions. He will move from Atlanta to central Ohio.

**MILLWARD JOINS HUNTER IN EAST**
CARY, N.C. — Hunter Industries has appointed Bill Millward the new district sales manager for the Northeast. Millward will move from Atlanta to central Ohio.

**STONEMAN TO PROMOTE ENVIROMATE**
Chris Hansen’s Biosystems has named Bill Stone to promote its Enviromate, which includes Enviromate Microbials and Enviromate Organic Fertilizers. Stone now manages and directs the Enviromate product line, which includes Enviromate Compost Inoculant and Organic Fertilizer Inoculant — concentrated sources of naturally occurring micro-organisms for the manufacture of compost activators and natural organic fertilizers.

**SMITH JOINS JAKE IN N'WEST**
RACINE, Wis. — Jordy Smith has been named regional sales manager for the Jacobson Division of Textron in the northwest portion of the U.S. and western Canada. A member of the Golf Course Superintendents Association of America, Smith has previously held sales positions with Boyd Martin Co. in Salt Lake City. He lives in Bountiful, Utah.

**NEW PRODUCT OF THE MONTH**
Mechanized creature emerges from depths... with golf balls!

**By STEVE BENNET**
White gold. That’s what Bill Serafin of Canton, Mich.‘s Great Lakes Golf Ball Co. calls the booty he raises from golf course water holes.

But unlike sunken-treasure divers who may spend a lifetime searching for a single payoff, Serafin and his crew has retrieved some 20,000 lost golf balls a week from water hazards for resale to courses and driving ranges. Also unlike the sunken treasure chests that dreams are made of, Serafin uses his machinist skills to copy the design of a 500-pound slotted roller-retriever that is dragged with two winches and mud on the others side with up to 900 balls caught in its slotted fins.

The cars move the roller up and down the pond until it has covered each area twice. When the roller is full, crown-like pickers are used to pull the trapped balls from between the roller’s fins.

“We did a golf course in the fall of 1992 that Scuba divers had been retrieving balls from for about 10 years,” Serafin said. “The course management said divers just pulled 4,000 balls out a couple of weeks earlier. We went in and with our roller collected 18,000.”

Serafin sells back to the course balls suitable for resale in pro shops — limited results, Serafin used his machinist skills to copy the design of a 500-pound slotted roller-retriever. But unlike sunken-treasure divers who may spend a lifetime searching for a single payoff, Serafin and his crew has retrieved some 20,000 lost golf balls a week from water hazards for resale to courses and driving ranges. Also unlike the sunken treasure chests that dreams are made of, Serafin uses his machinist skills to copy the design of a 500-pound slotted roller-retriever that is dragged with two winches and mud on the others side with up to 900 balls caught in its slotted fins.

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Serafin sells back to the course balls suitable for resale in pro shops — Continued on page 49

**GCSAA renews commitment to Asian trade show**

**By HAL PHILLIPS**
WASHINGTON, D.C. — Lawmakers and the seed industry expect a new Plant Variety Protection Act to be ready for final approval this summer.

"We’re quite hopeful the full House will move within next month to six weeks [mid-to-late July], and then we’ll work out differences between the House and Senate bills and have a final bill for approval perhaps by early August," Tim Galvin said from Sen. Bob Kerry’s office.

Kerry, D-Nebr., last fall asked the U.S. Department of Agriculture Plant Variety Protection office to draft new PVP legislation to bring the United States into conformity with a new international Union for the Protection of Varieties (UPOV) treaty.

Once a new law passes, the Senate can take the final step of ratifying the treaty — a step that will make the U.S. treaty with a new international Union for the Protection of Varieties (UPOV) treaty.

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CIBA HIRES SENIOR TECHNICAL SUPPORT SPECIALISTS

GREENSBORO, N.C. — Ciba has hired turfgrass researchers Dr. Michael Agnew and Dr. Joseph DiPaola as senior technical support specialists.

Agnew, who earned his Ph.D. in horticulture from Kansas State University, has spent the last 10 years at Iowa State University, most recently as a extension turfgrass specialist. With Ciba, he will be based near Philadelphia to serve the northeast United States. DiPaola earned his Ph.D. in turf physiology from Texas A&M University, then joined North Carolina State University where he worked as a professor of crop sciences, academic coordinator and graduate administrator. DiPaola will serve the East-Central U.S. and will relocate near Columbus, Ohio. He will address issues about Primo, Ciba's turf growth management tool.

GCSAA Asia

Continued from page 45

meeting here in late May, Chief Executive Officer Steve Mona and his board of directors decided to continue their relationship with Asia-Pacific's largest golf conference and trade show.

"One of the things we did at the board meeting," Mona explained, "was pass a set of guidelines to guide us in any international dealings — eight to 10 things that have to be present in order for us to do business. I know there are members who might criticize us because we've been over there two years and, frankly, we've suffered some financial losses.

"But we can say that won't happen again. We can ensure that members' dollars won't subsidize any overseas ventures. We won't spend any of our members' equity. We won't take away any of the programs we have in place for domestic members to pay for overseas ventures.

"This deal, if it comes off as proposed — and we're confident it will — will not lose money."

"We would not divest the guidelines that guarantee GCSAA a break-even proposition in Asia. But he did note the association is far ahead of last year's pace, in terms of planning and preparation.

Last year at this time, GCSAA was coming off its own trade show, which stood in direct competition to Golf Asia '93. Last year, the superintendents association did not agree to partner with Connex or IMG until early July.

"We're off to a quicker start than we were a year ago," said Mona. "At this time last year, things were completely unresolved. We feel we'll be more successful this year because we can get started immediately.

"We've already had preliminary talks with IMG and Connex. Whether that translates into more exhibitors and more traffic, I can't say... But we really feel IMG, and particularly Bart Collins (one of IMG's representative in Singapore), is willing to work with us. We feel more confident in our relationship with IMG."

Mona also asserted that, finances aside, the association has an educational obligation to maintain a presence in Asia-Pacific.

"Look at our mission statement," he said. "One of the principles we're about is to advance the profession. We feel two things: First, we have to serve our members, and we have members in that part of the world. And second, we have to advance the profession in general, and that accounts for the other superintendents in the region."

GCSAA seems prepared to address the issue of professional advancement in the area of education. Following the GCSAA-sponsored seminars at Golf Asia '94, some attendees complained the subject matter was too rudimentary. Following Golf Asia '93, others complained the program was too technically advanced.

Mona said the association is looking into alternatives.

"This is real preliminary, but we're talking about establishing two different tracks," he said. "One would be for those who are not certified, with less experience, from developing areas and need continuing education. The second would be for those desiring higher education. One of the things we noticed vividly last year was there are some highly educated superintendents out there. And frankly, the basics we presented were below them."

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