CHANGES AT DOWELANCO

INDIANAPOLIS — DowElanco Specialty Products has announced several personnel changes within its Urban Pest Management Division. Dave Morris, previously human resources manager, has accepted the position as marketing manager for both the Turf and Ornamental and Technical Products Division. Morris replaces John Madia who recently accepted the position of global business development manager for the company's Global Products Division.

HELDEROP TO DIRECT KAWASAKI SALES

FRESNO, Calif. — Buckner, Inc. has appointed John Helderop as Eastern Regional Sales Manager. Helderop, 39, was previously with Agco, a farming equipment manufacturer in North Carolina.

SHOUP JOINS BUCKNER IN EAST

PERSOO, Calif. — Buckner, Inc. has announced the promotion of John Helderop to national sales manager of the Engine Division. Helderop, 39, was previously operations manager at the company's Riverside, Calif. facility.

GCSAA continues new tack, joins RISE as associate member

By Hal Phillips

LAWRENCE, Kan. — After three years of keeping its distance, the Golf Course Superintendents Association of America (GCSAA) has joined the specialty chemical trade organization RISE (Responsible Industry for a Sound Environment) as an associate member.

Under the regime of former Executive Director John Schilling, GCSAA had made a point of refusing membership in several allied organizations, including RISE, which was formed in 1991 by manufacturers, formulators and distributors of specialty chemical products. But GCSAA's about-face reaffirms its continued commitment to mend industry fences under the leadership of new Executive Director and Chief Executive Officer, Steve Mona.

"We get the same support from everyone else. Why shouldn't we reciprocate?" said Mona, who joined GCSAA in late 1993. "One of our mandates here was to restore the relationships with our allied organizations: RISE, the USGA, PGA, etc. This really goes to the heart of what we're trying to accomplish and become as an organization.

"When you look at RISE, you're looking at some of our larger advertisers and exhibitors. We're involved with environmental issues and so are they. This is the logical thing to do, and our board thought it was the right thing to do."

Mona explained that he will meet with RISE Executive Director Allen James sometime in July to "see Continued on page 64

NEW PRODUCT OF THE MONTH

The ETgage, a modified atmometer from C&M Meteorological Supply, is a tool for irrigation management and an alternative to the complete weather center. The Model A (above) is the electronic version of the visually read Model E (right). The C&M ETgage evaporates rain water through a clay- ceramic plate covered by a green fabric, which creates a diffusion barrier, controlling the evaporation rate, similar to leaf resistance in plants.

The ETgage is designed to be more accurate than evaporation pans and less complicated than complete weather stations. For more information, contact C&M Meteorological Supply, P.O. Box 5723, Riverside, Calif., 92517. For more new products, see page 65.

ISK Biotech now the American division of ISK Biosciences Inc.

OSAKA, JAPAN — Ishihara Sangyo Kaisha (ISK) plans to strengthen its position in the world agricultural chemical industry by unifying the ISK agrochemical business under the global identity of ISK Biosciences, effective immediately.

In November 1993, Ishihara acquired ISK Biotech Corp. of the U.S.A., as a strategic step to increase its existing presence in the industry by unifying the ISK agrochemical organization, the ISK Biosciences Executive Committee has been formed at the ISK corporate office here to develop objectives, set policy, and provide strategic direction.

The three divisions have the primary responsibility to manage the business strategy

Continued on page 63
Club Car names new CFO: reports first-quarter earnings

AUGUSTA, Ga. — Eric L. Tyra has been named vice president of finance and chief financial officer for Club Car, Inc.

Tyra comes to Club Car with more than 22 years of diverse accounting and financial experience, most recently at First Financial Management Corp. in Atlanta, where he served as vice president. He was previously a partner at Deloitte & Touche, an international accounting and consulting firm.

Tyra has succeeded Charles Goodwin, who retired recently after 15 years with Club Car.

Club Car has reported net sales of $54.5 million and $77.2 million for the three- and six-month periods ending March 27 — up 11.1 percent and 14.8 percent over prior year revenues for the same periods, according to Tyra.

Operating income for the second quarter was $800,000, or 10.9 percent over operating income of $7.8 million for the second quarter of 1993, Tyra reported. Operating income for the six months was $19.5 million, up $14 million, or 15.1 percent over operating income of $9.2 million for the same period of fiscal 1993.

Net income for the three months ended March 27, was $4.5 million, or .48 per share; compared to net income of $2.7 million, or .45 per share for the prior year, Tyra reported. For the six-month period ended in March, income before an extraordinary charge due to the early retirement of debt was $4.4 million, or .49 per share; compared to net income of $1.4 million, or .24 per share — an increase of 208.3 percent — for the first six months of fiscal 1993.

Including the extraordinary charge related to the early debt redemption, Club Car posted a reported net loss for the six-month period ended March 27 of 8.5 million, or .06 per share.

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Tempest appoints new sales manager
FRESNO Cali. — Tempest has appointed William L. Vaughn national sales and marketing manager, according to President and Chief Executive Officer Dexter Coffman.

In addition, Coffman announced that Vice President Charles Willard will take on the responsibility of regional sales manager for the Eastern United States. Vaughn comes to Tempest with an extensive background in sales, having been Northwest district sales manager for Casio Inc. and Far West district sales manager for Sharp Electronics Corp.

He was most recently vice president for PVA Inc.

He will work out of corporate headquarters here. Willard’s area will encompass East of the Mississippi River.

Aquatrols names new marketing head
CHERRY HILL, N.J. — Ronald R. Dodson has joined Aquatrols as marketing manager, according to Aquatrols President Tracy Moore, who announced the move.

Dodson will work alongside Andy Moore, vice president of sales and marketing.

Dodson will also work with Aquatrols reps in the field to coordinate the company’s marketing function with the needs of the golf course industry.

Dodson graduated with a bachelor of science degree in biochemistry from California State Polytechnic University. He worked for Shell Chemical and Sandoz Crop Protection before joining Aquatrols.

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