**Mahlmann Moves Up at Zeneca**

WILMINGTON, Del. — Ernie Mahlmann has been named technical sales lead for Zeneca Professional Products as the result of the company's recent restructuring. Mahlmann is responsible for sales and service support of both the pest-control and turf and ornamental product lines for Zeneca. Mahlmann's career with Zeneca Inc. began in 1992 as a technical sales associate. Since then, he has held a position in field sales in Iowa for Zeneca Ag Products.

**New shot fired in Asia-Pacific trade show wars**

By Hal Phillips

HONG KONG — Just when the Asia-Pacific golf course industry had consolidated its trade show universe, another has emerged.

The first international Hong Kong and China Golf Exhibition and Conference, organized by Golf World Exhibitions, will be held here Nov. 9-11, at the Hong Kong Convention & Exhibition Centre. The Hong Kong show stands to compete with the annual Golf Asia trade show and conference, a three-way joint venture involving Singapore-based Connex Private Ltd., Cleveland-based International Management Group (IMG), and the Lawrence, Kan.-based Golf Course Superintendents Association of America (GCSSA). Golf Asia '95 is scheduled for the World Trade Centre in Singapore, March 21-26.

Golf World Exhibitions, the new kid on the block, is a division of the Perth, Western Australia-based Golf Media Group (GMG). However, GMG is the brainchild of an industry veteran, Stephen Allen, a former vice president at Connex who managed Golf Asia from 1992-94. Allen said Golf World exhibitions will organize trade shows "on behalf of the industry," wherever the market demands.

**EPA moves slowly toward federal model for P&N**

By Hal Phillips

WASHINGTON, D.C. — The federal Environmental Protection Agency (EPA) is moving, albeit slowly, on a proposal to create federal posting and notification standards for pesticides.

These guidelines are not likely to result in federal P&N law, according to Allen James, executive director of Responsible Industry for a Sound Environment (RISE), a trade association representing specialty chemical manufacturers, formulators and distributors. However, the EPA will encourage states to adopt its set of model rules.

Two states have already gone ahead and attempted to pass P&N legislation, James explained. A Wisconsin proposal that would have regulated home users' use of pesticides died an abrupt political death when its primary backer, the mayor of Milwaukee, Democrat John Norquist, agreed to a compromise that exempted homeowners.

---

**New product of the month**

The Greensplex 160 from Ransomes America Corp., a hydraulic greens mower, features triplex cutting heads to provide a total cutting width of 62 inches. The reels, available in 9- or 11-blade configurations, can cut at heights from 0.78 to 78 in an inch. A moving speed of 3.7 mph and a 19-tack clip combine to deliver a uniform cutting height and smooth finish. Mowing speed can be adjusted to ensure consistent clip rate. The 160's maneuverability is also enhanced through a 2-1/2 turn "lock-to-lock" power steering system. An inside turning radius of 6 inches and an "angular" turning circle of 37 inches enhance perimeter cutting capability. For more information on the Greensplex 160, contact Ransomes at 402-475-5191. For more new products, see page 65.
**Tools Of The Trade...**

If you're involved in the golf industry, or planning to be, you'll need NGF's *Tools Of The Trade* for your business planning, forecasting, marketing or project development.

The National Golf Foundation can answer your needs with just a simple phone call.

The NGF Comprehensive Information Catalog contains more than 200 information resources covering virtually every segment of the golf industry... *Market Reports... Directories... Golf Course Development... Facility Operations and Maintenance... Rules and Etiquette... Player Development... Executive Summaries and much more.*

To request your FREE NGF INFORMATION CATALOG, Call toll-free: 1-800-733-6006 You may order publications by phone or fax using VISA, Mastercard or American Express.