**Budd Seed to buy Lofts**

**Officials: Expect few changes, including the Lofts name**

Inston-Salem, N.C. — Budd Seed, Inc., a wholesale grass seed and fertilizer distributor company based here, has reached an agreement in principle to purchase Lofts Seed, Inc., the world’s largest marketer of turfgrass seed. A definitive agreement to purchase is expected on June 30.

New Jersey-based Lofts sells seed to golf courses, sod farms, retail stores, landscapers, lawn-care operators and municipalities. Lofts has been in the turfgrass industry since 1923. It has developed and owns patents on more than 25 seed varieties such as Rebel II, Rebel III, Turf-Type Tall Fescue, Palmer Perennial Ryegrass and Georgetown Kentucky Bluegrass.

“We are very pleased with this agreement and look forward to welcoming this outstanding group of talented professionals into our company family,” said Richard Budd, chief executive officer of Budd Services and Budd Seed. “This is a major milestone in our company’s history and for the seed industry. The formation of this new company will be a definitive agreement to purchase Lofts Seed, Inc., the world’s largest marketer of turfgrass seed. A definitive agreement to purchase is expected on June 30.

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**For Deere, it’s a smaller world**

**BY KIM ACKER LIPP**

Moline, Ill. — In today’s high-tech world a computer network lies at the heart of most organizations. To most, it’s a headache simply to monitor the information technology experts must do at John Deere & Co.

The international manufacturer of turf and farm equipment has established JDNet, a private worldwide network. At headquarters here, a mainframe system sends corporate information, such as product updates, to remote processing centers. In turn, the remote processing centers send local information, like sales orders, back to the mainframe.

“It’s one corporation, but it’s a decentralized company. They have a lot of local automation at the factories and branches,” said John Higgins, a market support manager for the company’s Turf Division. As market support manager, Jordan will assist in managing the company’s new facilities here.

**Vogel honored by Wisconsin GMA**

Bill Vogel, President of Spring Valley, Wis., has been named Person of the Year by the Grounds Management Association of Wisconsin. Vogel has earned this distinguished honor as a result of his long-standing dedication and involvement with shaping legislation governing the landscape and turf industry.

**Zajac hires Merrigan**

Albany, Ore. — Bill Merrigan has joined Zajac Performance Seeds in the newly created position of production coordinator. His responsibilities include contracting with turf seed growers to assure a dependable supply to support Zajac’s expanding seed programs.

In addition to inventory management, Merrigan will be responsible for the purchase and sale of common turf and forage grasses, an expanding area for the company. He joins Zajac Performance Seeds at the company’s new facilities here.

**Flowtronex PSI pumps out a milestone**

Crew members direct and watch the proceedings as the 5,000th pump station manufactured by Flowtronex PSI settles into its new home at Primcreek Golf Course, 35 miles outside Las Vegas, Nev. (For story, turn to page 63). Primcreek Golf Course was laid out by Tom Fazio Golf Course Designers, Inc. with irrigation consulting provided by Larry Rodgers Design Group, Inc. and irrigation contracting performed by Formost Construction, Inc.
Valent’s Pinpoint okayed for mole crickets; Primo label expanded

WALNUT CREEK, Calif. — Superintendents in South Carolina have a new weapon against mole crickets following a label addition for Pinpoint 15 Granular insecticide. A 24(c) label was recently approved for the product. The label addition permits application on residential lawns, athletic fields, parks and commercial landscapes.

According to Joe Chamberlin, field market development specialist for Valent U.S.A Corp, the granular formulation of Pinpoint makes it more user-friendly in public areas, such as golf courses. “While there are good liquid alternatives on the market, such as Orthene Turf, Tree and Ornamental, some areas are difficult to reach with spray equipment,” Chamberlin said. “Pinpoint will allow superintendents to spot-treat these hard-to-reach areas.”

Chamberlin said the product will also be useful under wet conditions when heavy spray equipment may damage turf. Research has demonstrated that a broadcast application of Pinpoint effectively controls both the nymphs and adult mole crickets. That means Pinpoint can be used year-round in an important consideration for South Carolina golf course superintendents,” he explained.

DES PLAINES, Ill. — Barricade preemergence herbicide from Sandoz Agro Inc., has been registered by the California Environmental Protection Agency (EPA). Barricade is designed to deliver preemergence performance in controlling crabgrass, goosegrass, poa annua and 27 other problem grasses and broadleaf weeds on fairways, tees and roughs. Using up to 75 percent less active ingredient than other preemergence herbicides, Barricade offers up to 26 weeks residual control following a single application. Its flexibility allows for fall, spring, or split applications. Barricade is available in cases of six, 5-pound bags of water-soluble packets or 24, one-pound boxes.

GREENSBORO, N.C. — Ciba Turf and Ornamental Products has announced the Environmental Protection Agency approval of a new, expanded label for Primo, plant growth management tool. The expanded label now permits the use of Primo or carpetgrass, buffalo grass, kikuyugrass and Texas common St. Augustinegrass, along with other warm- and cool-season turfgrasses already on the label. The new label also provides instructions for Primo’s use in Poa annua conversion and maintenance and overseeding.

Deere network

Continued from page 59

Deere & Co. has created a “Patrol” computer network that automates and centralizes the control of critical elements. By using Patrol, staff members at headquarters can monitor computer systems in the field, and in some cases prevent network problems before they start. “[Before] we were always catching up... we didn’t know about things until some process had failed,” said Higgins. “We wanted a product that would take us ahead of the curve, and allow us to be proactive. Our data bases around the world will be monitored on a seven by 24 basis. We will be like a global watchdog.”

Higgins explained a member of the computer systems support staff is being trained to be the "Patrol" expert. In the meantime, Deere & Co. has created a Computer Center here that monitors the company’s data bases around the world.

“We can look [at the data] and turn it into knowledge — into information that we can actually use,” said Higgins.

Kim Acker Lipp is associate editor at Service News, a sister paper of Golf Course News, and the nation’s foremost business journal covering the computer service and support industry.