

## BRIEFS

**TILLER OWNERS: CONTACT KUBOTA**

TORRANCE, Calif. — Kubota Tractor Corp. is attempting to contact all owners of walk-behind tillers, model #'s AT60, AT70S, AT70S-E and AD70. These tillers have been the subject of an important safety campaign that is related to the operation of the power clutch lever. If you own one of these machines, contact your local Kubota dealer immediately to arrange to have it updated at no cost to you. Kubota offers a toll-free number to assist you in locating your nearest dealership (888-458-2682 ext. 1000).

**CANZIARI JOINS SUSTANE TECH STAFF**

CANNON FALLS, Minn. — Sustane Corp., a Division of Natural Fertilizer of America, Inc., has announced the hire of Paul F. Canziani of Fair Oaks, Calif., as western technical representative. Canziani will oversee Sustane's product service, sales and marketing activities in states west of the Rocky Mountains and western Canada, working with distributors and customers.

**JACKLIN HIRES RUSCONI, JOHNSON**

POST FALLS, Idaho — Steve Rusconi has joined Jacklin Seed Co. as a grower services field consultant here. His main responsibilities will be contracting acreage of turf-type tall fescue, perennial ryegrass and bent-grass proprietary varieties for Jacklin and Medallist America. He will also focus on field consulting. In other Jacklin news, David Johnson has joined the company as a grower services field representative for Jacklin's Columbia Basin operation.



Steve Rusconi

**NIBLETT TO REP AQUATROLS IN FLA.**

CHERRY HILLS, N.J. — Alan Niblett of Lecanto, Fla., has joined Aquatrols as its Florida territory manager. Niblett, a graduate of University of Massachusetts, brings more than 22 years of experience in the green industry to Aquatrols, based here. Niblett will work with turf professionals and support Aquatrols' product distribution efforts in Florida.



Alan Niblett

# Toro to acquire Hardie Irrigation for \$130m

BLOOMINGTON, Minn. — The Toro Co. and James Hardie Industries Limited of Australia have jointly announced they have signed an agreement whereby Toro will purchase the James Hardie Irrigation Group (JHI).

The purchase price of approximately \$130 million is subject to adjustment, based on changes in working capital and closing balance sheet audit adjustments. The purchase is expected to have a modest dilutive effect on earnings per share during the first year only.

"We are excited by the opportunities of joining forces with a worldwide leader in irrigation products and services," said Kendrick B. Melrose, chairman and chief executive officer of Toro. "James Hardie Irrigation Group's core competencies complement Toro's and the resulting synergy will greatly enhance our ability to serve our customers and grow our business profitably. Toro believes this acquisition will strengthen our ability to grow in this market, providing added value for

Continued on page 46



Mike Hoffman



John Szafranski

## Hoffman to head Toro Commercial; Szafranski retires

BLOOMINGTON, Minn. — The Toro Co. has announced John Szafranski, vice president and general manager, Commercial Division, will retire Nov. 1, after 23 years with Toro.

Michael J. Hoffman has been named general manager, Commercial Business. In his new role, Hoffman has overall responsibility for the commercial business and direct responsibility for managing the marketing, sales, engineering and after-market parts and service functions. Previously, Hoffman was managing director for Toro's recycling equipment business. Hoffman joined Toro in 1977.

Szafranski began his career at Toro in 1973 as a senior product manager for snow removal products with the Consumer Division. He was appointed vice president and general manager, commercial products in 1979, and has led the commercial division continuously since 1984.

Michael E. Anderson has been named managing director, recycling equipment business, replacing Hoffman. He had been director, marketing and service, commercial business. In his new role, Anderson will be responsible for leading the development and execution of the business' strategy and operational plans.



Participants in Grubmania '96 (above) pause after a hard day of digging at Ohio State University. In photo below, Dr. David Shetlar examines the raster pattern of a grub to determine its species.

## RohMid reps take immersion course in grub-control

WAYNE, N.J. — With introduction of the company's new turf insecticide for grubs anticipated for 1997, members of RohMid's sales force took to the road from Sept. 30 through Oct. 3 to learn first-hand about grubs from university and industry researchers and product end-users.

Thirty representatives from RohMid — the joint venture between Rohm and Haas and American Cyanamid — took part in the "GrubMania '96 Bus Tour," a four-day event designed to provide the group with information on grubs, cutworms and other turf pests from the people whose job it is to control them.

Tour participants included members of the two joint venture companies' sales forces, as well as the RohMid board of directors. The itinerary for "GrubMania '96" included:

Sept. 30 — Discussion with Dr. David Shetlar, extension landscape entomologist at Ohio State University (OSU), and a tour of OSU's outdoor turf lab.

Oct. 1 — Participation in the annual "grub dig," conducted by OSU. Dr. Harry Neimczyk, OSU entomologist, has held these digs for more than 25 years, and this year's was the biggest ever with nearly 30 "diggers." (MACH 2 turf insecticide, RohMid's grub insecticide anticipated for EPA approval and product availability in 1997, fared very well in the plot tests, according to RohMid officials, achieving control ratings of 85 percent — 100 percent on eight separate plots at the

Continued on page 49



### NEW PRODUCT OF THE MONTH

Turf-Tec International and Precision Small Engine Co. have jointly developed a new device for eliminating small drainage problems on golf greens and other turf areas. Using water from any irrigation system, the Turf-Tec Drain-Jet Kit makes a clean, vertical hole (32" deep, 3" in diameter) by dissolving, then exhausting the soil through a hose to a non-use area. The clean hole is then filled with gravel or coarse sand. After replacing a plug, the green is ready for play. For more information, contact Turf-Tec at 800-258-7477. For more new products, see page 50.



## Smithco moves to protect its patents

WAYNE, Pa. — Smithco, the manufacturer and marketer of golf course maintenance equipment based here, has nearly completed the process of obtaining final patent rights on two of its new products.

The first of these patents will cover the concept and mechanics of their Sand Star E electric bunker rake, with its battery-powered ultra-quiet operation and silent raking system. This unit was introduced last year and, according to Smithco officials, is the only one of its type in the world.

The second patent being processed covers a new speed control system for bunker rakes which governs the speed of the unit during raking operations. When the rake assembly is lowered into the sand, the new system cuts in and automatically limits the pre-set and adjustable operational speed during the sand finishing process.

When the raking implements are returned to the up position, the speed control disengages and the full ground speed of 10-12 mph is again available. This speed control system will be standard on all Smithco bunker rakes in the near future and can be retro-fitted on existing Smithco bunker rakes.

## Sandoz Agro reorganizes its sales force

DES PLAINES, Ill. — Guy Mikel, vice president of Specialty Business for Sandoz Agro has announced new appointments for the following sales and marketing team members.

Gene Hintze, has been named the eastern district turf and ornamental sales team manager, in addition to his current role as turf and ornamental business manager. Leo Schoenhofen, business manager for the vegetation management division, expanded his sales management territory to include the mid-south and

southwest turf and ornamental group.

In addition to her current responsibilities as the marketing services manager, Terri Lohmann joined the Business Management team to provide additional support in developing and implementing turf and ornamental marketing programs.

To support Sandoz Agro's national lawn care customers, Sandoz appointed Sean Lynch to undertake the responsibilities of the National Account Manager. He also will continue in his current capacity as marketing services associate.

### EXCELSIOR BUILDS NEW FACILITY

FRIDLEY, Minn. — American Excelsior Co., a manufacturer and distributor of erosion control and evaporative cooling products, has broken ground on its new branch facility here. The new facility will serve as both a manufacturing and distribution center for the company's product lines. For additional information, contact Ken Starrett, director of marketing, American Excelsior Co. at 800-ECO-FOAM.

## Grubmania '96

Continued from page 45

Twin Lakes Golf Course site. Five of those plots had control ratings of 100 percent).

Oct. 2 — Toured TruGreen/ChemLawn production and research facilities in Westerville, Ohio and Delaware, Ohio, respectively. Dr. Amy Suggars, TruGreen/ChemLawn research entomologist, was the group's host. Later in the day, the group attended panel discussion in Covington, Ky., composed of four professional lawn care operators and four golf course superintendents. Panel members discussed their jobs, the herbicide and insecticide products they use and the factors on which they base their product purchases.

Oct. 3 — Visited Dr. Dan Potter, University of Kentucky (UK) entomologist, at UK's suburban Lexington research and development facility. Potter talked about MACH 2's effectiveness in controlling black cutworms.

According to Dr. John Thomas, manager of RohMid, the tour was a unique opportunity to provide the sales force with field and classroom training.

"The grub dig at OSU not only provided important information on product efficacy," said Thomas, "it also gave RohMid's sales force a terrific opportunity to 'get their hands dirty' and learn from Drs. Shetlar and Niemczyk, two nationally respected entomologists. At UK, we learned about some very interesting work Dr. Potter is conducting with cutworms.

"This exciting, fast-paced four days was a great way to prepare our sales force for the anticipated introduction of MACH 2 in 1997," Thomas concluded.




# 1 9 9 6

## Ohio Turfgrass Foundation

# Regional Conference and Show

**Job Fair**

Meet Prospective Employees!

Open for Lunch Each Day!

**Buckeye Beer Garden**

The Industry's Top Experts in Research & Education!

Recertification Credits Available!

### December 10 - 13, 1996

### Greater Columbus Convention Center

### Columbus, Ohio

No matter what your specialty, you will benefit from attending the 1996 Ohio Turfgrass Foundation Regional Conference and Show. Don't miss one of the industry's largest events!

- Golf Course Superintendents
- Sod Producers
- Lawn Care Operators
- Landscapers
- Athletic Field Managers
- Grounds Maintenance Personnel

Turfgrass Products & Other Valuable Items Available For Purchase!

**Silent Auction**

Informal Breakfast Meeting... Networking Opportunity!

Over 550 Booths! Latest in Turfgrass Equipment, Chemicals, & Technology.

## Join Us!

**Exhibits**

**Rush me information on:**

☐ Exhibiting    ☐ Attending    ☐ Membership

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Zip \_\_\_\_\_ Phone \_\_\_\_\_

Ohio Turfgrass Foundation • PO Box 14824 • Columbus, OH 43214 • Phone 614-261-6750 • Fax 614-261-1242