

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

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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 lawncare 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.




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