

## E-Z-GO shakes up sales and marketing unit

AUGUSTA, Ga. — E-Z-GO Textron has announced several changes in its worldwide Sales and Marketing organization. David P. Rivers was named senior vice president-sales and marketing, with responsibility for all domestic and international sales as well as worldwide marketing. Rivers joined E-Z-GO in 1990 and became vice president-sales and marketing in 1992 and added international sales to his responsibilities in 1996.

At the same time, E-Z-GO named Mike Aponas, vice president-North American sales, responsible for fleet golf car distribution in North America and Canada; Jay Cudd, director of sales-East Region; Dick Rumbley, director of sales-West Region; Bill Thomas, and Dave Bushe director of distributor sales.

E-Z-GO also announced Hamp Manning as the new vice president-national accounts and marketing; Mike Nelms, director-national accounts and Paul Cory, manager-national accounts.

In the International Sales Department, David Davis was named director of international sales responsible for international sales activities outside North America.

Also Jeff Howell was named Augusta branch manager; Bill Tanner, Houston branch manager; and George Brophy, Michigan branch manager. Mike Stetz was named Northeast regional manager, specialty vehicles.

## Bayer realignment

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This international coordination of efforts in research and development enables Bayer to utilize its resources more effectively. Bayer's decision to develop the Garden & Professional Care business unit is due in large part to the recent success of Merit Insecticide and Premise Insecticide. Merit was introduced into the professional market in 1994 and Premise in early 1996. The new business unit will continue to provide support to these new products as well as future formulations and products.

To show this global commitment to the industry, Pest Control Market Manager Gregg Storey, Ph.D., and Research Product Manager, Mike Ruizzo, Ph.D., attended an international conference in Bangkok, Thailand. Storey and Ruizzo helped to educate and train other Bayer employees on the work they have done with Premise and termite control.



## ACQUISITIONS

## Midwest Rake buys distribution rights to Accuform Golf

TORONTO — Midwest Rake Co. has purchased the manufacturing and distributing rights of Accuform Golf Co.'s Turf Product Line. These products include the Sandtrap and Maintenance rakes.

"We have worked closely with Midwest Rake Co. for the past year and are very impressed with its attention to quality in both manufacturing and service," said Don McDougall, president of Toronto-based Accuform.

Accuform's claim to quality is evident by the

patented Accuform Sandtrap and Maintenance rakes reportedly being used by over 72 of the top 100 North American golf courses.

Midwest Rake has been a manufacturer and distributor of aluminum hand tools to the golf course superintendent for the past six years. Midwest manufactures more than 33 products for nine markets. Midwest Rake distribution has been established through distributors throughout the 10 countries it now services.

For further information, call 800-668-7873.

## Legacy lines up additional distribution

FRESNO, Calif. — Legacy Golf Irrigation has announced two new additions to its growing international network of regional distributors.

According to company Vice President David Truttman, Rochester Plumbing Supply Co., Inc., located in Rochester, N.Y., will serve as Legacy's exclusive distributor covering western New York State. Also, Distribution Y. Ferland, headquartered in Ville Vanier, Quebec, Canada, and with

operations in Montreal, has been appointed as exclusive Legacy distributor for all of Quebec province, as well as the Quebec River valley region in Ontario province.

With these two recent additions, Legacy Golf Irrigation now has a total of 68 regional distributors located throughout the United States, Canada and in Europe.

For more information, contact Jana Bollakis, marketing coordinator, at 209-275-0529.

## Century bolsters Mich., S.C. coverage

DETROIT — Century Rain Aid, one of the country's largest distributors of landscape irrigation equipment, has appointed Brian Birdwell of Clinton Township, Mich., to be outside sales representative for golf irrigation equipment and services.

Covering northern and eastern Michigan, Birdwell can be

reached at 810-588-2990.

Century Rain Aid has also appointed Howard D. Sharman of Easley, S.C., to be outside sales representative for golf irrigation equipment and services.

Century is the exclusive distributor of Legacy Golf irrigation systems for western North Carolina and much of South Carolina. Sharman can be reached at 704-398-7344.

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