

## Jake honors distributors

LAS VEGAS, Nev. — Jacobsen has honored 11 of its distributors worldwide by presenting them with "Distributor of the Year" awards for 1996. The awards are given annually to recognize superior sales and service efforts on behalf of Jacobsen products. This year's presentations were made during the recent Golf Course Superintendents Association of America Show here.

Distributors earning the award were Automatic Turf Equipment Company, Indianapolis, Ind.; Bob Ladd Inc., Memphis, Tenn.; Delta States Turf, Inc., Baton Rouge, La.; Hijos de a Ferrer Dalmau S.A., Barcelona, Spain; H.V. Carter Company, Inc., Livermore, Calif.; Intermac S.A., Buenos Aires, Argentina; Kilpatrick Turf Equipment Co., Boynton Beach, Fla.; NBK Trading Corp., Harmon, Guam; Outdoor Equipment Co., Chesterfield, Mo.; Valley Turf, Inc., Grandville, Mich.; and Wilfred MacDonald, Inc., Lyndhurst, N.J.

In addition to the Distributor of the Year awards, Jacobsen presented more than 40 other awards in 12 categories, including Performance Plus, Distinguished Service, Fast Start, Outstanding Achievement and Jacobsen Pacesetter awards.

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In other Jacobsen news, G.L. Cornell Company of Gaithersburg, Md., has received the Jacobsen Professional's Choice Outstanding Service Award for 1996. The Outstanding Service Award recognizes a high level of customer service and participation in Jacobsen-sponsored service programs.

Also, Baker Vehicle Systems, Inc. of Macedonia, Ohio has earned a Jacobsen Leasing and Financing One Million Dollar Club Award for 1996. In addition, Baker Vehicle Systems earned a Textron Financial Corporation (TFC) First Choice Award.

## Medalist names blending head

POST FALLS, Idaho — Medalist America has announced the appointment of Debbie Bean to the position of blending coordinator.

Bean will coordinate blending of pre-formulated seed blends, specials and customs. She will initiate computer-generated blend sheets and prepare tagging information to the blending facilities.

The One Million Dollar Club Award was presented to Jacobsen distributors who helped finance more than one million dollars in sales through Jacobsen Leasing and Financing. The TFC First Choice Award was given to the Jacobsen distributor who helped finance the highest percentage of total sales through TFC.

## Tire recyclers go nat'l

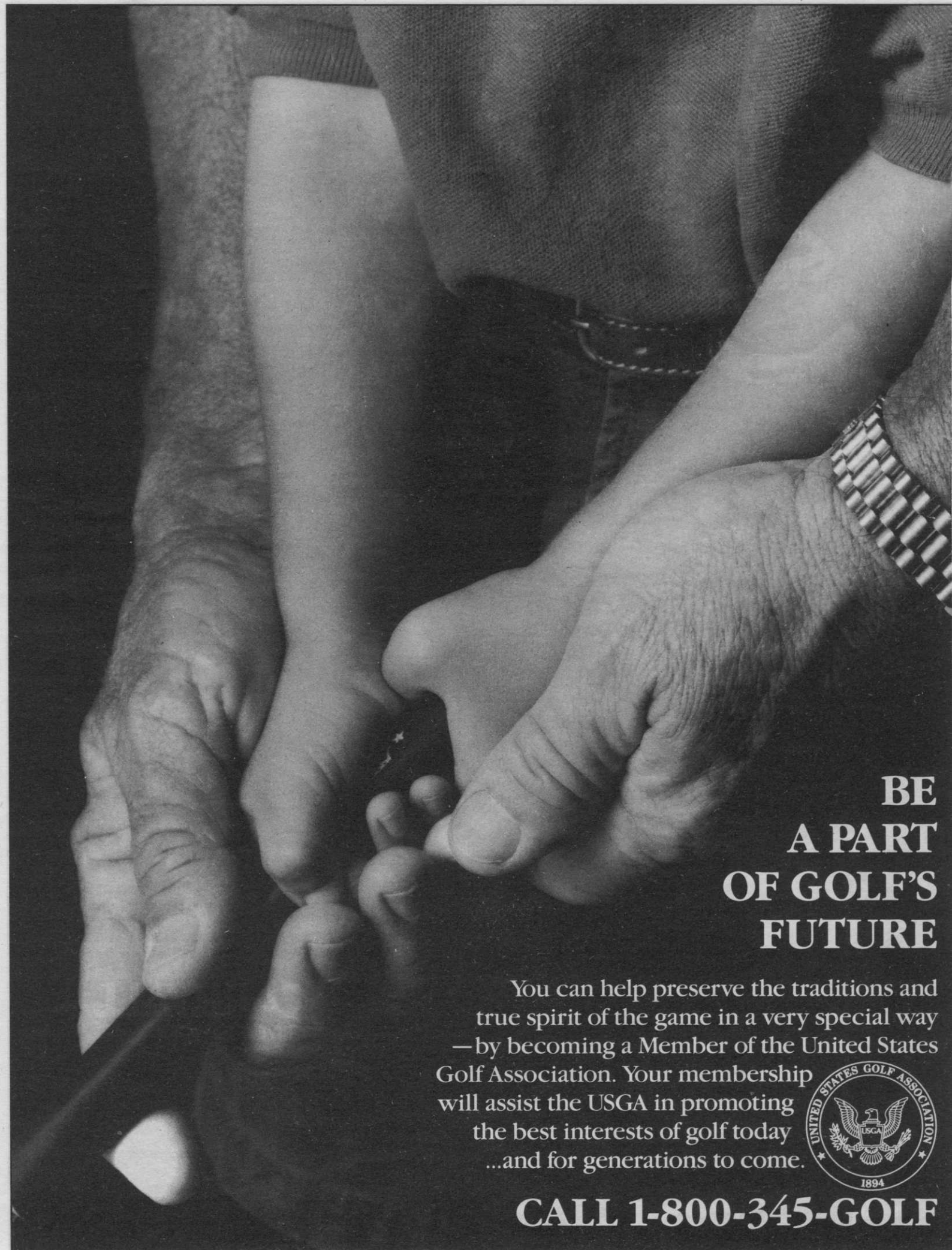
JACKSONVILLE, Fla. — American Tire Recyclers, Inc., the patent holder of Rebound soil amendment, has established a national sales program to recruit and manage a network of dealers and distributors. The RNO plan includes a targeted marketing program to turf product distributors across the nation, according to Linda Monroe, RNO's national marketing manager.

Rebound is a subsoil amendment that combines crumb rubber and organically composted

material that is rototilled into the ground and designed for use under turf that is routinely subjected to heavy use, i.e. golf tee boxes, cart paths, and public parks.

After years of testing and research, Rebound has shown the properties to enhance agronomic conditions by increasing aeration, nutrition and absorption abilities of native soils. It also reduces soil density by permitting deeper, healthier root structures. The best benefit comes from rubber's inherent resiliency which reduces soil compaction.

Those interested should contact Linda Monroe or Tiffany Hughes at 1-800-741-5201.



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Debbie Bean