

Jake automates preventive maintenance

By MICHAEL LEVANS

RACINE, Wis. — In an effort to increase the lifespan of its leased turf equipment, the Jacobsen Division of Textron Inc. has contracted Trims Software International Inc. to produce an integrated maintenance software package to help Jake mechanics better organize, ex-

ecute and chronicle their overall maintenance routine.

Based on Trims' Grounds Management Software, a maintenance software package, the new equipment maintenance system is designed to provide preventive maintenance scheduling, maintenance records, spare parts inventory, an on-line illus-

trated parts catalog and electronic parts order processing.

The software also features an Internet link direct to Jacobsen headquarters, allowing the manufacturer to keep tabs on equipment maintenance data from the field.

Jacobsen is in the process of rolling out the system to several

of its contract service sites — sites that feature 18 to 36 holes under contract, a complete fleet of Jacobsen equipment and one or two on-site technicians.

"For years, Jacobsen has had a preventive maintenance management system based on paper forms that technicians had to fill out," said Tony Saiia, vice president of quality and customer support. "This automates the process, and if something changes

we can change it globally."

"This is a tool for the Jake mechanic," said Lee Bornstein, vice president of Phoenix-based Trims. "His computer will tell him when equipment is due for service, it will print out a checklist of things to be done on that service event and then generate work orders with all the relevant information on it."

When work is complete on a piece of equipment, inventory is updated and the system resets for the next maintenance event on that piece. In turn, the technician can keep tabs on the total cost of the parts, material and labor needed to maintain the equipment.

"We want to be able to allow the superintendent to focus on growing and maintaining turf," said Saiia. "We want to provide the equipment, but we also want to provide the trained technical support people to take care of the equipment."

The technician will periodically send collected data via the Internet to Jacobsen headquarters. Data will be consolidated in order to track how each piece of equipment is doing and how one location is doing compared to a national norm.

"Jacobsen can then identify areas where things need to be improved," added Bornstein. "Ultimately, it's going to give Jacobsen better resale of leased equipment."

Fairmount forms LLC with Boyd

CHARDON, Ohio — Fairmount Minerals, parent company of Best Sand Corp., a supplier of bunker, topdressing and greens construction sand to golf courses, has signed an agreement to form a limited liability corporation with New Wilmington, Pa.-based D.M. Boyd Co., a producer of topdressing and construction mixes for golf courses.

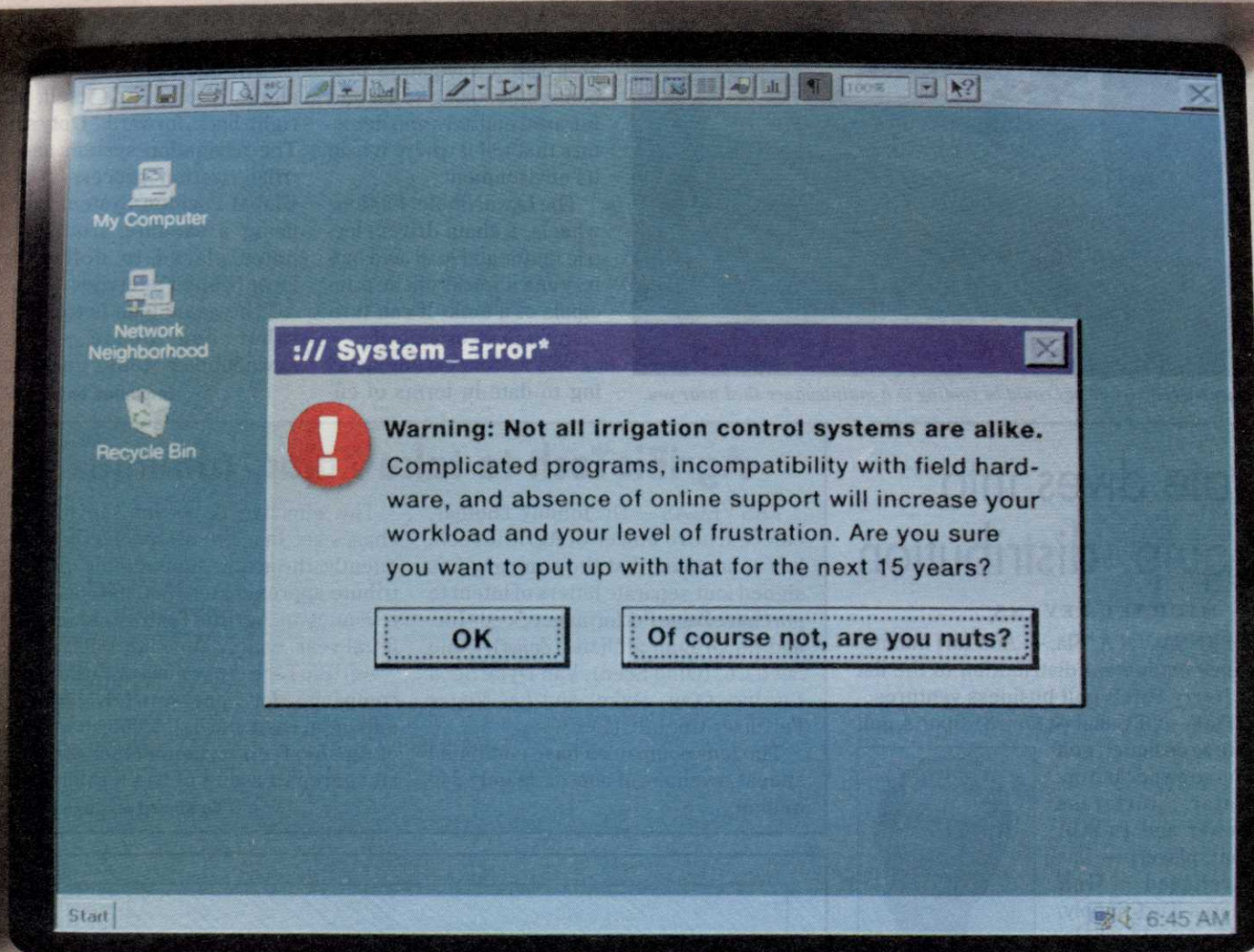
D.M. Boyd has been in business for over 50 years and supplies golf courses nationwide.

As part of the agreement with D.M. Boyd, Fairmount has started construction of a new mixing and blending facility. The company said the facility will be utilized for mixing and blending topdressing and construction mixes for the northern Ohio market.

"This partnership is going to help both companies increase distribution and expand our business on the national level," said Jeff Fallon, vice president of Fairmount.

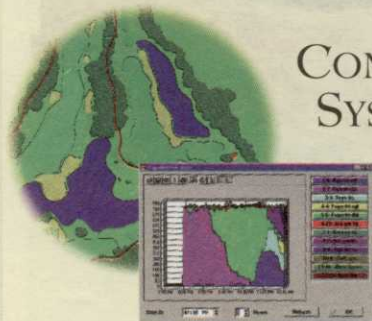
In addition to the turf and landscape market, Fairmount is a supplier to metal casters, glass manufactures, the oil and gas well stimulation industry and water filtration facilities.

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