

## BRIEFS

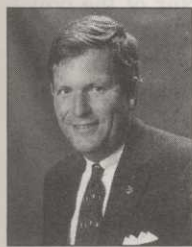


## CLUB CAR PROMOTES TWO

AUGUSTA, GA — Club Car Inc. announced the promotion of Thomas Wright to vice president, golf car sales/North America. Wright has held a variety of management positions, primarily in the company's golf car sales division. Club Car has also promoted Fred Palmer to vice president, national accounts. Palmer, a 12-year veteran of Club Car, most recently held the position of director of sales, Eastern United States. During his tenure with the company, he has also held sales management positions overseeing the Southeast and Central United States regions.



Tom Wright



Fred Palmer

## KNIGHT JOINS SCOTTS IN ASIA

MARYSVILLE, Ohio — The Scotts Co. has announced that Phillip Knight has joined the company as golf sales manager, Asia. Currently based in Kuala Lumpur, Knight has lived and worked in a number of Pacific Rim countries. In this role, he will be responsible for growing Scott's golf business in Japan and throughout Southeast Asia.

## HEEGARD TO JOIN GOWAN TEAM

YUMA, Ariz. — Gowan Co. announced that Dave Heegard of Dave Heegard, Inc. will represent Gowan products in the turf industry. His primary focus will be to provide sales and marketing expertise in the golf and turf markets.

## SHUCK NAMED TO SRO'S PHOENIX OFFICE

CORVALLIS, Ore. — Kelley Shuck has been appointed turfseed specialist of the new Seed Research of Oregon sales office in Phoenix. Shuck will handle the company's professional turf sales in Arizona and the Southwest and will assist in marketing Seed Research Bermudagrasses: Primavera and Primo Blend, as well as common Bermudagrass. Shuck has 13 years of experience in the seed industry, working for Valley Seed, Farmers marketing and most recently Seeds West.

GOLF COURSE NEWS

## Toro to help supers hunt the ideal "green"

By MICHAEL LEVANS

BLOOMINGTON, Minn. — In an effort to supplement its existing Near Infra-red Reflectance Spectroscopy (NIRS) service, Toro has added its Universal Green Turf Scale that incorporates proprietary turf analysis equations designed to monitor the "greenness" of grass.

Toro said the new service, which is

available to Toro's major accounts and key partners using its NIRS, offers superintendents a more accurate way to predict and maintain nutritional levels that result in "green" grass.

The ultimate goal, said Toro, is to arrive at a "universal green."

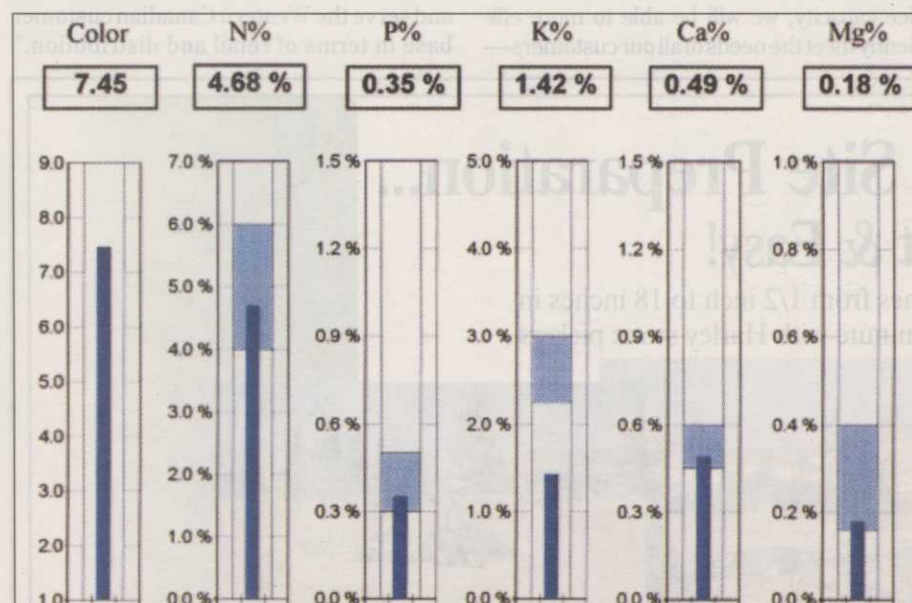
Since Toro launched its NIRS service three years ago, Dr. Syed Dara, Toro's

leading researcher on turf tissue, has accumulated thousands of turf samples that he said enabled him to formulate these color comparison equations.

"Those samples allowed us to characterize a lot of color changes and the color variability in the turf compositions," said Dara. "That allowed me to write equations which relate growing turf color to dry and brown turf color, which NIRS sees." The more samples that Dara can collect, the more accurate the reading will be.

In turn, superintendents are given an additional color number on their NIRS tissue analysis report that is based on the current composition detailed in the NIRS

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A sample of Toro's NIRS report for participating superintendents. The turf scale figure is on the far left.

## Textron/Ransomes: The pending deal is buzz of the golf industry

By MICHAEL LEVANS

[Dec. 22]—The industry has been buzzing since the word of Providence, R.I.-based Textron Inc.'s probable purchase of Ransomes PLC hit the streets (see GCN December, pg. 3). Now the golf course industry is waiting to see just how the \$144 million deal could affect the dynamics of the "iron" marketplace if Ransomes' shareholder's should accept.

According to Peter Wilson, president and chief executive officer of Ransomes, the deal is currently out of his hands.

"The first possible closing date, the first date when our shareholders could respond, could be Dec. 23," said Wilson. "But there are certain conditions to the bid...and everything may not be in place by that time for everybody to make a decision."

There are a number of factors, said Wilson, including British regulatory issues, that could postpone the timing of the deal.

Meanwhile, Ransomes and Jacobsen distributors are among those most anxious to receive word. Although no formal structure or alignment of Ransomes and Jacobsen equipment has been announced, U.S. distributors are busy crunching the myriad factors and possibilities.

"We're pretty excited about it," said Don DeLaney, vice president of Lakeland, Fla.-based Golf Ventures, an exclusive Ransomes house. "It gives us a leasing source above and beyond what we had in the past. It may also make more funds available to do a lot more marketing. As far as we're concerned, it can do nothing but make us stronger."

"It's pretty good news for us," said Gale Fitzgerald, president of Krigger & Company in Gibsonia, Pa., a distributor for

both Jacobsen and Ransomes. "I think it would certainly help us cut costs, since we might be doing accounting for one major manufacturer instead of two."

"It's going to be good for Ransomes," said Paul Stovall, president of Atlanta-based Stovall Turf, an exclusive Ransomes distributor. "Textron will give them [Ransomes] some avenues that they haven't had available to them before."

## MMSD to privatize

MILWAUKEE — The Milwaukee Metropolitan Sewerage District (MMSD), the governmental agency that oversees the production of Milorganite fertilizer, is on the verge of privatizing two waste-water production plants and a Milorganite production facility.

United Water Resources announced that its affiliate, United Water Services, has been selected to negotiate a final agreement for a 10-year contract with the MMSD.

Once negotiations are completed, United Water will manage MMSD's two large wastewater treatment plants, a Milorganite bio-solids fertilizer plant, the sewer interceptor system and deep-tunnel storage networks in addition to its 30-megawatt power plant.

"As far as Milorganite, this won't have any impact at all," said Larry

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## NEW PRODUCT OF THE MONTH

Terrapin Ltd. has introduced the Aerragreen, an aerator that aerates upward from below the root zone from depths as much as 12 inches. Narrow probes penetrate the soil, then air is forced into the ground from the bottom up, creating a series of fissures and cracks. Almost immediately, air and polystyrene beads are inserted under pressure to keep the voids open, allowing long-term aeration and percolation of water, oxygen and fertilizer. The Aerragreen is equipped with three or four probes that can be adjusted to two- or three-foot centers. The walk behind unit may be towed up to seven miles per hour using the optional tow bar. For more information, contact Terrapin at 888-298-4272.



## Jacklin shuffles the deck, names new roles

POST FALLS, Idaho — Jacklin Seed announced the promotion of Hiromi Yanagisawa, Tom Stoeser, Myron Lightbody, Glenn Jacklin and Doug Brede, Ph.D.

Jacklin Seed continues to expand its departments to meet the needs of the growing market.

Formerly vice president and managing director of marketing, Hiromi Yanagisawa is now senior vice president of marketing.

Tom Stoeser is now senior vice president finance, administration and acquisitions. Myron Lightbody is now senior vice president plant operation and Glenn Jacklin is now senior vice president production and grower services.

Dr. Brede is now senior vice president of research. Yanagisawa will assume overall managing responsibilities for domestic and international marketing as well as medalist America and JacklinGolf divisions.

Stoeser will manage all financial functions for Jacklin Seed and all related enti-

ties. Lightbody will manage all plant operations in Post Falls and Nezperce, Idaho, as well as Albany, Ore., and Ritzville, Wash.

Glenn Jacklin will assume overall managing responsibilities for production and grower services in Post Falls, Nezperce and Southern Idaho as well as production in Oregon and the Washington Columbia Basin. Brede will manage all research functions for Jacklin Seed and Medalist America.

## Woerner adds Dillard

WEST PALM BEACH, Fla. — Woerner Sports Turf International (WSTI) has named William Dillard as manager of production operations for the company's Brookfield, Ga., turfgrass sod production facilities.

Dillard's responsibilities will include the coordination of all sodding and sprigging installation projects for Woerner Sports Turf clients.

## IPM puts GPS on Web

MONCURE, N.C. — IPM Systems, Inc. has launched its Web site at <http://www.ipmsystems.com>. The new site guides viewers graphically and textual through the variety of services offered in IPM's comprehensive approach to pest management. Covered on the Web site are: global positioning satellite mapping, soil fumigation, and contract applications. IPM is a developer of products, systems, and services for domestic and international golf course and specialty markets.

## Toro's green scale

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reading. The numbers range from 1 to 9, 1 being brown, 9 being a deep green.

"The benefit is that the superintendent knows what will enhance their color from wherever they are," said Dara. "To this point, they didn't have a quantitative number to relate."

"It's the right thing to bring the whole course forward," said Greg Jacobs, marketing manager at Toro. "This is the ultimate test to tell whether your whole maintenance system — mowing, irrigation, nutrient application — is working together."

Toro rolled out its new turf scale at the recent Florida Turfgrass Association show with a set of equations based on Bermudagrass.

The company said it will use next month's Golf Course Superintendents Association of America (GCSAA) show to launch the program nationwide by grass type and region.

Several Florida superintendents utilizing Toro's NIRS service have been receiving the additional color number for the past two months. At this point, however, the jury is still out on just how the turf scale number can be incorporated into the maintenance routine.

"Say I'm prepping for a tournament and a member says the greens are absolutely perfect, I might go in and pull a tissue sample," said Darren Davis, superintendent at The Olde Florida Golf Club in Naples, Fla. "When greens are in terrible shape, I might pull a tissue sample for comparative reasons or to document good conditions. In that way I can see it being useful."

"I don't know exactly what it means for me yet," said Rick Tatum, superintendent at Forest Country Club in South Fort Meyers, Fla. "The few I've gotten back are in a range I feel comfortable with."

Sheldon Israelson, superintendent at the Royal Palm Yacht and Country Club in Boca Raton, Fla., foresees using the color scale as a learning tool. "When we're pulling our tissue sample we're able to reinforce what we think we're doing. We see that it could help us get more bang for the buck," said Israelson.

GOLF COURSE NEWS

## Attention Golf Course Superintendents and Owners OFFICIAL NOTICE

Dakota Peat and Blenders has been supplying peat for root zone mix and topdressing of golf courses across the United States and around the world for many years. Dakota Peat is the highest quality organic material available on the market according to testing done by laboratories and universities around the world. We take great pride in the work we have done to help construct and maintain some of the most popular golf courses on the planet. Our reputation is very important to us.

It has come to my attention that there are companies operating in the United States claiming to sell Dakota Peat that are not authorized representatives of Dakota Peat. We do have authorized dealers located around the country and would be happy to provide the name of the authorized dealer in your area. However, traveling blending companies headquartered in places like Wisconsin, North and South Carolina, Texas, Georgia, New Jersey, Maryland and Florida, and their affiliated sand companies, are not authorized dealers. Anyone who is not an authorized dealer and claims to be able to sell you Dakota Peat is making a fraudulent statement. You are welcome to use any organic material you wish. But, if you don't actually use Dakota Peat, Dakota Peat and Blenders can not guarantee or be held responsible for any damage to your golf course by another organic material or blending company. We would be happy to answer your questions about Dakota Peat and its distributors. Please call us at (701) 746-4300 during regular business hours.

Dakota Peat and Blenders and its distributors have served the golf and sports turf industries of the United States for more than a decade. Dakota Peat set the standard for golf course and sports turf root zones. We will continue to supply the products to take care of all your root zone mix and topdressing needs in the future. At Dakota Peat and Blenders we have worked hard to build a reputation of World Class Excellence and will continue to work to exceed your expectations. We appreciate the support you have given us through the years and look forward to servicing the needs of the golf courses of the United States and the world for many more years.



Michael Pierce  
President

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