

BRIEFS



AGREVO JOINS PLATINUM TEE CLUB

MONTVALE, N.J.—AgrEvo has announced its recent membership in the Platinum Tee Club, the premier support organization of The Golf Course Superintendents Association of America (GCSAA) Foundation. AgrEvo became a member of the Platinum Tee Club to demonstrate its support of the GCSAA Foundation, a primary source of funding for advancements in the field of golf course management.

JOHNSON NAMED

CONTRACT SALES MANAGER

WILMINGTON, Del.—Zeneca Professional Products has named Glen Johnson as contract sales market lead. In his new position, Johnson will be responsible for the sale of all technical active ingredients to customers in the non-ag and agricultural markets in North America. Johnson has worked with Zeneca for 15 years in the Ag Products Group and previously held the positions of technical services manager, western regional market development manager and product acquisition & licensing manager.

WEBB ON BOARD AT PRECISION

NORTHBROOK, Ill.—Precision Laboratories has announced that Lynn Webb has joined the turf, ornamental, and aquatics team as the western district manager covering Oregon, Washington, Idaho, Nevada, Utah, Arkansas and California. Webb brings 10 years of experience in the turf and ornamental market to Precision. Most recently, she was an area manager of professional fertilizer products for the golf course and landscape customers at J.R. Simplot in Southern California.

HYDRO-SCAPE'S HUMPHRYS RETIRES

SAN DIEGO—Archie Humphrys has retired as president of Hydro-Scape Products after 28 years with the company. Humphrys leaves a legacy of over three decades of work and support for the landscape and irrigation industry and has helped direct many industry associations and political coalitions such as the California Landscape Contractors Association, the Southern California Turf Grass Council, and The Council for a Green Environment. He is succeeded by Dale Tiglio, a 20-year veteran of Hydro-Scape Products, who will assume the position of president.

GOLF COURSE NEWS

John Deere donates equipment to Colbert Hills

By MICHAEL LEVANS

MANHATTAN, Kan. — John Deere recently inked a commitment to provide the Colbert Hills Golf Course, the prototype Tournament Players Club (TPC) university course at Kansas State University (see GCN, June, page 17), with a full complement of new Deere turf equipment.

"When John Deere signed with the PGA Tour to be the exclusive supplier of mowing equipment to all TPC owned courses last year, we built a very good relationship with them," said Jim Porter, administrator, John Deere golf & turfsales. "Kansas State was able to get together with PGA Tour properties and hire

them to be the management and operational group of Colbert Hills."

It was that initial relationship with the PGA that got Deere involved. According

to Porter, this equipment will play a critical role in the development and maintenance of the course, a course that opens management avenues to future golf

course superintendents through a "living laboratory" approach to learning.

"Superintendents can grow grass," said Porter. "But they don't seem to be prepared for many of today's challenges, in that they didn't have the business classes or the communications classes. This new program will help alleviate those deficiencies, and we think that our involvement will help move that process along."

John Deere also stands to learn from the course's unique function as classroom. Accord-

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Seated: Jim Porter, administrator, John Deere Golf & Turf Sales. Standing (left to right): Robert Krouse, vice president of institutional advancement, KSU; Richard Bowers, vice president of community affairs, PGA Tour; Jim Colbert, senior PGA pro; Steve Mona, CEO, GCSAA; and George Renault III, president of the GCSAA

New European market player: Flowtronex Europe

By MICHAEL LEVANS

DALLAS/PORTSMOUTH, England — With a goal of becoming more competitive in the European pump station market, Rosewood Equipment, the parent company of pump system manufacturer Flowtronex PSI, has purchased Portsmouth-based Action Pumping Services Ltd., the company's first international acquisition.



With Action under its wing, Rosewood has launched Flowtronex Europe Ltd., a brand new entity headed by Steve Hockley, Action's managing director.

Flowtronex PSI has had European representation in Hamburg, Germany for the past two years, however, according to Rosewood Vice President Dave Brockway, Action offers a 'local' manufacturing presence and an entrée into European markets that, to this point for the company, have remained untapped.

"We've sold some pump stations into the market," said Brockway, "but we were getting the high-end, high-profile, typical American designed courses."

"The problem is that for every one of those high-end courses there are 10 other, more typical European courses with smaller irrigation system needs. We have a very good product but it's an American product and it's a high-end product. Now we can manufacture locally; and from a cost standpoint, we can now make a more competitive product."

From Action's standpoint, Flowtronex offers a wealth of resources. "It's not only financial," said Hockley. "They bring personnel, marketing and technological expertise that a small firm just can't afford. That's going to be a big improvement for us, certainly as far as getting deeper into the markets in Europe."

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NEW PRODUCT OF THE MONTH: SMITHCO'S STAR SHIELD

WAYNE, Penn.—The new Star Shield spray boom is now available with Smithco Spray Star dedicated turf sprayers. The boom is known for its precise application control and its minimum hazard to operators, golfers and the environment. A special feature of the Star Shield is its aerodynamic tear-drop design, which redirects the flow of air coming over the shield and minimizes wind-drift, especially in windy conditions, permitting better management of spraying schedules. Another special feature of the Star Shield is its particularly light weight. The entire unit weighs in at only 250 lbs., half the weight of the types of spray booms. For more information, contact 610-688-4009.

International picks up half of Twin City

HALSEY, Ore.—International Seeds, Inc., a Cebeco Agricultural Seeds Group member, reached a final agreement to purchase 50 percent of the issued and outstanding share of stock of Twin City Seed Co. of Minneapolis, Minn.

Twin City Seed Co. was founded five years ago by John Glattly and several other investors to distribute turf and forage grass seeds and erosion control products in the states of Minnesota, Wisconsin, North and South Dakota. International Seeds is a leading breeder, producer and marketer of improved turf and forage grasses.

The joint agreement will provide for greater distribution and long term growth in the Midwestern market and represents a consistent source of supply and access to new varieties developed by ISI/Cebeco research.

According to Glattly, "This agreement means another step forward in our rapid growth to become a major supplier of turf and forage grass products in the upper Midwest."

John Glattly will remain as President and General Manager of Twin City Seed Co., and Rich Underwood, President and General Manager of International Seeds, will become Chairman of the Board for Twin City Seed Co.



When a golf cart is a golf car

Making some sense out of FMVSS No. 100

By BILL SIURU

For years, golfers have used electric and gasoline-power golf carts without the Washington bureaucrats giving them any thought. Then people living in gated communities, largely retirees in retirement communities in the sunbelt, started using them for transportation off the golf course and on public roads. Somewhere along the way, the golf cart got a new title, "Neighborhood Electric Vehicle" or simply NEV.

Realizing a potentially large market, Canada's Bombardier brought out its Bombardier NV[tm] with a top speed of 25 mph that could be operated on and off the golf course.

Seeing an increasing number of golf carts on city streets and recognizing better performing NEV, states like Arizona, California and Florida saw a need for ordinances covering where they could be driven and minimum equipment required. The

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Deere/K-State

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ing to Porter, Deere's latest product development, a spraying system that works off global positioning systems (GPS), will be part of the equipment mix.

"They can absolutely pinpoint where they want to go with the spray," said Porter. "A lot of pests, insects or weeds, like to come back to the same spot every year. This will help superintendents track where they sprayed, and in turn, they will know where to spray the next year because they'll know where and when its going to show up. Instead of spraying for symptoms they'll be able to spray in advance of those symptoms."

John Deere hopes to announce the GPS spraying system in 1999.

As part of the agreement, John Deere will also be the exclusive supplier to golf courses owned by Jim Colbert and a preferred equipment brand at golf courses managed by Colbert.

Ground-breaking ceremonies for Colbert Hills were held on June 12 on the 1,200-acre site, three or four miles from the football stadium, on the northwest corner of town.

The Jeff Brauer designed course will meander through several valleys, and a few of the holes will have trees, he said, but "the predominant character is konza prairie."

GOLF COURSE NEWS

federal government, namely the Federal Highway Traffic Safety Administration (NHSTA) saw another chance to protect us from danger, real or imagined. The result is the proposed Federal Motor Vehicle Safety Standard

SUPPLIER BUSINESS

(FMVSS) 100 covering "low-speed vehicles."

Contrary to comediennes on late-night TV shows who joked about golf cart needing air bags and crash testing, Standard 100 is far less draconian. First, it calls out the difference between a "golf car" and a "golf cart." Quoting from the proposed standard, "Golf cart means a motor vehicle, whose speed attainable in 1 mile does not exceed 15 mph, used to convey one or more persons and equipment to play the game of golf in an area designated as a golf course."

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TourOne's new TourGo, the latest single-rider on the market

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