

BRIEFS



RIVERDALE BRINGS CLARK ABOARD

GLENWOOD, Ill. — Riverdale chemical has named Curtis Clark as marketing manager where he will be responsible for all marketing and advertising activities. Most recently, Clark was director of marketing and sales for Troy Biosciences. Previously he worked as sales manager and marketing manager for American Cyanamid's turf and ornamental group.



Curtis Clark

COLORADO LINING CHANGES NAME

PARKER, Colo. — Colorado Lining Company has changed its name to Colorado Lining International. Colorado Lining International continues to grow by offering a diverse product line to a variety of market segments including waste management, wastewater, golf course lakes and streams, landscape and agricultural, on a world wide basis.

HOWARD JOHNSON'S APPOINTS MITCHELL

MILWAUKEE — Howard Johnson's Enterprises Inc. has announced the appointment of John Mitchell as the chief operating officer. The company said that Mitchell's background includes selling, marketing and management positions in the agricultural and industrial chemical industries. Mitchell has been associated with the company for the past five years and has been responsible for all raw material procurement, supply coordination and transportation.

LASCO ADDS BOWDEN TO TEAM

BROWNSVILLE, Tenn. — Lasco Fluid Distribution Products has named Rick Bowden its new human resource manager. Bowden has more than 20 years experience in personnel management, employee relations, training, and safety with GW Composites, Emerson Electric-Motor Division, General Tire and Rubber Co. and Hall Printing Co. of the Mobil Corp.

GROWTH PRODUCTS HIRES WALKER

WHITE PLAINS, N.Y. — Growth Products Ltd., manufacturer of liquid fertilizers and natural organics, has announced the addition of Rick Walker, as its new technical sales representative for the southeastern region of the United States. Walker has been associated with the golf industry in the southeast for the past 17 years as a golf and landscape superintendent.

Toro adds St. Andrews to irrigation list

By TREVOR LEDGER

BLOOMINGTON, Minn. — Toro Co. has landed the contract to be the exclusive irrigation provider for all five championship courses and the nine hole course at St. Andrews Links, Scotland.

The £2.3M contract will see Toro providing the control system and sprinklers with the piping and installation due to go out to tender during May 1998.

St. Andrews Links Manager, Ian Forbes, is excited at the prospect. "I'm looking forward to getting our hands dirty installing these systems. Up to now the irrigation at St. Andrews has been bought piecemeal."

According to Forbes, St. Andrew's present system evolved over 30 years and is reaching the end of its useful life. "It's a hybrid system," he said. "St. Andrews realized that its irrigation needed updating in order to maintain its position as one of, if not the, most famous golf courses in the world."

With the Millennium Open scheduled for St. Andrews in the year 2000, the stakes could not be higher.

A committee was formed to investigate the available options and, after extensive research and presentations, the Toro Company was chosen.

Toro's International Director of Marketing, Phil Burkart, identified a primary reason for the prestigious deal. "A key closer was the central control system, SitePro."

Ian Forbes was happy to confirm this. "I like the extra capacity SitePro gives us to store and manage our irrigation system and other types of information. Keeping track of fertilization rates is a good example. In the past this has typically been kept by individuals in their heads."

Continued on page 62

SEE RELATED
TORO/
WENTWORTH
CLUB STORY ON
PAGE 63



NEW PRODUCT OF THE MONTH: CUSHMAN HAWK

The Cushman Hawk utility vehicle is engineered with several features to enhance its versatility around the golf course. Available with a choice of either gas or electric power, the off-road Hawk's heavy-duty steel frame, reinforced front suspension and rack and pinion steering help make it highly stable and maneuverable—especially when operated on slopes or undulating terrain. Other features include: a durable V-twin, two-cylinder, 14-hp air-cooled engine; rugged transaxle in the power train helps provide pulling power; drum-type parking brake; heavy-duty 23x10.50-12 tires with knob tread pattern. For more information on the Cushman Hawk utility vehicle, contact Ransomes America at 800-228-4444.

Smithco seals 'speed boss' patent

By MICHAEL LEVANS

WAYNE, Pa. — Smithco Inc. has recently secured full patent protection for

its "speed boss" operational speed governor system for its bunker rakes, technology the company introduced last year.



The 'speed boss' in action in the trap.

Installed as a standard feature on all the company's gasoline, diesel and electric bunker rakes, the "speed boss" control system for bunker rakes governs the speed of the unit during raking.

When the raking implement is lowered into the sand, the system takes over and automatically limits the operational speed, which is adjustable and pre-set by the superintendent.

"As soon as the rake as-

Continued on page 62

GIVING A LITTLE BACK TO THE KIDS



Duane Jebbitt, vice president of sales of Findlay, Ohio-based Hancor Inc. (left) presents a \$10,000 check to Paul Eldredge and Bill Kubly, immediate past-president and president respectively of the Golf Course Builders Association of America (GCBA), for GCBA's "Sticks for Kids" program.

SR teams with UHS

CORVALLIS, Ore. — Seed Research of Oregon (SR) recently announced that it has formed an alliance with United Horticultural Supply's Atlantic Division for the distribution of the complete SR product line.

UHS will be covering the western two-thirds of Virginia, Maryland, Delaware, Pennsylvania, New Jersey, New York, and all of the New England states. Also included in this alliance are Sweeney Seed Company, King of Prussia, Pa., and Pro-Seed Turf Supply of Chantilly, Va.

This alliance now offers complete sales, service and distribution of the Seed Research grass seed products throughout the entire region. The SR turfgrasses are being used extensively by a wide range of customers, including landscapers, sports turf managers and lawn care companies.

Lesco incorporates major boost to IT systems

ATLANTA — Atlanta-based CST Inc. today announced that Lesco, a manufacturer and distributor of commercial turf care and golf course products, has licensed CST Jacada to provide Java-based graphical client access for its information systems that link six production locations, sixteen distribution centers, in

excess of 320 store locations, and a direct sales force.

The addition of Jacada to Lesco's information system will provide easy-to-use graphical access to a variety of information and business transactions located on its AS/400 system for its distributed sales locations that include 235 drive-through

convenience stores as well as its direct sales force and Lesco Stores-on-Wheels, a fleet of trucks serving the golf course market.

"The adoption of CST Jacada fits our development strategy to deploy 'Best-in-Class' hardware and software to create an information infrastructure that will

help us archive superior customer service," said Wayne Murawski, vice president and chief information officer, "Lesco. "Jacada permits LESCO to gain greater enterprise access to information residing on our existing AS/400 without major disruptions to our business. We can then more easily reengineer our processes, organization assignments and computer systems," Murawski said.

CENTURY RAIN EXPANDS IN FLA.

MADISON HEIGHTS, Mich. — Century Rain Aid, a wholesaler of irrigation supplies, announced an expansion in Florida with the acquisition of two local distributorships, Atlantic Irrigation and AWF.

The four-store acquisition gives Century a total of 17 branches throughout the state, announced Mike Stein, Century regional vice president. Stein said the company has plans to open additional Florida branches in 1998.

Smithco

Continued from page 59

sembly is dropped into the trap and the speed is controlled by the speed boss," said Ted Smith, founder of Smithco. "The superintendent can set it at any speed he wants. But when he goes slowly it doesn't stir the sand...it causes much less commotion. The surface then becomes a lot more firm. The speed boss allows him steady control of the important finishing process."

When the raking implement is returned to the raised position, the "speed boss" disengages and full transport ground speed can be maintained.

Toro/St. Andrews

Continued from page 59

That works fine until the individual leaves. With SitePro we can build all of that into our system so well always know."

Forbes said he'd first witnessed the possibilities of SitePro while on a trip to Pinehurst, N.C. The system to be installed at St. Andrews will not have the Satellite Positioning option apparent at Pinehurst due, largely, to the differing habitats.

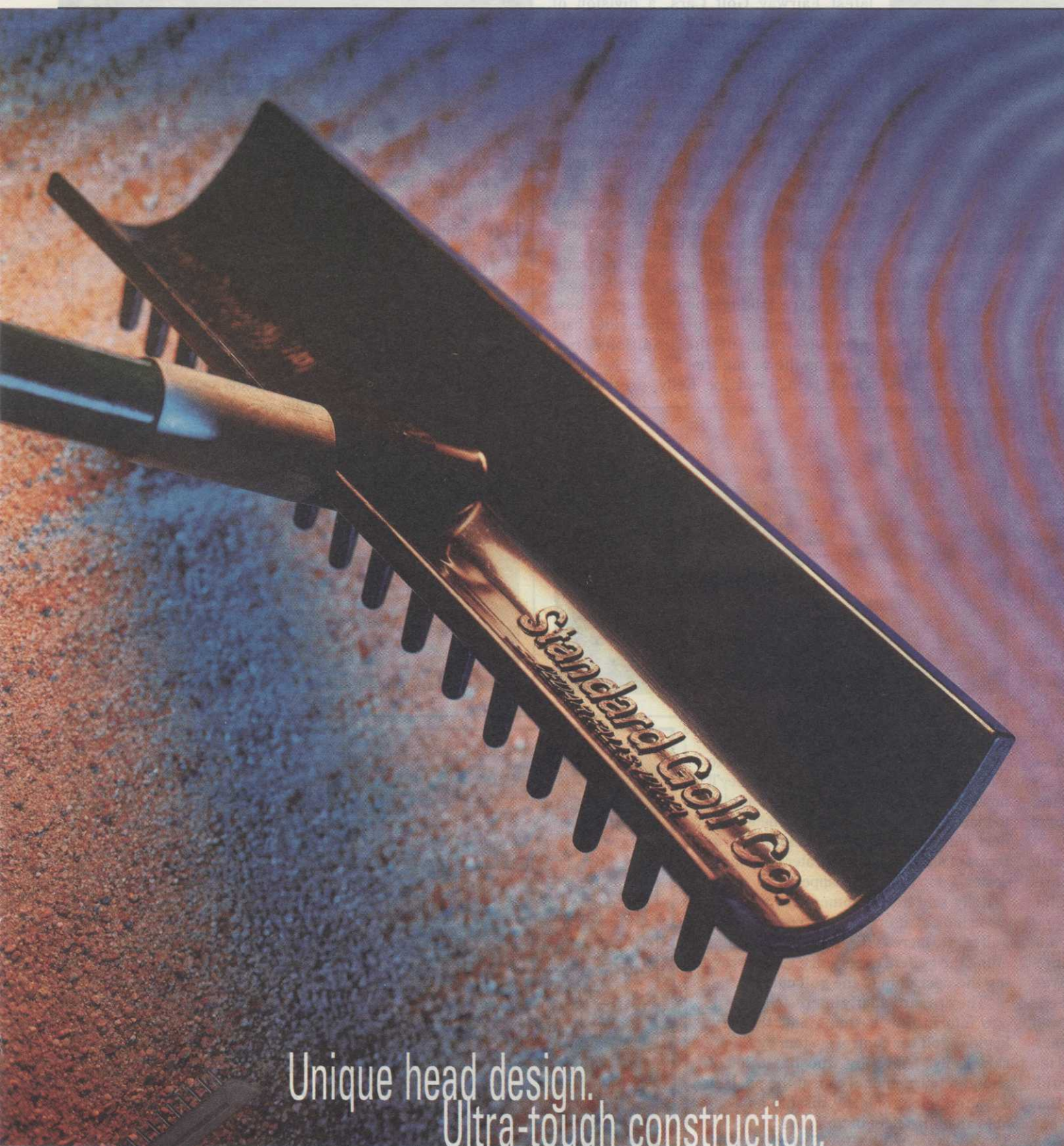
"The decoder boxes needed for Satellite Positioning could be hidden in the trees at Pinehurst," said Forbes. "We couldn't hide them at St. Andrews so we have gone for the radio option."

The system enables the head greenkeepers to travel the course with a handheld radio control and turn on individual sprinklers where they are needed. Thus, the greenkeeper controls and creates optimum water supply and a permanent record of irrigation activity that allows for precise water management.

With such a high-tech, expensive irrigation system will St. Andrews have its character altered with an increased application of water?

Not according to Forbes. "Our aim is to have hard, running surfaces. A good irrigation system is an insurance policy and should be used sensibly on a links course."

GOLF COURSE NEWS



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