

BRIEFS

**COLUMBIA PARCAR HIRES WITHIN**

REEDSBURG, Wisc.—Columbia ParCar, a manufacturer of golf cars, announced several promotions within its home office. John Crnokrak, vice president of sales and marketing for the past year, has been promoted to executive vice president. Tom Simota has been promoted to vice president of operations. Duke Cramer, a veteran of 26 years with Columbia ParCar, takes over the newly created position, manufacturing manager. Columbia ParCar has also appointed C. Ward Utterbach as its sales/marketing support manager. Utterbach will be responsible for assisting the technical, sales and marketing support groups of Columbia ParCar in order to achieve their long range plans.

KEYSTONE SOUTH EXPANDS IN FLORIDA

ATLANTA — Keystone South, a manufacturer of concrete modular retaining walls, has appointed Sam Riddell as sales representative of Keystone Retaining Wall Systems for Central and Northern Florida. Riddell will be based in Orlando. The company has also established a manufacturing and sales agreement for Keystone Retaining Wall Systems with Florida Rock Industries, Inc. Russ Hinote will be the sales representative covering the greater Tampa Bay-St. Petersburg area.

GROWTH PRODUCTS ADDS HATTORI TO LINEUP

WHITE PLAINS, N.Y.—Growth Products Ltd., a producer of liquid fertilizers, announced the hiring of Kevin Hattori as its new director of public relations. Hattori's responsibilities will include the identification and pursuit of potential publicity opportunities for the company. He will also oversee all copywriting and function as the company's liaison with the media, industry associations, and universities.

KING SAFETY PROMOTES KIRK

ST. CHARLES, Mo.—King Safety Products announced the promotion of Douglas Kirk from sales manager to vice president and product manager. A company veteran, Kirk joined King in 1989 as a sales representative. His 27-year career includes positions in retail sales, market research and advertising. In his new position, Kirk will be responsible for four key areas at King. He will head up research & development for new and existing products, oversee all product testing, give company-wide technical support, and act as liaison with Underwriters Laboratories Inc.

GOLF COURSE NEWS

TEXTRON TURF CARE AND SPECIALTY PRODUCTS SPONSORS TURF MANAGERS SEMINAR

RACINE, Wis.—A group of more than 30 top graduating turf students from colleges and universities throughout the U.S., Canada, Australia and New Zealand recently attended Textron Turf Care and Specialty Products' Future Turf Managers Seminar. "These students represent a bright future for the golf course maintenance industry," said president Phil Tralies. "They are knowledgeable, ambitious, and eager to put their education to work on golf courses around the world." The three-day event included presentations and panel discussions dealing with current and future issues of importance to golf course superintendents.

Foley takes Neary

By MICHAEL LEVANS

MINNEAPOLIS, Minn. — The Foley Companies, the parent company of sharpening and grinding equipment manufacturer Foley United, has acquired Elk River, Minn.-based Neary Manufacturing Inc. including the Neary turf maintenance equipment division, related patents, manufacturing and distribution.

According to Jim Letourneau, president of Foley United, the deal marks a merger of technologies, yet, logistically, will remain transparent to the customer base.

"Foley Companies owns both of these lines now, which equates to over half of the market share," said Letourneau. "The customer will see no change as far as who they're dealing with and where they're calling. Both lines will be marketed in the marketplace through independent distribution and we're maintaining a Neary sales force and a

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EPA to reassess existing pesticide tolerances

LAWRENCE, Kan. — The Golf Course Superintendents Association of America (GCSAA) is seeking relief from the Food Quality Protection Act (FQPA), which changes the method of determining human exposure to chemicals.

The legislation, which became law in August 1996, is to be implemented by the Environmental Protection Agency (EPA). Prior to enactment of FQPA, risk from pesticide use was measured only from residues from dietary exposures. Under FQPA, the EPA must consider the aggregate exposure for each pesticide, including non-dietary means (i.e., residential, lawn and garden uses). While the previous legislation required a separate evaluation for each pesticide, the law now demands that the evaluation include all those pesticides sharing a common mechanism of toxicity.

Under FQPA, the EPA must reassess all existing pesticide tolerances (more than 9,700) within the next 10 years. Concerns for the golf course maintenance industry include a plan to eliminate all organophosphates (OPs) by August 1999.

OPs currently offer broad-spectrum control of infestations of mole crickets, soft-bodied larvae, fire ants and other insects that can mean economic and environmental disaster for a golf course.

"We do not oppose any legislation that removes a threat to human health as long as it is based on sufficient data," said GCSAA President George Renault. "Our concern is, the EPA is using 'default assumptions' in risk measurements that are often overly conservative, inaccurate and unreliable. Under provisions of the law, the EPA can use 'data-call-in' to acquire the actual scientific information, but indications are the agency will ignore that option. The potential consequences are enormous."

According to Renault, golf course superintendents support the EPA's efforts to find alternatives to organophosphates. However, arbitrary elimination would be counter-productive if it results in the need to use less-effective products in greater amounts, thereby increasing risks to the environment.

Renault also indicated pesticide manu-

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**NEW PRODUCT OF THE MONTH: SMITHCO'S 3-IMPLEMENT GREEN STAR**

WAYNE, Pa. — The Green Star RBS System, for the rolling, brushing and spiking of greens and turf, is now available on all Smithco bunker rakes. This system also mounts quickly and easily on Toro Sand Pro and Ransomes/Cushman bunker raking units. The Green Star offers a complete choice of implements to meet all types of turf requirements. The spiker implement relieves the compaction of the soil and allows water and air to reach the turf's roots, at the same time penetrating to the proper depth for drainage. The brush unit incorporates top dressing quickly and evenly, and can also be used to smooth all types of soil surfaces. The roller system is mounted behind the bunker rake's wheels, in order to deliver after-the-wheel smoothness, for true and fast greens and turf. All three implements mount with Smithco's exclusive Quad-Pivot hook-up system, designed to allow maximum flexibility and conformity to undulating terrain. These implements are offered individually, or as a complete three-function system. For more information, contact 610-688-4009.

SRO, O.B. team on the green

By MICHAEL LEVANS

CORVALLIS, Ore. — In the age of the exclusive supplier agreement it's not just the Big Iron that's going to reap the benefits.

Seed Research of Oregon (SRO) and golf course management firm O.B. Sports have announced an agreement under which O.B. Sports will purchase its grass seed needs for overseeding and new projects from Seed Research.

According to the companies, the agreement includes superintendent education, help with grass selection and assistance with all aspects of turf management.

"We wanted to make sure, from a ryegrass standpoint, that we could lock into a supply that we would have over the course of three years so we weren't susceptible to the whims of Mother Nature," said Bob Marshall, president of north-western operations for O.B. Sports. "So this not so much based on price as it is to

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U.S. Microbics readies new bug plant

CARLSBAD, Calif. — U.S. Microbics, Inc. has announced that its new manufacturing facility is proceeding on schedule as contractors install fixtures, laboratories and production equipment in preparation for startup of microbial fermentation and blending operations sometime this month.

The company expects to initially produce limited quantities

of microbes in its pilot plant operation with both 14-liter and 130-liter fermentors.

These vessels will be used to ferment microbial cultures which will be blended into agricultural products used for plant growth enhancement and water savings for applications on golf courses.

The company also anticipates

the installation of a 1,000-liter fermentor within the next six months to increase its microbial capacity to meet Bio-Raptor demand. The larger fermentor will enable the company to scale up pilot plant operations and internally ferment microbial blends rather than rely on third party fermentation.

The 22,000 square feet of office and warehouse space should be ready for full occupancy by

August 15 and management eagerly waits for the contractor's dust to fall. Company Executive Vice President, Mery Robinson, stated, "This new facility will culminate our efforts to restart the manufacturing operations after a six-year hiatus. With numerous past customers requesting microbial products we will finally be in a position to start satisfying their needs during this fiscal year."

TPI survey says sod sales hot

ROLLING MEADOWS, Ill. — Golf courses are wielding a bigger stick in the sod business than ever before, according to a recent survey by Turfgrass Producers International.

The survey—which polled TPI members on the distribution of their 1997 sales—showed that the percentage of the nation's turfgrass sod purchased by golf courses has nearly doubled in the last decade.

In 1988, a mere 4.7 percent of all sod purchases related to

'Better installation procedures and heartier cultivars are also leading to increased use of turfgrass sod on golf courses.'

—Doug Fender

golf course development and renovation.

But by 1997, that percentage had grown to 8.14 percent.

"Turfgrass sod enables a new or renovated course to open earlier and generate cash sooner," explains Doug Fender, executive director of TPI, noting that "better installation procedures and heartier cultivars are also leading to increased use of turfgrass sod on golf courses."

Government statistics place nationwide sod sales at nearly \$500 million annually.

Members of Turfgrass Producers International include nearly 1,000 turfgrass sod producers in 36 countries.

EPA/pesticides

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facturers could meet requirements of the law if: decisions are based on scientific data and actual pesticide use; allow for development of scientific methodology to meet the new safety standards and revised objectives for protecting human health and the environment; and establishes and communicates open, uniform and scientifically practical policies to guide consistent implementation.

Among the 'default assumptions' the EPA can make in applying the law is the contention applicators (golf course maintenance staffs) will use the product with maximum frequency and in the maximum dosage allowed by law.

GCSAA has embarked on an extensive membership education and communication plan to address the issue, and has joined forces with numerous groups to work with lawmakers on the implementation of the law.

QUELANT™-Ca

Calcium & Amino Acids

CALCIUM DEFICIENCY CORRECTOR

Addition of calcium to the soil by traditional means is not usually efficient or effective in treating the calcium deficiency of turfgrass. Once applied, the common forms of liming materials can rapidly change to compounds that are insoluble in water and not readily available to the plant. Continuous applications over long time periods are necessary to effect even modest improvements in calcium uptake.

Quelant™-Ca is a newly available amino acid chelated calcium product that corrects calcium deficiencies in turfgrass upon application. Quelant™-Ca provides readily available calcium chelated with amino acids so that it is easily absorbed by the leaves and/or the roots of the plant regardless of most soil and water conditions. The unique formulation of amino acids used for chelation was



developed not only to facilitate absorption by the leaves and roots, but to increase mobility of the calcium within the plant as well.

Quelant™-Ca is normally applied as a foliar spray and may also be applied through fertigation. Either way, it is tank-mix compatible with herbicides, soluble fertilizers, insecticides, fungicides and plant growth regulators. It will even help improve the efficiency of most of these treatments by increasing their absorption and translocation within the plant.

Best of all, Quelant™-Ca is economical to use and it protects the environment.

Quelant™-Ca — a true systemic. It's new...it's unique...and nothing else works quite like it!

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