

BRIEFS



MUETZEL PROMOTED, AWARDED

NEWNAN, Ga. — Yamaha Motor Manufacturing has promoted Mike Muetzel to the position of sales and marketing division manager for the Yamaha Golf Division. Muetzel's background includes 20 years of experience in key positions within the



Mike Muetzel

golf industry. He has been with Yamaha since May, 1992. In his new position, Muetzel will support dealer sales and direct the daily operation of Yamaha's

direct sales and marketing team. Previously, Muetzel was a direct sales manager for Yamaha. Muetzel was also the recipient of the 1999 Don Rossi Award. Presented by the National Golf Course Owners Association (NGCOA), the award is given in recognition of significant contribution to the association.

TEXTRON'S RIVERS TAKES GIANT STEP FORWARD

AUGUSTA, Ga. — E-Z-GO Textron, manufacturer of golf cars, has promoted David Rivers to the position of executive vice president of the company. In 1992 Rivers was promoted to vice president of sales and marketing, and in 1996 he became senior vice president with the added responsibility of international distribution. In his new position Rivers will oversee all product planning and worldwide distribution for E-Z-GO, as well as the recently acquired Cushman industrial/commercial product line.

TYLER ANNOUNCES KEY CHANGES

ELWOOD, Ill. — Tyler Enterprises has changed its customer service team with the hiring of two new sales representatives. The changes include the promotion of Bill Davis from Wisconsin sales representative to midwest sales manager, based in Elwood. In this position, Davis will lead the sales team, coordinate the company's production schedules with the Elwood facility's plant manager and be responsible for on-time purchase and delivery of raw materials. His replacement, Andy Schoofs, is a veteran in the Wisconsin commercial landscape industry and joins Tyler Enterprises as the sales representative for Wisconsin, Northern Illinois and Minnesota. Filling a newly created position, Roger Valentine will serve as Tyler's sales representative in Indiana.

New chemistry abounds in 1999

• Precision Labs introduces long-lasting cure for LDS

By ANDREW OVERBECK

NORTHBROOK, Ill. — Say good-bye to hand watering, according to Precision Labs. The company said its new wetting agent, Cascade, utilizes high performance water infiltration chemistry that allows a single application of the product to eliminate localized dry spot (LDS) for six to 18 months.

"We don't know what Cascade does exactly," said Precision Labs president, Richard Wohlner. "But we do know that it interrupts the influence of the hydrophobic coating that builds up on sand grains."

Hydrophobicity is caused by the break down of organic matter on the

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• Novartis takes mesostemic approach with Compass

By ANDREW OVERBECK

GREENSBORO, N.C. — Novartis will soon be introducing Compass 50WG (*trifloxystrobin*), a new contact fungicide that features lower application rates and longer periods of disease control.

Compass accomplishes this by utilizing a new mesostemic mode of activity. While other fungicides use sostemic activity, distributing fungicide through the vascular system of the plant, Compass instead imbeds itself into the waxy layer and cells of the plant giving the plant a reservoir of fungicide available for protection.

According to Novartis, Compass holds several advantages over conventional sostemic fungicides.

Since the movement of sostemic fungicides is upward, the protected part of the plant is often mowed off within a 21-28 day period leaving the plant vulnerable to disease. Further, sostemic fungicides protect from the inside-out, while Compass protects from the outside-in.

According to Novartis research and development specialist, Michael Agnew, sostemic fungicides allow for damage to occur since the disease does not begin to be controlled until it gets inside the plant. "With Compass, the fungicide is imbedded in the waxy layer of the plant, preventing disease from actually entering the plant," said Agnew.

"Further, it doesn't wash off like many other contact fungicides, and it moves from one point to another through 'vapor action' that gives it greater residual effectiveness," said Agnew. "The length of control on greens is 14-21 days and on fairways it is 21-28 days—almost double the length of control for other fungicides."

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• Chipco Proxy PGR forges new ground

By ANDREW OVERBECK

RALEIGH, N.C. — Rhone-Poulenc has introduced Chipco Proxy, a new plant growth regulator (PGR) that utilizes such a unique mode of action on cool season grasses that it may require, according to researchers, a completely new classification.

According to Rhone-Poulenc, Chipco Proxy is formulated to behave differently than other PGRs. Instead of effecting existing plant growth, Proxy focuses on controlling new growth, encouraging lateral growth, branching and greater root depth and turf density. This provides three distinct advantages according to product manager, Jim Davis.

The first is the length of control. "On cool season grasses, especially bluegrass and rye, we experience seven weeks of control," said Davis.

Additionally, Chipco Proxy eliminates turf shock, the yellowing and discolora-

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John Deere readies formal reconditioned golf and turf line

By MICHAEL LEVANS

MOLINE — John Deere has launched the JD ProConditioned line of golf and turf products, the company's first formal program to help put turf equipment rolling out of a lease back on the golf course.

According to Mark E. Bodwell, John Deere's manager of product support services for golf and turf sales worldwide, the used market is soaring, especially as the number of lease rollovers increases and the number of renovations and additions continues to climb.

"You'll also find a lot of new courses that might be adding another nine or 18. They're more likely to use reconditioned as grow-in equipment," said Bodwell.

But the bulk of the market will continue to be courses outside of the "premium" category. "A three-

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NEW CHEMISTRY

Cascade

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soil which leaves behind a coating of fulvic and humic acids that coat sand and soil particles in the soil profile. Cascade combats this acidity by penetrating the soil profile and interrupting or possibly removing the barrier altogether. "This allows for greater residual

activity, and also influences deeper root growth for better turf quality, color and drought resistance," said Wohlner.

This leads to smaller, less frequent and more effective applications. Wohlner recommends a split application of 8 ounces of Cascade per 1,000 sq. ft. seven to ten days apart.

However, the effectiveness of Cascade varies due to climate. "The higher the rate of biological

activity, the faster the hydrophobicity returns," said Wohlner. "Therefore in climates like Minnesota, we can get better results out of the product than in Georgia or Florida where the effectiveness is around six months."

While Cascade has a high efficacy rate, achieving visible results after 48 hours, Wohlner recommends that it be applied in the

'In climates like Minnesota, we can get better results out of the product than in Georgia or Florida where the effectiveness is around six months.'

—Richard Wohlner

spring, well before LDS appears. "Superintendents are finding that Cascade will not only get rid of LDS for the bulk of the playing season, but it allows for faster firmer greens all summer," said Wohlner.

JD partners with NGCOA

MOLINE, Ill. — On the heels of the introduction of its JD ProConditioned line of golf and turf products, John Deere has announced its partnership with the National Golf Course Owners Association's (NGCOA) Smart Buy Network.

Under the agreement, John Deere will be the exclusive equipment supplier, offering both its new line of JD ProConditioned golf and turf products as well as new equipment, to the NGCOA Smart Buy Network. NGCOA members will also be able to use John Deere Credit.

ProConditioned

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year lease usually goes to a premium course," said Mark Bodwell. "When that equipment come out of a lease it is usually well maintained. The B and C courses that didn't have that kind of capital to buy new up front will purchase used equipment."

According to John Deere, any machine in the John Deere line of golf and turf products can be

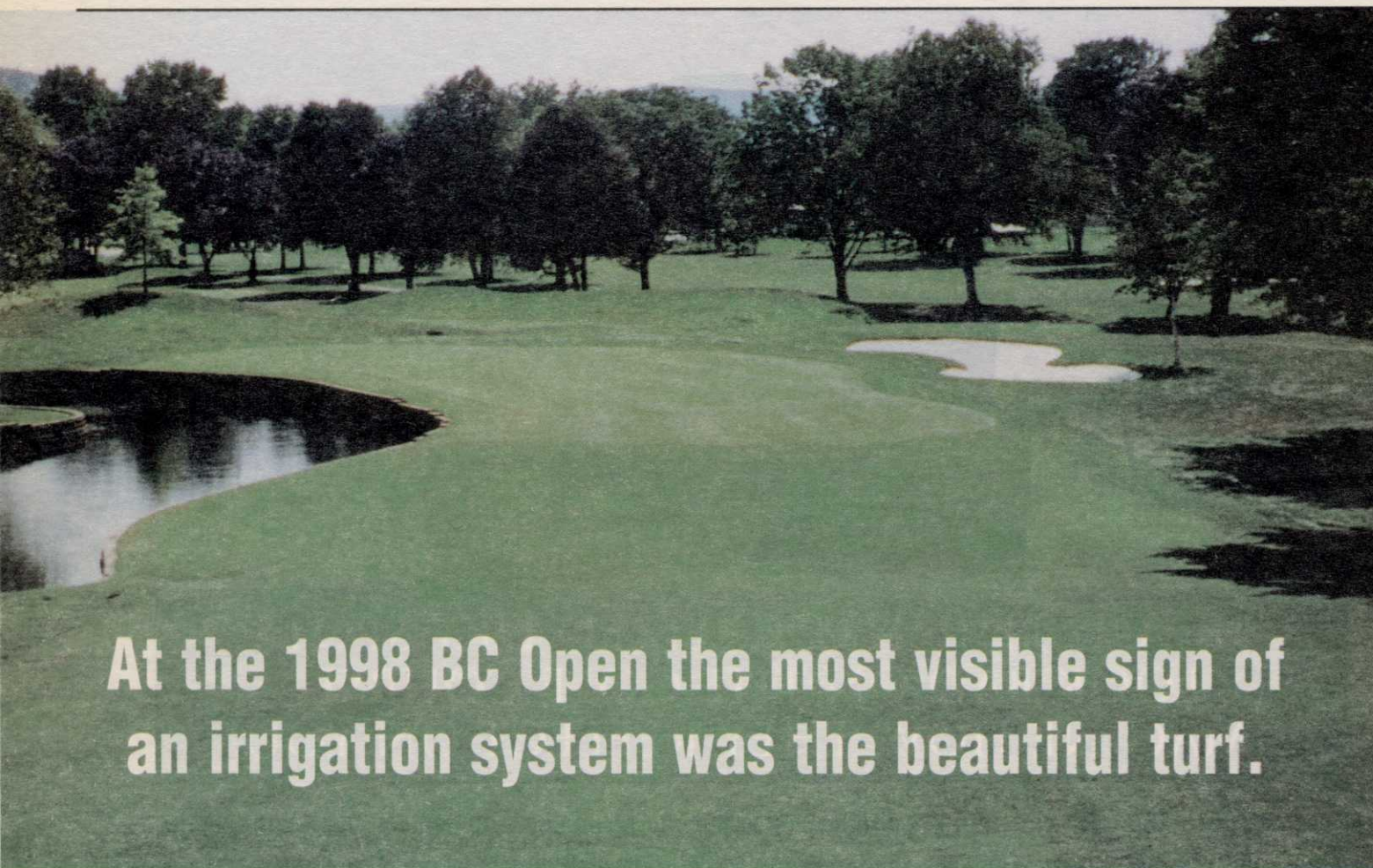
Deere technicians will run checks on engine, transmission, power train, hydraulics, electrical systems, cutting units, aeration and chemical applicators.

eligible for the program provided it meets company requirements.

To qualify equipment, Deere technicians will run checks on engine, transmission, power train, hydraulics, electrical systems, cutting units, aeration and chemical applicators.

Inspections will include repairing or replacing all safety features as well as updating general appearance.

The reconditioning work will be carried out by Deere distributors, the key, said Bowell, to the new program. "They're the ones doing the preconditioning. They're the ones who perform the service."



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