

BRIEFS



KINSER GETS THE NOD FROM AGREVO

MONTVALE, N.J. — AgrEvo has announced that Karl Kisner recently joined the company's Green Industry Group as product manager. In his new



Karl Kisner

position, Kisner will focus on promoting the company's Delta Gard brand of insecticides, as well as its full line of products for the Green industry. Kisner has

nearly 10 years experience in the turf market, with the last six as a regional manager for Terra Industries.

JACKLIN SEED PROMOTES TWO

POSTFALLS, Idaho—Jacklin Seed, a division of the J.R. Simplot Company, has promoted Susan Samudio to plant breeder in recognition for her work in developing turfgrass varieties that have placed in the top-ten listing of national USDA trials. Three of her perennial ryegrass varieties, Caddieshack, Accent, and Monterey, demonstrated excellent third-year performance in this trial. Jacklin has also promoted Mark Sellmann to plant breeder in recognition of his work in turfgrass varietal development that placed two tall fescue varieties in the top-ten listing of the NTEP trials.

DOW AGROSCIENCES BOOSTS MIEHLE

INDIANAPOLIS—Bruce Miehle has been named general manager of turf, ornamental and technical products at Dow AgroSciences. As a 25-year veteran of Dow AgroSciences, Miehle has held several positions in the company including field technical sales, group marketing manager, and global business leader for urban pest management.

LASCO NAMES SMITH KIRBY MERCHANDISING COORDINATOR

BROWNSVILLE, Tenn. — LASCO Fluid Distribution Products has appointed Hannah Smith Kirby to the position of merchandising coordinator. Smith Kirby will be responsible for coordinating bar code numerology and labeling, as well as retail packaging and displays. She has been a part of LASCO's team for over six year.

LEEMCO NAMES NEW GOLF SALES MANAGER

CORONA, Calif.—Leemco Inc., a manufacturer of joint restraints that attach plastic pipe to ductile iron fittings on golf irrigation systems, has appointed Nunzio DiChristopher as golf sales manager. DiChristopher will be responsible for all sales worldwide in the golf irrigation market.

GOLF COURSE NEWS

Yamaha, KSL share the ride

By MICHAEL LEVANS

NEWMAN, Ga. — Yamaha recently scored a win in the hyper-tight golf-car-supply-contract race by finalizing an exclusive with KSL Recreation Group Inc.

According to the contract, KSL's existing fleet will be replaced with more than 5,000 Yamaha cars over a period of five years.

"This is probably the most creative deal we've done," said Mike Muetzel, division manager for Yamaha Golf Cars. "We got this because of our creativity and our ability to answer our customer needs. In this day and age and in this market that's something that I'm pretty proud of."

"We had a year-long process of screen-



ing the major manufacturers and it came down to quality and price," said Eric Affeldt, general manager of Doral Golf Resort and Spa and KSL's representative on the deal. "We had an excellent relationship with one of the other manufacturers and they've certainly done a great job for us.

But after visiting facilities and carefully examining both product and quality, Yamaha came out ahead."

According to Muetzel, the initial deal was for Yamaha to cover KSL Fairways, a division that owns and operates 28 golf facilities with 30 courses. "But the customer came back to me and was interested in doing a deal for the rest of the

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Toro: First 'official' supplier to The First Tee

MINNEAPOLIS — The Toro Co. has become the official equipment and irrigation supplier to The First Tee, a concerted initiative to create accessible golf facilities for minority and junior golfers around the country.

The agreement, recently announced by Michael Hoffman, Toro vice president and general manager, and First Tee executive director Tod Leiweke, will provide First Tee chapters with significant discounts off commercial golf course maintenance and irrigation equipment.

"This cooperative effort between The Toro Company, in conjunction with the Toro Foundation and our independent distributors, provides the absolute best overall values to The First Tee Chapters," said Toro's Hoffman.

According to Leiweke, the agreement makes Toro the first official supplier to

The First Tee. "Our goals in structuring the official supplier agreements are to provide the best possible cost savings, ensure accessibility and quality service to all the Chapters, and align ourselves with the industry leaders. With Toro, we have met or exceeded all of those objectives," he said in a statement.

The key to a successful relationship is the participation of the Toro distributors, said Hoffman. "Since this is a philanthropic effort as opposed to a business-to-business effort, many of our distributors will step up beyond what Toro does and do more service, support and even some additional discounting."

The Toro agreement also provides for new course grow-in equipment, further discounts off reconditioned equipment, and includes warranties and ongoing after-market support.



NEW PRODUCT OF THE MONTH: JACOBSEN TURF CAT 500 SERIES

RACINE, Wis. — Textron Turf Care and Specialty Products has introduced the newest family of Jacobsen Turfcats out-front rotary mowers, the Turfcats 500 Series. Turfcats 500 Series features a variety of engine and cutting deck choices, as well as a wide range of optional accessories. Turfcats 500 models T523D, T528D and T535D feature the power of a liquid-cooled Kubota diesel engine with 22.5-, 28- and 33-hp engines, respectively. Model T531G is powered by a 31-hp Briggs & Stratton gas engine. A 12-gallon fuel tank makes for fewer stops and enhanced productivity. Turfcats 500 Series mowers have a new all-hydraulic traction drive and self-adjusting, "turn-assist" brakes on the left and right wheels that help to ensure sure-footed stability on undulating terrain and excellent maneuverability overall. For more information, contact 414-637-6711.

BIRD CONTROL

EBI gets EPA label approval for liquid biopesticide

By MICHAEL LEVANS

WILMINGTON, Del. — Gunshot noise, fake swans, even specially trained dogs have been used to control geese in sensitive green and fairway situations. Now Environmental Biocontrol International (EBI), a new player in the golf course market, is getting ready to release Flight Control, a biopesticide/bird repellent based on the chemical anthraquinone — a chemical found in certain plants from the *Cassia* family.

"We were working with the chemical in other areas, such as in waste water to control bad odors,"

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R.J. cleared for 'fogging' application

CINCINNATI, Ohio — R.J. Advantage has received EPA registration for applying its ReJeX-iT TP-40 bird control by "fogging."

The product had been registered for spraying on landfills and on non-fish bearing bodies of water; however, the company said that fogging is a more effective and practical application method for controlling birds at large and more

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Scotts, Rutgers form biotech alliance

MARYSVILLE, Ohio — The Scotts Company said that it has completed an agreement with Rutgers University, The State University of New Jersey, to develop improved grasses for professional golf courses through genetic engineering.

Under the agreement, Scotts will receive exclusive worldwide rights to Rutgers' patented transgenic varieties of creeping and colonial bentgrasses, including any new varieties developed over the period of the agreement.

According to Michael Kely, senior vice president of Scotts' professional business group, "We envision Scotts brand turfgrasses with disease resistance and other traits that will justify a trait premium while allowing professional golf course superintendents to cut their chemical and labor costs substantially."

Rutgers will be responsible for the advanced biotechnology research to isolate genes with desirable traits and for inserting these genes into their superior bentgrass germplasm.

Through its 80 percent ownership of Sanford Scientific Inc. (SSI), Scotts holds the exclusive license to use biolistic ("gene gun") technology in the commercial development of genetically transformed turfgrasses.



KSL/Yamaha

Continued from page 55

KSL properties. Then we looked at doing a national deal, which was basically integrating the resort properties," said Muetzel.

Muetzel and Affeldt eventually ended up with a deal that, "Ultimately will cover all KSL properties," said Affeldt. "The contract is written that if we have any exist-

ing agreements with the other major manufacturers we will honor those contracts. But as new properties come on line, and where we would not be contractually obligated, they would become Yamaha. And as existing properties roll off existing contracts, they would become Yamaha."

KSL properties that will eventually be affected by the deal include: La Quinta Resort and

Club and PGA West near Palm Springs, Calif.; Doral Golf Resort and Spa, Miami; Lake Lanier Islands, Atlanta; and the Claremont Resort and Spa, Oakland, Calif.

The contract also signals a move in the right direction for Yamaha, said Muetzel. Four years ago, Yamaha didn't hold a single management contract. "Now we have two of the top five or six. So things are moving along."

BIRD CONTROL

EBI/Flight Control

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said Ken Ballinger, president of EBI. "But while I was looking for other uses of the chemical I found in some old literature that a chemical company in the 1940s found that it repelled birds quite well."

Ballinger asked the USDA if the chemical had been used as a

bird repellent in the U.S. He was told it didn't work in that capacity. "So we took some proprietary steps in the formulation and it turned out to be just great for repelling birds," he said.

Flight Control—which has been picked up by Lesco and has received full label approval from EPA—is a liquid that is sprayed at a rate of a half-gallon per acre. Its super-fine particles dry and cling to the grass leaf. According to Ballinger, the particles are visible to birds in ultraviolet (UV) light.

"The way birds evaluate quality of turf as a food source is by looking in the visual range and the UV range," said Ballinger. "The combination of those wave lengths indicate to the birds what is good grass to eat. When we mess around with the UV side, they see the green grass but it doesn't look all that great to eat."

If they eat it the chemical gives the bird a non-lethal gut response and the birds steer clear of the treated area. "It's hard to measure in a goose just what that [gut reaction] is," Ballinger said. "Once swallowed it takes about 15 minutes. They'll shake their heads from side to side and start scratching, all the classic signs of irritation."

EBI originally thought that the chemical would attract and deter by simple conditioning. However, the company has found that it may go farther than that. "We've had plenty of cases where the birds avoid it when they see it. We think there's a parallel in nature, that it's imitating something they just don't like," he said.

Testing results are coming back positive, Ballinger added. The company has tested at several golf courses under control conditions and it's currently testing on the turf at Washington National Airport. "We put it on 14 percent of the turf area in the first round of testing and reduced the number of birds at the airport by 50 percent," said Ballinger.

RJ Advantage

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diverse areas, like golf courses and warehouses.

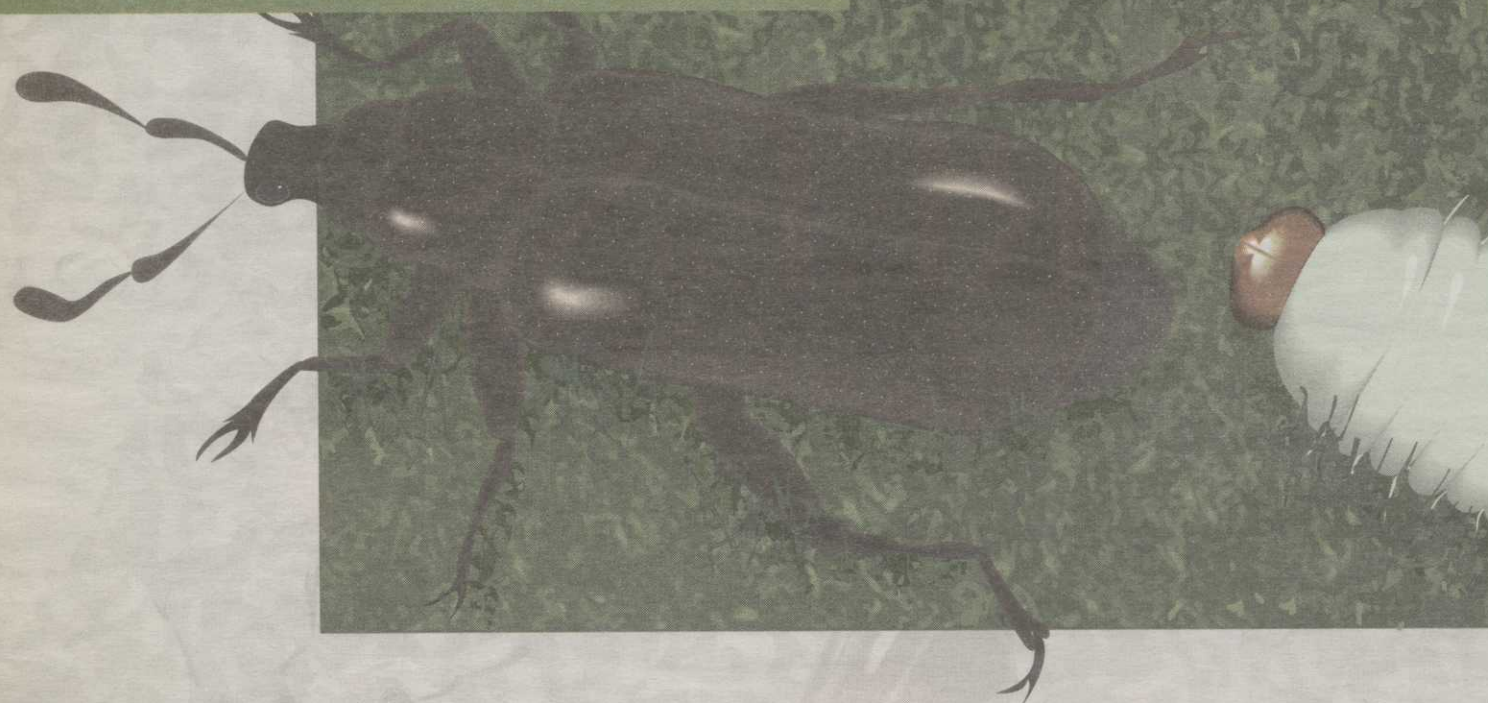
According to R.J., depending on the operator's skills, it takes from one to six fogging applications of 2.5 ounces per acre to repel established bird flocks for the season.

A TP-40 fog irritates target bird's eyes and mucous membranes, forcing the bird to leave the area. The company said that exposure chases birds to roosting site and eventually teaches the birds that their former roosting areas are no longer desirable.

TP-40 is made from FDA GRAS (Generally Regarded As Safe) listed food grade ingredients.

GOLF COURSE NEWS

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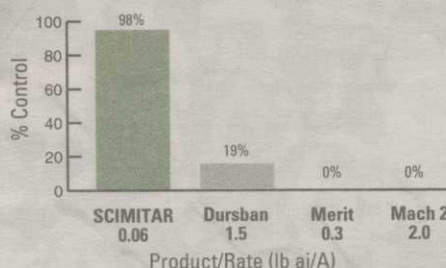
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For more information, contact your authorized Zeneca Distributor, or call Zeneca Professional Products Toll Free at 1-888-617-7690.

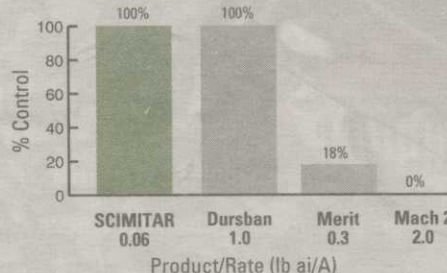
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Control of Annual Bluegrass Weevil



Source: S. R. Alm, et al, University of Rhode Island, Kingston, RI, 1997.

Control of Adult Black Turfgrass *Ataenius* Weevil



Source: H.D. Niemczyk, Ohio State University, 1996.

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