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 certain-

ly 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’s Fairways, a division that owns and operates 28 golf facilities with 30 courses. “But the cus-

tomer came back to me and was inter-

ested in doing a deal for the rest of the

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’s 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 af-
ter-market support.

R.J. cleared for ‘fogging’ application

CINCINNATI, Ohio — R.J. Advantage has received EPA registration for applying its ReJex-TTP-40 bird control by “fogging.”

The product had been registered for spraying on landfills and on non-
fish-bearing bodies of water; how-

ever, the company said that fog-

ging is a more effective and practical application method for controlling birds at large and more

NEW PRODUCT OF THE MONTH: JACOBSEN TURF CAT 500 SERIES

RACINE, Wis. — Textron Turf Care and Specialty Products has introduced the newest family of Jacobson Turfcat out-front rotary mowers, the Turfcat 500 Series. Turfcat 500 Series features a variety of engine and cutting deck choices, as well as a wide range of optional accessories. Turfcat 500 models TS23D, TS28D and TS35D feature the power of a liquid-cooled Kwota diesel engine with 22.5-, 28-

and 33-hp engines, respectively. Model TS31G is powered by a 31-hp Briggs & Stratton gas engine. A 15-gallon fuel tank makes for fewer stops and enhanced productivity. Turfcat 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.
KSL/Yamaha

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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 ended up with a deal that, "Ultimately will cover all KSL properties," 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."

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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 wavelengths 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 further 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.