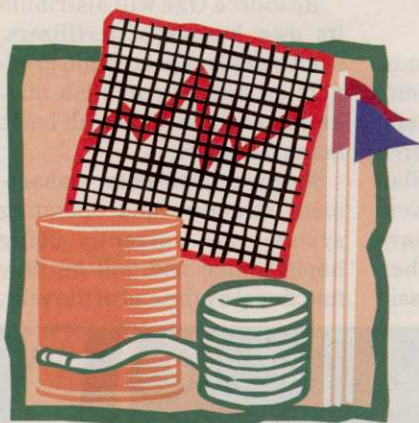


## BRIEFS



### BARENBRUG PROMOTES MULDER TO VP

OGEDENSBURG, N.J. — Michael F. Mulder has been named vice president, general manager of Barenbrug Northeast, a subsidiary of Netherlands-based Barenbrug.



Michael F. Mulder

Mulder has been with Barenbrug for 17 years. He most recently served Barenbrug in the United Kingdom as managing director, Barenbrug UK Ltd.

His new responsibilities at Barenbrug will include introducing proprietary varieties into the U.S. market and expanding the number of Barenbrug locations. He will also focus on the development of the forage grass market in the United States.

### JACKLIN GOLF NAMES DEBOLT

POST FALLS, Idaho — Jacklin Golf has named Scott DeBolt national marketing director. DeBolt will coordinate marketing efforts related to new golf course construction for all branches of Simplot Turf & Horticulture.

DeBolt joins Jacklin Golf after having served for five years with Medalist America as a Regional Turf Specialist working with golf courses in the Midwest and Southeast.

### DIEHL JOINS RAIN BIRD

AZUSA, Calif. — Rain Bird's Golf division announced the hire of Denise Diehl as sales specialist in the Great Lakes region. Working closely with area distributors, Diehl is responsible for the promotion of Rain Bird's golf products in Michigan and part of Ohio and Illinois.



Denise Diehl

### LEGACY ADDS KOVACH, MARLMSTEIN

SAN MARCO, Calif. — Joe Kovach and Tom Marmelstein have been named eastern regional sales managers for Legacy by Hunter.

Kovach will cover the Southeastern states and Marmelstein will handle the East Coast, including the Maritime Provinces of Canada.

They will be responsible for product introductions, training and after-sales support.

## AquaSO2 expands production facility, eyes future growth

By ANDREW OVERBECK

GRASS VALLEY, Calif. — AquaSO2, the exclusive manufacturing, distribution and marketing arm of the Harmon SO2 generator, has expanded its Bakersfield manufacturing facility in an effort to increase its market penetration in the United States and abroad.

While the original SO2 generator technology was intended for agricultural applications, Jim Webb, president of AquaSO2, has been installing 'modified generators on golf courses nationwide for the past four years. To date, 200 golf courses have installed the generators to improve soil and water conditions on their courses.

"The SO2 generator was designed to improve soil, not water," said Webb. "But soil mirrors what your water is, and on the East Coast and in the Carolinas where the business took off, you have bad water that is hurting otherwise good soil."

Webb's team assesses each course individually, performing a water and soil analysis to see what exactly is happening.



The AquaSO2 generator going full-steam

"We make four different sizes of SO2 generators and we then select the appropriate model for the course," said Webb.

The SO2 generator is a stainless-steel, sulfur-burning unit that is fueled by a self-feeding hopper. A negative-pressure aspirator mixes the SO2 with water capturing 100 percent of the SO2. The water is then pumped into an irrigation pond at a rate of 180 gallons a minute at a pH of 2-2.5 pH. The generator is capable of maintaining an irrigation pond at a pH of 6.5 to 6.8.

"The SO2 removes the carbonates, bicarbonates, salts and minerals from the water," said Webb. "The soil then opens up and lets water come through. It also cleans algae out of ponds, lines, heads and breaks down calcium."

Bill Shrum, superintendent at the Golf Club at Chapparral Pines and the Rim Club in Payson, Ariz., has seen an improvement since installing an SO2 generator last year. "We use 70 percent effluent and before treatment our sodium and bicarbonate levels are 300 parts per mil-

Continued on page 41

## Husqvarna snaps up Yazoo/Kees' turf care division

By ANDREW OVERBECK

CHARLOTTE, N.C. — In a move to become a total source provider for lawn and garden and commercial needs, Husqvarna Forest and Garden Co. has acquired the turf care assets of Jackson, Miss.-based Yazoo/Kees.

"The green industry is in a powerful growth phase and we intend to be the leading source for all outdoor power equipment needs," said Dave Zerfoss, president of Husqvarna Forest and Garden Co. "This acquisition creates a complete line of offerings — everything from professional trimmers to commercial lawnmowers."

Husqvarna will take over the Yazoo/Kees facility in Beatrice, Neb., which employs 100 people and did \$20 million in sales in 1998.

As part of the agreement, Yazoo/Kees will continue to provide services to Husqvarna in the next twelve months in the areas of manufacturing, customer service, parts distribution and accounting. Husqvarna will continue to market the Yazoo/Kees brand through its current and existing dealer and dis-

Continued on page 46

## Internet auction moves golf cars online

By ANDREW OVERBECK

LOS ANGELES — Lincoln Golf Car and Leasing International based here has launched GolfCarAuction.com, an Internet-based online auction designed to help golf courses, golf car dealers and leasing agents dispose of fleet cars in a more efficient and expedient manner.

"One of the reasons for the creation of this company was the lack of information we faced at Lincoln when looking for golf car units," said Felix Zajdman, president of GolfCarAuction.com. "This is the best solution we found."

GolfCarAuction.com, which opened

for business Nov. 1, aims to quickly match buyers with sellers.

"When people are looking for units, there may be sellers that are just a few miles away from them looking to unload their golf car fleet," said Zajdman. "And here they are wasting time looking all over the country. GolfCarAuction.com will provide a central listing location."

The online auction operates just like other Internet auction sites such as ebay.com or ibidGOLF.com.

GolfCarAuction.com is broken up into several product categories including, gas and electric golf carts, utility

Continued on page 40



## Cleary to market Nutri-Gro fertilizer

DAYTON, N.J. — W.A. Cleary Corp. announced that Cleary Chemical Corp. has received approval from Biagro Western Turf and Ornamental to be the exclusive marketer of the Nutri-Gro line of fertilizers for the turf and ornamental markets.

"The acquisition of the rights of the Nutri-Gro fertilizer products opens a door to Cleary into the fertilizer business with outstanding new technology," said Bob Alvarez, vice president, sales and marketing for Cleary



Chemical Corp.

Biagro Western is a leader in the development, introduction and use of this new phosphorous fertilizer technology.

Patented by the University of California, the products have evolved as a superior phosphorous delivery and management tool. Nutri-Gro fertilizers have been proven safe and effective through extensive trials conducted by researchers at major universities and independent research companies. Observed results include improved plant health, stronger rooting and transplant establishment and improved quality and longevity.

## Golf Course News STOCK REPORT (10/15)

Company	Symbol	Stock Price	%Change 1/1/99	%Change 9/15/99	P/E	52-week Range	Proj. 5-yr Earn. Growth
Astrazeneca	AZN	45.19	0.70	15.13	51.25	31-48.94	9.90%
Deere & Co.	DE	37.13	11.86	-7.76	20.43	29.48-45.94	9.40%
Dow Chemical Co.	DOW	105.13	15.60	-8.88	21.09	85.25-138	8.00%
Family Golf Centers	FGCI	1.63	-91.77	-43.48	6.15	0.72-24.5	N/A
Golf Trust of Amer.	GTA	18.00	-35.14	-4.64	13.48	17.25-28.75	12.00%
Ingersoll-Rand	IR	53.50	13.23	-10.93	16.15	36-73.82	11.70%
Lesco Inc.	LSCO	13.44	4.37	-11.89	15.33	9-19.5	17.50%
Nat'l Golf Prop.	TEE	21.50	-25.70	5.20	19.77	20.87-30	9.90%
Toro Co.	TTC	37.00	29.82	-1.50	21.06	16.5-39.5	13.00%
Textron Inc.	TXT	72.88	-4.03	-5.43	5.16	59.50-98	14.08%

\* — DATA PROVIDED BY THE VALUE TREND LINKS



## Redexim Charterhouse moves into new digs

PITTSBURGH, Pa.— Redexim Charterhouse Inc. has moved its North American headquarters from Kingston to a new, larger facility in nearby Pittsburgh Township.

The company cited expanding U.S. sales activity as the principal reason for its move.

Sales increased 25 percent in 1998 and year-to-date sales for 1999 are up an additional 28 percent over 1998 figures according to Philip

Threadgold, executive vice president, Redexim Charterhouse Inc.

The new facilities include increased office space and warehouse space for equipment and parts. The new building is situated on a five-acre lot to accommodate additional future growth.

Redexim's turf management products are represented in North America by a network of 47 distributors.

## AquaSO2

Continued from page 39

lion (ppm) — now they are around 20-30 ppm," said Shrum. When Shrum flushed the greens last year, he noticed the benefits immediately. "The water was going in clean and coming out pretty gucky," said Shrum. "That proves that the water is mobile enough to get through the system."

For his two courses, Shrum burns 40 tons of elemental sulfur a year at a cost of around \$14,000.

George Frye, superintendent at the Ocean Course in Kiawah Island, S.C., deals with substantially worse water but has had similar results. "We have a bicarbonate count of 1,100 ppm, a carbonate count of 500 ppm and high sodium levels," said Frye. "The SO2 generator has reduced these allowing us to maintain the course at the required level."

Additionally, Frye is now using 15 percent less water and applying fewer chemicals and fungicides. "We are getting more results out of the water we are using and the soil profile has improved the vigor of the turfgrass to the point where it is less susceptible to disease."

An AquaSO2 generator costs between \$12,000 and \$30,000 depending on the size of the unit. The company sells or rents the units to courses and charges a one-time set-up fee of \$500. "We also assist in getting the machine up and running and we train the staff and do ongoing consulting to make sure the machine is performing adequately," said Webb. AquaSO2 completed the expansion of its manufacturing facility in Bakersfield this month and expects to up production from 15 a month to 60 a month by the end of November.

"We have been selling everything we can build," said Webb. "The new facility in Bakersfield will help us meet demand and we are planning to open a new facility in Dallas and eventually one in the Southeast, either in Charleston, S.C. or Jacksonville, Fla."

Webb is also working to build a distribution network that will include expanding into the Midwest, the Northeast and internationally.

"We are gathering the staff that is going to help us penetrate these markets," said Webb. "The Midwest and the Northeast have tremendous potential. I have also visited Europe and have gotten requests from China and Malaysia. They all have similar problems that we can help to remedy. Our market is substantial over there."

With this kind of growth on the horizon, Webb expects the company to go public in the next 18 to 24 months.

Certain to drive AquaSO2's growth, is the increasing reliance of golf courses on smaller water supplies and effluent or inferior irrigation sources.

"With more courses going to effluent water, they are going to have to have an SO2 generator in order to maintain courses at the levels expected," said Webb. ▴

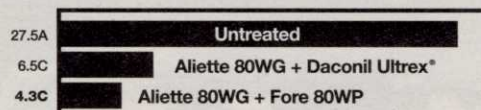


## Get it with a tank mix of Fore® and Chipco Aliette®

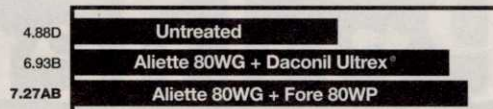
Hot. Humid. Overplayed. No wonder turfgrass surrenders so easily to Brown Patch, *Pythium* and other diseases in the summer. To relieve the stress on greens — and on you — tank mix Fore® and Chipco Aliette® fungicides.

Fore and Aliette are the only patented summer stress combination. Fore gives outstanding brown patch control, so that together the two can handle the entire summer decline disease complex. Not only is disease control enhanced by the tank mix, but turf quality and playability also improve.

### Percent of Diseased Bentgrass



### Turf Quality Rating



Treatments made every 14 days; ratings taken 71 days after first treatment. Quality ratings based on 1-9 scale. Numbers followed by same letters are not statistically different.

Source: Martin, Clemson University, 1996

Whether it's summer stress, algae or 14 other turf diseases, Fore belongs in every golf course's rotation. For more information on Fore or the Fore + Aliette tank mix, call 1-800-987-0467 or talk to your Rohm and Haas representative.



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