Century Rain Aid opened new branches in Florida: Bunnell, Cape Coral, Mangonia Park, Palmetto and St. Augustine. In addition, new branches opened in: Huntsville, AL; Macon, GA; Noblesville, IN; Swansea and Woburn, MA; Clarkson, MI; Manchester, NH; Mooresville and Wilmington, NC; Bedford Heights, Columbus and Dayton, OH; and Greenville, SC.

Hunter Industries introduced the Hunter Preferred Contractor Program to help irrigation professionals gain the tools, office equipment and development funds needed to expand their business. For the next three years, professionals will earn points from Hunter purchases which can be redeemed. www.HunterIndustries.com

Myra Potts joined Medalist America as turf specialist for the southeast U.S. Alan Mark is turf specialist for OH, IN, MI, western PA, WV and KY.

Howard Fertilizer Inc. is the sole distributor of Par Ex IBDU in Florida which is licensed by Lebanon Seaboard Corp.

National Seed Company, a division of Jacklin Seed, appointed Dan Biddick sales representative for WI and MN.

Pennington Seed Inc. appointed Roger Tucker western division turfgrass manager for its Professional Turfgrass Group.

Profile Products LLC promoted Sam Stimmel to national sales manager and named Mark Fields, CGCS, Gulf regional sales manager. Larry Lennert is midwest regional sales manager and Paul Salmon, CGCS, is southeast regional sales manager.

Dr. Jeffrey Higgins is the director of marketing for Pursell National Seed Company, a division of Jacklin Seed, appointed Dan Biddick sales representative for WI and MN.

Dr. Jeffrey Higgins
Andrew Semple

Info center
VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

COMICS AND IRRIGATION ... combine in the new quarterly newsletter from Irritrol, "The Amazing Irritrol-Man." The irreverent, colorful approach is an interesting take on product information. If you'd like to see Irritrol-Man and Rex, his faithful companion (a Scottie, complete with tartan cape) you can call Mike Ochoa, marketing manager, at 909/785-3623.

SOIL INFORMATION ... is available from the world's leading soil-testing laboratories, MDS Harris. On their website, www.mdsharris.com, a new section called Agri-Knowledge currently has 19 technical articles on nitrogen (4), phosphorus (3), potassium (3), soil pH (5), as well as zinc and manganese.

UPDATED PGMS GUIDES ... Grounds Estimating Guide, Grounds Maintenance Management Guidelines and Grounds Management Forms & Job Descriptions Guide have been fully updated simultaneously. Presented together in a 0.5-in. binder, the guidelines are available at a savings of $15 for the set, for the remainder of 1999. Contact PGMS, 410/584-9754, fax 410/584-9756, www.PGMS.org

Profile Products LLC promoted Sam Stimmel to national sales manager and named Mark Fields, CGCS, Gulf regional sales manager. Larry Lennert is midwest regional sales manager and Paul Salmon, CGCS, is southeast regional sales manager.

EPA approved three Valent products for use in Colorado: Orthene® Turf, Tree and Ornamental, Spray 97, Distance® Insect Growth Regulator and Orthene® PCO Pellets. In NY, Pinpoint® 15 Granular Insecticide has been approved by the state for use as a broadcast treatment. www.valent.com

Buddy Camors has been named business director of Zeneca Professional Products, taking over the pest control, turf and ornamental business from Kee-lan Pullium. www.zenecaprofprod.com