

Currently UTEC offers a couple of major units available from the Chicago area. In those cases, the sellers have arranged for commercial carrier delivery and included that in the price.

The color photos Barnette takes are in his working catalog he personally shows to customers. He urges them to call the seller or his mechanic. He also mails a black-and-white flyer showing equipment on a regular basis.

Where does UTEC go from here?

Barnette is expanding slowly. In August, he entered into a joint venture with Lakeland-based Golf Ventures to represent UTEC in the Bahamas and much of the rest of the state. David Miller and Jim Sartain will represent the company in Central Florida, Bob Schroter in North Florida and David Cheesman in South Florida and the Bahamas.

EDITOR'S NOTE: Earl Collings is a free-lance publicist based in South Florida. Advertisers may submit feature stories about their companies, which will be edited to meet Florida Green standards and will be used when space is available. Priority will be given to stories about new products and services.

Ransomes buys Cushman, Ryan

JOHNSON CREEK, WIS. — Ransomes America has acquired three major names

in turf equipment with the purchase of Cushman, Ryan and Brouwer Turf Equipment Ltd. from the Outboard Marine Corporation.

According to Helmut Adam, president of Ransomes America — a division of Ransomes plc (*sic*) of Ipswich, England — the price was \$150 million.

The Cushman group, based in Lincoln,

Neb., includes Cushman turf vehicles and mowers, Ryan aerators and sod cutters and Brouwer mowers, vacuums and sod harvesting equipment.

"It is a well-run company with a good name," said Adam. "We are not going to change something that runs as well as

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Southern Turf opens facility in Spain

TIFTON, Ga. — Southern Turf Nurseries has opened a production facility in Spain, the first international facility of an American-based turfgrass producing company.

With the expanding golf course market worldwide and the exporting of the American golf course architect expertise, demand has been created for the high quality hybrid bermudagrasses in the tropical and subtropical regions of Europe and Asia.

Southern Turf Nurseries has established a farm near Malaga, Spain, where hybrid Tifway 419 and Tifgreen 328 are being produced to standards of greens-quality, certified grass.

Partners in the venture are Larry and David Cooper. The latter is a member of the Royal & Ancient at St. Andrews.

Ransomes takes over Cushman, two others

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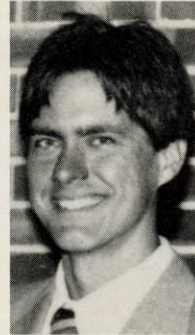
Cushman.

"I am excited about working with Stuart Rafos (Cushman president) and the rest of the management team at Cushman. Its product line complements the Ransomes line of commercial turf equipment extremely well."

Ransomes America, which manufactures and markets commercial turf equipment in



Duane Guettler



Mark Myhre



Scott Spara

Nor-Am awards 3 scholarships

Nor-Am Chemical Company of Wilmington, Del., awarded scholarships to three Florida turf students: Scott Spara at Lake City Community College and Duane Guettler and Mark Myhre at the University of Florida

North and South America, also acquired a line of turf renovation equipment from Salsco of Cheshire, Conn., in August. The line includes aerators, seeders, spreaders, loaders, blowers and dethatchers.

Last year the company bought Steiner Turf Equipment of Orrville, Ohio, which it operates as an independent manufacturer of mowing tractors and attachments.

Ransomes plc (*sic*) has ceased production of agricultural equipment to concentrate on turf machinery worldwide.

Its other three divisions are Ransomes Commercial, which manufactures and distributes professional turf equipment outside the Western Hemisphere, Ransomes Consumer, which manufactures garden machinery and Ransomes Property, its development and investment arm.

Ransomes Consumer recently purchased Westwood, a producer of garden tractors in the United Kingdom.

Duda opens 7th branch

OVIEDO — Duda Sod opened a Clewiston branch in August, the company's seventh Florida location.

"The demand for Duda sod has grown so much in recent years that we felt it was necessary to move closer to our buyers," said Betty Miller, Duda marketing representative.

Established in 1972, Duda Sod specializes in Floratam St. Augustine, 419 bermudagrass and other grasses.

Duda has locations in Zellwood, Oviedo, Cocoa, Fort Lonesome, LaBelle and Fort Pierce.

Duda Sod is a division of A. Duda & Sons, which was founded in 1926 as a five-acre celery farm. Headquartered in Oviedo, the company also has offices in California and Texas. Its Florida land holdings exceed 115,000 acres.

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