

Turf Industry Roundup

GCSAA report reveals buying habits

The Center for Golf Course Management, a subsidiary of the GCSAA has released its first marketing research report, *Buying Habits of Golf Course Superintendents*.

The report, scheduled to be published annually in August, was compiled from the results of surveys mailed to more than 11,000 superintendents. It includes information on course demographics, purchasing behaviors, equipment inventories, expenditures, customer satisfaction, and planned improvements.

A second report, *Maintenance Trends*, studies current and emerging golf course maintenance practices based on the results of a survey sent to 1,200 certified superintendents. This year's report features deep-tine aerification, poa annua control, lightweight fairway mowing, 72-inch rotary mowers for maintaining roughs, and computers.

Buying Habits is \$945. *Maintenance Trends* is \$100. Both are available from the Center for Golf Course Management, GCSAA 1617 St. Andrews Dr., Lawrence, KS 66047; phone 913-841-2240.

Ciba-Geigy, Greensboro, N.C., and **Biosys, a Palo Alto, Calif.**, biological pest control company, have agreed to jointly evaluate nematode-based product that controls cutworms and armyworms on turf, and black vine weevils, fungus gnats and white grubs on ornamental plants.

Ciba Geigy will gather field data, test-market the product, which is based on the nematode *Steinernema carpocapsae* (See *Research Report*, page 33), and conduct market research with turf managers and ornamental growers.

The Biosys formulation, exempt from EPA registration requirements, can be applied with standard spray equipment.

PBI/Gordon Corp., Kansas City, Mo., has acquired amidochlor, the active ingredient in Limit Turf Regulator developed by the Monsanto Co. of St. Louis.

PBI/Gordon has developed a new tank-mix program combining Limit and Embark 2S.

The products work in different ways, according to Douglas Obermann, PGR product supervisor for PBI/Gordon. Limit is taken up through the roots and Embark through

the foliage. The tank mixture reduces the amounts used of each product with results that combine the best features of both, according to John Van Haften, PBI/Gordon director of research.

Jacobsen Division of Textron, Racine, Wisc., sponsored a three-day turf seminar in Manchester, England, for 25 students from the United Kingdom and the Netherlands.

Among the featured speakers was John Piersol of Lake City Community College., who discussed the U.S. golf industry.

Lofts Seed Inc. conducted a field day for turf professionals at the company's farm in Martinsville, N.J. in July. Among the speakers was Dr. Virginia Lehman, who recently worked on developing heat-tolerant bentgrasses at Texas A&M University (*Florida Green, Spring 1990*) and now heads Lofts West Coast Research Center in Oregon.

Lesco Inc., Rocky River, Ohio, has promoted Carl Meermans (PIX) to vice president/operations. He joined Lesco in 1987 as a systems analyst and was promoted to operations manager a year later. He will add transportation



Carl Meermans

Turf Industry Roundup

Companies doing business with golf course superintendents in Florida are invited to submit their news releases to The Florida Green, c/o Janlark Communications, 1206 Kimberle Court, Auburndale, FL 33823. We cannot accept items for this section over the telephone.

to his current responsibilities of fertilizer production and warehousing.

Boynton Pump and Irrigation Supply, Boynton Beach, was named golf distributor of the year by Rain Bird at last spring's GCSAA Convention and Show in Orlando. The award is given annually to "the distributor who demonstrates the highest level of customer service and sales performance," according to David Ragan, one of three Boynton staffers on hand to receive the award from Rain Bird's national golf sales director, Ed Shoemaker. The others were Tim and Jon Kilpatrick.

Southern Turf Nurseries, Atlanta, has named Ron Gelvin (PIX) general manager of the company's 500-acre production farm in Lake Wales and Bill Carraway (PIX) sales manager for Florida and the Caribbean.



Ron Gelvin

Gelvin had been operations manager of the W.H. Stewart Ranch in Bartow; Carraway moves out of the company's Atlanta sales office.



Bill Carraway

DUDA SOD

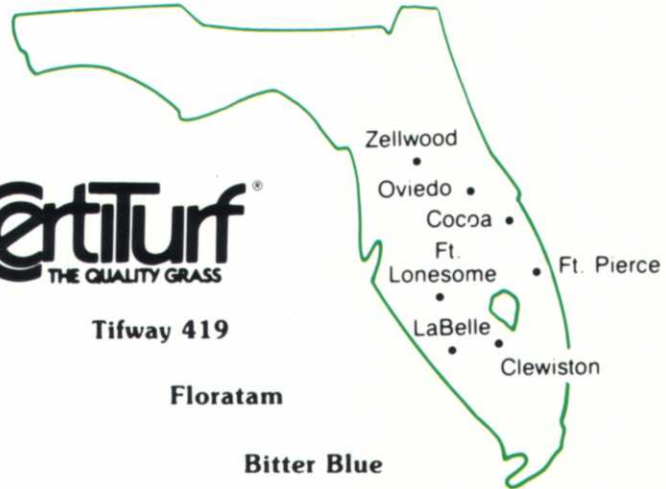
Come see us at the FTGA show booth 534 & 536



Tifway 419

Floritam

Bitter Blue



Zellwood
904-383-6111

Cocoa
407-636-3966

Ft. Pierce
407-461-0962

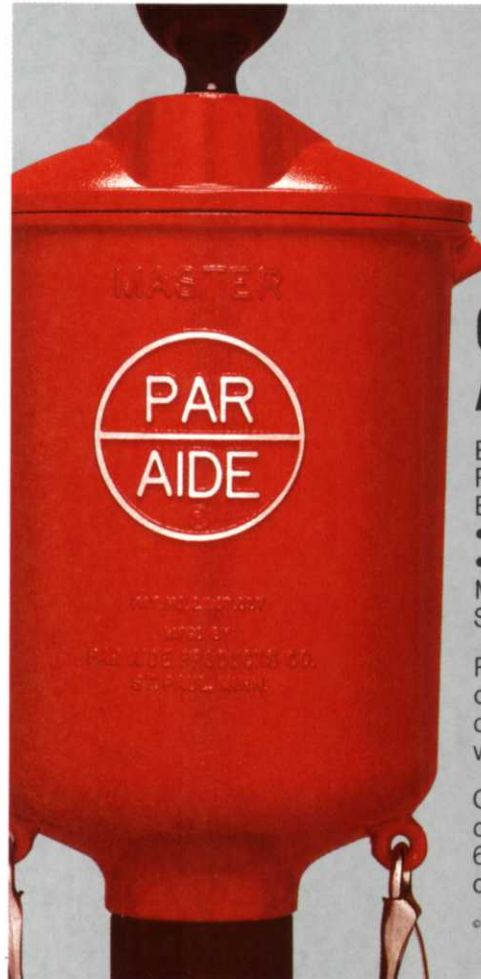
Oviedo
407-365-2189

Ft. Lonesome
813-633-1447

LaBelle
813-675-0545

Clewiston
813-946-1838

A. Duda & Sons, Inc.



Golf Course Accessories

Ballwashers • Detergent • Mounting Pipes & Bases • Tee Signs • Spike Brushes • Hole Cutters • Flag Poles • Flags • Cups • Rakes • Benches • Tee Markers • Practice Greens Markers • Whipping Poles • Course Signage • And More.

Requested by players. Preferred by course professionals. Specified by designers and used with pride wherever golf is played.

Call your Par Aide dealer today for our **FREE CATALOG**, or call us at 612/779-9851 for the name of the dealer nearest you.

© 1990, Par Aide Products Co., St. Paul, MN.