



Korbin Riley, right, international business manager of Scott's Professional Business Group, presents the first diploma of Scott's new training program to David Worrad, group technical manager of Chemspray PTY, Ltd. of Australia. Eugene Mayer, left, PBG senior training manager, looks on.

Overseas partners get training at Scott HQ

MARYSVILLE, Ohio — The Professional Business Group of The O.M. Scott & Sons Co. has introduced an international technical training program for its overseas distributing partners.

Korbin Riley, international business manager of PBG, said the program is designed for management-level and technical sales personnel of the overseas partners.

The six-day seminar includes a tour of Scott headquarter offices, research facilities, test plots, chemical production plant and quality assurance labs.

Attendees are given the same basic training — from in-depth discussions of Scott fertilizer technology to soil-testing training, pesticide research, turfgrass research and mechanical product research in relation to the Scott's product lines.

Advertising and market strategies, an overview of the consumer market and the challenges of customer service and product registration issues are also addressed.

"The initial reaction to the program has been overwhelmingly positive. We plan to expand and utilize it with all of our distributors,

specifically those in the Far East and European markets," said Riley. "With the boom in worldwide golf, we have seen a constant demand for information. The program helps us to address this demand."

Southern Turf Nursery gains Fibresand pact

NORCROSS, Ga. — Southern Turf Nurseries has signed an agreement with Fibresand, Ltd., of Mansfield, England, to sell and install Fibresand, a specially formulated surface for equestrian sports.

Southern Turf Nurseries, said to be the world's largest producer and installer of government-certified hybrid Bermudagrasses, will distribute and install Fibresand in 11 Southeastern states.

Previously, Fibresand was available only in Europe, where, the past six years, more than 70,000 cubic yards have been installed.

Fibresand consists of clean, free-draining silica sand, reinforced with synthetic fibers. Southern Turf Nurseries said this formula provides a forgiving yet consistent surface when under load from horses' hooves, and can be installed indoors or outdoors.

Outdoor installations are applied on top of a free-draining base to expedite and control water drainage.

Kopf back as Jensen VP for design

DENVER — Thomas Kopf has rejoined David Jensen Associates as national land planning and market research firm's vice president in charge of design.

The last 2 1/2 years, Kopf was director of planning for Bloodgood Architects & Planners, Des Moines, Iowa. He will be responsible for project management and design for DJA's projects throughout the country.

Warren's hires Rundle as controller

CRYSTALLAKE, Ill. — Warren's Turf, Inc. has hired Mark Rundle as controller.

Rundle, who comes to Warren's from Ganton Technologies of Racine, Wis., has experience in both private business and public accounting. He holds both bachelor's and master's degrees from the University of Illinois.

Ward at Milorganite

MILWAUKEE — The Milorganite Division of the Milwaukee Metropolitan Sewerage District has named Terry Ward manager of advertising, promotion and training.

Ward has several years experience in the professional turf and lawn and garden industries. Milorganite makes natural organic fertilizer.



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