

Toro appoints new managers



Teofilo Mendez Lynch

The Toro Co. Irrigation Division has appointed Teofilo Mendez Lynch area manager for Mexico, Central and South America.

Mendez Lynch is a native of Buenos Aires, Argentina, where he will be stationed, and holds a bachelor's degree in agronomy/agricultural engineering from the University of Buenos Aires.

Over the past three years, he operated his own landscape-contracting business in Southern California while attending California Polytechnic University at Pomona, spe-



Delancey Spain

cializing in advanced turfgrass management courses.

Meanwhile, Toro has appointed Delancey Spain to the position of key accounts manager in Florida's Orlando/Jacksonville/Tallahassee area. She will focus on resorts, theme parks and municipal projects, and will oversee the specifier effort in Florida.

Spain has been with Toro for more than five years and is leading her position as the Irrigation Division's district sales and specification manager

Nivel Parts opens Phoenix warehouse

PHOENIX, Ariz. — Nivel Parts, a golf cart parts distributor based in Miami, has opened an additional warehouse here to service dealers west of the Mississippi River.

The 5,000-square-foot warehouse at 3037 N. 31st Ave. will enable Nivel to distribute parts faster to the Western United States, which is the company's biggest market, said owner Pat McGrogan.

"We selected Phoenix as the site of our

second warehouse because of several factors. It offered a good distribution point, available real estate and a good work force. Also, Phoenix's centrally located airport makes traveling in and out of the city easy," McGrogan said.

Nivel General Manager Forest McCoy will supervise six employees at the Phoenix warehouse. Nivel's 30,000-square-foot warehouse in Miami has serviced dealers throughout the nation for 20 years.

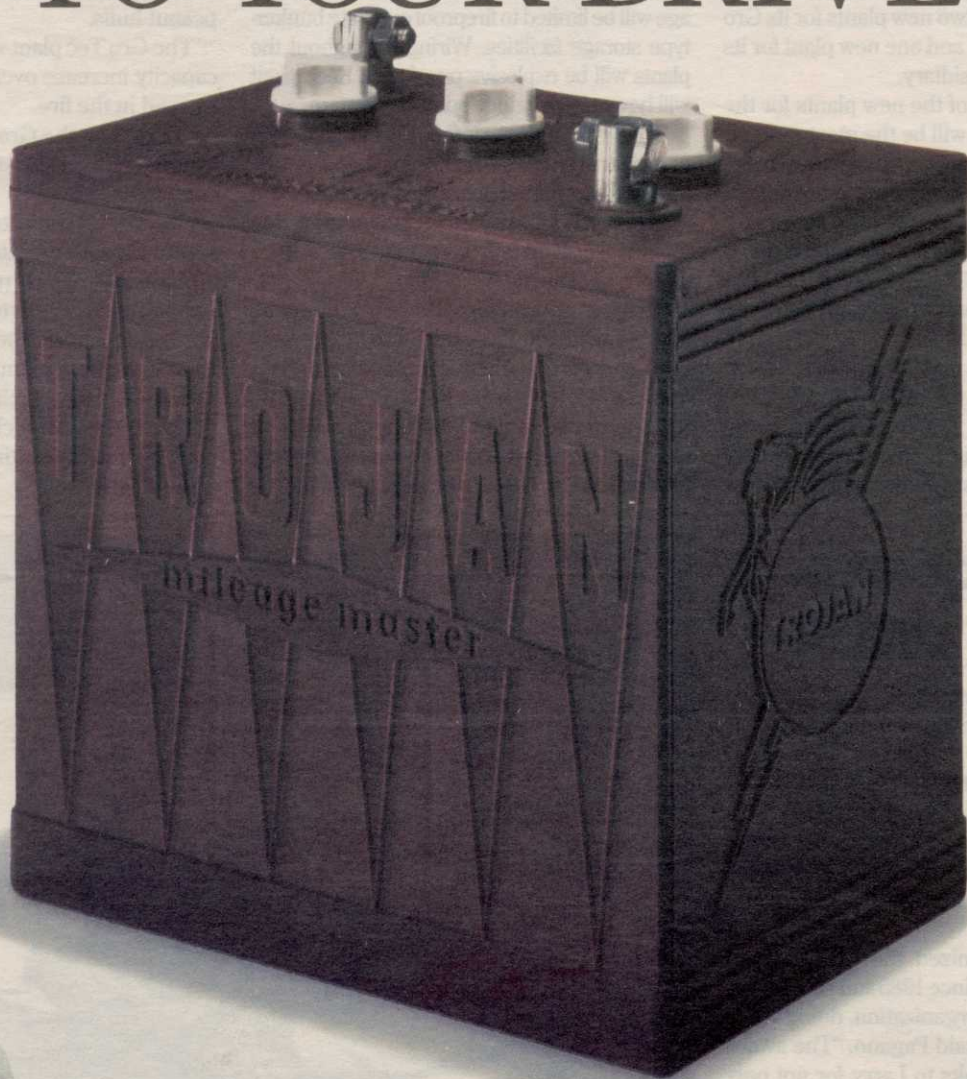
ASPA to award research grants in February

ROLLING MEADOWS, Ill. — The American Sod Producers Association, which has earmarked \$30,000 for research funding, will determine the grant winner or winners at the

1992 mid-winter conference, Feb. 5-7 at Las Vegas, Nev.

Proposals emphasizing environmental concerns will receive priority.

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Jacobsen streamlines parts organization

RACINE, Wis. — To better serve customers, Jacobsen has streamlined its parts organization. The company has consolidated its order entry, inventory and warehousing operations into a central department here.

Vice President of Marketing Eric Smitsdorff said the change strengthens Jacobsen's ability to provide responsive, world-class parts service.

Smitsdorff said the new Parts and Accessories Supply department will be directed by Jerry Betker, former manager of Jacobsen's service parts department.

The recent conversion to a multimillion-dollar, company-wide computer system will further improve parts service. The system will give Jacobsen distributors direct access to parts order and delivery information.

ASPA selects Garey as honorary member

ROLLING HILLS, Ill. — Robert W. Garey has been selected the American Sod Producers Association's 12th honorary member.

The former ASPA executive director will be inducted at the group's 25th summer convention and field days, July 23-25 in Chicago.

The owner of Garey Management Organization in Hastings, Neb., Garey was ASPA chief of staff from 1973 to 1983.

During his tenure, Garey saw the Internal Revenue Service rule favorably on the sod/soil depletion issue, establishment of federal inventory tax exemptions, initiation of "Turf News" magazine and "Management Letter," and the first international summer convention.

Kalo signs on new Midwest sales reps

KANSAS CITY, Mo. — Kalo, Inc. of Overland Park has announced the appointments of Clifford Sales & Marketing Co. of St. Louis, and W. Greenfield Co. of Kalamazoo, Mich., as sales representatives for the Kalo product line.

Included in the product line will be Hydro-Wet Turf Wetting Agent and Specialty Products sold to the turf and horticultural markets.

Chuck Champion, sales manager for Kalo, said Nick Clifford and Greenfield will cover the states of Minnesota, Wisconsin, Iowa, Illinois, Indiana, Michigan, Kentucky, Ohio and Missouri.