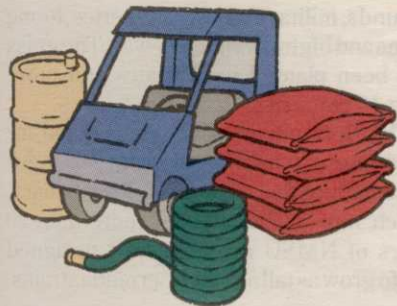


BRIEFS



HYNES JOINS KING TECHNOLOGY

ST. LOUIS — Mick Hynes has joined the marketing department at King Technology, Inc. With 12 years in the irrigation industry, Hynes will be responsible primarily for marketing King's irrigation products worldwide. Prior to coming on board at King, Hynes served as Canadian sales manager for Hardie Irrigation. He also served on the Urban Water Task Force at Texas A&M.

FOUNTAIN THE NEW SEACOAST REP

DAYTON, N.J. — Seacoast Laboratories, Inc., a provider of fertilizers and turfgrass seed, has announced the addition of Gerald B. Fountain as its representative to the golf course industry. A superintendent at Trenton Country Club since 1983, Fountain will be responsible for the sales and marketing of Seed Research Grass Seed and Twin Light "On Course" professional turf products. Fountain can be reached at 1-800-522-4769.

PROMOTIONS AT GARICK CORP.

The Garick Corporation, a Garfield Heights, Ohio-based landscape supply firm, has announced four promotions. Bob Kristoff, formerly customer response manager, has been named Midwest sales manager, while Joe Traudt has been appointed Southwestern sales manager. Steve Lendvay has been promoted to sales manager for northeastern Ohio, and Mike Gozelanczyk has been named general manager of the Horticultural Distribution Centers in Garfield Heights and Avon, Ohio.

SEED RESEARCH HONORS DISTRIBUTOR

CORVALLIS, Ore. — Seed Research of Oregon, Inc. recently presented its annual "International Marketing Excellence" award to Wright Stephenson & Co., N.S.W., Australia. Recipients are chosen from the Seed Research worldwide network of distributors. Paul Rea of Wright Stephenson accepted the award for his company's excellent job of marketing turfgrass varieties and supplying customers with valuable, technical information.

RUTKOWSKI TO HEAD TTIA

Jeff Rutkowski, special services supervisor at Environmental Care, Inc., was named President of the Texas Turf Irrigation Association, the primary educational resource for irrigation in the state. Certified in backflow prevention device testing, he focuses on water conservation, system uniformity and education. As an employee of ECI since 1982, Rutkowski supervises irrigation-related repair, installation, upgrading, estimating, design and consulting.

Lawn Institute to reestablish seal of approval

By MARK LESLIE

Indications are the Lawn Institute will resurrect its seal of approval for turfgrass seed.

Before the annual meeting Oct. 31, in Kansas City, Lawn Institute Executive Director Jim Brooks said: "I'm confident we will move ahead on the seal."

Once the seal of approval is given the go-ahead, the institute will write a new set of minimum standards for turfgrass seed. Brooks will try to get the seal on this season's crop, which will be packaged from November through January.

"We still have to massage the standards,"

'Basically, we're saying at least half a mixture has to be an improved variety... The Lawn Institute role would be one of a standards guarantor.'

— Jim Brooks, executive director of the Lawn Institute

he said. "They will ensure good quality seed. The seal, which has been used on and off by lawn-care companies, previously mandated 100 percent of one variety, but the industry is going more and more to blends. Basically, we're saying at least half a mixture has to be an improved variety. Then we have germination and purity figures, inert, other grasses — all standards that vary by grass.

"The Lawn Institute role would be one of a standards guarantor."

Brooks said the Lawn Institute wants to ensure consumers they are buying im-

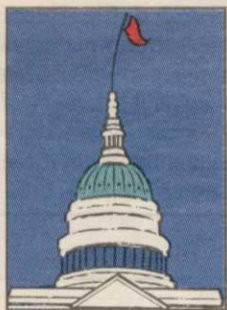
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Ohio voters tackle warning label issues

By MARTHA LAYNE

An initiative on the Ohio ballot this November was considered by many small businesses to be more important than the presidential election.

Ohioans considered State Issue Five, a law which would require warning labels on consumer products sold in Ohio that contain chemicals known to put people at risk of cancer or birth defects. Products would need to be labeled if they contain one of 458 chemical substances which, in very high doses, have been shown to cause cancer or reproductive harm in rats. A substance is included on this list if it has caused *one* case of cancer or reproductive risk in an exposed population of *one million*.



At press time, polls showed the measure held a fifty-two percent approval rate, down from earlier estimates. A late advertising blitz by the measure's opponents is likely to

decrease voter support even further, leaving the issue too close to call.

If passed, the regulation would seriously affect golf courses, not to mention consumers, farmers, food producers, manufacturers and retailers.

Golf courses using substances which contain any amount of the listed pollutants would need to post notifications listing the pollutants and warning those on the premises. If exposures were likely to occur beyond the business premises, leaflets or letters would need to be sent — by direct mail — to all who reside or work within a two-mile radius of the exposed area. Notifications and leaflets would be required to read, *Warning: This area contains one or more toxic chemical substances known to cause cancer (or birth defects or other reproductive harm)*.

Businesses not in compliance would be subject to fines and criminal penalties, and a reward would be offered to citizens who report them.

The measure exempts state and local governments.

Opponents of the measure include Ohio Governor George Voinovich, who calls it

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BIODEGRADABLE POLYMER TECHNOLOGY

These sod stakes, made from Novon specialty polymers, never need be removed because they're fully biodegradable. For details, call 1-800-35-NOVON. For more new products, see page 32.

Supers reveal buying habits

By HAL PHILLIPS

OAKBROOK, Ill. — More than 50 marketing and advertising executives took part in the "Marketing to Golf Courses" conference sponsored by *Golf Course News*.

In a pair of revealing sessions, attendees had the chance to discuss buying habits and attitudes directly with panels of superintendents and architects.

The superintendents—Tim Hiers of the John's Island Club in Vero Beach, Dave Fearis of Blue Hills CC in Kansas City, Roger Stewart of Stonebridge CC in Aurora, Ill., and Steve Schroeder of Eagle Creek Golf Club in Indianapolis—spoke frankly about sales techniques that work and those that don't. Panelists agreed that direct mail was not an effective advertising medium — especially compared to personal contact, they said.

"I want a knowledgeable sales person, not an order-taker — you

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Turf Diagnostics makes TV debut

The "outside world" recently got a close look at Turf Diagnostics & Design, the respected golf and sports turf laboratory. During the ABC College Football Game of the Week on Oct. 3, TD&D was featured in a segment showing how proper consulting and lab testing can enhance turf safety and performance.

"We look forward to telling sports fans about the tremendous impact that the turf's condition has on the performance and safety of football, baseball and soccer fields," said Steve McWilliams, president of the Olathe, Kan. firm.

The feature, which aired at the start of the Miami-Florida St. game, will air later this year — probably later this month — during an ABC Monday Night Football Game.

McWilliams, whose firm is bringing the advancements pioneered on golf turf to other sports, said he believes the movement back to natural turf, from the extensive use of artificial turf, will benefit everyone in the industry.

"A key reason for the movement back to natural turf is the performance of layered sand-based turf systems, which are used extensively in the golf industry. Layered sand-based systems are safer and more cost efficient than artificial fields."

New Blazon Paks

Milliken Chemical, manufacturer of Blazon Spray Pattern Indicator, has announced the introduction of Blazon E-Z Pak Spray Pattern Indicator in water-soluble packets.

Blazon E-Z Pak is designed to combine the solubility and non-staining of liquid Blazon with the convenience of water-soluble, pre-measured packaging. Each packet will treat 25 gallons or more of tank solution.

For more information, call 803-472-7275; or write Milliken at P.O. Box 817, Inman, S.C. 29349.

CIRCLE #201

Deere introduces a new pair of Gators

John Deere has introduced two general all-purpose turf vehicles dubbed "Gators." Designed to feature aggressive traction, stability and light footedness, the Gator has a low center of gravity and a wide-stance front end.

The 10-hp Gator 4x2 rolls on four wheels with two-wheel drive and differential lock. The cargo box hauls 500 pounds and the payload capacity, with operator and passenger, is 900

pounds. The 18-hp Gator 6x4 rolls on six wheels with four-wheel drive. The cargo box hauls 800 pounds with a total payload of 1,200. On both models, new continuously-variable transmissions drive an improved heavy-duty transaxle that turns in an oil bath for long life. For more information, call 919-954-6420; or write John Deere at P.O. Box 29533, Raleigh, N.C. 27626.

CIRCLE #202

Software for architectural drafting

LABB Systems/Software has added Green Thumb's computer-aided design (CAD) package, LandDesignerPro, to its line of IBM PC-compatible software products for the green and grounds maintenance industries.

LandDesignerPro will create architectural landscape drawings in both plan and elevation formats. LDP has a 12-layer-deep flexibility and architectural drafting symbols and a sprinkler system layout feature with the ability to test project coverage and flow usage.

LABB has also completed a new

video showing the role this software can play in the daily activities of a golf course superintendent. For more information, call 1-800-733-9710; or write LABB Systems/Software, 6018 East Osborn Road, Scottsdale, Ariz. 85251.

CIRCLE #203

Diggin' it

Dig-It Manufacturing, a division of Spancrete Machinery Co. of Waukesha, Wis., has introduced its Model 158N towable backhoe powered by compressed natural gas (CNG).

The unit has a 3000-PSI capacity cylinder over the rear hydraulic reservoir. This capacity is equivalent to six gallons of gasoline and enables the Model 158N to run for six hours of continuous operation. Available in dual-fuel or dedicated CNG systems, the 158N is a hydraulically self-propelled towable backhoe with an 8.5-foot digging depth. For more information, call 414-542-0481; or write Dig-It Manufacturing, 945 Blackstone Ave., Waukesha, Wis. 53186.

CIRCLE #204

It's the better way to clean and dry golf balls.

What you're looking at is the leading edge of the tee towel technology. But that should come as no surprise. Because these green and tan beauties are the new CHIX® Deluxe Tee

Towels. They're made by Chicopee, the same people who have

What else would you expect from the newest CHIX® towel?

manufactured golf's most popular tee towels for more than 25 years. ♦ Take a closer look and you'll see that they have a tough, ribbed texture that's so different,

it's patented. They clean balls quickly.

And they absorb a lot of moisture. ♦ So

how well do they work on the course? In a

recent nationwide survey, CHIX Deluxe Tee Tow-

els were preferred by eight out of 10 golf course superin-

tendents. We think you'll like them, too. ♦ But you'll never

know for sure until you try them for yourself. ♦ For complete infor-

mation, simply contact your nearby Standard

Golf distributor. And put your hands on

the best tee towel in golf.

**STANDARD
GOLF** Pro-Line

Lawn Institute

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proved turfgrass varieties or blends "We have a responsibility, and we have a good environmental story to tell: that we have grasses that are drought- and insect-tolerant," he said.

He said the institute also plans to develop brochures on the care of turfgrass, and to include this information in grass bags and boxes. Consumers would be told they could write free to the institute for how-to pamphlets on selecting the right grass, mow, fertilize, overseed, and renovate or establish a new lawn.

"The whole idea is to try to bring the industry together to get correct information to the consumer, and tell the pro-environment story as it relates to turfgrass," Brooks said, adding that golf course superintendents "could help us by giving this information to their club members. We've also thought about asking the PGA to put it in pro shops. Who would be more appreciative of grass than the golfer?"

The institute wants to get the word out to the Extension Services around the country because they are often asked to recommend seed. "Extension people could say, 'You should look for seed that has the Lawn Institute seal of approval.'

"I think everybody wants to do this. It's a matter of how we get it done. We need to have the majority of the industry in the program and cooperating," Brooks said.