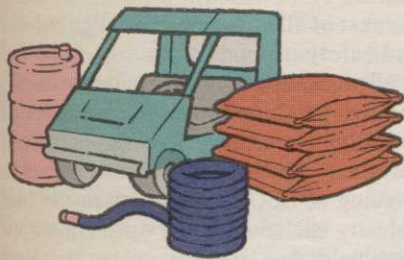


BRIEFS



WILLIAMS NEW IRRIGATOR SALES HEAD

RIVERSIDE, Calif. — Mark Williams has been named national sales manager at Irrigator Company, Inc., a Riverside-based manufacturer of soil moisture measurement and control systems. For the past three years, Williams has served as sales representative for the Southern California landscape market. Prior to that, he served as director of communications for the Irrigation Association.



Mark Williams

BENNETT HEADS UP CELPRIL MARKETING

Brad Bennett has been appointed CelPril's new marketing representative for the Southern United States. Bennett will serve as product coordinator for CelPril's new longer lived Rhizo-Kote XL Legume seed coating. Other responsibilities include working with vegetable seed and grass seed customers in the area of product support. Bennett was formerly with Pioneer Hi-Bred International. He will serve Texas, Oklahoma, Arkansas, Tennessee, North Carolina, South Carolina, Florida, Georgia, Mississippi, Alabama, Louisiana and Southern Missouri.



Brad Bennett

NEW MARKETING DIRECTOR AT E-Z-GO

AUGUSTA, Ga. — E-Z-GO Textron has named David L. Davis Jr. director of marketing. Davis was previously branch manager at E-Z-GO's Chicago facility. Davis joined E-Z-GO in 1985 as a sales representative for the Chicago branch. He was promoted to branch manager in 1986. Before coming to E-Z-GO, he was marketing manager for Public Risk Managers, Inc. in Atlanta.

SMITH JOINS HYUNDAI

SANTA ANA, Calif. — Barry Smith has been named Eastern Regional Sales Manager by Hyundai Golf Cars, U.S.A. Based in Atlanta, Ga., Smith is now responsible for overseeing Hyundai's Eastern regional sales division. In addition, he will coordinate Hyundai's manufacturing and distributor efforts to ensure that Hyundai fleets are promptly delivered and properly serviced. A graduate of Jones College in Jacksonville, Fla., Smith had spent the previous five years with Club Car.



Barry Smith

Mergers & Acquisitions

Watertronics, Commercial Pump Service join forces

Two manufacturers of packaged pump stations have joined forces in marketing their products and services.

Commercial Pump Service of Swanton, Ohio, and Watertronics Pumping Systems of Hartland, Wis., are integrating their sales, service and engineering capabilities. It will now be known as Watertronics-Commercial Pumping Systems.

The companies will continue to operate autonomously, integrating certain product lines and operations to better serve their customers.

This alliance creates a comprehensive line of pre-designed and custom-built pump stations and control systems available for golf courses, sports stadiums, turf growers and residential irrigation requirements, as well as a multitude of commercial, environmental and fire safety applications.

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Sandoz, O.M. Scott team up to develop Rizolex

Sandoz Agro, Inc. and the O.M. Scott & Sons Company have signed a limited time, exclusive agreement for the development and commercial introduction of tolclofos-methyl fungicide (Rizolex).

As a stand-alone product or in combination as a fungicide premix, Rizolex will utilize a new chemistry developed in North America by Sandoz Agro. This unique chemistry is designed to provide superior cost-effective brown patch and snow mold control for both cool and warm season turf applications.

Scotts and Sandoz have been screening tolclofos-methyl fungicide since the mid-1980s. The exclusive agreement between Sandoz and Scotts leverages Sandoz' strong basic position in control technology and Scotts' applied R&D and marketing strength.

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Deere, Marsh Design sign on with Golf Asia

By HAL PHILLIPS

SINGAPORE — Add John Deere Intercontinental the growing list of exhibitors scheduled to attend Golf Asia '93, the region's largest golf industry trade show, scheduled here for March 25-28, at the World Trade Center.

John Deere Intercontinental — Deere & Company's marketing arm in Asia, Latin America and the Caribbean — has been a participant in Golf Asia since its inaugural exhibition in 1990.

"Deere and Company's growth in the Asian golf and turf maintenance market, particularly within this past year, has been truly phenomenal," said Roy Wilson, territory manager responsible for Deere's development of the Southeast Asian turf maintenance market. "Much of this success we can attribute to the fine support that the Golf Asia Exhibition receives from all sectors of the Asian golf and turf maintenance community."

Also on board is Graham Marsh Golf Design, whose namesake — one of Australia's most noted touring professionals — recently christened the first nine holes of Negri Sembilan's Staffield Country Resort in Malaysia.

"Participation in Golf Asia once again is one I look forward to very much, knowing the core of the golf course development industry in Southeast Asia will be represented," said Marsh.

While Golf Asia '93 is designed to be a one-stop shopping venue — with playing and maintenance equipment under roof — the roster of maintenance, design and management firms continues to expand. Excluding manufacturers of clubs, balls and attire, here is a sampling of those company's that will exhibit at Golf Asia:

Agricultural Tractors Spares Pte. Ltd. (E-Z-Go Textron); American Golf Centers Ltd. (golf facilities); Austin Hills Country Club, resort wing; Australasian Golf Masters Pty. Ltd. (course design); Bay Bronze Industries (course accessories); Beaver Sports Pte. (course accessories); Berleburger Schaumstoffwerk GMBH (outdoor rubber tile); Bowie Weyerhaeuser Silver-Fiber Mulch (hydroseeding/hydrosprigging); Ditch Witch International (trenchers); Emerald One Golf & Country

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Ground water at Fripp Island GC is naturally high in salt, which crippled many fertility programs.

Combating fertilizer inefficiency by addressing pH levels and high salinity

By FRED REHRMAN

When irrigation water is of poor quality due to either high pH or high salt content, nutrient availability problems can potentially result. Such is the case with many coastal courses in South Carolina.

Dr. Charles Peacock, associate professor in the Department of Crop Science at North Carolina State and chairman of the NCSU Turf Work Group, visited several coastal courses and believes the water being used

comes from aquifers of generally poor quality with high salt contents.

"The water used at Kiawah and Seabrook (both near Charleston) contains high levels of bicarbonates and carbonates that combine with high sodium levels to create soil pH problems," said Peacock, who added that pH is only part of the problem. "High sodium levels in irrigation water will displace calcium and magnesium in the soil, which are favorable for plant growth. Eventually, you start to develop nutritional problems."

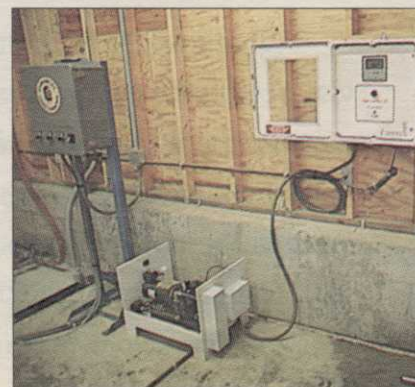
Peacock said the excess of undesirable salts in the water create an osmotic stress within the plant that interferes with nutrient uptake at the point of absorption in the roots. If the salts are absorbed, then the plant has to deal with them internally.

South of Charleston, another course that perennially deals with these problems is Fripp Island Golf Course. Kevin Lashley, superintendent at Fripp Island, said well water and effluent used for irrigation is so high in salts that fertility programs have often been failures.

"With the water and soil pH so high, our fertility programs never really

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Fred Rehrman is a marketing associate with the firm of Gibbs & Soell in Carmel, Calif.



After treating irrigation water, soil analyses showed salts dissolved and pH levels lowered.

O.M. Scott & Sandoz Agro pool resources

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"We chose to enter into this exclusive agreement with Sandoz because the new technology provides customers with superior, cost-effective brown patch and snow mold control," said Richard Stahl, vice president and general manager of Scotts' Professional Business Group. "Rizolex is viewed as both a stand alone active as well as an excellent component in a fungicide premix."

"The introduction of Rizolex through Scotts," explained Dr. Bryan Delp, manager of Fungicide Business Development for Sandoz, "is a sign of our continuing dedication to effectively delivering innovative products to the turf industry in a timely and cost-effective manner."

Rizolex, whose registration is anticipated in 1994, is designed to be effective in both cool and warm season turf applications. It is seen as the active or as a component in up to six products within Scotts' current and future fungicide line.

Commercialization of products featuring the new fungicide active could begin as early as 1995.

Rizolex is a registered trademark of the Sumitomo Chemical Company.

Jacobsen names Cutler new vice president of manufacturing

RACINE, Wis. — Jacobsen Textron officials have named James J. Cutler as the company's new vice president of manufacturing.

In his new position, Cutler is responsible for managing multi-plant manufacturing activities including quality assurance, materials management, manufacturing engineering and technical services. Cutler previously served as vice president of operations for Qualitrol Corp. of Fairport, N.Y. He has also held positions with



New corporate faces at Jacobsen Textron: James J. Cutler (above); Steven M. Ramig (top right); and Richard Mowry (right).

General Motors Corp. and Stone & Webster Engineering Corp.

He replaces Earl Klepel, who retired at the close of 1992 after 25 years with Jacobsen.

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In other Jacobsen news, Steven M. Ramig was named the company's new director of materials. Ramig's duties include responsibilities for the Purchasing, Production Control, Production Stores, Master Scheduling and Material Control departments.

Ramig previously served as

manager of distribution and marketing services at Jacobsen. He has been with the company since 1977 and has held management positions in sales, marketing, M.I.S. and finance.

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Richard S. Mowry was recently named Jacobsen's new manager of distribution and marketing services. In addition to market research, Mowry's duties include directing Jacobsen's computerized order entry system and customer satisfaction survey.

LEAN MEAN PUMPING MACHINE

Pump merger

Continued from page 45

The scope of services offered includes systems design and engineering, deep well pump service and restoration, repairs and retrofit upgrades, and station installations.

The combined national service organization will be headquartered at Commercial Pump's Swanton location, while all station-systems sales and marketing will be directed from Watertronics' Hartland offices.

Lee Dunbar of Commercial Pump Service and Richard Reinders of Watertronics are the principals. Their combined experience in the well, pump and irrigation industries spans more than 70 years. Robert Emmerich of Watertronics will direct the sales and marketing program.

"Customer service and satisfaction have always been key elements of both organizations," said Dunbar. "Now we feel we are able to make an even stronger commitment."

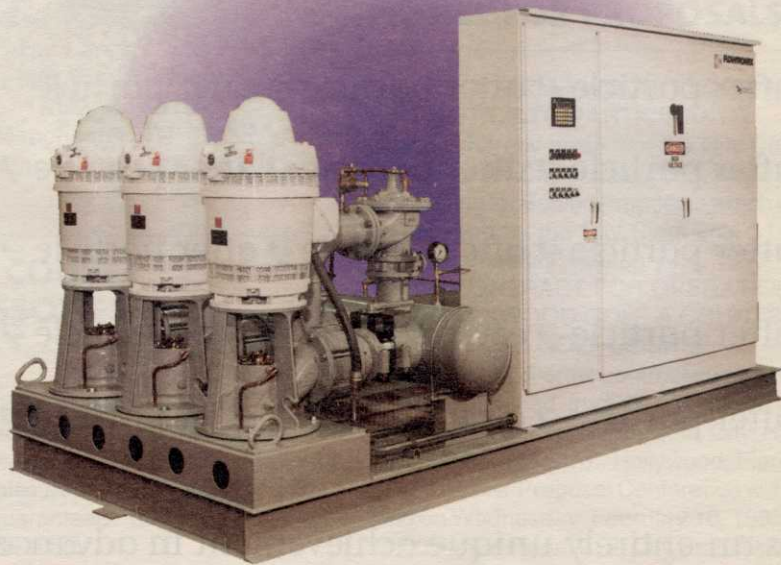
Added Reinders: "Individually, each company has been successful in its market area. Working together, our potential is unlimited."

Over 90% of variable speed pumping system purchasers who visit both a Flowtronex and a competitor's operating VFD pump station purchase Flowtronex.

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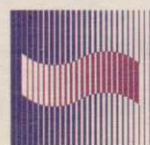
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