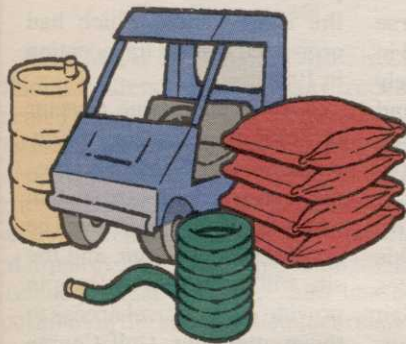


BRIEFS



TERRA BUYS OUT BI-STATE

CHAMPAIGN, Ill. — Terra International has announced the acquisition of Bi-State Turf, Inc. of Danville, Ill. Former Bi-State customers can expect to maintain their current business relationship with Terra. The previous owner of Bi-State, Larry Pfeleiderer, has joined Terra as turf sales manager in the Illinois region. Also remaining on staff are Pam Pfeleiderer as inside sales/secretary, and Jim Ellis as salesman in the region. The Bi-State Turf headquarters has been moved to Terra's Champaign, Ill., location.

COLORADO ST. HONORS SMITH

FORT COLLINS, Colo. — Stephen Smith, president of Aqua Engineering, Inc., has been granted the Individual Achievement Award by Colorado State University. Smith was honored for pioneering the development and application of advanced technology for landscape irrigation, and for bringing the strong technical skills of engineers into the irrigation industry. Aqua Engineering, founded by Smith in 1975, specializes in irrigation design, as well as water feature and pump mechanical design.



Steven Smith

KLINGENBERG JOINS FMC

PHOENIX — Jeffrey P. Klingenberg, Ph.D., has joined Farmers Marketing Corporation as a research geneticist. Klingenberg has been very active in buffalograss research and development, as well as assisting with breeding, management and environmental impact research of other turfgrass specialties, including bermudagrass, Kentucky bluegrass, tall fescue, bentgrass, zoysiagrass and blue gramagrass. In addition, he has extensive experience with production and field research in small grains.

WOOD THE NEW VP AT AGRIDYNE

SALT LAKE CITY — AgriDyne Technologies Inc. has announced the promotion of Dr. Timothy E. Wood to vice president of research and development, replacing Dr. Dale Hansen. In his new position, Wood will assume full responsibility for the development, manufacture and testing of innovative, environmentally compatible crop protection products. A former director of R&D for AgriDyne, Wood managed the biological testing program for the firm's nematode-based bioinsecticides, Azatin and Turplex.

More Briefs on page 71

Victory for pre-emption efforts in Minnesota

By HAL PHILLIPS

MINNEAPOLIS — Golf industry forces won another important victory when a Minnesota court ruling prohibited a community from placing its own regulations on aerial pesticide application, a process already regulated by the state Department of Agriculture.

The Township of Mantrap had passed a zoning ordinance placing all manner of restrictions on the aerial spraying of pesticides. The Mantrap decision was challenged in court by the Minnesota Agricultural Aircraft Association (MAAA).

The Mantrap ordinance was found to be in conflict with Minnesota Statute #18B that regulates pesticides, including their application. On Oct. 16, 1992, District Court Judge Michael Haas sided with the MAAA and slapped a permanent restraining order on any enforcement of the Mantrap ordinance.

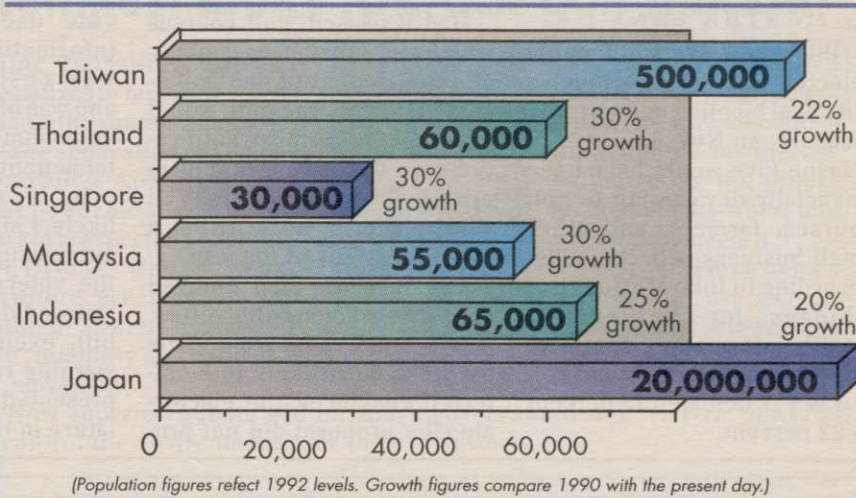
The Minnesota Legislature had already enacted a state pre-emption clause (MSA #188.02) which forbids townships from passing ordinances contrary to statewide statutes. The Mantrap decision further backed up the pre-emption process.

The golf industry should be well pleased with the Mantrap decision, even though aerial spraying is hardly a common practice on fairways and greens. Through Responsible Industry for a Sound Environment (RISE), the chemical industry has lobbied hard for a national pre-emption statute that would uphold the authority of all findings issued by the federal Environmental Protection Agency. The growing number of states, like Minnesota, which have passed their own pre-emption clauses only helps the effort.

"Basically, the ruling confirms that the Minnesota state pre-emption statute clearly pre-empts any local pesticide statute," stated Allen James, RISE executive director. "As importantly... the judge states

Continued on page 74

Asian Golf Population



Golf Asia '93: Making the Pacific connections

By HAL PHILLIPS

SINGAPORE — Stephen Allen acknowledges he didn't coin the phrase, but he still likes the sound of it: "Eastern efficiency, Western flexibility." Allen believes these four words aptly describe Golf Asia 1993, the international golf trade show and conference scheduled here for late March.

The third Asia Pacific Golf Conference will be held at the Pan Pacific Hotel March 23-25, while the International Golf Exhibition and Trade Show is slated for March 25-28 at the World Trade Center.

"Asia-Pacific is going to be a big market," says Allen, vice president of Connex Private Ltd., the Chinese firm which has staged Golf Asia since its inception three years ago. "You have to put things in perspective: It's a new market. But it's awakening.

"You have to understand: In relation to golf course development, Southeast Asia is still in its infancy; Japan is a full-grown adolescent; and America is past middle age.

"The companies that are going to clean



Stephen Allen

up in this region are those that get in early, perhaps with a joint venture, which is the only way to go about it at this point. The companies that do not have a presence in this region will find themselves behind the eight-ball. You need a partner and that partner needs to be Asian."

Just before Christmas, Allen reported the trade show floor was 70 percent full — as opposed to an 82 percent figure at the same time last year. Allen attributed the relative slowdown to a combination of factors: the worldwide slump; a reality check in Japanese financial circles; and the presence of new competition, the Golf Course Superintendents Association of America's (GCSAA) Pacific Rim show.

Continued on page 70

Jacobsen and Toro dive into retro-fit greens roller market

By MARK LESLIE

Greens rollers that attach to triplex mowers — a simple innovation that makes the job faster and easier — are being manufactured by Jacobsen and Toro.

Having raced to a winter-time unveiling, Jacobsen is selling its QuickRoll and Toro peddling its Tri-Roller, both of which are attachable to the companies' triplex mowers.

Toro has not released specifics on its Tri-Roller, but Jacobsen says its QuickRoll rollers are 24 inches long, six inches in diameter and mount on ball bearings in a weighted frame. Total rolling width is 64 inches, which means "you can roll 18 average-sized greens in less than three hours."

Bill Kinzer, Jacobsen product manager, said 15 to 20 superintendents field-tested his unit last year and feedback was "all positive. It's quicker, no operator training is involved, and the results were virtually the same" as smaller rollers, he said.

Frank Dobie, a superintendent in Cleveland who has invented his own similar unit, said development of a 60-inch-wide roller attachment for triplex mowers has several advantages



The new Quick Roll from Jacobsen

over the traditional 36- to 42-inch walk-behind rollers.

"If someone is mowing by hand, that [width difference] might not make much difference," Dobie said. "But if they're cutting with a triplex, it's much faster. It costs one-third the [\$7,500] price of a 36-inch unit, and that makes [your choices] really interesting..."

"Also, walk-behinds don't transport from green to green. They have to be loaded on a trailer."

Continued on page 77

BRIEFS

(Cont. from page 69)

RESEARCH TRIANGLE PARK, N.C. — Rhone-Poulenc Ag Company recently named Terry Marquardt as development manager for the Chipco/Specialty Products Group. He brings 12 years of experience with Rhone-Poulenc and its crop protection chemicals to his new position. Marquardt first joined the company as a Temik product specialist, and has held positions in the areas of customer relations and technical development services.



Robert Eichenberg, Jr.



Paulette Grimme

EICHENBERG, GRIMME JOIN O.M. SCOTTS

MARYSVILLE, Ohio — Robert Eichenberg, Jr. has been named the new commercial marketing manager for the Professional Business Group of The O.M. Scott & Sons Company. He will execute the marketing plans for the following business segments: ProGrow, Lawn Care Service Supply, Schools and Sports Fields, and Specialty Agriculture. In other Scott news, Paulette Grimme has been named assistant marketing manager, responsible for product line management, internal and external newsletters, marketing plans and agency communication.

SIMS AND JAGER SIGN ON WITH LESCO

CLEVELAND — Jeffrey R. Sims has joined LESCO, Inc. in the newly created position of vice president-logistics. Sims was previously with The Scotts Company where he served as director of logistics and operations for three years. He had also served as director of distribution for the Kroger Company. In other news at LESCO, Frans H. Jager has come on board as director of purchasing. Jager was formerly vice president and general manager of the fertilizer division of Continental Grain Company in Tampa, Fla.

DAMRON JOINS AQUATROLS

Dan Damron has joined Aquatrols as technical sales representative. A University of Missouri graduate, Damron brings more than 30 years of technical sales experience in the industrial chemical, turf, horticulture



Dan Damron

and agriculture industries. Damron will serve turf and ornamental professionals and distributors in ten south-central states.

SYNCRIFLO NOW ETL-CERTIFIED

NORCROSS, Ga. — Effective immediately, all SyncroFlo pre-packaged electric motor and diesel-engine-driven pumping systems (category 225) will carry the ETL Testing Laboratories, Inc. certification labels. The ETL certification covers the complete system, including pumps, motors, control equipment, valves and fittings, and factory-tested procedures. In addition to ETL, SyncroFlo will continue to carry the Underwriters Laboratories certification label on the control panel.

With Dvorak's help, Tempest looks to crack golf market

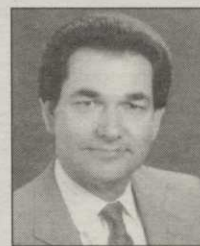
FRESNO, Calif. — Dexter Coffman, president of Tempest Controlled Airstreams, a manufacturer of portable power blowers mainly for the fire service, has announced the appointment of Nick Dvorak to lead the company's entry into the golf, rental and industrial markets.

Dvorak and his company, Growth Marketing Associates of Fresno, have been retained to develop a nationwide network of distributorships in these markets. Dvorak is principal of Growth Marketing Associates, a mar-

keting consulting firm that specializes in taking new products to the marketplace.

"The application of Tempest Controlled Airstreams portable power blowers to the turf market is especially exciting," said Dvorak. "Golf courses everywhere are plagued with problem greens caused by heat, humidity and the lack of air movement.

"Now superintendents will be able to control the environment over their



Nick Dvorak

troubled or pocketed greens during periods of stress, as well as control the potential for disease by delivering the proper air movement when and where they need it."

Tempest, which helped pioneer the use of portable power blowers in firefighting techniques, manufactures a complete line of 23 gas-powered and electric-powered blowers.

THE GREENS SENTINAL A System Used By The TORO Company

Used by TORO on their upcoming, new Greensmaster series mower. You can now update any of your Greensmaster mowers or just order your new Greensmaster 3000 with The Greens Sentinal already installed.

Order from your TORO Distributor



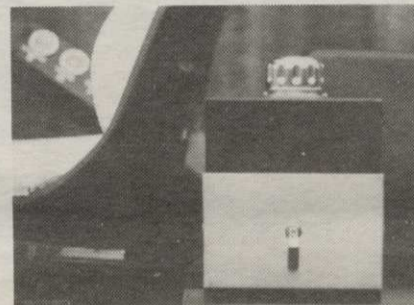
Don't let this happen to your green!!

CLAIMS:

1. Alarm sounds with a loss of only **three to five ounces** of oil.
2. Uses a uniquely patented floating chamber system
3. Indicates when oil pump has air leak (aeration of pump) on suction side of pump. Air in oil causes float to drop on contact points.
4. Easily bolted or clamped into your hydraulic system.
5. Allows for pitch and roll of greens.
6. Comes fully equipped to mount onto your mower.

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THE GLEANER: a core plug pusher



MODEL JP

SPECIFICATIONS

1. Two section blade will follow the contour of any golf green or tee.
2. Three-inch foot pad coming off blade helps catch and push plugs off greens and tees.
3. Unit will not damage green because of articulation of blades and foot pad area on bottom.
4. Blade width is 72 inches.
5. All heavy gauge metal.
6. Weight is 70 pounds.

SAVES TIME, LABOR & MONEY!

1. Go from a 4-man to a 2-man operation; one riding the mower with the plug-pusher, the other picking up plugs IN HALF THE TIME!
 2. Easy to mount and dismount from your greensmower.
 3. Buy one and keep it 'til you retire.
 4. Savings in time and labor will pay for your new plug pusher WITH ONE AERATION!
- ★ You can remove the plugs from a 7,500 sq. ft. green in about 20 minutes.
 - ★ There is no other product on the market that can remove the plugs from the green quicker and cleaner than THE GLEANER core-plug pusher.
 - ★ There is no cheaper product in the industry to remove your plugs from the green or tees. One use and it pays for itself!
 - ★ Other core-plug removal equipment might take two hours to install. Model TP installs in five minutes.
 - ★ If your mower breaks down, it only takes 5-7 minutes to be up and mowing again with your backup greensmower!



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