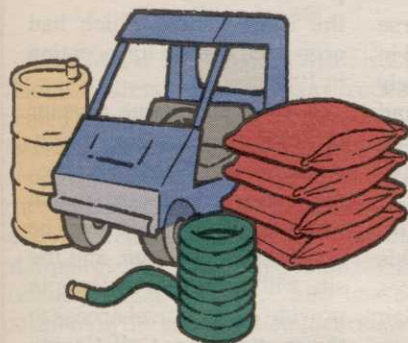


BRIEFS



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.

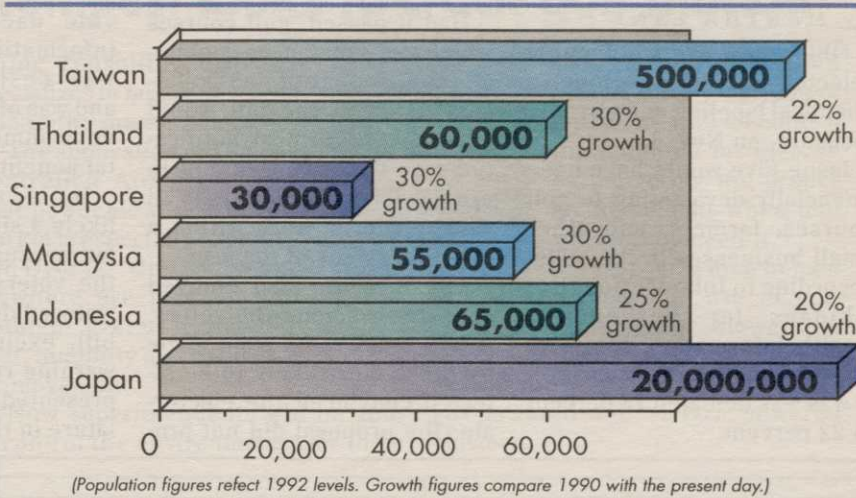
The Minnesota Legislature had already enacted a state pre-emption clause (MSA #188.02) which forbids townships from passing ordinances contrary to statewide statutes. The Mantrap decision further backed up the pre-emption process.

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

## Ransomes realignment:

Brouwer manufacturing operation moves in with Ohio-based Steiner Turf Equipment

Ransomes America Corporation has announced the transfer of manufacturing operations at Brouwer Turf Equipment, Ltd. in Keswick, Ontario, to the manufacturing plant of Steiner Turf Equipment, Inc. in Orrville, Ohio.

The transfer should be completed by mid-1993, according to Ransomes officials.

Brouwer will continue to maintain a marketing and service office in Keswick. The firm's products include sod harvesting machines. The company, which has 50 employees, has been manufacturing equipment associated with the sod harvesting industry since 1972.

"The sales volume of these products, in relation to the large manufacturing plant, could not justify the continued operation of the current facility," explained Ransomes President Irv Aal. "This transfer will provide the manufacturing efficiencies required to remain cost competitive in today's environment."

Headquartered in Minneapolis, Ransomes America has manufacturing facilities in Lincoln, Neb.; Edgewater, Fla.; and Johnson Creek, Wis. These plants, which manufacture the Cushman, Ransomes and Ryan product brands, are not affected by the Brouwer-Steiner transfer.

"This transfer of manufacturing operation," Aal added, "has been designed to ensure that our service to our dealers and customers will continue without interruption during this transition."

## Pre-emption law

Continued from page 69

equally clearly why state pre-emption is needed."

On pages six and seven of his memorandum, Judge Haas writes, "While the Township of Mantrap seeks to protect the environment by its Ordinance, such an ordinance, were it to be enforced in this Township and others with the state of Minnesota, could create a patchwork of regulations making it practically impossible to meet disasters and resolve them."

Haas cites Dutch Elm Disease and gypsy moth infestation as examples.

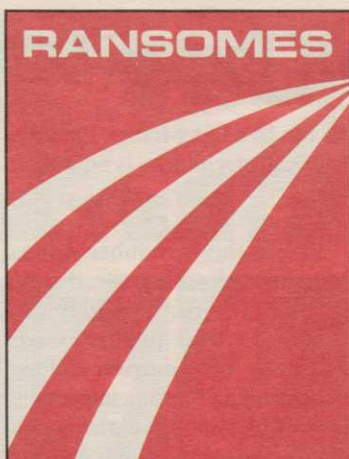
While the golf industry is not as concerned with fighting agricultural disease on a statewide scale, the "patchwork of regulations" would make life very difficult for golf courses that straddle town boundaries; and for developers looking to create golf course communities located in more than one municipality.

Further, the prospect of a single town banning an EPA-approved chemical remains a possibility in states without pre-emption legislation.

*'The sales volume of these products... could not justify the continued operation of the current facility'*

— Irv Aal,

Ransomes president



This is the new corporate logo for Ransomes America Corporation.

## Yolitz new marketing head at Ransomes

Steve Yolitz has joined Ransomes America Corporation as director of marketing. In his new position, Yolitz will be responsible for integrating Ransomes' various marketing functions

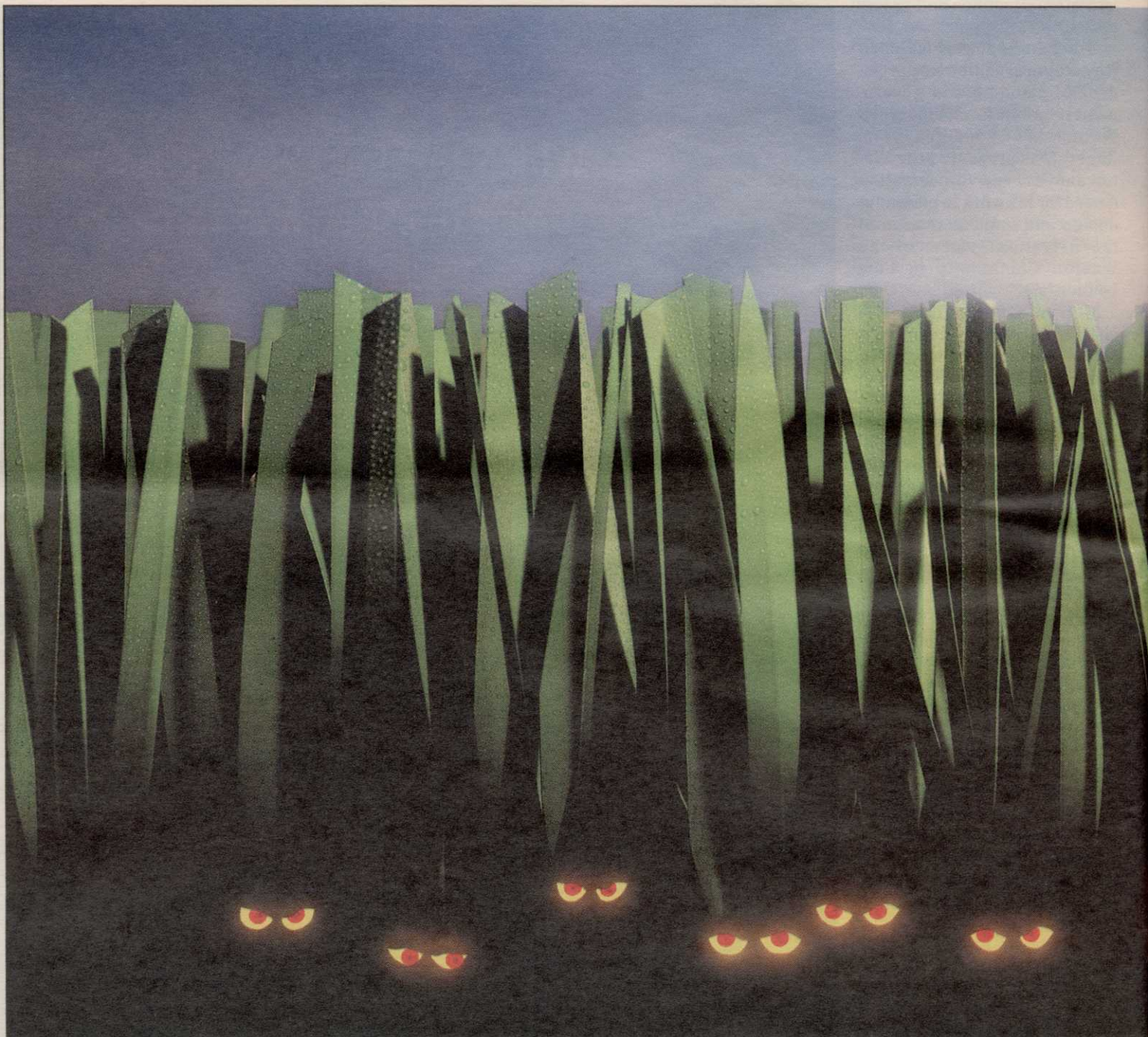


Steven Yolitz

to more effectively meet the needs of the company's industrial and commercial clients, plus the turf and professional

lawn care customers.

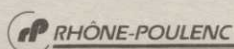
Yolitz comes to Ransomes America from J.I. Case Company, where he gained 13 years of experience in construction and farm equipment marketing and product management. Most recently he served as product director for Case's worldwide skid steer loader and trencher business.



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