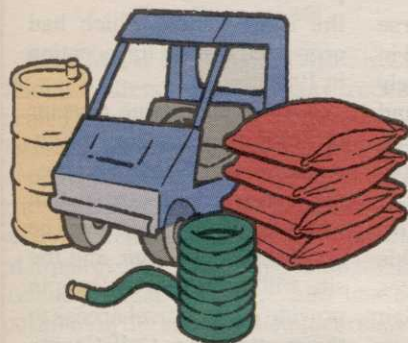


BRIEFS



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.

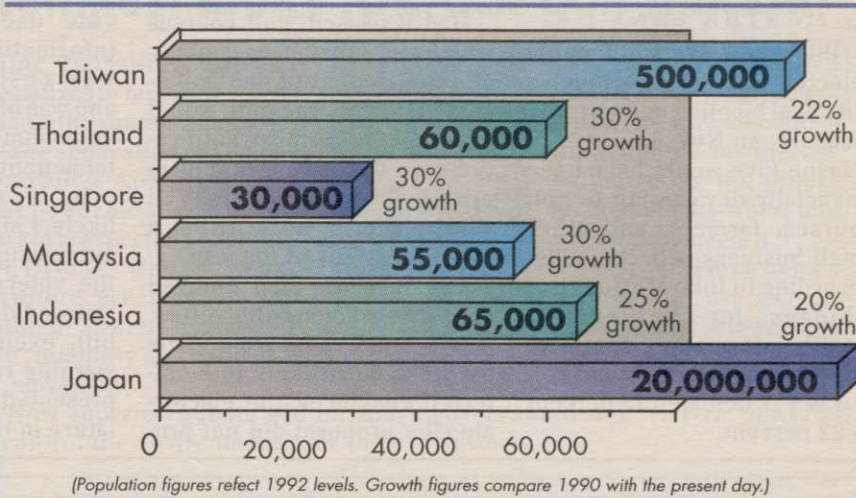
The Minnesota Legislature had already enacted a state pre-emption clause (MSA #188.02) which forbids townships from passing ordinances contrary to statewide statutes. The Mantrap decision further backed up the pre-emption process.

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

## Ohio voters don't go for Issue Five

By MARTHA LANE

Ohio voters overwhelmingly rejected State Issue Five, a chemical labeling and warning measure, on Nov. 3.

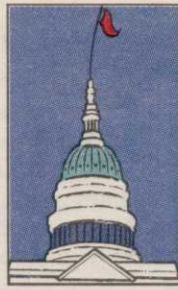
Issue Five would have been financially devastating to golf courses, farmers, and other small businesses in the state, according to John McGough of Ohioans for Responsible Health Information, the leading opponents of the measure. It was defeated 78 percent to 22 percent.

Had it passed, golf courses which use substances containing any amount of 458 pollutants listed in the bill would have needed to post notifications on the premises and to provide leaflets or letters to all who reside or work within a two-mile radius of the area.

The measure had enjoyed early favor among the voters. A late grass roots push made by those most likely to be affected convinced the electorate the proposal did not pro-

vide useful information, was costly, and was of no environmental benefit.

It is unlikely a similar measure will be put before the voters any time soon. A watered-down version of the bill, excluding the two-mile warning requirement, may be presented directly to the legislature in the next few years.



## Golf Course Europe draws 600

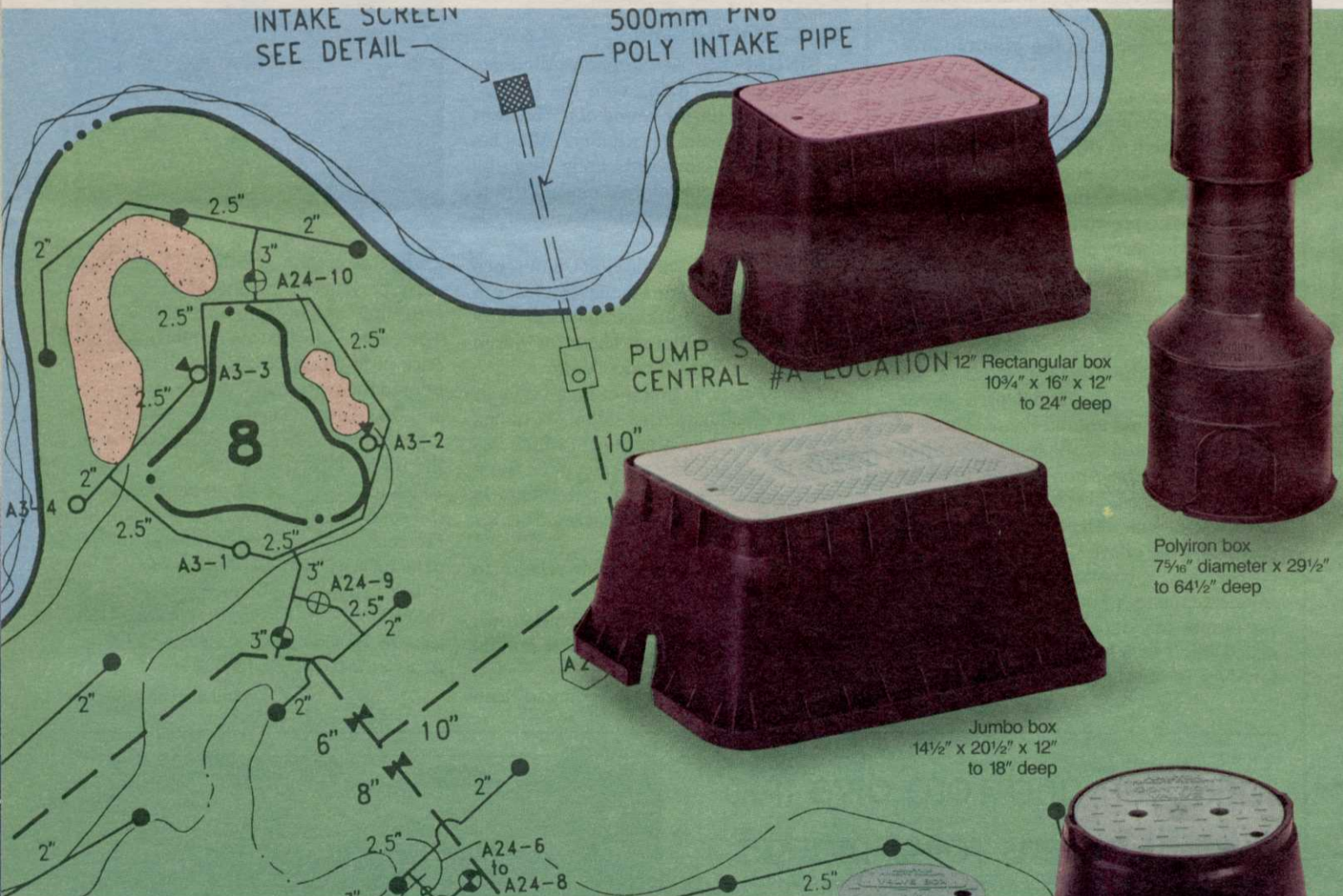
The fifth annual Golf Course Europe was held Nov. 12-14 in Monte Carlo. Approximately 800 developers, managers and sales representatives visited the 45 exhibitors at this exposition.

Golf Course Europe was organized for the first time this year by Executive Conferences and Seminars, Inc. of San Rafael, Calif. Executive purchased the exhibition in April of 1992 from Expo Consult of

the Netherlands, which had organized it since its inception in 1988.

Boris Franchomme, director of Exhibits at Executive Conferences and Seminars, Inc., plans an even larger exposition next year. Exhibit space will be nearly twice as large, and the site will be moved to Paris to provide easier travel access to those attending. Golf Course Europe 1993 is scheduled for Dec. 1-3, 1993.

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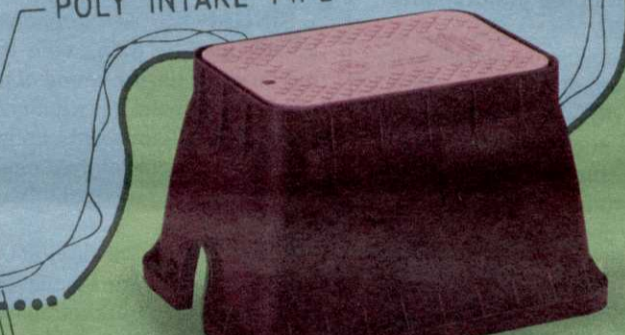
Economy box  
6 3/8" diameter  
x 9" deep



10" Round box 9" diameter x 10" deep



6" Flared box  
10 3/4" x 16" x 6" to 18" deep



12" Rectangular box  
10 3/4" x 16" x 12"  
to 24" deep



Jumbo box  
14 1/2" x 20 1/2" x 12"  
to 18" deep



Polyiron box  
7 3/16" diameter x 29 1/2"  
to 64 1/2" deep

*'There's still a lot of money in Japan — but it's real money now... They're paying realistic figures.'*

— Stephen Allen,  
Connex Private Ltd.

## Golf Asia '93

Continued from page 69

Clearly, the first two factors are related. Further, golf development in the region is somewhat dependent on Japanese investment,

"I think it's quite dependent," Allen concurred. "But you have to segment the market. Japan has a greater effect in north Asia, including Hong Kong, while Southeast Asia isn't affected to nearly the same degree. In fact, Indonesia — which has a dynamic economy all its own — isn't dependent on Japan at all.

"And there's still a lot of money in Japan — but it's real money now. By that I mean they used to spend a lot of money with no expectation of return. Now they're paying realistic figures."

The GCSAA bid was made official in April 1992, when GCSAA representatives invited Connex officials to a meeting in Singapore. The atmosphere was less than cordial, said Allen.

"We walked in and they said, 'This is our lawyer,' " Allen recalled. "That's no way to do business. Our position hasn't changed from Day 1: We want a one-stop shopping venue. Apparently, they don't."

The GCSAA show is scheduled a week before Golf Asia '93, meaning companies will be forced to choose one marketplace or pay the price for attending two trade shows.

"The GCSAA is forcing people to spend more money. I think it's unfortunate for the industry that GCSAA has handled things the way it has. I've asked the GCSAA what its members want. Don't they want one big show? No answer was forthcoming.

"It's going to be a very interesting situation... Our doors remain open to any U.S. company. Many firms — Rain Bird, for example — have increased their booth space. They realize we are a Chinese group and we have many, many contacts here."