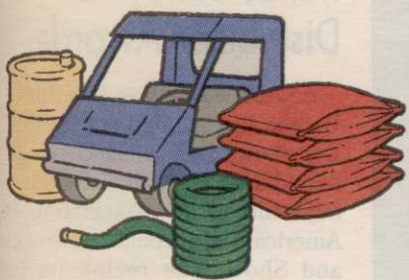


BRIEFS



CHILDERS HEADS FERTILIZER INSTITUTE

NEW ORLEANS — Chuck Childers, chairman/president and CEO of the Potash Corporation of Saskatchewan, Saskatchewan, Canada, is the new chairman of The Fertilizer Institute. At the association's recent annual meeting here, which drew more than 800 industry representatives, Robert W. Honse, executive vice president, agricultural operations, Farmland Industries, was elected TFI vice chairman, and Gary D. Myers was re-elected TFI president and chief staff officer.

SEED RESEARCH PAYS OFF FOR DR. FUNK

Mike Robinson, president of Seed Research of Oregon, recently presented Dr. Reed Funk with a royalty check worth \$182,000. The payment was based upon sales of the following turfgrass varieties developed by Seed Research in conjunction with Dr. Funk: SR 4000, SR 4100 and SR 4200 perennial ryegrasses; SR 3000 and SR 3100 hard fescues; SR 5000 Chewings fescue; Titan and SR 8200 tall fescues; and SR 2000 Kentucky bluegrass.

RIPP SIGNS ON WITH MOYER & SON

SOUDERTON, Pa. — Moyer & Son, Inc. has announced the addition of John Ripp to its sales force. Ripp will be responsible for golf course sales in the Mid-Atlantic states. He will be marketing fertigation technology and custom blend fertilizers to new and established courses. Ripp brings with him 10 years of green industry experience. He has worked as an assistant superintendent and most recently as a distributor representative in the Chicago Metro area. He has a bachelor's degree in natural resource management.



John Ripp

BERAULT JOINS HYUNDAI

SANTA ANA, Calif. — Hyundai Golf Cars, U.S.A. has named Joe Berault regional sales manager for the central United States. Based in South Haven, Mich., Berault's responsibilities include the supervision and expansion of Hyundai Golf Cars' central U.S. sales division and coordination of manufacturing and distributing efforts to ensure that Hyundai fleets are promptly delivered and property serviced and maintained. Berault has operated Network Golf Cars, Inc. for the past three years, previously served as interim president to Michigan-based Chi Industries and has many years of sales management experience with Taylor Dunn and E.Z. Go.

High tech tools aren't coming — they're here

By TOM LAVERTY

According to a study from the University of Oklahoma College of Architecture, about 75 percent of the golf course architects surveyed indicated they use computers for traditional tasks such as accounting or office automation.

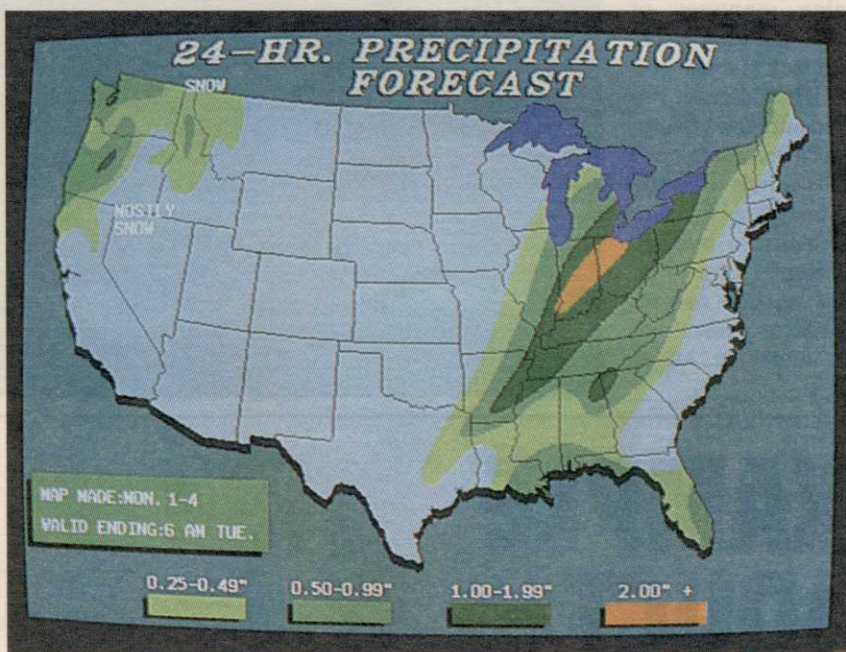
Only 17 percent, however, said they use computers for technical tasks such as design and drawing. Landscape architects are tough, elusive customers for computer graphics vendors and software application developers trying to provide solutions to make their life easier. The canvas is literally as big as the all outdoors, and the infinitely variable landscape seldom deals with straight lines or standard parts. Still, in this age of information, it is inevitable that the computer will play an ever increasing role in the architect's job.

There are currently two areas of focus that should interest the golf course architect. Geographic Information Systems (GIS) are computer solutions targeted at the site planning professional who needs an understanding of the landscape within which a project will be designed. Site identification, watershed and ecosystem analysis, or earth-shaping work are tasks where GIS is of service.

Computer Aided Design and Drafting (CADD) tools are for the architect who needs more accuracy and efficiency in landscape design and drafting, cost estimation, and many other areas. The line between GIS and CADD is blurring, though, as vendors provide seamless ability to move from GIS-oriented aspects of a project into more specific course design and engineering with

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Tom Laverty is a freelance writer and a senior software engineer with Meta Software Corp. in Cambridge, Mass.



WeatherWare 5.0 can generate this type of map on any IBM-compatible computer.

Individual weather forecasts a reality

By HAL PHILLIPS

SALT LAKE CITY — WeatherWare 5.0 isn't rain gear. It's an on-line personal computer weather display program from Salt Lake City-based WeatherVector Corp., and another example of how the golf industry has been affected by high tech innovation.

Through the company's WeatherBank data feed, WeatherWare provides coverage of meteorological activity as well as graphic capabilities that display weather occurrences on TV-broadcast quality maps — international, national, regional and state.

WeatherWare sells for about \$300 and runs on any IBM compatible PC. It requires a Hayes compatible modem, hard disk and EGBA or VGA color graphic monitor and card. Connection to the WeatherBank data feed is made with a 300-9600 baud modem via two networks which can handle calls from anywhere in North America, 24 hours a day, 365 days a year.

If that last paragraph left you fumbling through your computer dictionary, you're not alone. Many superintendents are just becoming familiar with their

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Barebo head to step down

By PETER BLAIS

ANAHEIM, Calif. — Otterbine Barebo Inc. President Charles "Chuck" Barebo, 58, will soon relinquish that title and more of the day-to-day responsibility of running the aerator manufacturing company to his oldest son, Charlie.

Beginning Jan. 1, 1994, the elder Barebo will become chief executive officer and chairman of the board of the Emmaus, Pa.-based firm he founded 14 years ago. He made the announcement at a distributor breakfast held during January's Golf Course Superintendents Association of America Annual Conference and Show.

While he will cut back on much of his travel and dealings with distributors, Chuck will still be actively involved in the company,

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Chuck Barebo

Chestnut joins Smithco

WAYNE, Pa. — Ted Smith, chairman of Smithco, has announced the appointment of William R. (Bill) Chestnut as manager of engineering & product development.

In his new position, Chestnut will be responsible for the creation and development of new Smithco products and further engineering advancement of the current product line. Chestnut joins Smithco following 20 years with the John Deere Company, where he played a key role in the development of its Golf & Turf Division and the marketing of resulting products. Chestnut, who shares patent rights with Deere and has been widely published in golf and turf business journals, will be based in Smithco's manufacturing facility in Cameron, Wis.

"We welcome Bill Chestnut to our company with much enthusiasm," said Smith. "We are highly confident that his considerable knowledge and experience will bring new dimensions to Smithco's product innovations and engineering operations."



Bill Chestnut

Ciba-Geigy and Rain Bird honor industry's Environmental Stewards

ANAHEIM, Calif. — Ciba-Geigy and Rain Bird have announced the winners of the first annual Environmental Steward Awards. The companies also announced a donation of more than \$12,000 to Golf Course Superintendents Association of America Scholarship & Research.

The award program was created to recognize golf course superintendents and golf courses for their work to protect or enhance their local environment. Entries were reviewed by an independent panel of judges selected for their expertise in environmental issues, turfgrass management and other areas.

Awards were given in three categories: public, private and resort golf courses. One national winner was selected in each category:

- Don Tolson, CGCS, Fox Hollow at Lakewood (public/Lakewood, Colo.);

Continued on page 58

Irrrometer names exclusive distributor

Irrrometer Co., Inc. of Riverside, Calif., has named Hydro-Scape Products, Inc. its exclusive distributor for the Watermark Soil Moisture Control System in Southern California.

Hydro-Scape Products operates 12 branch locations throughout Southern California, and serves landscape contracting, irrigation specification and the institutional landscape industry trades throughout this geographic area.

Irrrometer recently introduced the newest generation of its patented Watermark Soil Moisture

Control System.

According to Mark Williams, national sales manager of Irrrometer, "With the alliance between our company and the professionals at Hydro-Scape, we have positioned ourselves to provide the highest level of service to irrigation professionals in Southern California interested in using modern technology to manage irrigation precisely".

For more information, contact any branch of Hydro-Scape Products, or the Irrrometer Co., Inc. at 909-689-1701.

Kees reorganization complete

BEATRICE, Neb. — F.D. Kees Manufacturing Co. has completed the reorganization and restructuring of its operations and the "New Kees" is now in production of its 1993 turf care equipment product line. Kees has combined 119 years of tradition and know-how with new financing and an intensified management team. The restructured management team includes the addition of a director of sales and market-

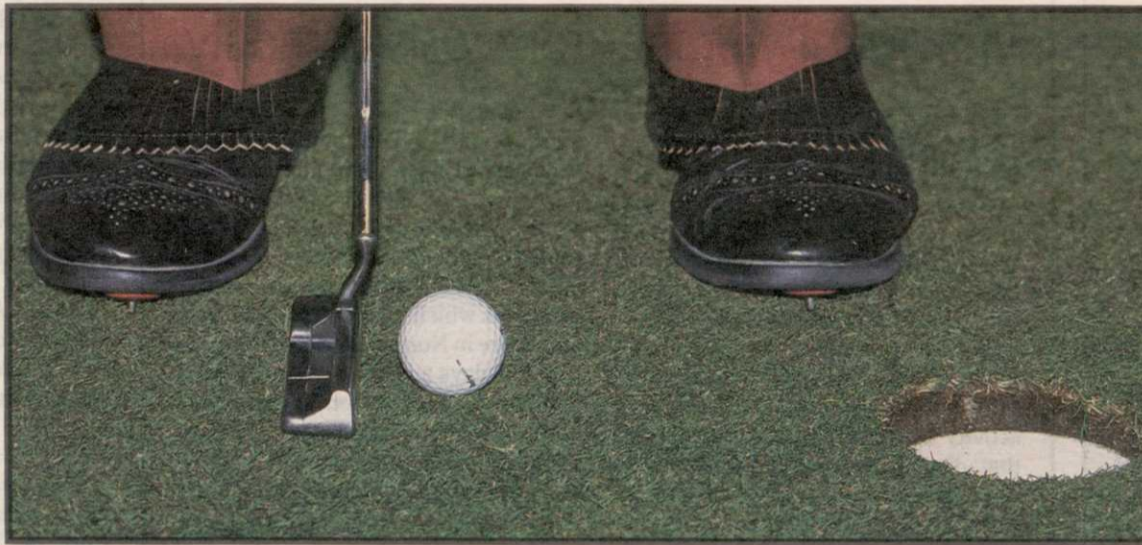
ing. This reflects the company's long-term commitment and emphasis on support for its distributors and dealers.

The new management team consists of Mike Schaefer, president; George Schaefer Jr., senior vice president; and Donald Kanter, director of sales and marketing. Kees' 130,000-square-foot factory here in Beatrice will continue to produce products under the Kees label.

Otterbine/Barebo hands out 1992 Distributor Awards

ANAHEIM, Calif. — Otterbine/Barebo Inc. handed out its 1992 Distributor Performance Awards here during the 64th Golf Course Superintendents Association of America International Conference and Show. The recipients included: **Storr Tractor Co.** — Distributor of the Year. **Sullivan Electric** — Rookie of the Year. **Tieco, Inc.** — Most Improved. **Wilkie Turf** — Service Center of the Year. **MTI Distributing Co.** — 1st Quarter Outstanding Performance. **Grassland Equipment & Irrigation** — 2nd Quarter Outstanding Performance. **Greenscape Pump Service** — 3rd Quarter Outstanding Performance. **Smith Turf & Irrigation** — 4th Quarter Outstanding Performance. **United Machinery & Hardware** — Asian Distributor of the Year. **Golf Course Services** — European Distributor of the Year.

THE BEST EXAMPLE OF OUR PRODUCT HAS HOLES IN IT!



Why, because golf courses around the world are choosing TMI varieties for their most challenging turf grass needs.

TMI offers the turf professional a complete selection of turf grass varieties. But more important, TMI offers varieties that have been developed specifically for the golf course market.

OVERSEEDING

Many grass seed companies have top rated varieties that perform well in overall turf quality. But when spring transition time comes they just keep on growing. Our customers wanted varieties that offered a smooth spring transition...this is why TMI developed perennial ryegrass varieties with less heat tolerance, and of unusually high quality, especially for Southern overseeding.

That's not all, Turf Merchants also offers the turf professional overseeding choices other than perennial ryegrass. If you are looking for a POA TRIVIALIS, TMI has one of the darkest green varieties available - CYPRESS. And, if you want an alternative to overseeding annual ryegrass in areas where the ultimate in quality is not the issue, TMI has a new intermediate ryegrass variety that offers improved performance over annual ryegrass, but costs less than perennial ryegrass.

PERMANENT TURF

From top rated Ryegrasses, Tall Fescues and Bluegrasses to seeded Zoysia and seeded Bermuda-grasses, TMI has a grass seed variety to fit your application.

TMI has endophyte enhanced varieties, low growing, fine

textured, dark green, drought resistant varieties; all with improved resistance to turf diseases. TMI was first to introduce a true dwarf turf type tall fescue - BONSAI. This unique turf grass has a shorter stature and finer leaves than other turf type tall fescues, while maintaining the drought tolerance of the species.

Why does TMI offer so many alternatives? Because over the years we have listened to what our customers wanted. Turf Merchants has made every effort to provide the kind of grass seed varieties, services and marketing aids that help golf course superintendents be the best turf professionals!



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Barebo steps down

Continued from page 53

particularly research and development, according to Vice President of Marketing Carla Barebo.

As the new company president, Charlie (who currently holds the title vice president of sales) will remain the primary contact with distributors and continue developing an overseas market he said is becoming a major portion of Otterbine's business.

Carla stays as head of marketing and brother Chris as vice president of manufacturing.

Chuck was a plant manager with Corning Glass Works Inc. for 20 years when Rodale Press approached him about managing its Otterbine facility in the late 1970s.

Otterbine manufactured surface aerators, primarily for the backyard fish-raising market. Barebo redesigned the aerators for the recreation industry.

Barebo bought the Otterbine business, located in a former silk manufacturing mill, from Rodale 14 years ago. Sales grew 25 to 30 percent annually through the early 1980s and have stood at 7 to 8 percent the past few years, according to Carla Barebo.

Chuck's wife, Terry, was a non-paid bookkeeper the first eight years and very involved in marketing. She is now senior vice president of administration.

The company grew from nine full-time employees in the early 1980s to 30 today. The 25 distributors have sextupled to about 150.

"Chuck and Terry will remain actively involved in the business," Carla said of her parents. "They have a second home in Tucson (Ariz.) and will probably spend more time there. They deserve it after working 60-plus-hour weeks for so long."

T M I T U R F G R A S S V A R I E T I E S

PERENNIAL RYEGRASSES		TALL FESCUES		BLUEGRASSES		SPECIALTY GRASSES	
PATRIOT II	NOMAD	BONSAI	BONSAI PLUS	COBALT	ALLURE	CYPRESS POA TRIVIALIS	
ALLAIRE II	PENNFINE	TAURUS	TWILIGHT	CHELSEA	ABLE 1	ATTILA HARD FESCUE	
RODEO II	MANHATTAN II (E)	AZTEC	SUNDANCE	GNOME	VIVA	ZMW- 7 ZEN ZOYSIA	
AQUARIUS	STALLION	ANTHEM	BRAHMA	GNOME II	BLENDS	ZMW-11 ZEN ZOYSIA	
AQUARIUS II	BLENDS	EARTHSAVE	BLENDS	A-34	TRUE BLUE	CD-68 BERMUDA	
EVENING SHADE	VIP II e	MICRO	TURF GEM II			CD-68-1 BERMUDA	
	SPECTRUM	ADVENTURE	TURF GEM JR			FROGHAIR INTERMEDIATE RYEGRASS	
		AVANTI					