

Jacobsen offers three autumn finance plans

RACINE, Wis. — Jacobsen Financial Services has announced three special fall finance programs for the U.S. and Canada.

The first program, "Cash in May, Same as Today," allows Jacobsen customers to take delivery on any amount of new Jake equipment from now until Jan. 31, 1994, and pay for the equipment in May 1994.

The second program, "No Pay 'Til May," allows customers to take delivery on any amount of new Jacobsen equipment between now and Jan. 31, 1994, and make no payments until May 1994.

The third program, "Select-A-Term," allows customers to take delivery on any amount of new Jacobsen equipment between now and Jan. 31, 1994, and select the finance terms and payment plan that best fits their turf equipment budget.

Both "level" and "6-on/6-off" payment schedules are available for the "No Pay 'Til May" and "Select-A-Term" finance programs. All three are conditional sales contracts which require a minimum 10 percent down payment. For more information, contact Jacobsen Financial at 414-637-6711.

BALCOM JOINS HYUNDAI IN ELK GROVE

SANTA ANA, Calif. — Hyundai Golf Cars, U.S.A. has appointed Bruce Balcom as regional sales manager for the Northern California market. Headquartered in Elk Grove, Balcom will develop on-course contacts and supervise sales and service throughout Northern California. Balcom had held positions with Melex and E-Z-GO for more than 12 years, and managed golf car dealerships in California and Arizona.

Golfturf & RGF to develop golf products jointly

NORTH PALM BEACH, Fla. — Golfturf, a division of Golden Bear International, Inc., and RGF Environmental Systems have announced their intention to develop environmental products for the golf course industry. Golfturf will consult with RGF on the development and application of equipment, facilities and systems for golf courses that will enhance environmental programs.

"The golf course industry works hand-in-hand with the environment, and we want to develop even more ways to create positive impacts on the surroundings of the golf course," said Edward Etchells, president of Golfturf.

RGF, a worldwide manufacturer of waste-water recycling and environmental products, is developing a full line of environmental compliance products for golf course superintendents and maintenance professionals. Golfturf will assist in the development and aid in the actual application of devices for ongoing use at golf courses.

RGF and Golfturf projects include: Wash-water recycle equipment, an ozone pond—purification system, pesticide storage facilities (the Ultra Shed System), and a hands-free mix and load device.

Woods acquires Du-Al Manufacturing

OREGON, Ill. — Woods Equipment Company, a manufacturer and marketer of tractor-powered mowers, cutters and other accessory implements, has acquired the assets of Du-Al Manufacturing Company, a manufacturer of tractor-mounted front-end loaders, backhoes and trenchers, for an undisclosed amount.

The acquisition strengthens Woods' market position considerably: simultaneously broadening its tractor-related product offerings and retail distribution.

"The addition of Du-Al's front-end loaders and trenchers to the Woods product line allows us to provide our dealers with a full line of tractor-related implements," said Tom Laird, president and chief executive officer of Woods Equipment Co. "This will significantly improve our ability to win in the marketplace."

Du-Al manufactures 12 different models of front-end loaders for various tractor sizes ranging from 11 to 200 horsepower. A wide

variety of custom mountings enables its loaders to fit approximately 1,200 different models of both new and used tractors.

In addition, Du-Al manufactures a state-of-the-art line of commercial size backhoes adaptable to farm tractors and skid-steer loaders.

The acquisition increases Woods' presence in the marketplace, adding approximately 300 new Du-Al dealers to Woods' existing base of 3,800. Woods also acquires the Du-Al manufacturing facilities in Sioux Falls, South Dakota where the front-end loaders are manufactured.

Woods also adds tractor-mounted trenchers to its product line and increases its offering in backhoes as a result of the purchase.

Du-Al Manufacturing Co., based in Sioux Falls, South Dakota, is a stand-alone division of Core Industries Inc., a publicly-traded (NYSE) company.

Pickseed Canada moves offices to Lindsay, Ontario

LINDSAY, Ontario, Canada — Pickseed Canada Inc. has relocated its Canadian head office here.

The company, a sister firm to Pickseed West in Tangent, Ore., had been operating from Richmond Hill, Ontario, for more than 43 years. But the pressures of urban growth caused owners Tom and Martin Pick to reestablish the company's rural roots.

In September 1993, head office operations, seed production, and wholesale distribution were transferred to the Lind-

say office. The new building boasts more than 92,000 sq. ft. and sits on 16 acres west of Highway 35 on the north side of Highway 7.

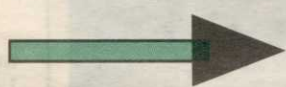
Other Pickseed Canada operations include the Seed Corn Business Unit and Research Station at Tilbury, Ontario; and sales & distribution offices in Edmonton, Winnipeg and Saint-Hyacinth, Quebec. Mapleseed Inc. of Oakwood, Ontario will remain a separate company but will likely relocate to the Lindsay plant later this year.

GOLF COURSE NEWS
THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

The Asia-Pacific connection for suppliers to the golf course industry.

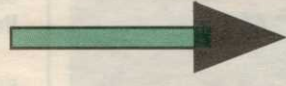
The Official Golf Publication of Golf Asia '93 and Golf Asia '94

Reach



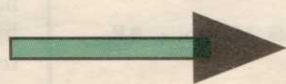
Over 6,000 decision makers at golf facilities throughout the Asia-Pacific region, including Australia & New Zealand.

Target



Course Managers, Directors, Owners, Developers, Architects & Superintendents

Schedule



Next issue: Golf Asia edition, March 1994 — then May, September & November 1994. Plan your schedule today!

In Asia:

Phone (852) 833-2181;

Fax: (852) 834-5620

Tom Gorman, CCI Asia-Pacific Ltd.

Suite 905, Guardian House, 32 Oi Kwan

Road, Happy Valley, Hong Kong

Golf Course News/Asia-Pacific is the only golf course industry publication to offer circulation to the entire Asia-Pacific region. Call or Fax now to receive advertising information.

Contact: Charles von Brecht, Publisher

7901 Fourth Street North, Suite 311, St. Petersburg, Florida 33702

Phone: (813) 576-7077; Fax: (813) 579-9788