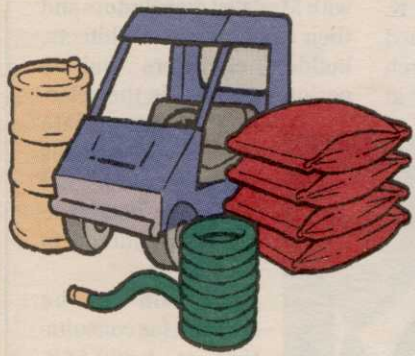


BRIEFS



HAYS PROMOTED AT HYUNDAI

SANTA ANA, Calif. — Jim Hays has been promoted to the position of national field service technician at Hyundai Golf Cars, U.S.A. Headquartered here, Hays will work with Hyundai's field service manager, Dennis Mahan, and Hyundai dealers to ensure the cars are properly serviced and maintained. He will also advise on golf car technical modifications and updates. Prior to joining Hyundai, Hays spent 15 years in the marine maintenance and manufacturing business.



Jim Hays

DAKOTA'S CHANGE OF SCENE

GRAND FORKS, N.D. — A new post office here has facilitated an address change at Dakota Peat & Blenders and Pioneer Peat Inc. Following are the new addresses and numbers (note the new p.o. box numbers): Pioneer Peat, Inc., P.O. Box 14088, Grand Forks, N.D., 58208-4088 — Telephone: 701-746-4300 — Fax: 218-773-3151; Dakota Blenders, Inc., P.O. Box 14088, Grand Forks, N.D., 58208-4088 — Telephone: 701-746-4300 — Fax: 218-773-3151.

NUMEX ROYALTIES ROLLING IN

LAS CRUCES, N.M. — An improved, seeded, turf-type Bermudagrass developed at New Mexico State University continues to bring money to the NMSU-based New Mexico Crop Improvement Association for continued agricultural research. Fourth year sales of NuMex Sahara by Phoenix-based Farmers Marketing Corp. have generated earnings of more than \$60,000 for the association. To date, royalties to NMSU from this variety exceed \$250,000. Arden Baltensperger, NMSU agronomy professor emeritus and Farmers Marketing turfgrass research director, developed NuMex Sahara with USGA support.

LESCO VIDEOS AVAILABLE

CLEVELAND — Lesco, Inc. has released seven new videotapes designed to educate viewers on various aspects of turfgrass management. The video library, which comes in standard VHS form, includes the following titles: *Common Turfgrass Weeds*, *Common Turfgrass Insects*, *Common Turfgrass Diseases*, *Rotary Spreader Calibration*, *Turfgrass Renovation*, *Irrigation Maintenance and Troubleshooting*, and *Floating Fountains*. To suggest a topic or order an existing tape, contact Art Wick at 1-800-321-5352 (in Cleveland, 333-9250), or fax your request to 216-333-9664.

Golf Car Report

Manufacturers brace for Calif. emissions ruling

By HAL PHILLIPS

SACRAMENTO, Calif. — Later this month, the Air Resources Board (ARB) of California — the state agency dealing with atmospheric regulation — will issue its recommendation on when and how gas-powered golf cars will be eliminated from America's most emissions-conscious state.

Golf car manufacturers are preparing for the worst.

Industry estimates place the number of gas-powered golf cars in California at approximately 14,000. Eventually, state mandate — in some form or another — will force the switch to an entirely electric-powered golf car fleet.

The National Golf Car Manufacturers Association (NGCMA) — which estimates the cost of this switch-over, for an individual golf course operator, to be \$300,000 to \$1 million — argues that gas and electric cars cannot be stored together, meaning a new cart storage facility must be built during the transition to electric.

The best indication of how harshly gas-powered carts will be treated may lie in the



Manufacturers normally resist control put on them by this agency and those regulated for the first time react most vociferously.'

— Jerry Martin, California
Air Resources Board

regulation of lawn and garden machines. For instance: All lawn and garden engines (riding mowers) produced after Dec. 31, 1993, will be required to comply with stringent exhaust emission standards relating to hydrocarbons, oxides of nitrogen, carbon monoxide and particulate matter. Further, no new lawn and garden engines will be allowed to replace pre-1993 models after Dec. 31, 1998.

In ARB lingo these are considered "first-tier" regulations — and the NGCMA would like nothing better than to be considered for first-tier status. However, the ARB-recommended regulations may well be more harsh than those assigned to lawn and garden equipment.

"The fact is, there are no rules — so there is no timetable regarding the elimination of gas-power golf cars," said Jerry Martin, a spokesman for the ARB. "The staff is now preparing its recommendations. The staff report is due out in late October."

In 1991, the NGCMA petitioned the ARB to regulate golf cars by first tier standards because, "similar engines should be similarly regulated," reads the NGCMA position paper. "Lawn and garden equipment

Continued on page 33

Playing the market:
Club Car, Inc. to
offer public stock

AUGUSTA, Ga. — Add Club Car Inc. to the growing number of golf industry firms attempting to quickly raise cash through public stock offerings.

The golf car manufacturer, based here, has filed a registration statement with the Securities and Exchange Commission to offer 4.125 million shares via NASDAQ. The initial offering is scheduled to begin later this month.

According to a prospectus filed with the SEC, Club Car expects to garner between \$14 and \$16 per share, 2.7 million of which will be offered in the form of common stock. The remaining 1.425 million shares are to be sold only by designated stockholders.

Offering public stock is nothing new to the consumer side of the golf industry. Shaft and club manufacturers like Aldila and Callaway have already blazed that trail. For the non-playing golf course industry, Club Car and National Golf Properties, Inc. (NGP) — the American Golf Corp. spinoff — are pioneers.

However, unlike NGP, which plans to use the public money to fund more course acquisitions, Club

Continued on page 33

IA Exposition sold out in San Diego

By HAL PHILLIPS

SAN DIEGO — Attendees at the upcoming Irrigation Association Exposition and Technical Conference will witness the largest display floor in the event's history, according to Irrigation Association Executive Director Charles "Pepper" Putnam.

"It'll be the largest floor we've ever had and we're going to sell out," said Putnam, whose Association will play host to the world's largest irrigation products and service expo Oct. 31-Nov. 3, at the Convention Center here.

"As far as registrations are concerned, the volume of inquiries has been enormous," Putnam continued. "But we've averaged about 3,200 the last few years and I estimate about 3,800 this year."

"Because we're holding the event in such a large market, we'll have a huge number of one-day, walk-in attendees — specifiers and contractors who've probably never seen anything like it."

"I'm really very enthusiastic about how things are going, despite the economy. We never dreamed we would sell out."

Question about the Exposition and Technical Conference can be directed to the IA at its new number: 703-575-3551; or fax: 703-573-1913.

The Irrigation Association has moved its national offices from Washington, D.C. to Northern Virginia. The new address is:

Irrigation Association
Suite 120
8260 Willow Oaks Corporate Drive
Fairfax, Va. 22031

Earthgro, Harmony
sign joint marketing,
manufacturing pact

LEBANON, Conn. — Earthgro, Inc., a manufacturer of natural horticultural products here, has reached a joint marketing/manufacturing agreement with Harmony Products, Inc., an organic-based fertilizer manufacturer and waste management firm based in Chesapeake, Vir.

The allied companies will offer a full line of organic, organic base and natural fertilizers in areas of the United States where the firms believe environmental sensitivity is very high.

Under the five-year agreement, Earthgro will be the primary distributor of Harmony's high-analysis, slow-release organic base turf and garden fertilizers for both the retail and professional markets in the Northeast. Harmony will be the sole manufacturer of Earthgro's natural fertilizers products in the Eastern U.S. The relationship, which includes certain per-performance requirements on both companies, is designed to combine the talents of

Continued on page 34

Century Supply Corp. purchased for \$40 million

MADISON HEIGHTS, Mich. — Century Supply Corp., one of the nation's largest wholesale irrigation distributors, has been purchased by the New Jersey-based holding company, Richton International Corp.

Headquartered here, Century maintains 25 branch offices in Florida, Illinois, Indiana, Wisconsin, Kentucky, Georgia and Missouri. The distributor

boasts annual sales in excess of \$40 million.

Richton officials have indicated the closing of the transaction is subject to conditions including the completion by Richton of proposed financing by the Michigan National Bank, additional subordinated financing to be provided by individuals, and the favorable action of the Richton Board of Directors.

Emissions ruling in California

Continued from page 31

utilize the same engines as golf cars, except that golf cars emit fewer pollutants over a comparable time period because they do not idle."

According to their position paper, the golf car manufacturers were under the impression their request would be granted. The NGCMA then spent "in excess of \$3,000,000 to research and develop gas-powered golf cars that would meet reduced emission standards, well aware that zero emissions standards were the ultimate ARB staff objective.

"However," the paper continues, "ARB recanted those assurances in August 1992, and now proposes, by Jan. 1, 1995, all golf cars... must be electrically powered."

Martin and the ARB take issue with this representation. "Manufacturers normally resist control put on them by this agency," he said. "And those regulated for the first time react most vociferously.

"In 1990, when the lawn and garden regulations were instituted, golf cars were included in that category. The golf car industry then asked not to be grouped in that category... The golf car manufacturers said, 'We think we're recreational vehicles,' and they were removed from the lawn and garden category. At that time, there wasn't an imminent recreational vehicle restriction.

"Now, three years later, they want first tier standing because recreational vehicles will be regulated — and there have been changes in the lawn and garden regulations."

Martin said he believed the ARB decision is still up in the air.

"The board can be persuaded and can change its mind," he said. "The removal [of golf cars] from the grouping in 1990 is a prime example."

Club Car offering

Continued from page 31

Car will look to reduce its debt and fuel growth and expansion. Further, Club Car will offer its stock through the newer NASDAQ system, while NGP has chosen to go through the New York Stock Exchange.

In its prospectus, Club Car indicated its share of the domestic new car market was 32 percent, with annual net sales (including utility vehicles) at more than \$125.8 million through the quarter ending June 27. The company's net sales for 1992 were \$136.47 million.

Tempest relocates; hires Hone as plant manager

FRESNO, Calif. — Tempest Controlled Airstreams, the manufacturer of power blowers for the fire service, has announced the relocation of its headquarters and manufacturing operation to a larger, more modern facility here in Fresno.

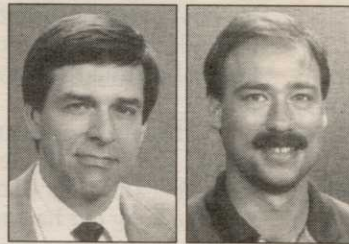
Note the new address and phone numbers: Tempest Controlled Airstreams, 4645 N. Bendel Ave., Fresno, CA 93722; 1-800-346-2143 or 209-277-7577; Fax: 209-277-7579.

Tempest has also announced the appointment of **Ralph Hone** as plant and production manager. Hone comes to Tempest with an extensive background in plant production, staffing, scheduling and supervision. He has worked in the manufacturing area for 11 years with Smithers-Oasis.

Jacques named VP at Ransomes

MINNEAPOLIS, Minn. — Marv Jacques has been promoted to vice president of engineering and technology at Ransomes America Corp.

Jacques previously served as director of engineering and technology. In his new position, he will assume responsibilities for product management and testing, including planning and defining products for Cushman, Ryan and Ransomes brands. Jacques will remain involved in each of the company's three business groups: Turf, professional lawn care, and industrial/commercial.



Marv Jacques

Pat Milke

Milke joined Ransomes in 1989 as an electronic technician. He previously worked as customer service supervisor for Advanced Energy, an electronics firm based in Fort Collins, Colo.

Ransomes America has also announced the appointment of **Pat Milke** to the position of marketing coordinator. Milke will assist in the development of print and audio/visual materials for advertising and dealer training. He will also work with each of the company's three divisions, and his responsibilities will include the preparation and shipment of equipment for display at trade shows.

John Deere 400 Series product named to 'The Agricultural Engineering 50'

RALEIGH, N.C. — Agricultural Engineering magazine has named the John Deere 400 Series heavy-duty lawn & garden tractors to "The Agricultural Engineering 50" outstanding innovation in product or systems technology — 1993." The company was recognized by a panel of national engineering experts.

The panel selected developments that embody application of new technology or the innovative application of older technology.

"This honor was earned by a top-flight design team," said Don Henderson, general manager of the John Deere Engineering Group in Horicon, Wis. "The 400 Series tractors include 50 new or enhanced features that outperform and outlast the 10-year-old line they replace."

The AE 50 recognition program is conducted each year

by Agricultural Engineering magazine to emphasize the important role of new products and systems in transferring technology to the marketplace for application in a wide spectrum of uses.

Henderson said the team leadership included Roger Reilly, project engineer; Bill Cameron, senior engineer; and Dave Larson, division engineer.

They used many advanced computer-aided design techniques, such as 3-D imaging to eliminate making prototypes in early stages of design and laser digitizers that allow modifications in later stages.

They incorporated engineering thermoplastic compounds to replace steel because they are resilient and more easily shaped. They reduced the number of parts in the new model line-up from 1,250 to just 650.

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