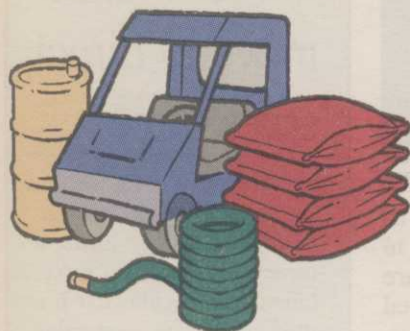


BRIEFS



CEDAR CHEMICAL CHANGES NAME TO VICKSBURG

MEMPHIS, Tenn. — Cedar Chemical Corp. has officially changed its name to Vicksburg Chemical Company. According to company spokesperson Allison Swain, Vicksburg remains the same Memphis-based company specializing in potassium nitrate fertilizers. Ownership has not changed, she added. Questions should be directed to Swain at 910-458-2529.

DICKEY JOINS INTERNATIONAL SEED

HALSEY, Ore. — Lance Dickey of Lacombe, Ore., has joined the sales and marketing staff at International, Seeds, Inc. according to company President Rich Underwood. "Dickey brings with him more than a decade of experience in the seed industry and will be responsible for turf and forage seed sales in the continental United States," Underwood added. Founded in 1972, International Seeds, Inc. was one of the premier entrants in the proprietary turf seed industry and now actively markets its products around the world.



Lance Dickey

NEXT-DAY GUARANTEE FROM BERKELEY

Berkeley Pumps has introduced a new program — Sub-Mania — which guarantees next-day delivery on all its submersible turbines anywhere in the continental United States. Orders received before 10 a.m. (caller's time) will be delivered by the next day-guaranteed. As a companion offer, if you give Berkeley 10 days for delivery, the company will pay the freight. In addition, substantial price reductions are currently available on several key models. For details and further information on Berkeley's Sub-Mania program and Berkeley pumps, contact your distributor or call the Berkeley customer service line toll-free, 1-800-241-4144.

ON THE MOVE...

Regardless of what you may have read in the August edition of *Golf Course News*, this is the new address for E.P. Aeration: 2615 Meadow Street, San Luis Obispo, Calif. 93401. The new telephone number is 805-541-6140, while the fax is 805-541-6149.

Meanwhile, Tensar Earth Technologies, Inc. has moved its corporate offices to Atlanta. The new address is: Tensar Earth Technologies, Inc., 5775-B, Glenridge Drive, Lakeside Center, Suite 450, Atlanta, Ga. 30328-5363. The phone number is 404-250-1290, and the fax number is 404-250-9185.

Ciba, Jake and Rain Bird back Environmental Steward II

MINNEAPOLIS — Ciba Turf & Ornamental Products, Rain Bird and new sponsor Jacobsen Division of Textron announce the second annual Environmental Steward Award competition.

Superintendents from the United States and Canada will be recognized for overall excellence in golf course management, as well as for innovative ideas such as wildlife habitat enhancement. Entries are reviewed by an independent panel of judges.

Also, merit winners may be named based on the quality of entries, competition within regions and other criteria.

Awards will be given in three categories: Public, private and resort. One national winner will be selected in each category. In addition, there may be as many as 24 regional winners: one public, private and resort winner in all seven U.S. Golf Association Green Section regions, plus a Canadian region.

Donations will be made jointly by Ciba, Rain Bird and Jacobsen to GCSAA S&R in the names of all national and regional winners: \$500 each for national winners and \$50 each for regional winners. In addition, all three sponsoring companies will donate \$5,000 to GCSAA S&R.

For more information write to the Environmental Steward Award, c/o Mona Meyer McGrath & Gavin, 8400 Normandale Lake Blvd., #500, Minneapolis, MN 55437; or call 612-832-5000; or fax 612-831-7751.

Bio Grounds Keeper and Sustane merge

BLOOMINGTON, Minn. — Bio Grounds Keeper Inc. of Bloomington and Sustane Corp. of Cannon Falls have signed a definitive letter of intent to merge. Implementation of the merger is anticipated within 90 days, pending completion of financial details.

The new company, to be known as Sustane Corp., will be one of the country's largest producers of organic and biological products for the lawn, garden, turf and agricultural industries. It will be headquartered here.

David Henderson, managing general partner of Founding Partners II, a Minneapolis venture capital fund participating in the financing arrangements, will become president and chief executive officer of the merged company. Craig Holden, president and founder of Sustane in 1987, will serve as executive vice president and chief operations officer. Thomas Duffey, president of Bio Grounds Keeper, will serve as executive vice president of sales, marketing and administration.

Bio Grounds Keeper Inc., founded in 1985, develops and markets organic, biologically based products for the lawn and turf in-

Continued on page 34



Dakota institutes leasing program

By MARK LESLIE

GRAND FORKS, N.D. — Dakota Peat & Blenders President Michael Pierce has discovered a new formula to 1) make his Dakota Blender 2200 available to more people, cheaply, and 2) sell more peat at the same time.

Golf course superintendents, contractors and sand companies who can't afford to buy the \$50,000 Model 2200 can now rent one.

"There's no profit in the rental," Pierce said. "We're providing it as a service if they buy our peat."

The sale of the peat makes the deal worthwhile for Pierce. The mere cost of \$1.50 per mixed ton equals a savings for the renter.

"A lot of contractors can't afford them for one or two jobs a year. So we deliver the blender, show them how to operate it, and then pick them up when they're done," Pierce said.

Jim Hengel, part-owner/superintendent of the Links at Hiawatha Landing which is under construction in Binghamton, N.Y.,

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A DAY AT THE RACES

George Quinday (from left), Juan Quinday, Doug Henshaw, Andy English, Robert Krick, Kerry Ditchburn, Doreen Kuehl and Kathleen Ditchburn take a break from the racing at the recent ITT Automotive Detroit Grand Prix. All eight were weekend guests of Jacobsen as part of the firm's "Test Drive" contest.

ASPA honors Warren's memory with foundation

Ben Warren was ASPA's founding president 26 years ago. On July 14, he became the namesake of a not-for-profit research and scholarship foundation dedicated exclusively to the special needs and interests of the turfgrass sod production industry.

Formal announcement of the ASPA Ben Warren Memorial Foundation was made during the ASPA Annual Business Meeting in Nashville.

In announcing formation of the foundation, longtime friend and employee Walt Pemrick encouraged everyone involved in

the industry to support its growth through a personal or corporate contribution. A first-year endowment goal of \$100,000 was announced, with a three-year goal of at least \$300,000. A formal application has been filed with the IRS seeking not-for-profit status for the Foundation which will allow U.S. taxpayers a deduction for their donation. Contributions should be made payable to the "ASPA Ben Warren Memorial Foundation," and mailed to the ASPA Office at 1855-A Hicks Road, Rolling Meadows, IL 60008.

Deere earns acclaim for outstanding customer service

RALEIGH, N.C. — CIO, the magazine for information executives, has named the John Deere Lawn & Grounds Care Division to its 1993 CIO-100 list for outstanding customer service. The company was selected for this honor by a panel of consultants, academicians, editors and business and association officials who specialize or have expertise in the field of customer service.

To provide a vision of ever-changing business trends, the focus of the CIO-100 changes annually. This year's survey, called the "Customer Service 100," explores the link between information technology and an organization's ability to provide first-rate service.

"Our dealer Technical Assistance Center uses an imaging system called KEYFILE," explained Jerry Schelfaut, manager of the Information Services Department at Deere's Lawn & Grounds Care Division.

"We have all of four technical manuals, parts catalogs and other related service publications stored on hard disk, so they can be retrieved on-line by our technicians as they're working with dealers to resolve technical problems."

According to CIO Editor-in-Chief Marcia Blumenthal, "Customer service is the most pressing issue facing companies today. The CIO-100 presents innovative solutions on how organizations are keeping their customers happy and how information technology assists in this endeavor."

Variable hydraulic feed on PeCo chipper

PeCo Inc. has introduced a mid-size Hydraulic Brush Chipper. The PeCo Model 40/30H offers variable hydraulic feed, to 170 feet per minute. The 300-pound flywheel with two 10-inch cutting blades is powered by a dependable 40hp Lister diesel engine. Cutting capacity is 9 inches.

Unique features of the 40/30H include: 360-degree rotating base and discharge chute, two pivoting jack stands, easy to adjust heavy duty chip deflector, reversible blades and a hinged flywheel cover for easy maintenance. Elec-

tric brakes or surge brakes are optional.

The chippers weight is evenly distributed, making it maneuverable and easy to tow. The trailer offers a torsionally sprung axle for smooth tracking behind the tow vehicle. The tongue height is easily adjusted and available with a 3-inch pintle eye, a 2-inch coupler or a 2 5/16-inch coupler.

For more information, contact: PeCo Inc., P.O. Box 1197, Arden, NC 28704; or call 1-800-438-5823, 704-684-1234; or fax 704-684-0858.

CIRCLE #315

Parker sweeper handles standing water

The Parker Sweeper Company has introduced the Hurricane 5, a powerful, all-purpose walk-behind blower. This powerful blower easily removes leaves, loose debris and standing water. The Hurricane 5 is designed with a powerful 5 hp Briggs & Stratton engine, a front mounted swivel turfcaster, semi-pneumatic rear tires, and a plow-type handle with throttle control. These features give the operator easier maneuverability on rough terrain.

The Hurricane 5 is constructed with an 11 gauge steel housing and a six blade aluminum-magnesium impeller fan producing 2000 CFM at 150 mph. This tremendous air force is released from a front or side discharge. The Hurricane 5 is backed by a two years parts/one year labor warranty.

For more information, contact the company at P.O. Box 1728, Springfield, Ohio 45501-1728; or phone 513-323-4901.

CIRCLE #316

Side discharge on Deere chipper

With many chipper/shredders, the mulch piles up under the machine, so you have to move it periodically. And you have to bend down to lift everything into a vertical hopper. These common annoyances have been eliminated by two new gas-engine designs from John Deere — the models CS5 and CS8. The model numbers designate their horsepower. Both models have a side discharge to blow mulch away from the unit, rather than under it. A collection bag is standard equipment — either drawstring or velcro closure.

A 10-foot flexible vacuum hose is available as an attachment for quick collection of leaves, pine needles and other yard debris. A hitch kit also is available for towing to the job.

For more information, contact Deere at P.O. Box 29533, Raleigh, N.C. 27626; or call 919-954-6420.

CIRCLE #318



DAVENPORT
SEED
CORPORATION

Protected by
TerraShield®

100% Polyester Greens Blanket

Covered by
"Another"

Leading Brand

Photo courtesy of Nat Binns, golf course superintendent, Lakewood Country Club, Rockville, Maryland. (unretouched photo)

Actual side-by-side comparisons prove . . .

TerraShield® is your best protection against costly winter kill damage.

Warren's TerraShield also helps stimulate healthy root growth and get spring green-up started sooner so your course is ready for play weeks earlier.

Best for winter protection . . . TerraShield gives you up to 3 times more blanket material than thin plastic films, light-weight fabrics or sheets of material resembling rows of ribbons sewn loosely together.

Best for wind protection . . . because it's a non-woven polyester blanket and not a film or sheet, TerraShield does a superior job protecting against desiccation kill by keeping cold, dry, winter winds away from grass crowns.

Best for extra strength . . . because it's 100% polyester continuous filament needlepunched fabric, TerraShield resists ballooning and fights ripping and tearing that can destroy thin films, sheets, or lighter-weight fabrics. (And, there is no need for crosswires to keep TerraShield in place in very high winds.)

Best for healthy turf . . . because it 'breathes', TerraShield lets oxygen, carbon dioxide, and water vapor pass through freely and easily. It also helps retain needed soil moisture.

You can have TerraShield Greens Blankets ready for your course in plenty of time for installation this fall if you act now.

To order, just phone
Davenport Seed Corporation
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CIRCLE #128

Disc-style chipper from Vermeer

An economical PTO-driven disc-style brush chipper—designed to reduce the time, cost and labor of handling brush and wood materials reduction—has been introduced by Vermeer Manufacturing Company.

The 606 runs off the power take-off of the tractor and features hydraulic feed for smooth, controlled brush feeding action. A self-feeding roller drags brush material into a housing that contains the chipper's cutting disc. Cutting wheel speed is 1645 @ 540 RPM on the PTO. The hydraulics are controlled by an easy-access manual feed control bar which starts, stops or reverses the feed process. Near waist-high feed table height reduces unnecessary stooping or bending and provides excellent leverage when loading heavy limbs.

For more information, contact Vermeer at New Sharon Road, Pella, Iowa, 50219; or call 1-800-370-3659.

CIRCLE #317

Sustane merger

Continued from page 31

dustries. The company's liquid and dry thatch-reducing products, which will continue to be marketed under the Bio Grounds Keeper label, is distributed nationally and internationally. Sustane Corp. currently manufactures and markets organic fertilizers made from composted turkey litter for the agricultural and turf industries.

"Organic lawn and turf products have shown steady growth during the past five years, and we expect that growth to continue due to the proven performance of organic and biological products and increased environmental awareness," Duffey said.

GOLF COURSE NEWS