

Jacobsen appoints Indiana dealer

INDIANAPOLIS, Ind. — Automatic Turf Equipment Company has been appointed the new Jacobsen dealer for much of the state of Indiana.

Automatic Turf is a new venture formed by Dave Wheeler and Steve Christie, current owners of Automatic Irrigation Supply, Fishers, Ind., the Rain Bird distributor for the state of Indiana since 1981.

Automatic Turf Equipment Company is located at 1751 S. Lawndale

Ave., Indianapolis, Ind., 46241. Telephone: 1-800-293-8873.



Paul Nelson

RACINE, Wis. — The Jacobsen Division of Textron Inc. has named Paul Nelson as the company's manufacturing manager. Nelson will direct the operations of the company's manufacturing facility here.

Nelson joined Jacobsen in 1981 and has held various positions in production and inventory control.

CONVAULT TANKS PASS BALLISTIC TEST

DENAIR, Calif. — ConVault, Inc., a manufacturer of aboveground storage tank systems, announced that its tank passed the ballistic test in addition to the joint UL/ULC investigation for the new Protected and Insulated Tank Listing. ConVault President Tom Lindquist expects ConVault to be the first aboveground tank in the world to be awarded this listing by both UL and ULC.

Terra to acquire Asgrow Florida

SIOUX CITY, Iowa — Terra Industries Inc. has announced its intention to acquire the assets and business of Asgrow Florida Company, Inc. (AFC), a distributor of crop protection products and seeds, from The Upjohn Company. AFC, with 1992 revenues of about \$95 million, operates 13 distribution centers, primarily in Florida.

The acquisition, which is expected to be completed in December, is subject to the approval of Terra's Board of Directors.

According to Terra President

and CEO, Burton M. Joyce, "Florida is one of the most important agricultural states in the nation. This acquisition will allow the combined operations of AFC and Terra to better serve our customers. We will operate in Florida under the Terra Asgrow Florida name."

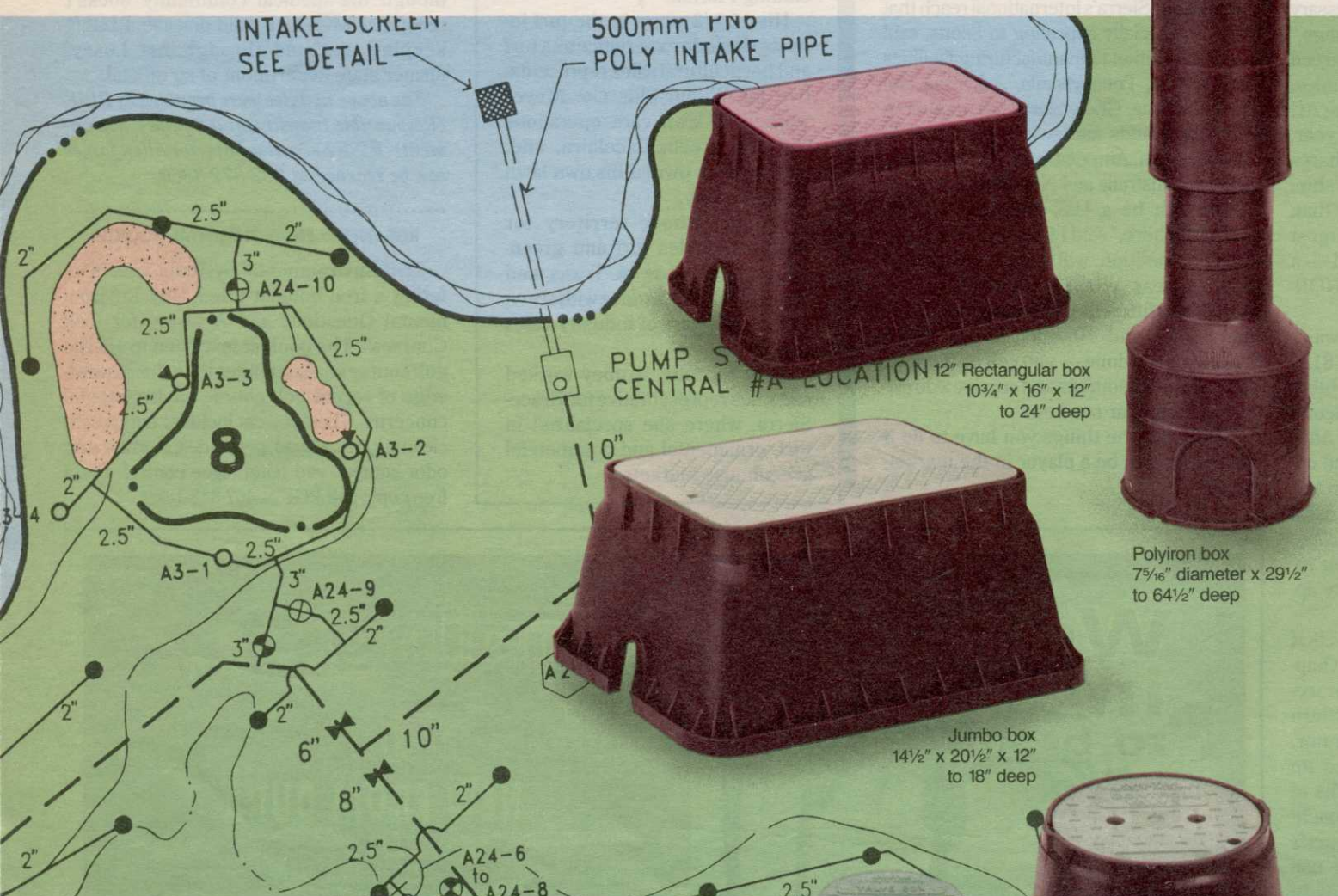
In other Terra Industries news, James "Mie" Bowles has been hired as sales representative, specializing in industrial vegetative management and professional products.

Bowles, who is based out of Terra's Yazoo City, Miss. location, will serve primarily customers in the utility, forestry and right-of-way markets in Mississippi, Arkansas, Alabama, Tennessee and Georgia.

Bowles has more than eight years of experience in the professional products industry, most recently as a vegetation market specialist for Timberland Enterprises of Greenwood, Miss.

He received his bachelors of science degree in forestry from Mississippi State University in 1982.

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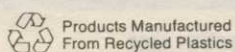


LAKE VIEW GOLF & YACHT CLUB; Roger Packard, Architect — Larry Rodgers, Irrigation.

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Southern Golf

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account for the bulk of sales.

While he showed the product at the North Carolina Turfgrass show in early January, Burrell believes the Golf Course Superintendents Association of America show in Dallas will serve as a springboard. The official availability date is Feb. 1.

Southern Golf is strongest in the Southeast, said Burrell, but has clear intentions to push across the country and into the Asia-Pacific marketplace.

"We've centered on the Southeast — we've made it a target," he said. "But if your product can hold up in Florida, where there's all kinds of weather, and in the cold of North Carolina, it can hold up anywhere."

"Besides, the primary impact of golf is east of the Mississippi. So we feel it was a good place to start."

Burrell is no stranger to the golf accessory business. He served as president of Standard Golf from 1974 to 1982. He formed Southern Screen and Embroidery, Inc. shortly after leaving Standard, but stayed out of the accessory business because of a three-year no-compete clause.

Southern Screen and Embroidery concentrated on golf course uniforms, then got into the golf promotion business. The promotion was so successful, said Burrell, the company changed its name to Southern Corporate Promotions.

Southern Corporate Promotions will market the new line of accessories. For more information, call 1-800-233-3853.