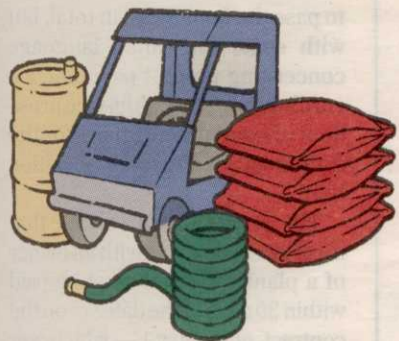


BRIEFS



GALLO TO REP OLSON IN NORTHEAST

SANTEE, Calif. — Olson Irrigation has appointed Phil Gallo to represent its landscape and agricultural products in New England, New Jersey, Maryland, Delaware and parts of Pennsylvania and New York. The Olson line had previously not been available in the Northeast. Gallo can be reached at 203-350-5111.

BROOKS TO HANDLE SCOTTS FIELD SALES

MARYSVILLE, Ohio — Ken Brook has been promoted to field sales manager for the Consumer Business Group (CBG) of The Scotts Company. Brook, who has been with Scotts for 23 years in a variety of positions, had been field manager for the Southeast region. In his new role, he will assume responsibility for the CBG field sales organization and sales administration functions. He will move from Atlanta to central Ohio.

MILLWARD JOINS HUNTER IN EAST

CARY, N.C. — Hunter Industries has appointed Bill Millward the new district manager for the Mid-Atlantic region. Millward's territory covers Delaware, Maryland, New Jersey, North Carolina, Pennsylvania, Virginia and West Virginia. Millward will be based at the Hunter East Coast manufacturing facility here and can be reached at 919-467-7100.



Bill Millward

STONEMAN TO PROMOTE ENVIROMATE

Chr. Hansen's Biosystems has named Bill Stoneman to promote its natural microbials and enzymes for environmental applications. Stoneman now manages and directs the Enviromate product line, which includes Enviromate Compost Inoculant and Organic Fertilizer Inoculant — concentrated sources of naturally occurring micro-organisms for the manufacture of compost activators and natural organic fertilizers.

SMITH JOINS JAKE IN N'WEST

RACINE, Wis. — Jordy Smith has been named regional sales manager for the Jacobsen Division of Textron in the northwest portion of the U.S. and western Canada. A member of the Golf Course Superintendents Association of America, Smith has previously held sales positions with Boyd Martin Co. in Salt Lake City. He lives in Bountiful, Utah.



Jordy Smith

Proposed pesticide reforms not expected to impact application

By BARNABY WICKHAM

WASHINGTON, D.C. — The government has unveiled sweeping proposed legislation to reform the country's pesticide laws, though changes are not expected to directly affect the golf course industry.

"There is nothing in the new law... that addresses any change in [pesticide] application techniques, equipment or worker protection," said Mike Scott, golf liaison for the Environmental Protection Agency (EPA). "However, there will be a general implication to any users of pesticides. The [Clinton] administration's proposed bill is very significantly asking for integrated pesticide management (IPM) techniques which would apply to...golf course superintendents."

The insistence on IPM programs — something not found in the current law, but something superintendents have been employing for years — was brought about by the administration's directive to reduce use of pesticides, especially those with high levels of chemical toxicity. In addition to reducing the number of chemicals on the market, the program also seeks to promote biological products, billed as "safer" pesticides.

"One of the ways we hope to encourage this is to fast track the registration of them," Scott said.

This increased speed in the registration of certain pesticides raises the general issue of product approval for all pesticides.

Continued on page 47



NEW PRODUCT OF THE MONTH

Mechanized creature emerges from depths ... with golf balls!

By STEVE BENNETT

White gold. That's what Bill Serafin of Canton, Mich.'s Great Lakes Golf Ball Co. calls the booty he raises from golf course water holes.

But unlike sunken-treasure divers who may spend a lifetime searching for a single payoff, Serafin and his crews harvest some 20,000 lost golf balls a week from water hazards for resale to courses and driving ranges.

Also unlike the sunken treasure chests that dreams are made of, Serafin knows he can go back to a pond or lake and retrieve new white gold in a few weeks — an endless, renewable supply of sought-after commodity.

A former machinist at a Michigan auto plant, the 52-year-old Serafin fished golf balls out of ponds for many years using Scuba tanks or hip boots. Frustrated with the hazards and limited results, Serafin used his machinist skills to copy the design of a 500-pound slotted roller-retriever that is dragged with two winches across the bottoms of ponds.

Using two golf cars with a motorized pulley system, the roller enters the water empty on one side of the

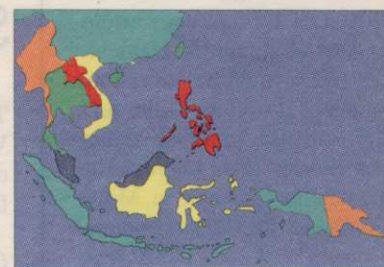


pond, and emerges from the muck and mud on the other side with up to 900 balls caught in its slotted fins. The cars move the roller up and down the pond until it has covered each area twice. When the roller is full, crowbar-like pickers are used to pull the trapped balls from between the roller's fins.

"We did a golf course in the fall of 1992 that Scuba divers had been retrieving balls from for about 10 years," Serafin said. "The course management said divers just pulled 4,000 balls out a couple of weeks earlier. We went in and with our roller collected 18,000."

Serafin sells back to the course balls suitable for resale in pro shops —

Continued on page 49



GCSAA renews commitment to Asian trade show

By HAL PHILLIPS

LAWRENCE, Kan. — Citing its mission to further the profession and its confirmed belief the venture won't cost domestic members a dime, the Golf Course Superintendents Association of America (GCSAA) has decided to continue its relationship with Golf Asia.

The superintendents association will again sell booth space to "industry" exhibitors, while Singapore-based Connex Private Ltd. will cater to the "commercial" or playing-side exhibitors. GCSAA will also run the education conference that takes place during the trade show, while Connex will host the more development-oriented Asia-Pacific Golf Conference prior to the show. International Management Group (IMG), the sports marketing giant, is the third member of Golf Asia's triumvirate.

A voluble portion of the GCSAA domestic membership has voiced its displeasure with the association's overseas ventures. But at their spring

Continued on page 48

PVP Act ready by mid-summer?

By MARK LESLIE

WASHINGTON, D.C. — Lawmakers and the seed industry expect a new Plant Variety Protection Act to be ready for final approval this summer.

"We're quite hopeful the full House will move within next month to six weeks [mid-to late-July], and then we'll work out differences between the House and Senate bills and have a final bill for approval perhaps by early August," Tim Galvin said from Sen. Bob Kerry's office.

Kerry, D-Neb., last fall asked the U.S. Department of Agriculture Plant Variety Protection office to draft new PVP legislation to bring the United States into conformity with a new international Union for the Protection of Varieties (UPOV) treaty. Once a new law passes, the Senate can take the final step of ratifying the treaty — a 1991 rewrite of the original 1978 agreement.

Twenty-one countries negotiated UPOV to ensure quality control; truth in advertising; and enforcement of labeling.

It appears the new U.S. law will pass with turfgrass exempted from Variety Not Stated [VNS] regulations. That would mean grass seed could be sold in bags without stating variety, except within the 10 states that prohibit VNS labeling.

The full Senate approved the PVP legislation on May 25. The House was expected

Continued on page 47

CIBA HIRES SENIOR TECHNICAL SUPPORT SPECIALISTS

GREENSBORO, N.C. — Ciba has hired turfgrass researchers Dr. Michael Agnew and Dr. Joseph DiPaola as senior technical support specialists.

Agnew, who earned his Ph.D. in horticulture from Kansas State University, has spent the last 10 years at Iowa State University, most recently as a extension turfgrass specialist. With Ciba, he will be based near Philadelphia to serve the northeast United States.

DiPaola earned his Ph.D. in turf physiology from Texan A&M University, then joined North



Dr. Joseph DiPaola Dr. Michael Agnew

Carolina State University where he worked as a professor of crop sciences, academic coordinator and graduate administrator. DiPaola will serve the East-Central U.S. and will relocate near Columbus, Ohio. He will address issues about Primo, Ciba's turf growth management tool.

GOLF ASIA SHOW MANAGER CHANGES MAILING ADDRESS

SINGAPORE — The International Exhibition Division of Connex Private Limited, the firm responsible for managing the annual Golf Asia trade show and conference, has changed address. The new location is 7500A Beach Road #04-302, The Plaza, Singapore, 0719. The phone (65-296-6961) and fax (65-293-5628) numbers remain unchanged.

GCSAA Asia

Continued from page 45

meeting here in late May, Chief Executive Officer Steve Mona and his board of directors decided to continue their relationship with Asia-Pacific's largest golf conference and trade show.

"One of the things we did at the board meeting," Mona explained, "was pass a set of guidelines to guide us in any international dealings — eight to 10 things that have to be present in order for us to do business. I know there are members who might criticize us

because we've been over there two years and, frankly, we've suffered some financial losses.

"But we can say that won't happen again. We can ensure that members' dollars won't subsidize any overseas ventures. We won't spend any of our members' equity. We won't take away any of the programs we have in place for domestic members to pay for overseas ventures.

"This deal, if it comes off as proposed — and we're confident it will — will not lose money."

Mona would not divulge the guidelines that guarantee GCSAA a break-even proposition in Asia. But he did note the association is far ahead of last year's pace, in terms of planning and preparation.

Last year at this time, GCSAA was coming off its own trade show, which stood in direct competition to Golf Asia '93. Last year, the superintendents association did not agree to partner with Connex or IMG until early July.

"We're off to a quicker start than we were a year ago," said Mona. "At this time last year, things were completely unresolved. We feel we'll be more successful this year because we can get started immediately.

"We've already had preliminary talks with IMG and Connex. Whether that translates into more exhibitors and more traffic, I can't say... But we really feel IMG, and particularly Bart Collins [one of IMG's representative in Singapore], is willing to work with us. We feel more confident in our relationship with IMG."

Mona also asserted that, finances aside, the association has an educational obligation to maintain a presence in Asia-Pacific.

"Look at our mission statement," he said. "One of the principles we're about is to advance the profession. We feel two things: First, we have to serve our members, and we have members in that part of the world. And second, we have to advance the profession in general, and that accounts for the other superintendents in the region."

GCSAA seems prepared to address the issue of professional advancement in the area of education. Following the GCSAA-sponsored seminars at Golf Asia '94, some attendees complained the subject matter was too rudimentary. Following Golf Asia '93, others complained the program was too technically advanced.

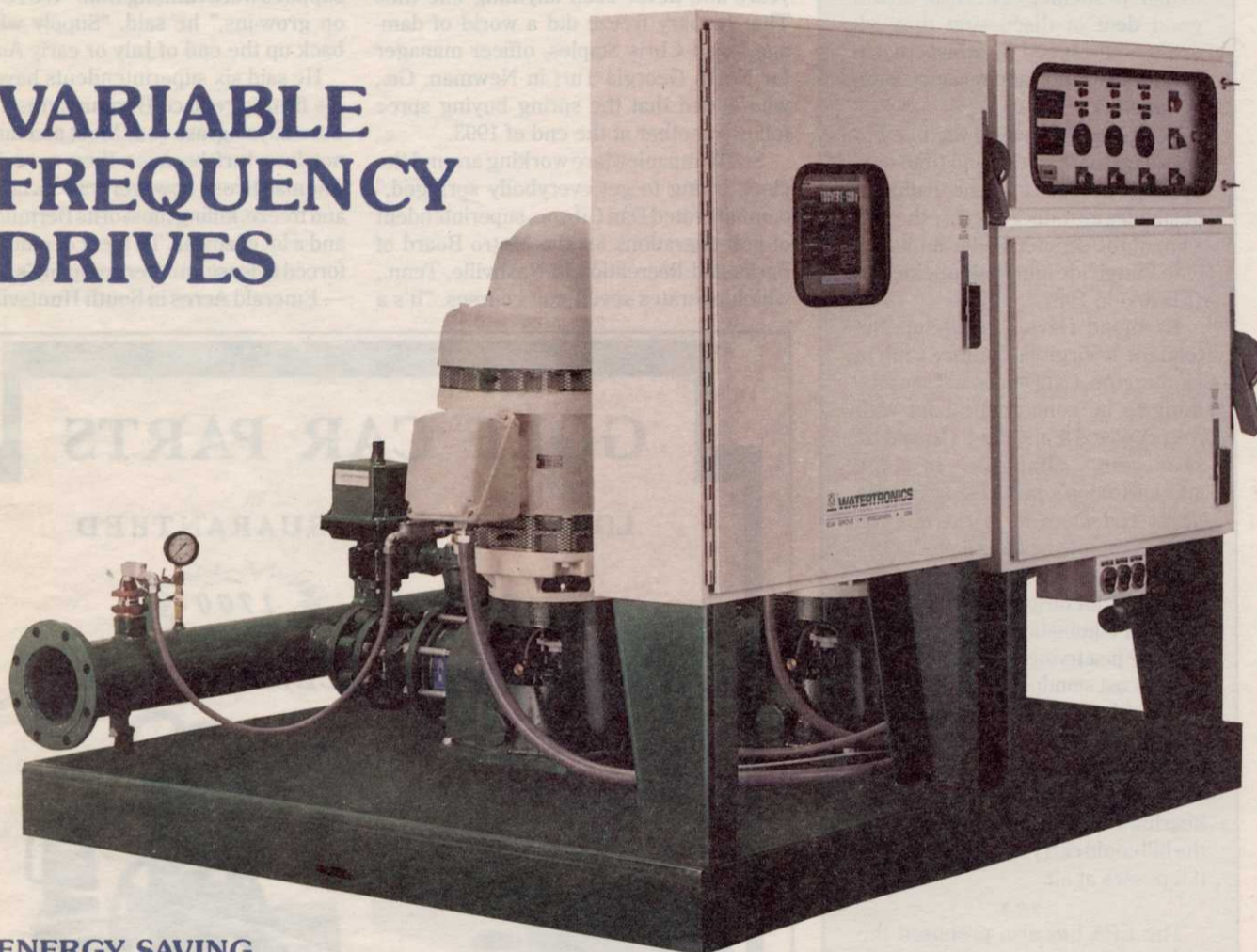
Mona said the association is looking into alternatives.

"This is real preliminary, but we're talking about establishing two different tracks," he said. "One would be for those who are not certified, with less experience, from developing areas and need continuing education.

"The second would be for those desiring higher education. One of the things we noticed vividly last year was there are some highly educated superintendents out there. And frankly, the basics we presented were below them."

WATERTRONICS ENERGY SAVER

VARIABLE FREQUENCY DRIVES



ENERGY SAVING

By varying pump speed, the pump performance closely follows the operating system curve, using precisely the power needed and eliminating the need for a pressure robbing hydraulic regulating valve. Additionally, soft starting reduces costly utility demand charges.

SURGE FREE

Surges are eliminated by using the variable frequency drive (VFD) to start pumps slowly and vary their speed to match systems demands.

FLEXIBILITY

The VFD can be adjusted for additional capacity and pressure for future expansion.

EXPERIENCE

Watertronics, a pioneer in the use of microprocessors to control pump station functions, applies the same time proven technology to VFD systems.

ENGINEERING

Our sales engineers custom design every "ENERGY SAVER" pump station to meet your individual conditions.

Watertronics manufactures a complete line of fixed speed centrifugal, vertical turbine, submersible, and in-line booster stations that utilize our innovative electronic regulating valves. Watertronics also offers retro-fit packages to bring state-of-the-art performance to your present pumping system.

For more information on how we can save you money call 1-800-356-6686, 414-367-5000 or fax 414-367-5551.



Watertronics, P.O. Box 530, 525 Industrial Drive, Hartland, WI 53029 USA