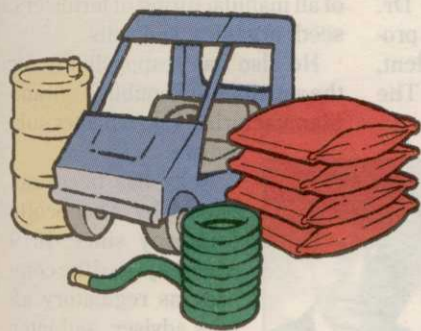


BRIEFS



**SPERBER HEADS EII CONSTRUCTION**

CALABASAS, Calif. — Richard A. Sperber has been named president and chief operating officer of the Construction Division of Environmental Industries, Inc (EII). In addition, Sperber now holds the title of president of Valley Crest Landscape, Inc., a construction subsidiary of Environmental Industries. Sperber will be responsible for the activities of branch operations in California, Arizona, Colorado, Nevada, Texas, Utah, Florida, Georgia and the Carolinas.

**NEW FARM MANAGER AT SOUTHERN**

OMEGA, Ga. — Southern Turf Nurseries, a part of the Warren's Group, recently promoted Mike Fulghum to the position of Farm Manager at their sod and sprig operation here. Over the past four years, Fulghum has progressed through the ranks at Southern Turf from harvest foreman, to assistant manager, to acting farm manager. In his new position, he is in charge of the production, harvest and distribution of sprigs destined for golf courses, sports stadiums, and landscape contractor jobs throughout the Southeast.



Mike Fulghum

**SHIREY JOINS BUCKNER AS VP**

FRESNO, Calif. — Buckner, Inc. has announced the appointment of Robert D. Shirey as its vice president of engineering. He will head the company's development of brass valves, sprinklers, impact rotors, and central control systems for golf, commercial, municipal, and residential use. Shirey was formerly the director of engineering for the Chromalox Division of Emerson Electric in Ogden, Utah. He brings considerable experience in product design and development, quality control, and technical support to his new position.



Robert Shirey

**WOODS ANNOUNCES NEW 1-800 LINE**

OREGON, Ill. — Woods Equipment Co., a producer of tractor-powered attachments, has inaugurated a second 1-800 phone line for its dealers. Effective immediately, the number (1-800-31-WOODS) is available to Woods dealers as a secondary customer service number to be used for detailed product and order inquiries only. Part and whole goods orders continue to be served by Woods' primary customer service fax number: 1-800-399-6637.

Seed Report

**PVP legislation pending; VNS issue divisive**

By MARK LESLIE

WASHINGTON, D.C. — The national and international negotiations over Plant Variety Protection (PVP) that have sharply divided the American seed industry should be decided later this month, according to sources inside and outside the government.

"We're trying to bring the U.S. law into conformity with the new UPOV [international Union for the Protection of Varieties] treaty," said U.S. Department of Agriculture Plant Variety Protection Office Commissioner Ken Evans said.

The U.S. PVP law was first adopted in 1970 and UPOV was first passed by 21 countries in 1978. UPOV was rewritten in 1991. To be a signatory, the United States must come into compliance with that 1991 version.

The purpose of UPOV is to ensure quality control; truth in advertising, by letting consumers know what they're buying; and enforcement, ensuring the seed in a bag is exactly what its label says. Evans explained that at the request of Sen. Bob Kerry, D-Neb., his department last fall drafted new PVP legislation.

"We hope for passage of a new PVP act by the time of our convention — June 20," said Leslie Cahill, vice president of governmental affairs for the American Seed Trade Association here.

With a Senate vote expected to be in hand in May, "my understanding is that by the end of June, it will be introduced into the House as well," said Tom Salt, plant variety protection examiner with the U.S. Department of Agriculture (USDA).

Once the U.S. law passes the Senate and House, then the Senate can take the final step of ratifying the UPOV treaty

"To enforce the treaty at least five member countries have to submit legislation to

Continued on page 41



The new Airborne hover mower from Grass Craft.

**NEW PRODUCT OF THE MONTH**

**Grass Craft's American-made hover mower looks for a piece of the market**

By HAL PHILLIPS

FALMOUTH, Maine — Hover mowers have been around for some time, but American-made hover mowers were non-existent — until now.

Grass Craft, a 3-year-old firm headquartered here, has introduced the Airborne Mower, a hovering grass cutter marketed exclusively to golf courses throughout the United States. The Airborne is sold directly or through a dealer network with a one-year guarantee, according to Wayne Hughes, president of Grass Craft.

"We're going through a variety of dealerships primarily dealing with golf courses," said Hughes. "Some are John Deere dealers. Some are

Toro dealers; some Jacobsen. It's a cross-section of commercial distributors.

"In areas where we don't have distributors, we'll sell direct. We have an 800 number [1-800-883-2887]."

Two English firms — Flymo and Allen — have cornered the market on hover mowers for years. But Hughes is convinced there is market share to be had.

"I spent three months finding out whether there was a market," he said. "It was my impression that Flymo had pulled back to England, and there was demand here. If we made a good hover mower, people would buy it."

"We did about 450 units domestically last year. I want to get to 5,000 units a

Continued on page 38

**Madrid Golf Show set for November**

MADRID — The sixth Madrid International Golf Show 1994, the main golf exhibition in southern Europe, will be held here at the Casa de Campo Exhibition Centre from Nov. 17-20.

This commercial/industry show drew 13,300 people last year, including 1,200 trade visitors, according to show organizer GEASA S.L. Exhibitors can purchase a 12-meter by 12-meter booth space for 214,200 Spanish pesetas (or US\$1,565 plus VAT).

The Madrid International Golf Show is run in concert with the fourth annual Golf Technical Workshop, Nov. 17-19.

The superintendents session will be run collaboratively by the Golf Course Superintendents Association of America and the Spanish Greenkeepers Association.

The session for club managers will be run jointly by the Spanish Club Managers Association and the Club Managers Association of America.

For more information, contact Emmanuel Dubos at 341-350-1564. or fax at 341-350-6866.



**GOLF COURSE EUROPE, NOV. 29-DEC. 1**

PARIS — The sixth annual Golf Course Europe Exhibition and Conference will be held at the Parc Floral here from Nov. 29 through Dec. 1, 1994. For more information on the exhibition and conference, contact Charles Duff at P.O. Box 7720, Berkeley, CA 94707; or call 510-526-6922; or fax 510-526-5387.

**Kirby Markers sold to Witco Industries**

CARMEL, Calif. — Jack Kirby, inventor and chairman of the board of Kirby Markers, Inc., has announced he has sold his company to Witco Industries, a Delaware Corporation. The terms of the sale were not disclosed.

Witco Industries, Inc. announced it will move the company from here to Carlsbad, Calif., by the end of April. The Kirby Marker System will be manufactured by Plastics Engineering and Development, Inc., a wholly owned subsidiary. The company will be located at 6108 Avenida Encinas, Carlsbad, California 92009. The new telephone number will be 1-800-925-4729.

Kirby will remain a consultant to the company, and Sales and Marketing Manager Buster Newton will assume the same position with the new company.



## Terra acquires Sure-Grow Solutions, Inc.

SIOUX CITY, Iowa — Terra International, Inc. has acquired Sure-Grow Solutions, Inc. of Taft, Texas. Purchase of the farm service center, formerly owned by Loree and Betty Svadlenak, took effect April 15.

The location provides growers with access to Terra's fertilizer, crop protection products and agricultural services. Under the new ownership, Terra will maintain the tire and spray equipment department.

According to Loree Svadlenak, he, Leslie Turner and Pat Gibson will remain with the company, and the Taft location's phone number will not change.

## Polyon sales spur Pursell expansion

SYLACAUGA, Ala. — Pursell Industries, Inc. has begun construction of a new plant to increase production of its patented polymer-coated fertilizers, which are marketed under the Polyon trademark.

Increased demand for the Polyon technology prompted the construction, according to Jim Pursell, chairman and CEO.

"This new facility is three years ahead of our initial plan," Pursell said. "The sales of Polyon have gained significant market share worldwide and have far exceeded our expectations."

## Grass Craft Airborne

Continued from page 37

year. The market — considering landscapers, cemetery and golf courses — has a saturation point of probably 25,000. We should do at least 1,000 this year.

"And I did over 300 units in Asia last year. I have a distributor in California [Agra Pacific in Riverside] that handles all my Asian business."

According to Hughes, the most unique feature of the Airborne Mower — aside from its domestic manufacture — is its aerodynamically designed molded deck, made of virtually unbreakable polyethylene. The hover mower also features a metal-to-metal mounting system and sun-resistant white coloring.

The price tag? \$649.

Grass Craft claims the Airborne to be the lightest hover mower in the industry at 32 pounds. Other features include a safety shut-off system and hand-mounted controls.

The engine, from Tecumseh, features 3.5 hp, two-stroke power and a solid-state ignition system. Tecumseh has 6,000 service centers nationwide, said Hughes.

The blade is steel, specially treated with black oxide and designed to resist rust, flexing and shattering. Optional is the newly developed nylon-based safety blade for buyers who don't want to use steel.

## SISIS, Morris make Florida inroads

SISIS, the English manufacturer of turf equipment, is further developing its sales operation in the U.S. by the appointment of Keith Morris as territory manager, based in Ocala, Fla.

Morris had been a SISIS area representative in the southeast of England and brings a



Keith Morris

dealer's and user's knowledge to Florida. His role will primarily be that of direct sales in Florida, and providing sales and technical support to SISIS' existing dealers. Contact Morris by telephone at 904-694-5503; by mobile phone at 904-620-5651; or by fax at 904-694-6955.

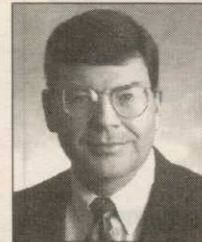
## Kelty named senior VP at Scotts

MARYSVILLE, Ohio — Dr. Michael P. Kelty has been promoted to senior vice president, technology & operations of The Scotts Company.

Prior to his promotion, Kelty was vice president, technology and operations. In addition to Kelty's previous responsibilities for research, development, engineering, and quality assurance, he will also assume direction

of all manufacturing of fertilizers, seed, organics, and soils.

He also has responsibility for the activities of Republic Tool and Manufacturing Co., a Scotts subsidiary.



Dr. Michael Kelty

Kelty has been employed by The Scotts Company since 1979 when he joined the company as regulatory affairs adviser, and later assumed the position of director, advanced technology.



# We cover th

Make us part of your hole maintenance program. From greens aeration to fairway aeration to core cleanup, nobody covers more ground.

**Cushman® GA™ 60**—Aerate a wide range of turf conditions on fairways, tees and greens at the rate of up to 1.1 acres per hour.

**Ryan® GA™ 30**—Ryan pioneered variable hole spacing six years ago with the GA 30. Designed for greens, fairways and tees.

**Ryan Greensaire® 24**—Developed for greens and other fine turf areas, it delivers 110,000 more holes on 10,000 square feet than the competition, making it the ultimate in greens aeration.