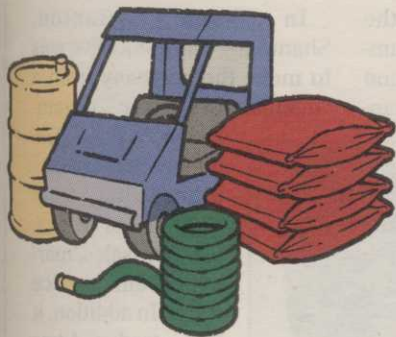


## BRIEFS



## CHANGES AT DOWELANCO

INDIANAPOLIS — DowElanco Specialty Products has announced several personnel changes within its Urban Pest Management Division. Dave Morris, previously human resources manager, has accepted the position as marketing manager for both the Turf and Ornamental and Technical Products Division. Morris replaces John Madia who recently accepted the position of global business development manager for the company's Global Products Division.

## HELDROP TO DIRECT KAWASAKI SALES

GRAND RAPIDS, Mich. — Kawasaki Motors Corp., U.S.A. has announced the promotion of John Helderop to national sales manager of the Engine Division. Helderop, 39, was previously operations manager. Said Henry Ono, vice president, of the Engine Division. "This newly created position will allow him to utilize his talents to better direct the sales efforts of the company, while maintaining his responsibilities for planning and marketing."



John Helderop

## PRIMO OKAYED IN NEW YORK

The New York Department of Environmental Conservation has registered Primo, a turfgrass growth management tool, for use on turf in the state of New York. Primo was labeled for use throughout the rest of the nation in February 1993, after two years of testing by turf managers under an Experimental Use Permit (EUP). Manufactured by Ciba Turf & Ornamental Products, Primo reduces turf growth and clippings by approximately 50 percent for four weeks during prime growing periods.

## SHOUP JOINS BUCKNER IN EAST

FRESNO, Calif. — Buckner, Inc. has appointed David H. Shoup as Eastern regional sales manager. Shoup's responsibilities will include market development and sales supervision in the Eastern U.S. and Canada for the manufacturer's line of irrigation hardware and control systems. Shoup recently came from a manufacturer's representative agency in electronic security and communications sales and system design. For the past decade, he has been a specialist in two-way radio and closed-circuit television systems, representing Buckner's sister company, Pelco.



David Shoup

## GCSAA continues new tack, joins RISE as associate member

By HAL PHILLIPS

LAWRENCE, Kan. — After three years of keeping its distance, the Golf Course Superintendents Association of America (GCSAA) has joined the specialty chemical trade organization RISE (Responsible Industry for a Sound Environment) as an associate member.

Under the regime of former Executive Director John Schilling, GCSAA had made a point of refusing membership in several allied organizations, including RISE, which was formed in 1991 by manufacturers, formulators and distributors of specialty chemical products. But GCSAA's about-face reaffirms its continued commitment to mend industry fences under the leadership of new Executive Director and Chief Executive Officer, Steve Mona.

"We get the same support from everyone else. Why shouldn't we reciprocate?" said Mona, who joined GCSAA in late 1993. "One of our mandates here was to restore the relationships with our allied organizations: RISE, the USGA, PGA, etc. This really goes to the heart of what we're trying to accomplish and become as an organization."

"When you look at RISE, you're looking at some of our larger advertisers and exhibitors. We're involved with environmental issues and so are they. This is the logical thing to do, and our board thought it was the right thing to do."

Mona explained that he will meet with RISE Executive Director Allen James sometime in July to "see

Continued on page 64



*We get the same support from everyone else. Why shouldn't we reciprocate?"*

— Steve Mona,  
GCSAA  
Executive  
Director & CEO



## ANALYSIS

## Allen resigns, GCSAA undecided

By HAL PHILLIPS

SINGAPORE — If the future of Golf Asia depends on the contentment of U.S. exhibitors, the stability of show manager Connex Private Ltd., and the educational role of the Golf Course Superintendents Association of America (GCSAA), the fate of Asia-Pacific's largest trade show is murky, to say the least.

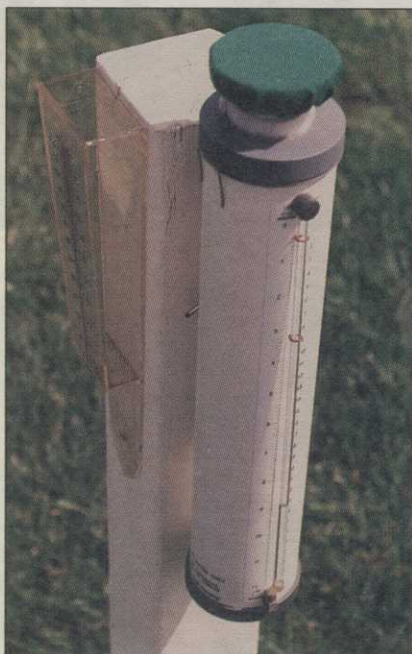
Minutes after Golf Asia '94 concluded here at the International Merchandise Mart, Connex Vice President Stephen Allen — who has organized the event for three of its four years — submitted his resignation.

Further, GCSAA — which conducted the education session prior to and during the trade show — has not decided whether it will return in 1995. According to Executive Director and Chief Executive Officer Steve Mona, the GCSAA board of directors will meet in May to decide a plan of action — if any — for the Asia-Pacific region.

On the trade show floor, there were actually two exhibitions in one. Half the hall was rented to "Industry" firms lured East by GCSAA. The other half was occupied by "Commercial" exhibits sold by Connex, the firm which has managed the trade show since its inception in 1991.

This was the compromise worked out between GCSAA and

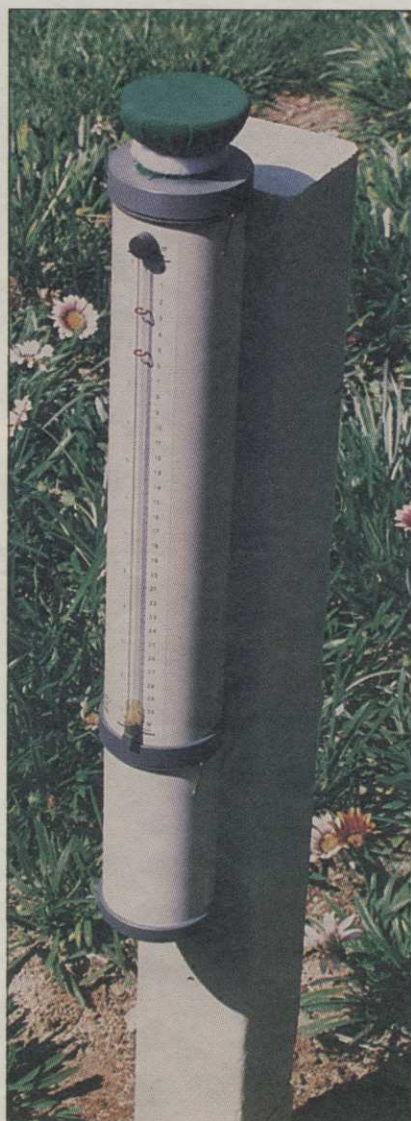
Continued on page 63



## NEW PRODUCT OF THE MONTH

The ETgage, a modified atmometer from C&M Meteorological Supply, is a tool for irrigation management and an alternative to the complete weather center. The Model A (above) is the electronic version of the visually read Model E (right). The C&M ETgage evaporates rain water through a clay-ceramic plate covered by a green fabric, which creates a diffusion barrier, controlling the evaporation rate, similar to leaf resistance in plants.

The ETgage is designed to be more accurate than evaporation pans and less complicated than complete weather stations. For more information, contact C&M Meteorological Supply, P.O. Box 5723, Riverside, Calif., 92517. For more new products, see page 65.



## ISK Biotech now the American division of ISK Biosciences Inc.

OSAKA, JAPAN — Ishihara Sangyo Kaisha (ISK) plans to strengthen its position in the world agricultural chemical industry by unifying the ISK agrochemical businesses under the global identity of ISK Biosciences, effective immediately.

In November 1990, Ishihara acquired ISK Biotech Corp. of the U.S.A. as a strategic step to increase its existing presence in the agrochemical industry. To date the two organizations have operated separately. Now they will function as a single entity with common corporate objectives and a unity of purpose. All plans and directions will be unified and the functions of development, manufacturing, sales and distribution will be coordinated more efficiently on a global basis.

This move is intended to improve the ability of the corporation to develop technologies and services while strengthening market focus and improving resource productivity.

The newly unified ISK Biosciences, with headquarters here, is composed of three divisions: Asia-Pacific, Europe and Africa, and the Americas. To manage the new organization, the ISK Biosciences Executive Committee has been formed at the ISK corporate office here to develop objectives, set policy, and provide strategic direction. The three divisions have the primary responsibility to manage the business strate-

Continued on page 63



## Club Car names new CFO; reports first-quarter earnings

AUGUSTA, Ga. — Eric L. Tyra has been named vice president of finance and chief financial officer for Club Car, Inc.

Tyra comes to Club Car with more than 22 years of diverse accounting and financial experience, most recently at First Financial Management Corp. in Atlanta, where he served as vice president. He was previously a partner at Deloitte & Touche, an international accounting and consulting firm.

Tyra has succeeded Charles Goodwin, who retired recently after 15 years with Club Car.

Club Car has reported net sales of \$54.5 million and \$77.2 million for the three- and six-month periods ending March 27 — up 11.1 percent and 14.8 percent over prior year revenues for the same periods, according to Tyra.

Operating income for the second quarter was \$8.6 million, up \$800,000, or 10.9 percent over operating income of \$7.8 million

for the second quarter of 1993, Tyra reported. Operating income for the six months was \$10.5 million, up \$1.4 million, or 15.1 percent over operating income of \$9.2 million for the same period of fiscal 1993.



Eric L. Tyra

Net income for the three months ended March 27, was \$4.5 million, or \$.48 per share; compared to net income of \$2.7 million, or \$.45 per share for the prior year, Tyra reported. For the six-month period ended in March, income before an extraordinary charge due to the early retirement of debt was \$4.4 million, or \$.49 per share; compared to net income of \$1.4 million, or \$.24 per share — an increase of 208.3 percent — for the first six months of fiscal 1993.

Including the extraordinary charge related to the early debt redemption, Club Car posted a reported net loss for the six-month period ended March 27 of \$.5 million, or \$.06 per share.



Tempest President and CEO Dexter Coffman, flanked by Charles Willard (right) and William Vaughn.

## Tempest appoints new sales manager

FRESNO Calif. — Tempest has appointed William L. Vaughn national sales and marketing manager, according to President and Chief Executive Officer Dexter Coffman.

In addition, Coffman announced that Vice President Charles Willard will take on the responsibility of regional sales manager for the Eastern United States. Vaughn comes

to Tempest with an extensive background in sales, having been Northwest district sales manager for Casio Inc. and Far West district sales manager for Sharp Electronics Corp. He was most recently vice president for PVA Inc.

He will work out of corporate headquarters here. Willard's area will encompass East of the Mississippi River.

## Milliken names Blazon drawing winners

Milliken Chemical congratulates the winners of the drawing for a year's supply of Blazon, and wishes to thank everyone who visited the Blazon booth in Dallas. The winners of the Blazon drawing are:

Steve Graves	Independence Country Club	Independence, Kan.
Mark Henson	Ottumwa Municipal Golf Course	Ottumwa, Iowa
George Kervern	East Pointe Country Club	Boynton Beach, Fla.
Jon Maddern	Elk Ridge Golf Course	Atlanta, Mich.
Steve Nash	International T & CC	Fairfax, Va.
Walter Owsiany	Audubon Country Club	Naples, Fla.
Craig Schneider	River Oaks Golf Club	Grand Island, N.Y.
Steve Schran	Hermitage Country Club	Manakin, Va.
Ken Smith	Highland Springs Country Club	Springfield, Mo.
Ken Stirland	Murray "Parkway"	Murray, Utah

## Aquatrols names new marketing head

CHERRY HILL, N.J. — Ronald R. Dodson has joined Aquatrols as marketing manager, according to Aquatrols President Tracy Moore, who announced the move.

Dodson will work alongside Andy Moore, vice president of sales and marketing.

Dodson will also work with Aquatrols reps in the field to co-

ordinate the company's marketing function with the needs of the golf course industry.

Dodson graduated with a bachelor of science degree in biochemistry from California State Polytechnic University. He worked for Shell Chemical and Sandoz Crop Protection before joining Aquatrols.



Ron Dodson

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## GCSAA-RISE

Continued from page 59

how we can benefit each other more effectively."

Though the agreement on associate membership was reached in early April, James has already proclaimed his enthusiasm regarding the new partnership.

"I think it's wonderful," said James from RISE's Washington, D.C., headquarters. "We're already off to a good start with GCSAA. There seems to be a desire on their part to be supportive of industry activities and we plan to take advantage of their enthusiasm."

Mona noted the two organizations had established a better working relationship prior to the April commitment.

"When we were about to release the mortality study during our exhibition and show in Dallas, we called in Allen James a few days beforehand and talked about the study's results," said Mona. "We talked about what was going to be said. It gave RISE and its members a heads-up. It was a way for us to say: 'You and your PR divisions are going to get calls about this.' We wanted them to be aware."

"So I think this process really began back in January."

James explained that George Renault, a GCSAA board member and head superintendent at The Burning Tree Club in Bethesda, Md., has already been assigned to the RISE Government Issues Committee.

"GCSAA has a particular interest in that area because golf courses are coming under increased legislative pressure," said James. "Golf course superintendents, for example, are just as concerned about pre-emption as we are... We look forward to participating on a number of issues with them, as they come up, on a federal and state level."

The passing of state pre-emption laws — perhaps RISE's number-one issue — would make it impossible for individual municipalities to ban chemicals that have been approved by the federal Environmental Protection Agency.

There are now 40 states with some form of pre-emption statute.

Two more states have passed pre-emption laws during 1994: Idaho and Iowa. In addition, legislation aimed at rescinding Illinois' existing pre-emption statute was defeated, James reported.