

BRIEFS



LESTER TO HANDLE MULCH MAGIC

AMES, Iowa — Brent Lester, a graduate of Iowa State University, was promoted from his specialty sales position at Becker-Underwood to Mulch Magic PF sales manager. Lester has been employed at Becker-Underwood for two years and has worked extensively with Mulch Magic. Lester can be reached at 1-800-232-5907.

ANCHOR, ARMOR CHANGE LOCALES

Changes in scenery for two industry suppliers: Anchor Wall Systems can now be reached at 6101 Baker Road, Suite 201, Minnetonka, MN 5545-5973; phone — 1-800-473-4452, 612-933-8855; fax — 612-933-8833. Meanwhile, Armor Systems Inc. has moved to 1626 W. Airport Blvd., Sanford, FL 32773-4814; phone — 407-323-9787; fax — 407-330-0442.

STIDHAM MOVES UP AT CYANAMID

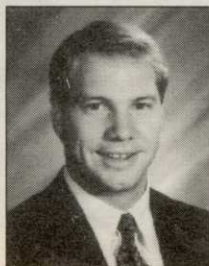
WAYNE, N.J. — Brian W. Stidham has been promoted to national sales manager for the Turf and Ornamental and Pest Control Products Group at American Cyanamid Co. Previously, Stidham directed all Midwest Sales accounts for golf course, lawn care, landscape and nursery markets. Before joining Cyanamid in 1993, Stidham was the professional products manager for Terra International, Inc.

MONTANO THE NEW VP AT WESTERN

THOUSAND PALMS, Calif. — Aaron R. Montano has been promoted to vice president of Western Golf, Inc., a manufacturer of golf course accessories, driving range equipment and miniature golf supplies. Montano has been national sales manager since 1990 and will now assume responsibility over operations, marketing and sales. Montano currently serves on the Southern California District Export Council.

HENDRICKSON BROS. TAP SHEPPARD

CORONA, Calif. — Richard Sheppard has been appointed the new marketing director for Hendrickson Bros., the micro-irrigation manufacturer. Sheppard will coordinate representative and OEM sales, while assisting in market and product development. For more information, contact Sheppard at 909-737-6822.



Richard Sheppard

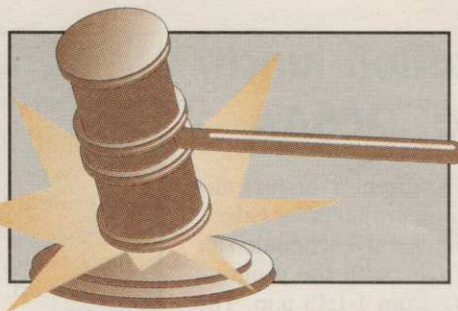
Scotts & Pursell settle their differences

By HAL PHILLIPS

Pursell Industries of Sylacauga, Ala., and O.M. Scotts & Sons Co. of Marysville, Ohio, have reached an out-of-court settlement following a pair of lawsuits pertaining to an advertising campaign waged by Pursell in 1993.

The ads, which compared Pursell's Polyon fertilizer technology with Scotts' Poly-S technology, appeared in several trade magazines during a four-month period in 1993. Scotts brought suit in September of that year, claiming the ads were misleading. Shortly thereafter, Pursell countersued on similar grounds.

Both suits were settled on Sept. 28 of this year. The U.S. District Court for the



Southern District of Ohio dismissed them Sept. 30. As part of the settlement, Pursell and Scotts agreed not to publish — for a period of four years — any advertisements comparing any Scotts coated fertilizer, including Poly-S, with any Pursell coated fertilizer product, including Polyon, unless they have first run a series of agreed-upon tests.

"It's a joint settlement agreement," said Chris Schmenk, associate general counsel for Scotts. "I'm not at liberty to discuss any more about the settlement. We had some confidential provisions."

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Claiming breach of Hydroject patent, Toro sues Landpride

The Minneapolis-based Toro Co. has filed a lawsuit in the Federal District Court of Minnesota against Assaria, Kan.-based Great Plains Manufacturing, Inc. for alleged patent infringement of Toro's HydroJect 3000 turf injector.

In its suit, Toro alleges that Great Plains, through its Land Pride division, has infringed four U.S. patents. Toro indicated it is seeking compensatory damages and an injunction against Great Plains.

At the Dallas GCSAA show this year, Land Pride did display a liquid injector. The company could not be reached for comment.



NEW PRODUCT OF THE MONTH

The new Ultima golf car from Yamaha is ready for shipment. In fact, the Country Club of South Carolina in Florence and Franklin (Mass.) Country Club — two of the first courses to purchase the new Ultima — give it high marks. Both clubs cited the Ultima's Sentry Body Protection System, featuring vinyl-covered side sills made of durable heavy-gauge material. The worm gear and pitman pin steering is designed to emulate power steering. For more information on the Ultima, call Yamaha at 404-254-4150. For more new product information, see page 49.

International PVP law takes effect in spring 1995

By MARK LESLIE

WASHINGTON, D.C. — A new Plant Variety Protection law, which had split many in the American seed industry, was signed by President Bill Clinton on Oct. 6, and will take effect next April. The legislation will make the United States the first nation to come into compliance with the new international Union for Protection of Varieties (UPOV) treaty.

Four other countries must join the United States in order for the UPOV treaty to take effect. UPOV was first passed by 21 countries in 1978 and rewritten in 1991. "Some are very close but no one has officially signed on yet," said Leslie Cahill, American Seed Trade Association vice president of governmental affairs.

Public Law 103-349 passed the Senate May 25, passed the House with minor modifications on Aug. 12, and went back to the Senate for final approval before Clinton's signature.

UPOV's purpose is to ensure quality control; truth in advertising; and enforcement, ensuring the seed in a bag is exactly what its label states.

"Overall, this was very good for not only the seed industry but, most impor-

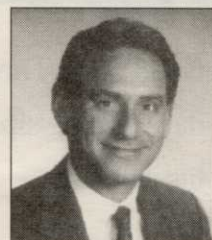
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Jacobsen names Florida distributor, realigns sales & marketing

FT. LAUDERDALE, Fla. — Kilpatrick Turf Equipment has been named the Jacobsen dealer in South Florida. Kilpatrick Turf Equipment will be responsible for Lee, Glades, Hendry, Collier, and Charlotte counties along Florida's West coast; and Indian River, Okeechobee, St. Lucie, Martin, Palm Beach, Broward, Dade and Monroe counties along the state's East coast. Kilpatrick can be reached at 1-800-432-0066.

RACINE, Wis. — Officials at Jacobsen Division of Textron Inc. have announced a realignment of the company's sales and marketing departments, now combined under the direction of Harold Pinto, vice president sales and marketing.

Ralph Nicotera, director of North



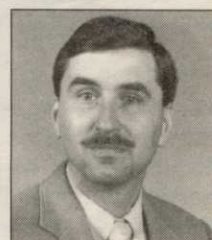
Harold Pinto



Ralph Nicotera



Laura Kozenski

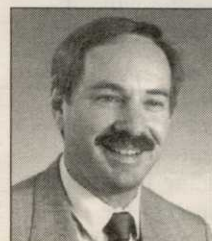


Gene Majewski

American Sales, is now responsible for product sales to golf and non-golf markets through Jacobsen dealers and company-owned retail outlets.

Jacobsen has also announced personnel changes in the company's service parts and whole goods distribution areas.

Steve Nelson has been named direc-



Steve Nelson



Wayne Whitehead

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Ciba sponsors certification lunch, international lounge at GCSAA

SAN FRANCISCO — As a tribute to the commitment made by certified golf course superintendents, Ciba Turf & Ornamental Products has joined forces with the Golf Course Superintendents Association of America (GCSAA) to host a certification luncheon during its 66th International Golf Course Conference and Show.

Ciba has also teamed with GCSAA to offer an international lounge, where professional interpreters will assist Japanese and Spanish-speaking attendees with registration and orientation.

GCSAA's annual conference and show is scheduled for Feb. 20-27, 1995, at the Moscone Center here.

The GCSAA and Ciba partnership will include an exclusive complimentary luncheon and program for certified golf course superintendents to be held Friday, Feb. 24, in the San Francisco Marriott. To become certified, a candidate must have five years' experience as a golf course superintendent, be employed in that capacity and meet specific education requirements of college credit or continuing education units. The candidate then must pass a rigorous six-hour examination.

GCSAA instituted the certification program in 1971 to recognize outstanding and progressive superintendents. More than 1,400 active GCSAA members currently hold "CGCS" status.

"GCSAA's continuing education and certification programs produce the best professionals this industry has to offer," said

Bill Liles, director of turf and ornamental products for Ciba.

The luncheon is scheduled for 12:15-1 p.m., with the program following from 1-1:45 p.m. The program portion of the certification event will be open to all GCSAA members and will include a business meeting. There will be discussion of new eligibility requirements for certification and recognition of newly certified superintendents.

NACA NO LONGER; NOW IT'S ACPA

WASHINGTON, D.C. — The National Agricultural Chemicals Association (NACA) has changed its name to the American Crop Protection Association (ACPA), according to ACPA Executive Director Jay Vroom. The ACPA's address remains: 1156 Fifteenth Street, N.W., Suite 400, Washington, D.C. 20005; 202-296-1585; Fax — 202-463-0474.

New chairman at RISE: Jan Novak

NAPLES, Fla. — Jan Novak of Monsanto/The Solaris Group has succeeded Rhone-Poulenc's Scott Johnson as chairman of the specialty chemical trade association, RISE (Responsible Industry for a Sound Environment).

Novak accepted the gavel during The RISE Annual Meeting held here in September. Bob Yarborough of Lesco, Inc. is the organization's new vice president, while Tommy Reeves of Oldham Chemical is the new treasurer.

Also announced at the Annual Meeting were additions to the

RISE Governing Board: Gene Johanningsmeier of Turfgrass, Inc., Bill Liles of Ciba, and Dick Stahl of The Scotts Co. These new members replace retiring board members Duane Hagert of Wilbur-Ellis, Marvin Moore of Riverdale Chemical and Tom Perkins of American Cyanamid.

Completing the Governing Board for 1995 are Peter Machin of The Andersons (ex-officio), Ron Fister of Sandoz Agro, Dick Holzschu of DowElanco, Denny Salettel of Tyler Enterprises and Jim Widman of AgrEvo.



You just can't beat

Jacobsen hires

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tor, Service Parts and Distribution, while **Laura Kozenski** becomes manager of distribution. **Gene Majewski** has been named parts planning manager and **Diana Gory** becomes service parts customer service supervisor. Officials at Jake have also named **Wayne Whitehead** as director of special accounts. Whitehead is responsible for the sale of Jacobsen products to special-account customers in the golf course industry.

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Officials at Jacobsen have named **Neil Woodfin** as field service manager, Asia/Pacific Region. He is responsible for service and parts issues in the Asia/Pacific region including distributor service training and technical support. Woodfin will be based at the Jacobsen office in Singapore.

The company has also named **Jon Clapper** as manager of Plant Engineering and Maintenance here at Jacobsen's Racine location. He is also responsible for the company's environmental compliance.



Good news. The days of "one-size-fits-all" lightweight fairway

mowing just ended.

Now, with the new John Deere 3215 Turf System I and 3235 Turf System II Mowers, you get the ground hugging

benefits of 22-inch cutting units regardless of what turf surface you work on.

The 3215 with standard cutting units is a 25.5-hp machine designed to perform well on any turf type, but especially on the more delicate cool-season grasses. Cutting

	STANDARD CUTTING UNIT	HEAVY-DUTY CUTTING UNIT
25.5 hp	✓	N/A
32 hp	✓	✓

YOUR 3 CHOICES