

BRIEFS



MORSE JOINS CORON SALES TEAM

SOUNDERTON, Pa. — Stanley Morse, formerly of Vicksburg Chemical and Arcadian Corp., has joined the CoRon sales team. Morse is now responsible for sales and technical support of CoRon's liquid, controlled-release, nitrogen fertilizer products in the Southwest and mid-South. Morse will be based in College Station, Texas.



Stanley Morse

LUPER TO REP GREENTURF IN S.E.

MCKINNEY, Texas — John Luper has joined GreenTurf International as the southeastern regional sales manager, having previously served as general manager of Liquid Ag Systems in Fort Lauderdale, Fla., GreenTurf's distributor in Florida. A certified golf course superintendent since 1979, Luper can be reached here at GreenTurf by dialing 1-800-799-9074.

PULLIAM PROMOTED AT ZENECA

WILMINGTON, Del. — Keelan Pulliam has been named business director for Zeneca Professional Products, based here. In his new position Pulliam will oversee the division's business growth and direction following Zeneca's recent restructuring, which created five separate business segments in North America. Most recently, Pulliam served as director of sales for Zeneca Ag Products.

CHANGE OF SCENERY FOR DAKOTA

SIoux FALLS, S.D. — Dakota Turf has relocated its offices here. The new address is Dakota Turf, 712 E. 50th St. North, P.O. Box 1859, Sioux Falls, S.D. 57104. The firm can be reached by telephone at 605-336-1873; or by fax at 605-336-0005.

AMIAD TAPS DAVIDSON FOR WEST

VAN NUYS, Calif. — Mike Davidson has been named western regional sales manager for Amiad Filtration System's Irrigation Division, based here. Davidson is a 17-year veteran in the use, design and sales of irrigation filtration systems. The past four years he's served as sales engineer for the Southern California territory.



Mike Davidson

# Emissions deadline comes, goes in Calif.

By HAL PHILLIPS

SACRAMENTO, Calif. — Enforcement dates on the California Air Resources Board's (CARB) stricter emission standards have passed, and manufacturers of mowers and utility vehicles have fallen in line. However, engine manufacturers may not be completely up to snuff until later this spring.

Wisconsin Total Power has received CARB approval on its Wisconsin engine models AENL2, BKN2 and THD3, while Kohler will not even request approval for its Magnum model. Other manufacturers — including Briggs & Stratton and

Mitsubishi — have received the okay on some models, but not others.

"In some cases, the engines have not been certified," said Kirk Reimers, chief engineer for Cushman, a division of Ransomes America Corp. "We're not hurting on the sales side because they've been grandfathered. But the engine-switching process has been very expensive.

"Of course, we — as an on-road motorcycle and meter-maid vehicle manufacturer — have been involved with CARB before. They have not other choice but to be hard-line because the EPA has named

Continued on page 86

## California EPA signs off on Primo and Dimension

SACRAMENTO, Calif. — With all the hoo-hah surrounding the state's strict emissions standards, it's easy to forget California also has separate and stricter laws regarding chemical registration.

However, state officials here have given their approval to a pair of golf course industry products:

- **Primo**, a turf growth management tool manufactured by Greensboro, N.C.-based Ciba Turf & Ornamental, was recently registered by the California Environmental Protection Agency (EPA) for use in the state. Primo, which has been okayed for use in the remaining 49 states since 1993, regulates turf growth by reducing the size of plant cells and is designed to reduce clippings by approximately 50 percent.

- Philadelphia-based Rohm and Haas Co. has received registration from the California EPA for Dimension, a turf herbicide designed to control crabgrass and other susceptible grasses and broadleaves. Dimension is also expected to prove effective against kikuyogass, a problem turf not addressed by many herbicides labeled in California.



With the SubAir unit are (from left) Patrick Bennett & David Ferris, co-owners of SubAir Inc., Dr. Joe Duich of Penn State and Marsh Benson, superintendent of Augusta (Ga.) National.

NEW PRODUCT OF THE MONTH

## Ferris to debut SubAir in San Francisco

By MARK LESLIE

Early indications are that golf course superintendents will soon have an important addition to their arsenal. Called SubAir, it is a system that blows air into the drainage network below the root zone of a U.S. Golf Association-spec green.

"It doesn't solve all your problems," said its inventor, Augusta National Golf Club superintendent Marsh Benson. "But it gives a turf manager a much better fighting chance to control the micro-climate he's trying to grow grass in.

"All of us typically have one or two notorious greens that give us problems year-in and year-out. I think that's where the system will

get its start, trying to turn those greens around. Then, with a mobile unit, taking those benefits from green to green."

"It has incredible potential," said Tim Hiers, superintendent at Collier's Reserve in Naples, Fla., who has used SubAir on his greens. "There are a lot of other things you have to do right, but this is a tool that could be extremely beneficial."

"We're working with three angles — oxygen, temperature control and moisture control — using the air system to do all three," said David Ferris, president of SubAir, Inc., which teamed with Benson about a year ago. Benson first designed the system in 1989 and spent four years

Continued on page 87

## Bishop named new Lebanon president; stays on as COO

LEBANON, Pa. — Katherine Bishop has been elected president of Lebanon Chemical Corporation and its subsidiaries, headquartered here.

Bishop, who was elected president at a recent directors meeting, will continue as chief operating officer and will be responsible for the operations of the business.

At the same meeting, Richard J. Newmaster, Jr., chief administrative officer, was appointed corporate secretary. Newmaster was already serving as secretary of Lebanon's Stanford Seed and Seaboard subsidiaries.

Vernon Bishop will continue as chairman and chief executive officer. Bishop will remain involved in the overall direction of the corporation and in counseling management.

In other Lebanon news, Paul Grosh has been named national sales and marketing manager for Lebanon Turf Products, the division responsible for Country Club fertilizers and grass seed, NX-PRO fertilizers, Greenskeeper fertilizers and grass seed, Lebanon Pro Fertilizers and Lebanon Control Products.

Grosh had served as sales and marketing manager for Professional Products. He joined Lebanon in 1987 as a sales representative and was promoted to sales manager of Southern and Mid-Atlantic sales in 1989.



## American Colloid buys German firm

ARLINGTON HEIGHTS, Ill. — American Colloid Co. has announced the acquisition of certain assets and intellectual property related to the operations of Wennigsen, Germany-based Piepho Abwassertechnik, a specialist in wastewater treatment technologies.

Piepho was the originator of the technology American Colloid and its Colloid Environmental Technologies Co.

(CETCO) subsidiary used in developing CETCO's clay-based waste-water treatment chemical flocculants, now sold under the trade name RM-10.

"The German operation will be known as Colloid Abwassertechnik and will be managed through our Volclay Ltd. subsidiary located in Wallasey, England," said John Hughes, American Colloid president and chief executive officer.

## CARB emissions

Continued from page 81

their area as one that needs the air cleaned up. Either they clean it or lose highway funds or something like that. The California regulatory community has no choice."

Indeed, the new CARB emission standards have been welcomed by some in the industry, as they give manufacturers a glimpse of where the country is heading with regard to regulation. Performance has also been enhanced, said Doug Podevels, senior principal design engineer

at The Toro Company's Commercial Products Division.

"Long before these standards there were requests for better fuel efficiency," said Podevels. "So I think it's positive. We've seen already that our products are more reliable and fuel consumption is down. We've seen it happen with our 3100 Greensmower. Customers like it better."

"People must understand, however, that you have to give the engine-manufacturer the opportunity to say, 'Is this profitable?' Engine manufacturers are working with EPA to determine what's feasible. Do you test now-

ers like cars, on a regular basis? They're trying to address it from a practical, technical aspect. And that's a better approach than what's going on in California."

Podevels noted that it can cost the manufacturer \$40,000 to conduct an emissions run on a single engine model. Chemical manufacturers may scoff at that figure, especially compared with what it costs to register an herbicide these days. But the regional nature of CARB standards make it a tough call for engine manufacturers.

And, as Podevels pointed out, "They haven't even addressed the diesel issue yet."

The CARB has addressed the golf car issue. No gas-powered golf cars will be sold in California following Jan. 1, 1997, though existing vehicles will be grandfathered until they fall apart or die.

## Clute & Associates

Continued from page 73

Clute pointed to The Quarry course in Palm Desert, Calif., on which the entire playing surface was sodded. "We started construction in June and they played Jan. 22. That is phenomenal," he said. The Clute crew on that job, excluding sub-contractors, was normally 70 to 80 people, and sometimes soared to 200.

Asked what factor he would give prime importance in construction if he were the developer, Clute said: "The schedule, from planning through construction. It is far more important than what many people recognize. The jobs that are well planned and allow enough time to do each phase properly — land planning, golf course designing, etc. — have the highest probability of getting the best product and at the best price."

"When you compress schedules, it becomes riskier and one thing or another happens [to add cost]."

Planning, design, permitting and financing often take far greater time than the owner anticipates, Clute said, adding: "Then they try to compress the construction schedule to hit the same opening date. That generates difficulties. People get shortsighted and try to move too fast."

Often, the fallout is that the course builder — at least in Clute's case — must overstaff "to catch up to the time these people have burned," he said. "I would like to have more time to do our work. We could do a better job. It would be less stressful on our people. And we could maximize the results for the owner, the architect, and everybody. And we might even make some money on some jobs."

Yet, Clute is leaving happy customers. Echoing the feelings of others from the city of Rome, Ga., to LaQuinta Golf Properties in Palm Desert, Calif., Redford said, "I would definitely want to use them again."

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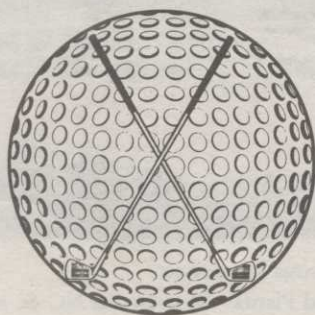
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