

BRIEFS



EPA OKAYS PENDULUM LABEL

WAYNE, N.J. — The federal Environmental Protection Agency has approved an expanded label for Pendulum WDG herbicide from American Cyanamid Co. The new label allows superintendents to use the product over the top of an additional 70 species of ornamental plants. With the new label, Pendulum may now be used to control grasses and broadleaf weeds in more than 260 species of trees, shrubs, flowering beds and ground covers.

ZIELINSKI JOINS TURF-SEED

HUBBARD, Ore. — Gordon Zielinski is Turf-Seed, Inc.'s new executive vice president, a position created to assist President Bill Rose with special projects and international growth. Immediate duties include new product development, marketing packages to distributors, company structure development, and acreage expansion management. Zielinski has a horticultural degree from Oregon State University and has been a bank agricultural finance officer for farms and businesses since 1976.



Gordon Zielinski

MAKELIM TO REP KUBOTA OUT WEST

SO. SAN FRANCISCO, Calif. — H.G. Makelim Co. has joined Kubota Engine Division's national network of gasoline and diesel distributors. Makelim, which serves northern California and northern Nevada, is also a full-service distributor of Kubota and Kohler engines and parts. For more information, contact Glen Firchow at H.G. Makelim Co., 219 Shaw Road, So. San Francisco, Calif. 94080, 415-873-4757.

RANSOMES TAPS GOREE FOR S'WEST

LINCOLN, Neb. — Ransomes America Corp. has hired Tim Goree as territory manager for the Turf Products and Professional Lawn Care divisions. In his new position, Goree will be in charge of sales and dealer relations throughout Arizona, California, Louisiana, New Mexico and Texas, as well as Mexico. A native of Valley Park, Mo., Goree worked for a turf maintenance equipment dealership in South Florida prior to joining Ransomes.



Tim Goree

GCSAA sponsorships continue to mount

Textron, Lebanon the latest firms to sign on

By HAL PHILLIPS

LAWRENCE, Kan. — The Golf Course Superintendent's Association of America (GCSAA) has reached an agreement with Jacobsen, E-Z-GO and Textron Financial Corp., all divisions of Textron, for a multi-year exclusive sponsorship of the association's annual banquet and show.

GCSAA President Joseph G. Baidy said the agreement marks the type of partnership established as one of the central goals in GCSAA's strategic plan for future development of member support.

Textron's banquet sponsorship is the most recent example of golf course industry firms partnering with the GCSAA organization through financial backing.

The association's trade show and conference — scheduled this year for Feb. 20-27, in San Francisco — has been the primary sponsorship target.

For example, The Toro Co. has entered a long-term agreement to sponsor the GCSAA member golf tourney; Ciba Turf and Ornamentals International will co-sponsor the International Lounge; Toro and International Seed will co-sponsor interpreting services for the show's overseas guests; and Pursell Industries/J.R. Simplot Co. will sponsor a reception following Rocky Bleier's keynote address.

However, GCSAA has also made it clear that in-house research and organization functions are fair game. Through

Continued on page 58



The SoMat System was used to test the Jacobsen LF3810.

Putting test results to the test

By GARY ELLERTSON

Acquiring data on any riding mower is difficult because the recording equipment must be portable and impervious to grass, dirt and water.

During the development of the LF3810, Jacobsen used the model 2100 Field Computer System (FCS) from SoMat Corp. of Champaign, Ill. The FCS is a small, portable data acquisition system impervious to the elements, capable of handling multiple channels of data and of being downloaded to a laptop computer in the field. The system's ability to collect multiple channels of data simultaneously helped to quickly identify and solve a pressure spike concern in the prototype.

The main testing focus on this mower was determining reel

speed, pressure, horsepower requirements, operating temperatures, and frame stress under varying duty cycles.

In the past, data acquisition for development projects of this type was accomplished by designing a prototype with a miniature, single-channel, data-logging device. Most turf equipment testing requires multiple-channel acquisition in order to track the effects of important events throughout the various systems. Using a one-channel device made it necessary to repeat events several times, each time connecting the logger to a different sensor. This took large amounts of time and detracted from accuracy because once a swath was cut, it couldn't be repeated — and no two swaths are exactly alike.

After investigating multiple-channel data acquisition alternatives, Jacobsen found a number of portable multiple-channel data-acquisition devices but all were too large to fit on riding turf equipment. Further, they weren't rugged enough to

Continued on page 55



NEW PRODUCT OF THE MONTH

Millcreek Manufacturing Co. has received U.S. Patent protection for its PowerBrush. Millcreek fits a 3-inch long stiff-bristled polyethylene PowerBrush, 22-inches diameter, at the rear. It works with a set of adjustable fins and high-tension bristles designed to flick debris across the ground, like a coin skidding across a table top. For more information on the PowerBrush, contact Millbrook at 1-800-879-6507. For more new products, see page 58.

MID-ATLANTIC TEAMS WITH TEXTRON, BUYS FLYING DUTCHMAN

COLLEGEVILLE, Pa. — Mid-Atlantic Equipment Co., an East Coast distributor of golf cars and industrial utility vehicles based here, has reached an agreement with Textron, Inc. to represent its E-Z-GO division's product lines.

By adding E-Z-GO to its current line of Yamaha vehicles, Mid-Atlantic now offers customers two nationally recognized, proven lines of equipment, according to John Clough, Mid-Atlantic president.

Clough also announced that Mid-Atlantic has purchased Flying Dutchman, Inc., an independent golf car dealership located in Stuart, Fla.



John Clough

Public offering aids Aquagenix expansion

FT. LAUDERDALE, Fla. — Newly capitalized Aquagenix, Inc. has acquired the lake management division of Mitigation Services, Inc., an affiliated company of Jacksonville-based Environmental Services, Inc.

The sale price was approximately \$250,000 in cash and notes, said Andrew P. Chesler, president of Environmental Waterway Management, an Aquagenix subsidiary.

According to terms of the contract, Aquagenix will acquire a portfolio of service contracts in a six-county area covering northern Florida and southern Georgia; assume an office warehouse lease in southern

Jacksonville's Phillips Industrial Park; and purchase aquatic equipment.

Once the acquisition is completed, the new Jacksonville office of Environmental Waterway will be run by Darrell Blackall, former head of aquatic management programs for the St. Johns River Water Control District.

Aquagenix has been one of the golf course industry's busiest firms since going public earlier this year. At last check, the firm had completed its initial public offering of 1.25 million shares of common stock, at \$5 per share, and 1.25 redeemable warrants at \$.10 per warrant.

Continued on page 54

Floating bunker pumper

The Bunker Pumper floating, portable pump, manufactured by Otterbine-Barebo, is designed to be an efficient, easy method of getting water out of the way fast. This self-priming pump removes water from sand traps, swimming pools and other low-lying areas.

Capable of starting in as little as 3 inches of water, the Bunker Pumper can pump 280 gallons per minute. Features include a Briggs & Stratton 8-horsepower engine and a cast aluminum alloy pump with built-in suction screen and skids. Weighing in at only 85 pounds, the pump is designed for easy handling. For more information, contact Otterbine-Barebo, Inc., 3840 Main Road East, Emmaus, Pa., 18049; or call 1-800-AER8TER.

CIRCLE #301

Merit, smaller bottle

Miles Inc.'s new insecticide Merit 75 WP, developed for season-long control of insects on turf and ornamentals, is now available in two-ounce bottles for smaller applications.

Merit 75 WP can be used to control white grub larvae, billbugs and annual bluegrass weevils on golf course. It is best used when soil applied at low-use rates. Its low toxicity poses reduced risks to applicators and non-target species.

For more information contact Miles Inc. at 8400 Hawthorn Road, P.O. Box 4913, Kansas City, Mo. 64120-0013, or call 816-242-2000.

CIRCLE #302

New 'spray-dry' Ultrex

ISK Biosciences has launched an advanced "spray-dry" formulation of its new Daconil Ultrex fungicide that it claims not only mixes faster and stays in suspension longer, but also stays on foliage longer and provides better control of brown patch.

The new formulation produces tiny, sand-like particles that pour with little dust, go into solution with little foaming and begin mixing when they hit water, according to ISK. Daconil Ultrex is labeled for control of 14 other major diseases of warm- and cool-season turf in addition to brown patch, including dollar spot, leaf spot, snow mold. For more information contact ISK Biosciences at 1-800-241-4128.

CIRCLE #303

Roll-over protection

If work-vehicle rollovers are a possibility at your golf course, Ransomes America Corporation may have a safe answer.

Ransomes has introduced a new roll-over protection system (ROPS) for Cushman Turf-Truckster and Cushman Jr. Turf-Truckster work vehicles. The four-post tubular-steel configuration meets federal work-safety requirements.

The system is designed to be attached to any Turf-Truckster built after 1981 and comes standard with two seat belts.

For more information contact Ransomes America Corporation, P.O. Box 82409, Lincoln, Neb. 68501, or call 1-800-228-4444.

CIRCLE #304

New weather sensor

Weather Metrics, Inc. has developed a stand-alone weather station that can monitor up to 200 sensors, seven weather parameters and also calculate evapotranspiration for up to six crop coefficients.

The Turf Watch Weather Station does not require a computer. But with a computer, the station's software works within Microsoft Windows. Data is read at .8 second intervals, averaged, and recorded at increments defined by the user.

For more information call Weather Metrics, Inc. at 1-800-869-6629.

CIRCLE #305

Classen core aerator

Classen Manufacturing Inc. has added the new TA-19 self-propelled roll-type core aerator to its turf equipment line.

The machine is powered by a 4-horsepower Honda engine and will cover up to 24,000 square feet per hour. Other features include a rugged one-piece frame with removable weight bar and user-friendly handle and controls. The unit fits easily through a 30-inch gate.

For more information contact Classen Manufacturing Inc. at 1403 Pine Industrial Road, P.O. Box 172, Norfolk, Neb. 68701; or call 402-371-2294.

CIRCLE #306

GCSAA sponsorships

Continued from page 53

what the GCSAA calls a "major financial contribution" from Lebanon Turf Products, the association will begin collecting and cataloging information on golf course-related environmental issues.

This body of data, dubbed the "Environmental Resources Library," will include appropriate scientific and technical journals, references, textbooks, trade and advocacy group magazines. The GCSAA's Technical Information Services department will oversee the new library.

Other non-show sponsorships include Ciba's backing of the GCSAA Certification Luncheon (held at the show) and the Environmental Steward Awards, co-sponsored by Ciba, RainBird and Jacobsen.

GOLF COURSE

EXPO

DID YOU MISS GOLF COURSE EXPO?

Just because you couldn't attend Golf Course Expo doesn't mean you should miss out. Purchase the actual recordings of the conference sessions: Maintenance, Management & Marketing, and Development Tracks and have the convenience of listening to the sessions at your leisure.

Golf Course Expo's conference sessions zero in on solving problems and easy-to-adapt operational ideas that really work. Each information-packed tape will deliver actionable items that you can immediately apply. Order the tapes today. See below for purchasing details.

Session	Title	Session	Title
1.	Keynote Address: Arnold Palmer's written transcript*	11.	Opening Session: Robert Trent Jones, Jr.
2.	Trends in the U.S. Golf Market for New and Existing Public-Access Facilities	12.	How To Design New Golf Courses or Renovate Existing Ones to Boost the Bottom Line
3.	Water-Quality Impacts for Golf Courses	13.	Availability of Capital: Traditional and Non-Traditional Lenders
4.	Alternative Golf Developments: Profits in Golf Complexes	14.	Innovative Ways to Build Public-Access Golf Courses
5.	Maintenance on a Shoestring	15.	Environmental and Turfgrass Research—What We've Learned
6.	Dealing with Traffic: Maintaining Quality in the Face of High Volume	16.	Maximizing Equipment Productivity
7.	Water, Energy and Wildlife Conservation Measures on the Golf Course	17.	Staffing for Success
8.	Creative Golf Marketing: How To Boost your Bottom Line Without Spending a Fortune	18.	Creative Purchasing: There's Strength in Numbers
9.	Yield Management: Maximizing Your Daily Tee Sheet	19.	Agronomy for Non-Agronomists
10.	Anatomy of a Tournament Outing	20.	Maintaining the Right Operational Focus

* Audio tapes of this session are not available

TO ORDER...

- Circle session numbers. Calculate payment.
- Checks payable to **AV Services Co.** OR enter credit card number in pricing section.
- To mail order, send payment and form to:
AV Services Co.
3208-C E Colonial Dr., Ste. 209
Orlando, FL 32803
OR fax your order to 407-855-1969
- Full payment must accompany all requests. Checks must be drawn on US banks in US funds. For further information call 800-646-1969.
- Tapes should be sent to:**

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Country: _____ Telephone: _____

PRICING...

Please circle requested session number(s).

Total Number of Sessions _____

Cost Per Session:

\$10.00 each, includes shipping & handling

(1 free tape w/ every 6 purchased)

Full Conference Set

\$195.00 includes conference resource materials, shipping & handling.

Total Due

For Int'l postage, please call.

Mastercard/Visa/Amex # _____

Exp. date _____

TERMS AND CONDITIONS: Payment accepted by cash, check, and Mastercard, Visa, and American Express. Paid Orders will be shipped FREE to any U.S. address. Please allow three weeks for delivery. Because of the live production aspects of these recordings, some tapes listed may not be available for sale. If you order a tape this is not available, we will ship what is available and refund the difference if any.