

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

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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

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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.

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Soil Tech Corp. goes public

FAIRFIELD, Iowa — Soil Technologies Corp., a decade-old producer and international marketer of biological-based natural products for turf and agricultural applications, is preparing to launch an initial public offering to finance expansion.

According to company Chief Executive Officer Jim Schaefer, Fairfield-based Soil Tech will offer up to 850,000 shares of common stock to raise approximately \$5 million in new capital. The money will be used mostly for market-broadening programs and expanded operations support for the company's growing product line. F.J. Gerber & Co. of Sioux City is the lead underwriter and a number of additional brokers/dealers will be participating in placement of the offering.

For more information contact Steve Black of Soil Technologies Corp. at 1-800-221-7645.

Club Car reports record net sales

AUGUSTA, Ga. — Club Car, Inc. (CLBC) reported its 17th consecutive year of record net sales, totaling a 17.4 percent increase over last year's revenues.

Club Car recorded net sales of \$186.1 million for the fiscal year ending Sept. 25, 1994. The figure for the previous fiscal year was \$158.5 million. The company also had record net sales of \$41.4 million for the fourth quarter ending Sept. 25, 1994, up 29.3 percent over net revenues of \$32 million for the same period last year.

Operating income for the year was \$20.2 million, up 34.6 percent from the previous year's figure of \$15 million. Operating income for the fourth quarter was \$1.4 million, up \$2.1 million over the operating loss of \$0.7 million for the same period of the previous year.

Aquagenix

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Aquagenix has reported consolidated net income of \$141,353 (\$.09 per share) for the third quarter ended Sept. 30, 1994, an 18.8 percent increase over last year third-quarter net income. For the nine months ended Sept. 30, Aquagenix has reported net income of \$410,153 (\$.26 per share), a 21.3 percent increase over the same period one year ago.

Ft. Lauderdale-based Aquagenix has also named three new members to the firm's board of directors: Darrell M. Trent, chairman and chief executive officer of Clean Earth Technologies and former chairman and CEO of Rollins Environmental Services; Dr. Abraham S. Fischler, former president and president emeritus of Nova Southeastern University; and Dr. Gary Krulik, a South Florida orthopedic surgeon.

Best Sand purchases mining operation

BEAVER, Ohio — Fairmount Minerals, the largest privately owned industrial sand company in the U.S. and parent firm to Best Sand Corp., has expanded its operation with the purchase of sand mining and processing facilities here in southern Ohio.

The recently acquired sand plant will operate as a division of Chardon, Ohio-based Best Sand, which supplies

bunker sand to courses in the Midwest.

The new facility, located approximately 20 miles north of Portsmouth, Ohio, was purchased from Schrader Sand & Gravel and brings to four the number of sand mining operations owned and operated by Fairmount Minerals. In addition to the two Ohio locations, the company has facilities in Wedron, Ill., and Bridgman, Mich.

Pennington elects board members

The Directors of Pennington Seed, Inc. elected the following corporate officers:

Brooks Pennington, chairman of the Board; Brooks Pennington III, president and chief executive officer; Dan Pennington, senior vice president and chief operations officer; Robert Pennington, senior vice president, Grain & Farm Operations; Ronnie Stapp, senior vice president, Seed Operations; Grady Gill, senior vice president, treasurer, corporate secretary; Richard Best, senior vice presi-

dent, distribution Operations; Steve Triplett, vice president, National Accounts (Senior Management Committee member).

All remaining officers currently in service were re-elected. In addition, the following new positions were created: Roger Mosshart, vice president, Pennington Seed, Inc., Louisiana Division; Kevin Smith, assistant vice president, Pennington Seed, Inc. Advertising Dept.; Carol Seabolt, assistant vice president, Pennington Seed, Inc., Management Information Services.

TURF DISEASES HAVE BAYLETON FOR WE

To stop enemy turf diseases from gaining a beachhead on your course, do what golf course superintendents have been doing for 15 years. Apply BAYLETON® Turf and Ornamental Fungicide. No other fungicide on the market has the proven history of preventing the toughest turf diseases.

Whether the adversary is summer patch, dollar spot, anthracnose or any number of other major turf diseases, BAYLETON consistently delivers unsurpassed control. And it's systemic for long residual. So after the initial application, BAYLETON has just begun to fight.

It's a good tactic to apply BAYLETON over your entire course. By applying it on your fairways,