

West Coast buys out Warren's Calif. branch

WINCHESTER, Calif. — With its acquisition of the Warren's Turf operation here, West Coast Turf has added another arrow to its increasingly replete quiver.

The Warren purchase, finalized May 1, is 1995's first significant move for Palm Desert-based West Coast Turf, which bought out Foster Turf Products and opened its Las Vegas office in 1994.

The 200 acres here — just one of many Warren's locations — feature three types of hybrid Bermudagrass, as well as St. Augustine, and tall fescue turfgrasses. The newest West Coast Turf office serves Southern California's Inland Empire.

"The Winchester location has both warm- and cool-season grasses, and securing that inventory will enable us to broaden our product line," explained John Foster, president of West Coast Turf.

EPA OKAYS FUSILADE FOR NON-CROP AREAS

WILMINGTON, Del. — Fusilade II, a turf and ornamental herbicide available from Zeneca Professional Products, has received federal registration for use in non-crop areas, non-bearing ornamentals and certain turf grasses.

Fusilade II is a selective post-emergence herbicide for control of a wide variety of annual and perennial grass weeds.

Registered for non-food agricultural uses, Fusilade II controls grasses in ornamental non-grassy plants, trees, shrubs and ground covers grown in commercial greenhouses and nurseries. It may also be used to suppress and eventually control some problem grasses in commercial turf areas, as well as turf areas of golf courses.

ITPF awards \$20,000 in research grants

ROLLING MEADOWS, Ill. — Research grants totaling \$20,000 have been awarded to four university research bodies by the International Turf Producers Foundation based here.

These projects were selected by the Foundation's Research Committee from among 12 studies submitted by 21 researchers at 10 institutions, requesting a total of \$121,500 for the 1994-95 fiscal year. Projects receiving support this year are:

"Limiting Chemical Input in Turf Production Through Treatment Thresholds for White Grubs," Dr. Robert Crocker, Texas A & M University.

"Biological Control of Annual Bluegrass," Dr. Paul Goodwin, University of Guelph.

"Resistance of Kentucky Bluegrass Cultivars to Necrotic Ring Spot," Dr. Tom Hsiang, University of Guelph.

"Advancement of Genetic Resistance in Bluegrass and Creeping Bentgrass to Patch Dis-

eases," Dr. Henry Wilkinson, University of Illinois.

Funding for the International Turf Producers Foundation Research Grants comes from an annual contribution by Turfgrass Producers International as well as individual contributions made to the foundation general fund.

Each fall, more than 300 individual turfgrass researchers are invited to submit research proposals for funding consideration.

For more information, contact TPI at 800-405-8873.

SEAFORD'S TO REP POWER KING IN SOUTH, MIDWEST

BEAVER DAM, Wis. — Power King Products Co. has appointed Seaford's Distributing Co. as the newest Southern and Midwest manufacturers representative for the Power King brand. Seaford's is now responsible for all Power King sales efforts in Western Kentucky, Western Tennessee and Southern Illinois. Seaford's can be reached at 502-527-3894.

Dealing with the shrinking dollar

Continued from page 1

ager for the company. Was it a weak dollar or the Mighty Mit's disappointing penetration into the highly competitive utility vehicle market? "I don't have a comment on that," said Hertel.

At Ransomes America Corp., production of its lightweight utility vehicle, the Sprinter, has fallen under increased in-house scrutiny. Aside from its steering apparatus and the rear cargo box, the Sprinter is manufactured by Korean conglomerate Hyundai.

"If the [U.S.] currency continues to go to hell in a hand basket, we've got to do something or our customer will go elsewhere," said Peter Whurr, director of product management and training at Ransomes America Corp. "Obviously, the world currency situation is worrying us... America is a very price-sensitive market, probably more so than other parts of the world. To compete in this market, you have to offer a good product at a good price. And if the currency situation squeezes you there, it's just not feasible.

"We have inventory, parts and supplies of the [Sprinter] product and we intend to fully back the product up. But we are monitoring the situation."

Whurr explained that Ransomes' Edgewater, Fla., facility manufactures products similar to the Sprinter: the UTV, UTV Max and other, larger industrial vehicles. "If things continue along the same lines, we may have to assume manufacture of the Sprinter in Edgewater," he said.

Ironically, the golf industry rumor mill has been rife with talk of Kubota pulling a portion of its product line off the U.S. market because of the weak dol-

lar. Yet the discontinuation of one Kubota line, gang reels, appears unrelated to currency issues.

"We're pulling out of the seven-gang and five-gang reel market," explained Paul Williams, tractor and implement product manager at Kubota. "That's basically due to the loss of our manufacturer, Roseman, out of Chicago, which has closed its doors. That has presented our no. 1 dilemma.

"In light of that, it's been extremely difficult. We've elected to step out of that market at this point in time. We have every intention of supporting those units

in the field. We can't let those customers down."

In fact, Williams added that Kubota has been pleased with the performance of its tractor and F-series products. The M-series — a 42-horsepower tractor with low-emission engines — begins production this month and should hit the market in September, he said.

Whurr, for one, said he wasn't surprised to hear of Kubota's here-to-stay attitude.

"We're probably one of the biggest users of Kubota engines outside Kubota. So if there were any changes in store, I would imagine we would have heard about it," he said.

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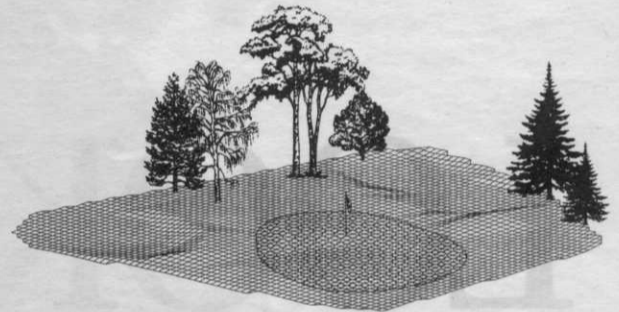
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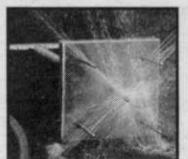
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