

BRIEFS



JORDAN JOINS RANSOMES TURF

MINNEAPOLIS — Ransomes America Corp. named David Jordan market support manager for the company's Turf Division. As market support manager, Jordan will assist territory sales managers and distributors with product demonstrations and training throughout the states of Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee. A native of Birmingham, Ala., Jordan has nearly six years of experience in turf maintenance equipment sales.



David Jordan

ZAJAC HIRES MERRIGAN

ALBANY, Ore. — Bill Merrigan has joined Zajac Performance Seeds in the newly created position of production coordinator. His responsibilities include contracting with turf seed growers to assure a dependable supply to support Zajac's expanding seed programs. In addition to inventory management, Merrigan will be responsible for the purchase and sale of common turf and forage grasses, an expanding area for the company. He joins Zajac Performance Seeds at the company's new facilities here.



Bill Merrigan

VOGEL HONORED BY WISCONSIN GMA

Bill Vogel, President of Spring Valley Turf Products of Jackson, Wis. has won the annual Person of the Year Award from the Grounds Management Association of Wisconsin. Vogel has earned this distinguished honor as a result of his long-standing dedication and involvement with shaping legislation governing the landscape and turf industries.

ASSOCIATES OPEN KC OFFICE

OVERLAND PARK, Kan. — Associates Corp. of North America has opened a new equipment finance office to serve the Kansas City area. Located in Overland Park at 10561 Barkley, Suite 250, the office will offer financing for heavy construction equipment. The branch manager is Rick Leegwater, who can be reached by telephone at 913-385-4222; or by fax at 913-385-4210.

# Budd Seed to buy Lofts

Officials: Expect few changes, including the Lofts name

WINSTON-SALEM, N.C. — Budd Seed, Inc., a wholesale grass seed and fertilizer distributor company based here, has reached an agreement in principle to purchase Lofts Seed, Inc., the world's largest marketer of turfgrass seed. A definitive agreement to purchase is expected on June 30.

New Jersey-based Lofts sells seed to golf courses, sod farms, retail stores, landscapers, lawn-care operators and municipalities. Lofts has been in the turfgrass industry since 1923. It has developed and owns patents on more than 25 seed varieties such as, Rebel II, Rebel III, Turf-Type Tall Fescue, Palmer Perennial Ryegrass and Georgetown Kentucky Bluegrass.

"We are very pleased with this agreement and look forward to welcome this outstanding group of talented professionals into our company family," said Richard Budd, chief executive officer of Budd Services and Budd Seed. "This is a major milestone in our company's history and for the seed industry. The formation of this new

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FLOWTRONEX PSI PUMPS OUT A MILESTONE

Crew members direct and watch the proceedings as the 5,000th pump station manufactured by Flowtronex PSI settles into its new home at Primm Creek Golf Course, 35 miles outside Las Vegas, Nev. (For stories, turn to page 63). Primm Creek was laid out by Tom Fazio Golf Course Designers, Inc. with irrigation consulting provided by Larry Rodgers Design Group, Inc., and irrigation contracting performed by Formost Construction, Inc.

## For Deere, it's a smaller world

BY KIM ACKER LIPP

MOLINE, Ill. — In today's high-tech world a computer network lies at the heart of most organizations. To most, it's a headache simply to monitor the information being pumped between the planning and the financial departments. So imagine the challenge of tracking information as it travels across North America, Europe, Australia, South America, and Africa. That's exactly what information technology experts must do at John Deere & Co.

The international manufacturer of turf and farm equipment has established JDNet, a private worldwide net-

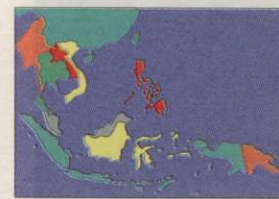
### New computer network links internat'l divisions

work. At headquarters here, a mainframe system sends corporate information, such as product updates, to remote processing centers. In turn, the remote processing centers send local information, like sales orders, back to the mainframe.

"It's one corporation, but it's a decentralized company. They have a lot of local automation at the factories and branches," said John Higgins, a

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COMMENTARY



## Why Shanghai?

Show organizer explains the decision to leave Hong Kong

By STEPHEN ALLEN

With just one golf course per 23 million people, it's not difficult to see why China is being touted as potentially the biggest single golf market in the world.

It's a fact clearly not lost to us here at Golf World Exhibitions (GWE). We launched our very first Hong Kong and China Golf Exhibition and Conference last year. The pioneer event, held in Hong Kong, proved successful enough to have made exhibition site reservations for not only this year, but for subsequent years up to 1999.

Although we saw Hong Kong as a convenient hub for both the international industry and its potential partners in China, there were some restrictions on travel for visitors from China. This was something we had to respond to, on behalf of our exhibitors, who represented some of the biggest names in the golf business.

With this priority in mind we went to China, moving to the bustling and

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NEW PRODUCT OF THE MONTH

E-Z Rinse, new from Phil Worth Mfg., quickly rinses pesticide containers at a stationary load-out point or on the job site. Only 40 pounds of pump pressure are needed. Rinse solutions go directly into the spray tank and onto the target area. For more information, contact Phil-Worth Mfg. at 419-424-5793. For more new products, turn to page 65.



Stephen Allen is president of Perth, Australia-based Golf Media Group, organizer of the International Hong Kong & China Golf Exhibition and Conference.



## Kelley to head Turfline marketing

ST. CHARLES, Mo. — Rick Kelley, a veteran newspaper journalist, has been hired by Turfline, Inc. President John Humphrey to develop and implement a strategic marketing and sales campaign for the company's patented True-Surface Vibratory Greens Rolling System.

Prior to joining Turfline, Inc., Kelley was president of the R.K., Co., a marketing and consulting firm. A graduate of the University of Missouri-Columbia, he compiled 20 years in the news-

paper industry as news editor and publisher. Kelley also worked the 102nd session of the U.S. Congress as press secretary to a United States congressman.

While at Turfline, Inc., Kelley has spearheaded the company's major commitment to promoting the vibratory roller to golf courses worldwide. He has assisted in developing a major network of international distributors and conducts a direct sales campaign from the company's St. Charles, Mo., office.

## biosys acquires AgriDyne, adds to biological product line

COLUMBIA, Md. — AgriDyne Technologies Inc., of Salt Lake City, Utah, has become the latest acquisition of biosys, Inc., a biological pest control company here.

The AgriDyne acquisition brings azadirachtin chemistry to the biosys family of biological products that includes baculoviruses, beneficial nematodes, and a line of pheromone products. In addition, the AgriDyne team is utilizing recombinant

DNA technology to develop a synthetic pyrethrum insecticide that will have applications in turf, ornamental, and nursery crops.

Azadirachtin is the active ingredient in neem

oil, a plant-derived material. It is formulated and sold as OHP Azatin EC and OHP Azatin XL for control of a broad range of insect pests in greenhouses, outdoor nurseries, and interiorscapes.

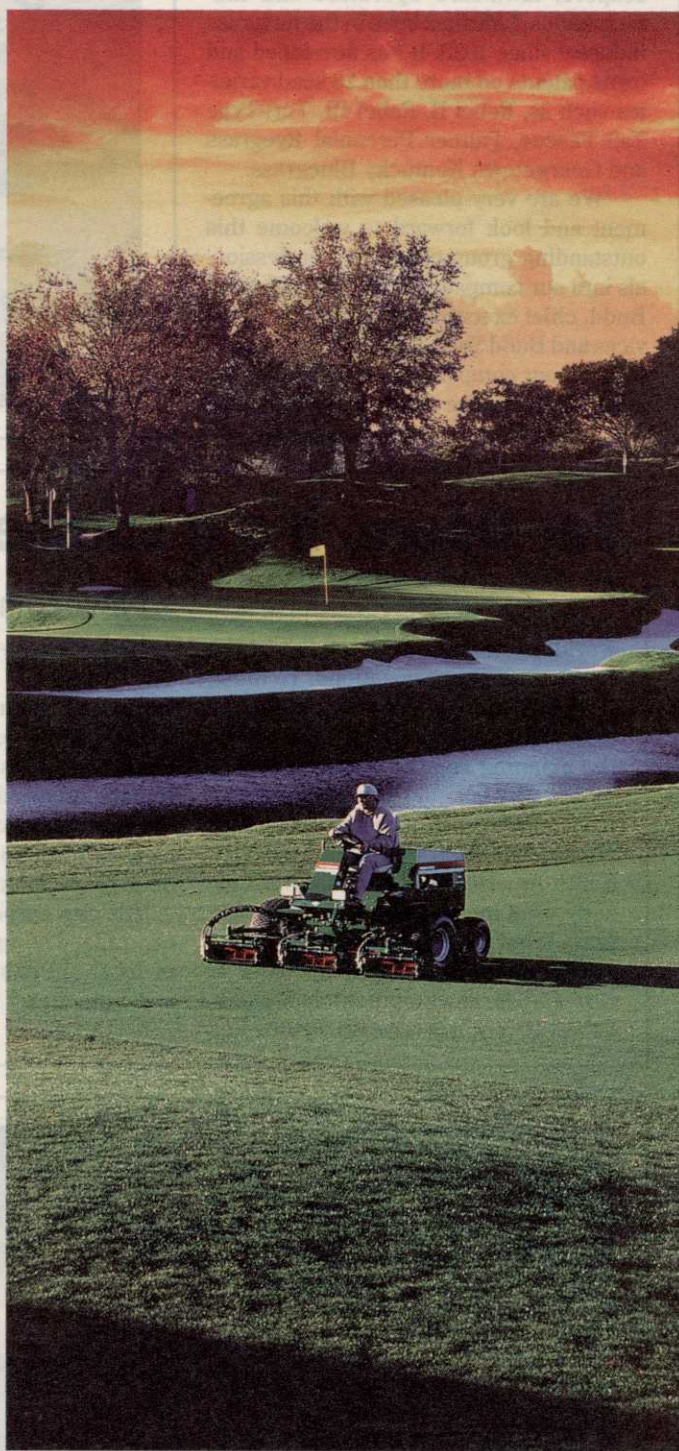
University- and company-sponsored research has shown that Azatin is effective against dozens of insect species, including several species of cutworms, armyworms and other lepidoptera, plus leafminers, whiteflies, aphids, Colorado potato beetle, psyllids, black vine weevil, beetles, fungus gnats, thrips, and fruit flies.

OHP Azatin is distributed in the United States by Olympic Horticultural Products.

You've had to change  
the way you maintain  
your fairways to reflect  
new, higher standards  
of quality. We know  
your equipment needs to  
be up to the challenge.



Ransomes®  
Fairway Mowers.



## Lofts purchase

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company enhances the capabilities and services for our existing customers and opens new market opportunities, while maintaining the philosophies upon which both businesses were founded."

John Loft, president and chief executive officer of Lofts Seed, said the Lofts name, its product line and commitment to service will not be affected by the sale.

"We are pleased to become associated with Budd Seed," said Loft. "The philosophies and evolution of both companies have been based on similar fundamental values — exceptional customer service that is based on partnership, professionalism, integrity and complete dedication to every phase of the turf industry."

Ken Budd, president and chief operating officer of Budd Seed, will become president of Loft Seed Co. Richard Budd and Ferald Chrisco, chief financial officer of Budd Services, will become senior executives of the company. Mike Beauchamp, controller for Budd Seed, will become the manager of the Winston-Salem operations for Budd Seed Co.

Loft Seed boasts domestic branches and subsidiaries in Massachusetts, Pennsylvania, Maryland, Ohio, Oregon and Georgia. The 73-year old company has more than 100 employees. Budd Seed sells grass seed and fertilizer to businesses and municipalities in North and South Carolina, Tennessee, Kentucky, Virginia and West Virginia. Budd Seed purchases its grass seed in the United States from Oregon and Missouri, and around the world from Australia, New Zealand and France, for distribution to the Southeast region.

### PEMRICK JOINS LOFTS

SOMERSET, N.J. — Lofts Seed, Inc. has added Walt Pemrick to its Professional Turf Division. Pemrick will be working with Lofts distributors, sod farmers, professional turfgrass managers, and golf course architects throughout the country. Pemrick, formerly of Warren Turf, Inc., was one of the founders of the International Turfgrass Producers Foundation and has served as its president for the past four consecutive years.

Today's fairways demand a level of quality that was formerly reserved for greens. To meet these higher standards, superintendents have found a reliable, productive ally in the Ransomes® family of fairway mowers. The T-Plex 185 is perfect for highly visible tees and collars. The 250, 305 and 7-plex 405 are the industry's only "right" weight mowers. The 405 features a wide 156" cutting swath while the new 3500 is a production powerhouse. Ransomes mowers have been designed to maintain the same perfect finish from one side of the fairway to the other. When you start with Ransomes reel mowers, you finish with the best.

Call 1-800-228-4444 for a free demo or the name of the dealer nearest you.



**RANSOMES**  
**CUSHMAN**  
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For The Best Results