

BRIEFS



RAIN BIRD GOLF PROMOTES LOPER...

AZUSA, Calif. — Rain Bird's Golf Division has promoted Pat Loper to the newly created position of manager of central control. In the new position, Loper assumes responsibility for new business development for Rain Bird Golf in all areas related to computer technology. His current projects include Smart Pump software for pump station control and Global Positioning System applications for golf irrigation.



Pat Loper

...AND ADDS FAY

AZUSA, Calif. — Rain Bird's Golf Division has named Christopher Fay national sales manager. Fay will be responsible for managing the growth and development of domestic golf sales for the entire division. Additionally, he will manage a sales team of regional and specification managers to develop sales through the company's independent distributor network.

BAYER RESHUFFLES LINE-UP

KANSAS CITY, Mo. — Bayer Corp. Garden & Professional Care (GPC) has announced the transitions and hiring of three employees. Dan Carrothers has been appointed head of marketing for the GPC unit. Phil McNally, Ph.D., will transition within Bayer to become the field research and development representative for the Western United States. Additionally, Chuck Silcox Ph.D. has been hired to serve as the field research and development representative for the Northeastern United States.



Dan Carrothers

HIGGINS TAKES NEW ROLE FOR PTI

SYLACAUGA, Ala. — Jeff Higgins has been named director of market development for Pursell Technologies Inc. (PTI). Higgins was previously the marketing director for PTI. He is now in charge of the PTI Tour, training and developing new products for commercialization. The PTI Tour hosts golf course superintendents for a visit to the company's headquarters and includes training, a plant tour and recreation.

Spectrum Technologies ready with chlorophyll meter technology

By ANDREW OVERBECK

PLAINFIELD, Ill. — Spectrum Technologies, Inc., based here, has been awarded an exclusive patent from the National Aeronautics and Space Administration (NASA) to complete the development of and commercialize a plant chlorophyll meter. The hand-held plant stress detection tool has the capability to detect stress up to 16 days before plant deterioration is visible to the human eye.

"Chlorophyll is indicative of plant health," said Mike Thurow, president of Spectrum Technologies. "The meter allows fast measurement that can tell us how turfgrass responds to stress, be it heat, moisture, disease, insects or traffic. The golf course market is the perfect market for it."

The device is smaller than a camcorder and has a laser sighting that is pointed at a spot on a green or fairway.

"It is a user-friendly device," said Thurow. "You walk around the green and shoot 10 or 15 spots and get a good representative sample. It takes a second to measure and the read-out keeps an ongoing average."

"If a person takes weekly measurements with the meter they will begin to see trends. It has the potential to show us problems before we can visually see them. Once you can see the problems, you are already in trouble."

Spectrum Technologies is a 13-year-old company that focuses on products for nutrient management, integrated pest



Continued on page 33

Flowtronex teams up with Turf Feeding Systems

By ANDREW OVERBECK

DALLAS — Flowtronex PSI has gained the U.S. rights to sell, market and provide service for Houston-based nutrient injection system manufacturer Turf Feeding Systems. The agreement covers the company's three models of the Nutrifeed injection system that are primarily used for grow-in on new golf courses.

"We got involved because more new courses are using nutrient injection," said Tom Male, Flowtronex's general manager. "They wind up getting attached to pump stations and tied into our controls, so it makes sense to get into marketing an injection system because it would save the customer a lot of time and grief."



Tom Male

Flowtronex customers will not only be able to order the injection system along with pump stations but can also have the system serviced by Flowtronex.

"Fifty percent of our business is new courses," said Male. "This is a value added service that will make it easier for our customers. We can provide it and wire it up and then all they have to do is dump in the nutrients."

Flowtronex will not be getting into agronomic consulting, said Male.

"We will leave that to the agronomy consultants," he said. "We will not tell courses what to use and what rates to apply products."

Continued on page 33

NEW PRODUCT OF THE MONTH



The Gandy Spiker/Seeder overseeds and aerates in one pass and has a 44-inch seeding width, with 1220 replaceable spikes, either 3/8 of an inch by 7/8 of an inch or 1-5/8 of an inch long. The spikes create 693 vents per square yard and are threaded into an 18-inch by 48-inch steel roller with rolled edges. Precise metering along with a rubber rotor and spread plate assures even seed distribution, including bentgrass. The unit can be used with almost any turf vehicle having a 12-volt battery. Two brushes are used, one for cleaning the drum and one to assure seed/soil contact. For more information, contact 1-800-443-2476 or www.gandy.net.

Harmony building new organic fertilizer facility

CHESAPEAKE, Va. — Harmony Products, Inc. is constructing a new organic fertilizer plant in Harrisonburg through its subsidiary, Harmony-Shenandoah Valley, LLC (HSV).

The plant will have the capacity to produce approximately 65,000 tons of fertilizer a year. HSV will utilize Harmony's patented technology to manufacture its organic based Bridge fertilizers, which combine organic materials with synthetic fertilizer materials to form a granular, homogeneous, organic base fertilizer. In addition, the facility will manufacture granular, organic fertilizers. The products will be sold to the professional and commercial markets.

"This project will help Harmony meet the demand for our products on a very cost effective basis," said Greg Gill, president of Harmony.

The HSV plant will utilize poultry waste from nearby poultry growers as the primary feedstock for the manufacture of the fertilizer as well as fuel for a waste-to-heat conversion facility. The heat will be used to dry the finished product.

Rocco, Inc., a poultry processor located in Harrisonburg, will be a minority owner in HSV and will have an ongoing role in providing management expertise in the construction and operation of the plant. Rocco will also provide the conduit to local poultry growers, who will supply poultry waste. Funding for the project will be provided by a Rocco equity contribution, a matching grant from the Virginia Poultry Litter Transportation Fund and Duke Solutions, Inc.

Golf Course News STOCK REPORT (5/15)*

Company	Symbol	Stock Price	%Change 1/1/00	%Change 4/17/00	P/E	52-week Range	Proj. 5-yr Earn. Growth
Astrazeneca	AZN	43.75	4.79	2.34	31.7	31-47.88	10.8%
Deere & Co.	DE	44.5	5.01	11.42	45.43	30.31-48.5	9.5%
Dow Chemical Co.	DOW	117.31	-11.55	9.25	18.32	92-141.5	7.8%
Family Golf Centers	FGCIQ	0.3125	-97.78	-50.00	N/A	0.25-9.5	N/A
Golf Trust of Amer.	GTA	16.875	-0.37	0.75	13.34	14.5-25.75	8.8%
Ingersoll-Rand	IR	47.1875	-14.30	8.48	12.55	34.25-70.125	12.0%
Lesco Inc.	LSCO	15.5	-8.82	5.08	10.8	12.25-19.5	17.5%
Nat'l Golf Prop.	TEE	19.75	0.00	-0.94	14.37	18.38-27.75	9.1%
Toro Co.	TTC	30.875	-17.25	-1.59	11.75	29-39.5	12.0%
Textron Inc.	TXT	65.8125	-14.18	11.08	14.37	51-95.625	14.2%

*DATA PROVIDED BY VALUE TREND LINKS, LINKS FUND UP 3.40% IN '00, WWW.GOLFMUTUALFUND.COM