



PFG expands, teams with E-Z-GO

CINCINNATI, Ohio — Provident Bank and its subsidiary, Information Leasing Corp. (ILC), is expanding its golf and equipment leasing division, PFG Golf. PFG Golf provides financing solutions including lines-of-credit and lease and debt consolidation programs

for the acquisition of golf-related supplies and equipment such as golf cars, turf maintenance equipment and clubhouse furniture. The company has also formed a strategic alliance with E-Z-GO and will work with clients installing the ProLink GPS system in golf cars.

John Deere

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Deere is also working on several prototypes and new technologies. Closest to market is the new fairway mower with a turbo-charged engine and new operator station and foot controls. Greif said that model could make it to the market by the end of 2002.

The company's Global Positioning System efforts also at-

tracted the attention of superintendents. One of the GPS programs is geared to the management of equipment fleets via on-board units that transmit information to the shop when service intervals are approaching. The other program is a spray tracking system that monitors and records how much and where chemicals have been sprayed on the course.

Other new concepts presented

at the feedback session included an electric triplex riding greens mower that will eliminate hydraulic leaks, a combination fairway/trim mower for increased flexibility, and a core processor that breaks up and redistributes aeration cores faster and easier.

Greif said the production of the prototype models and technologies will depend on the feedback responses and further market research. ■

Milorganite

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offer a more complete solution for superintendents. His team is now working on different formulations including a nitrogen-rich 16-1-9; a stress focused 10-1-10; and a more balanced 5-1-5. Archer is experimenting with different nitrogen sources such as urea and ammonium sulfate, nutralene and UMAXX.

"We are conducting research at Purdue University, University of Wisconsin and University of Florida," Archer noted. "We are not locked into these formulations, we are still looking for feedback and will fine tune these as we go."

Milorganite will be doing test marketing of the product next year and will get 1,500 tons of the different Komplete formulations in the hands of superintendents. Contract manufacturers will produce the new line.

Archer does not see the new product as a replacement for the 50,000 tons of traditional Milorganite fertilizer that it makes each year.

"We feel like we have a good customer base for the traditional product. It is a good safe product and causes no salt build up," said Archer. "The new product will be advanced but will have a salt index and will not be as safe to use in high stress or low moisture conditions."

Because Milorganite is a part of the Milwaukee Metropolitan Sewerage District, it has to take any new product development slowly.

"We are both private and public," said Archer. "We have to deal with some rules and regulations as far as funding is concerned. It is slower, but then we are also less prone to make errors by moving too fast."

"The commission that runs the district is aware of what we are doing and has to give their stamp of approval on this project, similar to a board of directors at a private company," he added.

Once the product studies and test marketing are completed next year, Milorganite will make the final decision regarding Komplete. Archer, however, is bullish on the potential for the product.

"It is a good market and one that has not been tested yet," he said. "Companies like Harmony, Nature Safe, and Earthworks have tested the market, and it is ready." ■

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