



BRIEFS

BRIDGES JOINS NU-GRO TECHNOLOGIES

GRAND RAPIDS, Mich. — Jason Bridges has joined Nu-Gro Technologies Inc. as a sales representative covering key accounts in states east of the Mississippi River. Bridges previously worked as an assistant golf course superintendent at Tanglewood Park Golf Club in Clemmons, N.C.



Jason Bridges

GOLF VENTURES ADDS FORD

LAKELAND, Fla. — Golf Ventures has added Scott Ford to its staff as territory manager for the Southwest Florida region. In his position, Scott joins current Golf Ventures territory manager, Jason Gray, to provide sales and technical support and knowledge in Charlotte, Glades, Lee, Hendry and Collier counties. Scott has been in the turf and ornamental business for 17 years and most recently was a regional manager for Southern States.

BECKER UNDERWOOD NAMES BUCKALLEW

AMES, Iowa — Becker Underwood, Inc. has named Brian Buckallew product manager for its distribution sales business unit. In his new position, Buckallew is responsible for the development, marketing and sales of the company's bioagronomic, pest management and specialty products in the turf, ornamental, horticulture, aquatic and forestry markets. Before joining Becker Underwood, Buckallew held numerous positions within Pioneer Hi-Bred, Intl.



Brian Buckallew

KEIZER LEAVES GCSAA

LAWRENCE, Kan. — Clair Keizer, director of corporate marketing and sales for the Golf Course Superintendents Association of America, has left the organization to pursue other marketing and advertising interests. Keizer joined the GCSAA in December 2000 and was responsible for its corporate marketing and sales initiatives, including advertising, sponsorships and the trade show portion of the International Golf Course Conference and Show.

GCSAA, industry working to keep show vibrant

By A. OVERBECK

LAWRENCE, Kan. — As tough economic times continue to impact the golf industry, it is no surprise that many companies are re-evaluating the investment they make on the annual GCSAA Conference and Show. Recognizing that it depends on industry suppliers to support its programs, the GCSAA and the Industrial Advisory Council (IAC) are working to maintain the show's value proposition.

"The show is still number one in the industry, but we don't want to rest on our laurels," said GCSAA CFO Julian Arredondo. "Because some of our partners are hurting right now, they are challenging their marketing dollars. We are trying to be as responsive as we can be because we rely on the industry dollars to support programs that otherwise don't pay for themselves."



Julian Arredondo

According to trade show consultant Steve Miller, the trade show business on the whole has been in decline since 2001 and the trend has spilled into 2002. First-quarter trade show attendance was down 8.1 percent and exhibitor participation fell by 2.4 percent.

While these trends have not been directly evident at the GCSAA Show (*Trade Show Week* magazine placed the show in its top 100), the GCSAA has changed the role of the IAC to allow exhibitors more input in shaping future shows.

"In the past the IAC has been more trade show policy-oriented," Arredondo said. "The shift has been a strategic one. We are examining how the industry can help the GCSAA create an even stronger, must-attend event."

While there are no firm directives to date, the IAC is

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Jacklin to release new bentgrass, bluegrass

By ANDREW OVERBECK

POST FALLS, Idaho — As the seed industry continues to work through tough times, Jacklin Seed has kept pouring money into research and development — and has new bluegrass and bentgrass varieties to show for it.

"Have we slowed production? Absolutely. Have we slowed research and development? Absolutely not," said Bill Whitacre, president of J.R. Simplot's agribusiness group.

During its 2002 distributor meeting and field day



A test plot of Jacklin's new T-2 bentgrass

in June, Jacklin's research director Doug Brede showcased the company's newest releases and latest successes.

Dubbing Jacklin Seed the "bluegrass kings," Brede pointed out that the company's varieties recently swept the top rankings in the 2000 national Kentucky bluegrass test conducted by the National Turfgrass Evaluation Program. In the Northeast, Jacklin's Award took top honors, in the Midwest its new J-2695 finished first, Impact and Award topped the Great Plains, and Total Eclipse won out in the Mountain West.

"We still have some new experimental ones that will be coming out," said Brede. "They are being bred to grow tight to out-compete Poa annua, have good color and

Continued on next page

Yamaha Golf Car rolls out G-MAX line

Six more new vehicles to come next year

NEWNAN, Ga. — Yamaha Golf Car officially unveiled its 2003 golf car line June 8 during the opening ceremony of its new \$31 million manufacturing facility.

The G-MAX models include the gas-powered 4-stroke and the electric 48 V. In addition to the G-MAX line, vice president Bill Szarowicz said the company would be unveiling six new models in 2003. Improved utility vehicles will likely be included in the new product mix.

Major new features of the G-MAX golf cars include:

- The Tru-Trak suspension system has automobile-style struts and self-adjusting rack-and-pinion steering.
- The Ergo-Shade sun top has integrated grab handles, allowing golfers to keep their entire bodies within the

vehicle, improving safety and comfort.

• The Genius diagnostic system allows fleet service technicians and eventually golf courses to use any personal digital assistant to perform diagnostics via infrared.

The gas car also features a more powerful 11.4-hp, 357 cc engine and the 48 V electric model now has an inline battery layout to allow for more convenient battery tray removal.

— Andrew Overbeck



Yamaha's new G-MAX 4-stroke

NEW PRODUCT OF THE MONTH



GROUNDHOG TURNS ATV INTO FULL-FUNCTIONED LOADER

Concord Environmental Equipment has rolled out the Groundhog, a front-end loader attachment that mounts on all makes of ATVs. The unit is a full-functioning loader using a hydraulic pump powered by the ATV battery. Controls for the loader are positioned on the handlebars. Once mounted, the loader can be unmounted in approximately five minutes. The Groundhog has a lift capacity of 300 pounds and a lift height of 48 inches. A forklift and blade attachment are also available. For more information, contact: 800-330-8907.

Roberts Seed now Turf One

By ANDREW OVERBECK

TANGENT, Ore. — The Pickseed Companies Group has renewed its commitment to its Roberts Seed subsidiary, quelling any rumors that the 29-year-old entity would be folded into Pickseed West.

As part of the new plan, Roberts Seed will be relaunched Aug. 1 as Turf One.

"We are staffing up with some experienced people and we are going to continue to build on Roberts' existing customer base and put an added emphasis on professional turf," said new marketing director Dave Friesen, who worked for Pickseed West from 1987 to 1995.

In addition to Friesen, the company has brought in veteran seedsman Tom Burns as general manager and Mary Beth Menard

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GOLF COURSE NEWS

John Deere shuts Gator plant in Virginia

MOLINE, Ill. — In a move to cut costs and improve efficiency within its Commercial & Consumer Equipment Division, Deere and Co. is closing its two-year-old Gator utility vehicle production facility in Williamsburg, Va. The company also is shutting down its leased Great Dane commercial mowing equipment factory in Jeffersonville, Ind.

While the Gator plant in

Williamsburg was virtually brand new, the decision was made to consolidate utility vehicle production at the company's Horicon, Wis., and Welland, Ontario, Canada, facilities.

"This is part of a bigger effort within the company to reduce assets," said corporate public relations manager Ken Golden. "We had never become fully operational in the [Williamsburg] facil-

ity. We are fully operational at these other locations and have a mature workforce, long supply relationships and logistics in place."

According to Golden, the decision to consolidate manufacturing has nothing to do with how well the Gator line is selling.

"The John Deere Gator continues to be a strong product and we will be bringing out dif-

ferent models," he said. "This is a function of a company that is attempting to rationalize its manufacturing locations that can handle more capacity."

"At the Horicon facility, for example, workers building riding mowers are laid off five months of the year because of the seasonality of the business," Golden continued. "We are putting Gators in there so we can utilize that workforce



all year long."

The manufacturing realignment will reduce the division's workforce by 300 employees and save \$25 million beginning next year. In the last 12 months, the business unit has eliminated more than \$400 million in inventories and wholesale receivables. The two plants are scheduled to close by Oct. 31.

— Andrew Overbeck

Novozymes buys Jeffreys

SALEM, Va. — Novozymes Biologicals has purchased biological product manufacturer George A. Jeffreys and Co.

George A. Jeffreys and Co. was founded 40 years ago and has specialized in enzymes-enhanced biological products for environmental and agricultural applications. The company also is involved in research and development in the microbial field.

"Jeffreys will accelerate our growth through new products, new customers and new manufacturing capabilities," said Ted Melnik, president of Novozymes Biologicals.

Jeffreys currently employs 17 people and has laboratories and manufacturing operations in two locations in Salem. Melnik said he does not plan to eliminate any jobs, but some positions will be transferred to Novozymes Biologicals' new \$12 million, 20,000-square-foot administration and research and development facility when it opens this fall. Former Jeffreys president Jim Toby will become a part of the Novozymes Biologicals management team.

Jacklin's latest

Continued from previous page

tolerate lower mowing heights." Brede also unveiled Jacklin's newest creeping bentgrass series T-1 and T-2.

"We have been working on these since 1994," he said. "We have L-93, Southshore and Putter, but we wanted to develop our own to fill the void in the lack of new bentgrass varieties."

"T-2 has high Poa resistance because it out-competes it," Brede continued. "We introduced plugs of this experimental bent into plots of Poa to see how well they did. They also perform well under stress and have good disease resistance. You can really torture them."

The new bentgrass variety will be ready for the 2004 season, but Brede said there is a limited amount of T-2 that Jacklin is giving away to superintendents who would like to try it out. ■

GOLF COURSE NEWS

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