

Bayer ES unified

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"Golf is a critical market for us and we needed to have a dedicated sales force," Farno added. "Before, guys would get up in the morning not sure whether they were calling on lawn care, golf or pest control. They are now thinking green 100 percent of the time."

The Chipco Professional Products division has split the country into three territories. Neil Cleveland, who formerly

handled the North for Bayer, will cover the area for Chipco; Mike Daly, who used to be the brand manager for Bayer, is the new West region manager; and Jim Davis, who was Aventis' manager for the North, will now be responsible for the South. The managers will oversee a sales force of 30 and will utilize a group of approximately 50 distributors.

PRIMED FOR GROWTH

With the integration process more than 90 percent complete, Farno said the new product pipeline is primed to start churning out new chemistry.

The company hopes to unveil a new herbicide, Revolver, at the GCSAA Show in Atlanta this month. At press time, Farno said approval from the Environmental Protection Agency for the

post-emergent herbicide was "imminent." Three more new fungicides are slated for introduction in 2003, among them are Triton, a broad-spectrum product, and Lynx, a sterile inhibitor.

According to Farno, introducing new products in the golf market will be the key to the firm's growth.

"Becoming number one in golf

will take new products. Our performance last year as a combined entity was very good, it was more than inflationary growth, but it was not double-digit growth," he said. "Golf may take 18 months to recover back to pre-9/11 levels, but golf is a critical market to us and we feel really well-positioned now with a dedicated sales force and a strong product line." ■

QUOTED

Agin, Steve	Ruby Hill GC	11
Alexander, Bo	Wade Hampton GC	16
Arenberg, Doug	Consulting Agron.	12
Biscotti, Joe	Little Thunder Kids GC	5
Dobie, Frank	The Sharon Club	9
DuPlessis, Susan	Sunday River	13
Farley, John	Teal Bend GC	11
Farno, Peter	Bayer ES	3
Larson, Erik	Palmer Course Design	1
Milhailides, D.	Reelcraft Industries	24
Pinson, Bob	Course Crafters	16
Reece, Deva	Interstate Cos.	21
Simek, Ronald	Sierra Nevada GR	21
Skenes, Ron	E-Z-GO	24
Spencer, Denny	Zande & Associates	13
Sprinkle, James	Ibis G & CC	9
White, Paul	Olde Mill GC	9
Wood, Bruce	Deere & Co.	1
Workman, Buck	Catachee GC	10
Zvanut, Joe	Jacobsen	26

CALENDAR

FEBRUARY . . .

3-7 Club Managers Association of America's 76th Annual World Conference and 26th Exhibition in Miami, Fla.
Contact: 703-739-9500

22-26 National Golf Course Owners Association's 2003 Annual Conference and Show in Palm Springs, Calif.
Contact: 800-933-4262

We want to hear from you!

Letters to the editor are an integral part of GCN, so let your voice be heard. Send all correspondence to:

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Monday, March 17 • 8am-5pm Call 401-841-5490
Bunker Design, Placement and Construction ~ 8am-12pm
Annual Bluegrass Management (GCSAA Seminar) ~ 8am-5pm
American Heart Assoc: Heart Saver & AED Training ~ 1pm-5pm

TRADE SHOW HOURS:

Tuesday, March 18 • 5pm-8pm
Wednesday, March 19 • 10am-2pm / 4pm-6pm
Thursday, March 20 • 9am-1pm

EDUCATIONAL SESSION HOURS:

Tuesday, March 18:
9am - 5pm • USGA Session & Keynote Speaker Mike Ditka
1pm - 3:45pm • Sports Turf Seminar: Ballfield Construction
Wednesday, March 19 • 9am-11:30am / 2pm-4:15pm
Thursday, March 20 • 8:30am-11am

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Keynote Speaker: Mike Ditka
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Mike Ditka is one of the most recognized and successful NFL personalities as a player, coach and television commentator. Currently working as an analyst and commentator on CBS, this is Ditka's second stint in broadcasting, having spent four years as an NFL commentator and analyst on the NFL on NBC.



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