

## Business briefs

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### **ISTRC creates sister company**

Olathe, Kan.-based International Sports Turf Research Center formed a sister company, ISTRC New Lab Mix, to conduct tests required to meet USGA Green Section guidelines for new construction or reconstruction of greens. ISTRC developed the ISTRC System, which has resulted in guidelines for new bentgrass and bermudagrass that refine USGA specs.

### **Lesco teams with Kawasaki; reports record sales**

Cleveland-based Lesco will carry Kawasaki Motors products as its exclusive hand-held power equipment line in 234 Lesco service centers and 75 Lesco stores on wheels.

In another matter, Lesco reported record sales and earnings for the second quarter and six months ended June 30, with growth reflected in all major product categories in the first half. Net sales for the second quarter increased 5 percent to a record \$158.3 million, compared with \$150.7 million for the same period last year. Net income for the quarter increased 11 percent to a record \$10 million compared with net income of \$9 million last year.

### **Toro forms dedicated unit**

Bloomington, Minn.-based The Toro Co. created a dedicated unit of personnel to manage and service its national and corporate accounts. In the past five years, national accounts have become a significant part of Toro's business. The people working with domestic national accounts customers are now unified under a single department allowing them to increase their level of service, according to the company.

### **Tyler opens warehouse**

Elwood, Ill.-based Tyler Enterprises opened a full-service warehouse and delivery operation in Louisville, Ky. The 3,200-square-foot building serves as a distribution center for Tyler's custom-blended fertilizer products and specialty chemicals, and as an office for the Kentucky sales and service team.

# Disc Connected to the USGA

## GREEN SECTION RECORD ON CD-ROM PROVIDES EVERY ARTICLE PUBLISHED BETWEEN 1921 AND 1997

By Matt Kilpeck

**I**t's a safe bet that most people reading this article have heard of the USGA Green Section Record. But how many know that the USGA also has a CD-ROM collection of the Green Section? I didn't, until my boss, Matt Shaffer, superintendent of The Country Club in Pepper Pike, Ohio, gave it to me.

The CD-ROM collection is a set of 11 discs spanning from 1921 to 1997. Although the CD-ROM collection only goes up to 1997, the collection is beneficial because the discs include every article published between those years. For all you pack rats, it's time to clean your shelves of all the old magazines and invest in the future. In the CD-ROM format, the articles are now available anytime in an easily accessible manner. The CD-ROM is a concise collection of articles which provides advice about different aspects of maintaining high-quality golf turf.

I was interested in the fact that I could browse the CD-ROMs and read a number of different articles pertaining to a particular subject from many different years. One feature that I found particularly appealing was the ability to look up an article from the past so easily. This provided a fascinating comparison between the techniques used in the past and those of today.

I did encounter difficulty when looking for a specific topic, however, because I didn't know where to find

an index or table of contents. After rooting around for a while, I found that the CD-ROM did contain indexes. They are located in the November 1976 issue, covering articles from 1966-76; and the December 1991 issue, covering articles from

1977-91. Furthermore, the indexes are broken down into

15 major categories that include all the relevant articles under that topic. For every article found in the indexes, the volume, page number and year are given, which enables the user to easily find the desired article. Search engines by word search and topic are also available, but this type of search is limited to the disc in use at the time. Also, the CD-ROM does not contain instructions regarding usage and navigation, but it doesn't take long to figure it out.

Overall, the CD-ROM collection is a valuable resource for anyone in the turfgrass industry because it provides quick research on any number of topics. Furthermore, the CD-ROM is also more efficient than searching through magazines and never finding a particular topic. Instead, all relevant topics pertaining to a subject are found by conducting a search or looking through one of the indexes. Finally, for all the turfgrass history buffs, the CD-ROM collection provides an interesting look at past turfgrass issue and techniques.



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