

# New BUSINESS

Product launches abound  
at Golf Industry Show



**T**he 2006 Golf Industry Show was an oasis for new product introductions and announcements, as well as other business-related news.

We guess this is a good sign for the health of the golf course maintenance industry.

Following are some of the major product announcements:

## Quite an 'array' from Toro

Michael Hoffman, president and CEO of The Toro Co., called the company's product launches at the Golf Industry

Show "one of the biggest and most impressive arrays that Toro has introduced at a golf show." It was big enough that Hoffman took center stage at the company's press conference.

It's safe to say that Toro introduced more new or improved products — 10 — at the GIS than any other company.

For starters, Toro introduced four new Reelmaster fairway mowers. Available in July, the new units — the 5210, 5410, 5510 and 5610 — feature Dual Precision Adjustment (DPA) cutting units, a lighter-weight design, an all-wheel drive system and other advanced capabilities.

Toro also unveiled the "new and improved" Sand Pro 3040 and Sand Pro 5040, which replace the original 3020 and 5020 models. The new models feature innovations that elevate the overall versatility and ease of use of these bunker management machines.

Other new Toro products include: The Golf Decoder Control (GDC) System, which the company says is a cost-effective expandable network of buried con-

trollers; the Greensmaster Flex 18 Walk Greensmower, the newest addition to the Toro walk greensmower product line;

the SitePro Version 2.1 Central Control Software, an upgraded version that is now compatible with Toro's Network VP Satellite; the Groundsmaster 7200 and 7210, zero-turn radius mowers; and the Multi-Pro and Workman Series Sprayers with New Spray Boom.

## Tartan time

Bayer Environmental Science announced it received EPA registration for Tartan fungicide, which controls dollar spot and brown patch, as well as other turf diseases, with a 21-day residual. Its active ingredients provide both contact and systemic action, offering effective preventive and curative control, according to



Bayer, which designed Tartan specifically for golf course greens, tees and fairways. Tartan contains a formulation technology called StressGard, which helps turf more effectively manage the stresses of golf course conditions.

## New for worm control

DuPont's Provaunt insecticide offers broad-spectrum lepidoptera control for black cutworm, fall armyworm, sod web-





worm and other caterpillar or worm pests (the complete list of controlled lepidoptera species will be included on label). Provaunt contains the active ingredient indoxacarb, which received a reduced-risk classification from the Environmental Protection Agency (state registrations are pending). It is an IPM insecticide that preserves beneficial arthropods; as a new chemistry, it is a significant benefit for resistance management, according to the company.

### Gas vs. electric

Club Car introduced the online Energy Cost Estimator to help courses evaluate their energy costs and compare gasoline-vs. electric-powered vehicles. The Energy Cost Estimator is part of Club Car's new Energy Efficiency Program, which is designed to make courses aware of the wide range of products and services the company offers to reduce energy costs and operate facilities as efficiently as possible.

"The question of whether gas or electric vehicles are the right choice for your course, and which is most cost-effective, has gotten more complicated as electric golf car and utility vehicle technology has advanced," said Mike Read, Club Car's director of marketing. "Electric vehicles are now capable of handling most any course terrain and most any maintenance task; so the choice between electric and gas is no longer obvious in many cases."

The Energy Cost Estimator can be accessed at [www.clubcar.com](http://www.clubcar.com).

Club Car also said it is incorporating an enhanced version of its high-performance power source, the IQ System, into more of its turf utility and multi-passenger transportation vehicles for 2006.

### Rain Bird busy

Rain Bird Golf introduced a line of custom booster pump stations for a variety of applications, from water features to golf course irrigation, among other products. Available in multiple configurations featuring constant speed or Variable Frequency Drive (VFD), the booster pump



features a large, full-color, intuitive touch-screen interface that shows actual water flows and operating conditions and allows for easy pressure-setting adjustments.

Rain Bird also unveiled the "Smart Pump Challenge," a new Web site that challenges superintendents to find out how much they can save by using Rain Bird's Smart Pump. By going to [www.rainbird.com/smartpump](http://www.rainbird.com/smartpump) and answering a few questions regarding irrigation on their golf courses, superintendents can find out how actual flow monitoring can help optimize their course irrigation cycles to save them significant time and money.

Rain Bird also made available Version 5.0, its latest generation of its central control software. Version 5.0 is designed to help superintendents maximize water management and conservation practices and can be installed on all Rain Bird Central Controls including Cirrus, Nimbus II, Stratus II and Stratus LT.

### The Hammer

The Gowan Co. offers SedgeHammer Herbicide to eliminate nutsedge without injuring cool- or warm-season turfgrass. It controls yellow and purple nutsedge at low rates. It also controls many broadleaf weeds. Gowan also offers Rubigan A.S. fungicide, which acts as a herbicide to control *Poa annua* while also controlling turf diseases such as spring dead spot and dollar spot.

### Lighten up

SoloRider says it has enhanced its single rider car with a lighter frame that reduces the car's weight for less ground pressure and increased range. Other changes include:

- Larger wiring channels for easier addition of accessories after purchase, and a wrapped floor-board to reduce scratched golf shoes.

- A new retracting bag rack that transmits impact from the bumper to the frame to reduce damage.

### Jake's upgrade

Jacobsen announced its InCommand Control System, an upgrade to the handles and clutch system used on walking greens mowers of the PGM 22 and GK 500-series. The PGM 22 and GK 500-Series features a new D-handle that improves operator comfort and makes the operator presence control easier to use, the company says. The new D-handle creates a common operating platform among the Jacobsen walking greens mowers and introduces the InCommand Control System, a new variable-speed control feature.

### Better sprays

A new spray tip, designed for applications where good leaf coverage and canopy penetration are required, is the newest addition to the TeeJet Spray Products' line. The new tip, Turbo TwinJet (TTJ), is good for fungicides, insecticides and pre- or postemergent contact herbicides, the company says.

The TTJ features a dual outlet orifice design. It is based on the patented design of the Turbo TeeJet spray tip.

The company says its new Turbo TeeJet Induction (TTI) spray tip design is ideal for use when off-target drift is a concern and overlap distribution is required. Using a pre-orifice design, the smaller droplets in the spectrum are eliminated and large, air-filled, drift-resistant droplets are produced.

### Sedge Dismiss-ed

FMC Corp. introduced Dismiss, a new herbicide for control of sedges. Dismiss recently received EPA registration and is

*Continued on page 80*



## New Business

*Continued from page 79*

for fast and effective postemergent control of yellow nutsedge, purple nutsedge, green kyllinga and broadleaf weeds.

Dismiss provides 81 percent control in as little as seven days and up to 96 percent control at 75 days after treatment, according to the company. The company says Dismiss will control yellow nutsedge in just one application on bermudagrass.

### Planting the seeds

Turfco will showcase its new TriWave 60 overseeder. The result of more than three years of development in partnership with superintendents nationwide, the TriWave 60 features several patent-pending technologies, including three independent floating heads, a proprietary seed delivery system, infinite depth adjustment and "wave design" blades.

### Armed with DISARM

Arysta LifeScience North America announced federal registration of fluoxastrobin, a strobilurin fungicide providing control of plant diseases. Arysta will market fluoxastrobin as DISARM Fungicide. Arysta is evaluating a number of fluoxastrobin-based premixes following the introduction of DISARM.

"As a member of the strobilurin class of chemistry, DISARM offers systemic and protectant properties to provide strong activity on turfgrass patch and blight diseases," said Tom Kroll, Arysta's product manager for fungicides. "This means two methods of protection and a broad spectrum of control of devastating diseases."

In 2005, Arysta collaborated with universities across the country to define the disease control spectrum and performance benefits of fluoxastrobin. Trial results indicate fluoxastrobin, alone or in combination, provides control of brown patch, summer patch, snow mold, target spot and southern blight.

### It's a grind

Bernhard and Co., the maker of the Express Dual reel grinder and the Angle-



master bedknife grinder, released a new grinder and grinder attachment.

The Rotamaster 4000 ensures both ends of the mowing blade are sharpened equally. The grinder features a clamp mechanism and fast-aligning jig bars, making for significant benefits in overall cycle time, the company reports.

The Express Dual blade thinning attachment is ideal for golf courses that want to do relief grind without compromising the speed and ease of use of the Express Dual. The attachment is mounted to the lift table and is easily positioned to allow for normal loading and unloading of mowers while still permitting normal use of the lift table.

### Making Headway

Headway fungicide from Syngenta Professional Products provides superintendents with a potent and efficient means to control turf diseases on their courses' most visible acreage — fairways. Headway uses the power of two active ingredients to deliver broad-spectrum disease control against dollar spot, brown patch and other turf diseases. Using dual modes of action helps ward off disease resistance

and allows Headway to control a range of diseases. Headway is expressly formulated to balance each active ingredient for control and optimal efficacy. In addition, Headway provides all the benefits of MAXX technology. It has little or no odor, offers excellent tank-mix compatibility and stability with other products.

### More Nitamin, please

Georgia-Pacific contracted with The Andersons and ProSource One to expand the availability of Nitamin Steady-Delivery fertilizer technology.

Fairmont Minerals, the manufacturer of Nitamin Coated Sand, added The Andersons as a partner in a national expansion of its distribution capabilities. In addition, Georgia-Pacific has entered into an agreement with ProSource One to add Nitamin as the exclusive nitrogen source in its ProForma premium line of fertilizer products.

Nitamin fertilizer technology, developed by Georgia-Pacific scientists, ensures a steady supply of available nitrogen in the soil for an extended period of time, keeping turf healthy and green for months, with fewer applications and low risk of turf burn, according to the company.

The Andersons' partnership with Fairmount Minerals means that Nitamin Coated Sand will be available nationally through its independent turf distributors, says Mike Bandy, turf product marketing manager for The Andersons.

ProSource One will blend, label and distribute six fertilizer products containing liquid Nitamin, with additional product offerings planned for the future, says Mike Roberts, ProSource One regional proprietary specialist.

### Aquatrols busy

Aquatrols, which recently completed its 50th anniversary, reported a busy booth at the show. The booth included a mini-seminar series with six superintendents and four researchers speaking about their experiences and studies with Dispatch and Revolution, two Aquatrols products. ■