

Suppliers Personnel Changes

Allis-Chalmers Farm Equipment Division has named Harry Hanley sales manager for its Columbus, Ohio, branch. Hanley, a native of Floral Park, Long Island, N. Y., was district representative in the firm's Syracuse, N. Y. branch since 1963.

Appointment of B. C. Brandenburg as midwest manager of Colloidal Products Corp., Sausalito, Calif., was revealed recently. A graduate of Iowa State University, Brandenburg's knowledge and understanding of midwest agriculture is expected to further the Colloidal program of research and development of spray adjuvants. Brandenburg's background is in the field of agricultural resources and chemicals.

Elanco Products Co. promoted three men from field sales manager to regional sales manager positions and chose two chemical sales representatives for field sales manager duties. Advancing to regional sales managers are: Robert W. Collins for the East Central Region, headquartered in Indianapolis, Ind.; William L. Hopkins for the Western Region, headquarters in Fresno, Calif.; and A. Mincher Hillis for the Southwest Region with headquarters in Dallas, Texas. Promotion to field sales managers were given James H. Dunn III for the Pacific Northwest area, and Bill G. Page, for the states of

California, Arizona, Hawaii, and a section of Nevada.

Smith-Douglass division of Borden Chemical Co. appointed Donald O. Newhart area manager of sales for S-D's Turf and Garden Products division. Newhart will manage sales in Illinois, Wisconsin, Minnesota, Iowa, Missouri, and Kansas, from his Chicago office. He is a graduate of Ohio State University and has been with S-D since 1963, when he started as sales supervisor. More recently he has been the firm's Midwest Pesticide Specialist for its Turf and Garden Division.

Power Feed Aids Mulching

Power Feed automatically loads bales of mulch to Finn Equipment's Model P Mulch Spreader and eliminates the need for an extra man to handle the bales, Finn claims. The Power Feed unit, run by the mulch spreader's engine, allows one man instead of two, to transfer mulch from the truck and feed it to the spreader. Another man operates the machine.

The new device feeds one to eight bales per minute into the spreader at an even, controllable rate, according to Finn. Bulletins describing Finn Mulch Spreaders and Power Feed are available from W. L. Schulze, Sales Manager, Finn Equipment Co., 2525 Duck Creek Road, Cincinnati, Ohio 45208.

Trimmings

Works Like a Beaver. We've been receiving carbon copies of letters "Tricks of the Tree Trade" (WTT, Feb. '66, pg. 8) author Horace Bryan has been writing to his "fans" who've questioned his hinge-cut method of falling trees. (See this month's "Letters" column.) In one reply, Bryan writes: "Did you ever notice how a beaver falls a tree? Now there you will find the perfect worker with the hinge-cut. Do you think that beaver just haphazardly falls trees without knowing where they're going?" Bryan, a Texas treeman who's swung on hickories when he was a lad, warns fellow arborists to be sure of the kind of tree they're working with. Some are too old or too brittle to use the hinge-cut on.

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The other morning, on the way to work, we heard a clever (??) disc jockey announce that he was accepting memberships in the Weed Society of America. The only one requirement, he said, was that the person had to be a garden club dropout!!! Oh, what fools these mikesters be!

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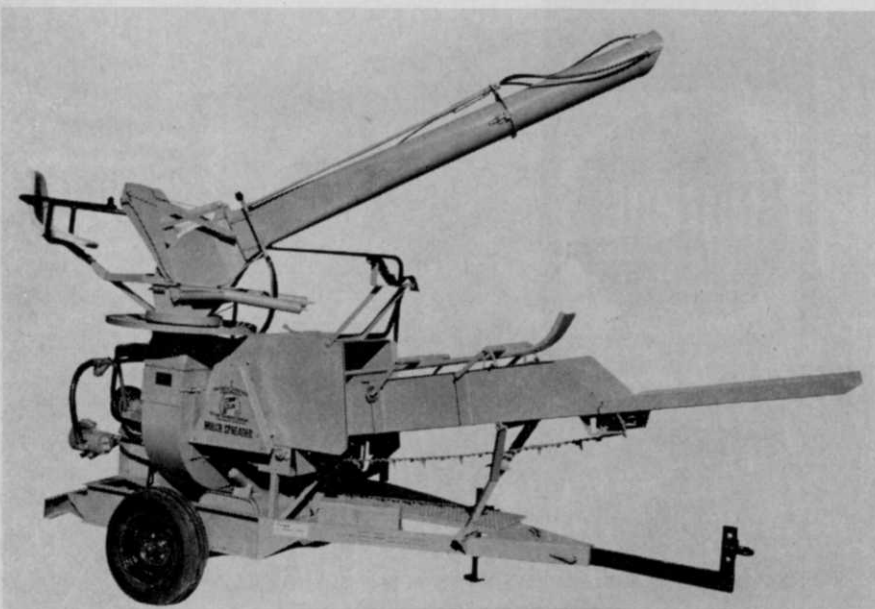
Washington in Cleveland. Committee men Chadwick and Milchalko have been using their influence with success to land as the keynote speaker for their International Shade Tree Conference, in Cleveland, Aug. 28-Sept. 2, Ohio Senator Frank J. Lausche, one of the more highly respected on Capital Hill. Complete arrangements for the program are to be announced in WTT next month.

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Missing a Bet? In a recent survey we conducted, we asked contract applicators to check off which of the kinds of customers we had listed that they do work for. We itemized: homeowners, industrial firms, municipal areas, utility rights-of-way, and residential building contractors. A West Coast respondent commented: "You left out the most important customer—the farmer. The second most important users of our services are military installations." How many other CAs have cultivated these potential customers?

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Northeast Weedman Dies. News just reached us at presstime that Dr. Donald A. Schallock, 46, extension specialist in weed control at Rutgers University, died of a heart attack at his home on April 3rd. Don had been a member of the executive committee of the Weed Society of America, and was a past president of the Northeastern Weed Control Conference. Before joining Rutgers in 1954, he had been an assistant professor of agronomy at the University of Rhode Island, and had previously taught at the University of Wisconsin and the New York State Agricultural and Technical Institutes in Delhi. Don, whose jovial presence and always-willing help will be missed, served five years in the Army and was discharged as a captain.



Power Feed eases bale loading of Finn Mulcher.