

SUPPLIERS

CORNER

■ Prices on Bov-A-Mura liquid organic fertilizer will be going down, thanks to **PBI/Gordon's** efforts to build a plant here in the United States. Bov-A-Mura was previously only available by importing from England. "Prices will definitely be going down," says PBI's **Gary Custis**. "All the savings will be passed on to the end-user." The new plant will be constructed in Pittsburg, Kansas, one hour south of PBI/Gordon's Kansas City headquarters.

■ **The Scotts Company**, the official turf care sponsor for the U.S. Youth Soccer Association, will award \$25,000 in college scholarships to U.S.Y.S.A. high school seniors. It will also provide a program to help the association's member organizations improve and maintain their soccer fields.

■ Tom Cook of Oregon State University has been honored with **Seed Research of Oregon's** "Research Excellence" award. Jim Reinertson of Dedham Country and Polo Club in Dedham, Mass. won SRO's "Golf Course Superintendent of the Year" award. Also, SRO is now the official seed supplier for SMA Services Corp., a subsidiary of the Stadium Managers Association.

■ Tony Gustaitis, golf superintendent at Whitmarsh Valley Country Club in Lafayette Hill, Pa., won an expense-paid trip for two to the birthplace of golf—Scotland—from **American Cyanamid** earli-

er this year.

■ **Sandoz Agro** has consolidated its Zoecon product line under the Sandoz Agro name. "[This] is a part of our strategy to become more aggressive and progressive in specialty markets," says **Carl Tanner**, director of marketing for specialty business.

■ **Pennington Seed Co.** recently received \$250,000 from the USDA for damages resulting from illegal actions against the company by the government six years. Because of a government order, Pennington had to destroy 200,000 pounds of its seed. It sought compensation from the government, which refused to pay.

■ **Parker Sweeper's** manufacturing facility has moved from Springfield, Ohio, to Hampshire, Ill., a suburb of Chicago. The new building has 200,000 square feet of manufacturing space, with plans for at least 50,000 more square feet.

■ **Scott Wanzor** of Duluth, Ga., has joined **Aquatrols** as southeast territory sales manager. The University of Georgia grad has more than 18 years of experience in the turf and ornamental market.

■ **Snapper Power Equipment** is introducing a limited number of products into 31 Home Depot stores in Texas. "This move into high-end specialty retailing is just one more step for Snapper in its continuing growth course," says Snapper president and CEO **Jerry Schewiner**.

■ **JaiTire Industries** and the City of Lancaster received the League of California Cities' Helen Putnam Award for Excellence for implementing Rebound Soil Amendment into the city's new athletic fields.

■ **Jim Crockett** is new to the **W.A. Cleary Chemical Corp.** as market development manager, horticulture products. The former ChemLawn employee holds a master of science degree from Auburn University.

■ **Winners of the Rain Bird Golf Division Freedom System Giveaway Contest:** Manuel Delgado, Liano, Calif.; Robert K. Ellis, Vero Beach, Fla.; Doug Falk, Litchfield, Mo.; Howard Hamaoa, Aiea, Hawaii; Larry C. Handle, Paducah, Ky.; Dan Higgins, Winchester, Mass.

■ A group headed by **Dick Cornelius** of Fort Collins, Colo. is new owner of **BlueBird International**, a lawn care equipment manufacturer. He bought the company from **Doug and Bev Zehrung**.

■ **Ernest E. Cook**, co-founder of Hypro Corp., passed away on April 7. He and **Harry J. Sadler** had started the company in 1947 and resigned in 1966.

■ **Garden Way's** new director of product management and research is **Gregory E. Best**; new product managers are **Kevin J. Connolly**, **Paul F. Denimarck** and **Brian E. Miller**; new associate product managers are **Denis J. Bedard** and **Thomas J. Klein**.

INFO-CENTER

Videos and literature for the green industry

EVERYTHING YOU ALWAYS WANT-ED TO KNOW ABOUT...horticulture is available from Timber Press. Its 1995 catalog includes "Trees & Shrubs for Temperate Climates," "Maples of the World," "Hardy Geraniums," "Plants for Groundcover," "Dictionary of Plant Names," and many, many more. To receive the catalog, phone (800) 327-5680.

URBAN PEST MANAGEMENT...The 1995 "Illinois Urban Pest Management Handbook" is now available from the University of Illinois, 67-UR Mumford Hall,

1301 W. Gregory, Dr., Urbana, IL 61801. Included are tips for insect, weed and disease control, pesticide applicator equipment and calibration references. Cost is \$10. You may also phone in your order to (217) 333-2007.

DESIGN PRODUCTS...For a wide range of products used in landscape design, you'll want a copy of LAfile '95. The file and binder is available for \$39.95 plus shipping and handling. It is indexed by product, trade name and company name, and contains information on CAD

and a Buyers Guide. To order, write to: LAfile, 4401 Connecticut Ave., NW, Fifth Floor, Washington, DC 20008-2369 or phone (202) 686-1001.

CREATIVE FINANCE...With the book "How to Finance a Growing Business," you get usable tips from Royce Diener, former CEO of a \$3.1 billion international corporation. Information covered includes: obtaining capital to start a new venture, calculating your need for working and growth capital, borrowing many times the company's worth, and using financial leverage. Price is \$24.95 for the 330-page trade paperback from Merritt Publishing and Nolo Press. To order: write Nolo Press, 1661 Ninth St., Santa Monica, CA 90406-0955 or phone (800) 638-7597.

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PESTICIDE REFERENCE..."The User's Reference Guide to Pesticides" may be the handiest book you'll ever buy. Ag and hort products registered in the U.S. are listed by generic name, followed by the different formulations with their tank-mix, adjuvant and compatibility recommendations. The 200-page reference is priced at \$27.95 and available by writing Thomson Publications, P.O. Box 9335, Fresno, CA 93791 or phoning (209) 435-2163.

WAGES AND BENEFITS...Results of a survey on landscape wages and benefits conducted by the Associated Landscape Contractors of America is now available. For \$45 (\$25 for ALCA members), you can order a book containing all the survey results. Mail your check (plus \$3.50 shipping & handling) to: ALCA, 12200 Sunrise Valley Dr., Suite 150, Reston, VA 22091 or phone (703) 620-6363.

THE EARTH IS FINE!...For a mere \$2.50, you can order a new poster titled "The Earth is Fine!" from the National Anxiety Center, Box 40, Maplewood, NJ 07040. The poster boasts that it is "a guide to bogus environmental claims" from the ozone layer to pesticides, to clean water and endangered species. It also notes that "the EPA is now responsible for generating one-third of all federal regulations."

COMPOST STUFF...The "1995 Compost Organics Buyers Guide" is now available. It is designed to be used by lawn and landscape contractors, garden centers and nursery operators. Contents include information on equipment sources, consulting firms, extension offices, state regulations, site selection, and health and safety precautions. To order, send \$19.95 to Composting News/Buyers Guide, 8383 Mentor Ave., Suite 102, Mentor, OH 44060. For more information, call (216) 255-1454.

NOTES FROM ALL OVER

Now you can become a member

BELTSVILLE, Md.—The National Turfgrass Evaluation Program (NTEP) is now charging a \$30 annual membership fee. Members receive all NTEP reports produced in 1995. Exempt from the fee are university turfgrass faculty members and seed companies that enter grasses into NTEP tests.

Membership fees may be tax-deductible.

For more information, phone national program coordinator Kevin Morris at (301) 504-5125.

ALCA names Landscape Service winner

RESTON, Va.—Ron Kujawa of Kujawa Enterprises Inc., Cudahy, Wis., won the prestigious Landscape Service Award from the Associated Landscape Contractors of America. He was recognized for his extensive service to the green industry via his ALCA leadership positions, for his example as head of a successful landscape contracting company, and for being a co-founder and past president of the Green Industry Exposition.

KEI has been in business since 1970, and has been an ALCA member since 1972

Environmental buys Moss

HOUSTON—Environmental Landscape Services is new owner of the Austin Division of Moss Landscaping.

"With this purchase, we now have 18 trucks, tons of equipment, and 77 professional people with many years of Austin Landscape know-how," notes Environmental president Charles Racusin, who is a member of LANDSCAPE MANAGEMENT's Editorial Advisory Panel.

A.C.R.T. promotes four

KENT, Ohio—Richard E. Abbott has been promoted from president to chairman of the board and chief executive officer of A.C.R.T., an urban and utility forestry firm. Dr. Elizabeth L. Buchanan was promoted to president and chief operating officer and Jeff A. Saltzman was promoted to executive vice president. Vice president Dr. Jay Abercrombie takes over as head of the Biological Services Department from Dr. Buchanan.

GREEN INDUSTRY EVENTS

JULY

12: Landscape and Nursery IPM Workshop, Stockbridge, Mass. Phone: Kathleen Carroll, (413) 545-0895.

13: Southern Illinois Nursery Association Summer Field Day, H.E. Nursery, Litchfield, Ill. Phone: Marge Clayton, (618) 675-3478.

16-19: Canadian Urban Forests Conference, Windsor, Ontario, Canada. Phone: (519) 255-6270.

19-20: Midwest Grounds Management Conference, Normal, Ill. Phone: Mike O'Grady, (309) 438-2032.

21-22: Midwest Grounds Maintenance Conference, Illinois State Univ., Normal, Ill. Phone: Professional Grounds Management Society, (410) 584-9756.

21-22: Sports Turf Association Annual Field Day, Globe Park, Hamilton, Ontario, Canada. Phone: David Smith, (519) 763-9431.

23-27: Association of American Seed Control Officials annual meeting, Hotel Marriott, East Lansing, Mich. Phone: Ken Rauscher, (517) 373-9753.

25: Midwest Regional Turf Field Day, West Lafayette, Ind. Phone: Bev Bratton, (317) 494-8039.

25-27: Penn Allied Nursery Trade Show, Fort Washington (Pa.) Expo Center. Phone: (800) 898-3411.

26: Georgia Turfgrass Field Day, Georgia Experiment Station, Griffin, Ga. Phone: Georgia Turfgrass Association, (404) 975-4123.

26-28: FNGA/ALCA Conference, Hyatt Hotel, Orlando, Fla. Phone: Lynne Rue at Florida Nurserymen and Growers Association, (407) 345-8137.

26-28: TPI Summer Convention, Omaha, Neb. Phone: Turfgrass Producers International, (708) 705-9898.

26-29: AAN/MNLA Convention & Trade Show, Minneapolis, Minn. Phone: American Association of Nurserymen, (202) 789-2900 or Minnesota Nursery & Landscape Association, (612) 633-4987.

28: ALCA Masters in Management seminar, Harbor Court Hotel, Baltimore. Phone: Elise Lindsey, Associated Landscape Contractors of America, (703) 620-6363.

30-Aug. 1: International Lawn, Garden & Power Equipment Expo (Expo 95), Kentucky Exposition Center, Louisville, Ky. Phone: (800) 558-8767.

30-Aug. 1: Texas Turfgrass Summer Conference, Corpus Christi. Phone: Shirley Duple, (409) 693-1656.