

SUPPLIERS CORNER

Lesco Inc. has purchased the Pro-Lawn Division of Agway Inc., a Syracuse, N.Y.-based agricultural cooperative. Pro-Lawn supplies professional turf-care products to golf courses and commercial landscapers in 16 states.

Trevor Thorley has been named director of specialty products for the agriculture division of **Bayer Corp.** He will be responsible for overseeing the turf and ornamental and pest control businesses as well as the introduction and growth of Premise and Merit insecticides. Thorley was named director after Allen Haws decided to retire.

Ciba Turf & Ornamentals International has extended its

agreement with the Golf Course Superintendents Association of America (GCSAA) to sponsor an international lounge at this year's GCSAA Convention and Show. Ciba will sponsor the lounge, in which interpreters are available, for the next three years.

The Tony Butler Golf Club team from Rancho Viejo, Texas, won the ninth annual international **John Deere** Team Championship Golf Tournament at Wild Wing Plantation, Myrtle Beach, S.C. Members of the team: superintendent Richard Flores, professional Randy Walker, director Michael Murphy, city commissioner Dr. James Rowe and Deere distributor Chad Mobley. They beat 30 other teams.

The Pebble Beach (Calif.) Company has signed two exclusive agreements with turf equipment manufacturers. **Ran-somes** is new exclusive supplier of turf maintenance equipment, and **Rain Bird's Golf Division** will renovate Pebble Beach's irrigation system. The agreement with Ran-somes is for three years. Rain Bird, meanwhile, will also provide technical support for five years. Both agreements were consummated by Pebble Beach vice president Ted Horton.

Rain Bird also promoted Janet Bednarski from the Golf Division's marketing program manager to satellite controller product manager, and named Mindy Donenfeld Liron as rotor brand manager.

David Woods is new chief operations officer for **The Charles Machine Works**, manufacturer of Ditch Witch products. He will oversee product development, manufacturing, marketing, and parts and service. Kurt Andrews will succeed Woods as director of marketing.

Curtis Clark has been promoted to sales manager for **American Cyanamid's** Turf, Ornamental and Pest Control Group. The former market manager for Cyanamid's consumer lawn and garden products will oversee sales for consumer and professional products.

Bob Yarborough is new northern division professional products manager for **Terra International's** turf and ornamental business. Yarborough has worked in the industry for 17 years, most recently as a vice president at Lesco.

Alamo's new national sales manager is Jack McKay. He has been in various managerial positions with Manitex, Cloverdale Equipment and Depco Equipment.

Gene Hintze is new turf and ornamental business manager for **Sandoz Agro's** Specialty Business Unit. Hintze will be responsible for establishing the overall direction, planning, implementing, monitoring and analyzing the company's marketing efforts in the turf and ornamental industry. In addition, Terri Lohmann, recent recipient of the Sandoz Presidential Award, was promoted to marketing services manager.

Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

FOR SMALL BUSINESSMEN...A fully revised and updated edition of "Small Time Operator" by accountant Bernard Kamoroff has just been published. The book tells how to start your own small business, keep your books, pay your taxes and "stay out of trouble." The 224-page book has more than 500,000 copies in print. Price is \$16.95. For more information: Bell Springs Publishing, (707) 984-6746.

INSECTS BEGONE...The "Handbook of Turfgrass Insect Pests" from Drs. Rick Brandenburg and Michael Villani includes 60 color photos, 58 illustrations, a directory of services for obtaining local information and a glossary. Price is \$30, plus \$2.50 shipping and handling in the U.S. Send prepaid orders to ESA Sales, P.O. Box 177, Hyattsville, MD 20781. Send credit card orders to: ESA Sales, 9301 Annapolis Rd., Lanham, MD 20706. Foreign orders, more information or charge-by-phone: (301) 731-4535.

TENDER LAWN CARE..."The Handbook of Successful Ecological Lawn Care" is now available from the Edaphic Press, P.O. Box 107, Newbury, VT 05051. The 284-page soft-cover book is written by Paul D. Sachs. It "enables the reader to make common sense decisions about turf problems that can reduce the need for pesticides." Price is \$18.95 plus \$1.75 postage and handling. More information: (802) 222-4277.