

Jim Tielke, vice president of ice melter sales for **IMC Vigoro**, says the company is ready for winter, with plenty of ice melter products. "The professional side of snow removal is an extremely large market" says Tielke. "Throughout the snow belt, there is a tremendous amount of competition for landscapers." For those fortunate to land some good accounts, says Tielke, "ice melter can be an absolutely marvelous off-season effort." The Winter Haven, Fla. com-

pany's *Safe Step* is kinder and gentler to the turf, shrubs and trees that surround walkways.

Textron, Inc., parent company of Jacobsen, has acquired **Bunton Company**, makers of lawn-care equipment for landscape management professionals. "By combining [Jacobsen and Bunton], we will be able to build upon Bunton's established products and distribution channels in the commercial arena by leveraging

Jacobsen's leadership position in the golf market," says Herb Henkel, president of Industrial Products for Textron.

The Toro Company reports it will buy the **James Hardie Irrigation Group** for \$130 million, a move Toro believes will help its positioning as a "cost effective competitor" in the turf irrigation market. JHI provides irrigation products to residential and commercial markets.

Husqvarna has again desig-

nated October as Chain Saw Safety Awareness Month. "We're pleased to have been the first chain saw manufacturer to introduce this special way to highlight key safety messages so critical to our customers," says Husqvarna President David Zerfoss.

RohMid L.L.C., a joint venture between **Rohm and Haas Co.** and **American Cyanamid Co.**, has named John H. Thomas, Ph.D., as manager of the company responsible for marketing the new turf insecticide, RH-0345. The product controls grubs and other soil-borne pests in turf by interfering with insects' normal molting processes. The product is expected to be approved in 1997.

The 10th Annual **John Deere** Team Championship Golf Tournament finals will be held at Pelican Hill Golf Club, Newport Coast, Calif., Nov. 14-17. The tournament is meant to recognize the importance of the people who make up a golf course management team.

Cargill intends to acquire the North American salt production, processing and marketing assets of **Akzo Nobel Salt, Inc.** The companies say they expect to finalize the deal by the end of the year. "This represents an opportunity for Cargill to serve customers' needs worldwide with greater value and a broader spectrum of products," says Charles L. Sullivan, president of Cargill's Salt Division. **LM**

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VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

BEARD'S NEW BOOK...The "Color Atlas of Turfgrass Diseases" by Dr. James B. Beard is available beginning next month through Ann Arbor Press, P.O. Box 310, Chelsea, MI 48118; phone (313) 475-8787 or (800) 858-5299. The book has more than 450 unique high-quality color photos. Completely rewritten from an earlier book sold in Pacific Rim countries, the book includes all major turf diseases worldwide. Cost is \$79.95.

INSECTS, TOO...The all-crop quick reference Insect Control Guide can be purchased for \$49.95 from Meister Publishing Co., 37733 Euclid Ave., Cleveland, OH 44094; phone (800) 572-7740. The guide puts product specs at your fingertips in a dictionary-type format. It is edited so you can use the indexes to quickly find data, products (by common and trade name) and definitions.

ANSWERS FOR CUSTOMERS...Responsible Industry for a Sound Environment (RISE) has a new brochure to help lawn care operators better answer customer questions about pesticides. The brochure includes easy to explain information about the EPA regulatory process, pesticide testing, Integrated Pest Management and how pesticides enhance the quality of life and the environment. To receive the free brochure, call RISE at (202) 872-3860; or write to RISE at 1156 15th St., NW Suite 400, Washington, D.C. 20005.

AT TOURNEY TIME...Here's where some of your golf customers might be getting their ideas. "Tournament Tips," published by Golffhouse, offers dozens of tips of how to plan, organize and run a golf outing. Includes information on small local events to major corporate outings. Price is \$29.95 plus \$4.95 s&h. To order, phone (800) 832-5457.

ON SOILS..."Soil Organic Matter: Analysis and Interpretation" summarizes in 67 pages the current methods of testing for soil organic content, test interpretation, and using results to modify recommendations for field use. Published by the Soil Science Society of America. Price is \$24. For members, the first copy costs \$20. Order from SSSA HQ Office, 677 South Segoe Rd., Madison, WI 53711-1086; fax orders to (608) 273-2021.