

SUPPLIERS CORNER

Turf managers who buy natural organic **Milorganite** fertilizer this fall will help support turfgrass research. According to Milorganite's Larry Lennert, the company will donate \$10 for each ton of Milorganite purchased to the buyer's favorite turfgrass research organization. "Milorganite and its distributors have long sup-

ported turf research at the national level through the O.J. Noer Research Foundation," Lennert says. "This program enables customers to support research at the local level." Milorganite is celebrating its 70th year of serving professional turf managers with natural organic fertilizer.

Jacklin Seed received the 1996 Idaho Governor's Export Marketing Award for Service from Lt. Gov. Butch Otter at the World Trade Day in Boise this summer. Jacklin now exports 35 percent of its seed to more than 50 countries around the world. Elsewhere at Jacklin, Hagen Ledebor is new manager of Grower Services

Operations in Oregon. He will be responsible for managing all aspects of contracting and placing Jacklin varieties in the Willamette Valley.

Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

AERATION INS & OUTS... Millcreek Manufacturing is offering a sales kit for landscapers and lawn care operators interested in expanding their business with turf aeration. The kit consists of a booklet explaining aeration basics and providing helpful sales tips, a master sales flyer and a professionally designed newspaper ad. To order your *free* aeration kit, phone (800) 879-6507 and tell them you saw it in *LANDSCAPE MANAGEMENT*.

USING PGRs... "The Professional's Guide to Turf and Ornamental Plant Growth Regulation" is available *free* from PBI/Gordon Corp. This new application guide provides 24 pages of information with more than 50 full-color pictures. Info concerning factors to consider before, during and after PGR treatments, regardless of product, is provided. For your copy: phone (816) 421-4070 and tell them you saw it here.

BIG HORT CATALOG... has 100 new titles for 1996. Contact the American Nurseryman Publishing Co., Book Department, 77 West Washington St., Suite 2100, Chicago, IL 60602-2904; (800) 621-5727. In metro Chicago: (312) 782-5505.

GOLF DESIGN... "An Environmental Approach to Golf Course Development" is a 48-page brochure with 12 case studies. Designed for developers and municipal groups that handle permitting. \$10 per copy from the American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, IL 60601; (312) 372-7090.

BUSINESS BONUS... Vander Kooi & Assoc. Inc has a catalog of books, tapes, videos and seminars. This longtime consultant to the construction industry, including landscape construction, offers a range of business titles. Contact Vander Kooi & Assoc., Inc., P.O. Box 621759, Littleton, CO 80162; (303) 697-6467; fax (303) 697-6815.

LIVING SCULPTURES... "Quick and Easy Topiary and Green Sculpture" has more than 300 color photographs and drawings to illustrate techniques for growing and shaping plants. \$18.95. Contact Storey Communications, Inc., P.O. Box 445, Pownal, VT 0526; (800) 441-5700.

A ROSE IS A ROSE... Get the lowdown in "Roses for the North: Performance of Shrub and Old Garden Roses at the Minnesota Landscape Arboretum." \$11.95 per copy from the University of Minnesota, 405 Coffey Hall, 1420 Eckles Ave., St. Paul, MN 55108-6068. Phone (800) 876-8636 or (612) 624-4900; fax (612) 625-2207; e-mail: news@mes.umn.edu

Encore Manufacturing's dealer base showed growth of 12 percent this year, according to company president Dick Tegtmeier. Sales were buoyed by the introduction of the Z42 dual-market riding mower for commercial users and consumers alike.

United Horticultural Supply added a Southern Division, completing its coverage of the United States to the professional turf, lawn care, nursery and specialty horticultural markets. John Walther is manager of the new division (N.M., Texas, La., Ark., Miss.).

Roger Bechle and Bart Fox join **American Cyanamid** as territory managers for turf, ornamental and pest control products. Bechle will handle the Northeast while Fox will service the Southwest.

Ransomes is new official supplier to the PGA European Tour and European Senior Tour, which includes the British Open Golf Championship and the Volvo PGA Championship. The company's products will be recommended for use at all tour stops for the next three years.

Plant Health Care acquired Industrial Services International, maker of Terra-Sorb water polymer gel products. James J. Quinn, previously president of ISI, is now a vice president for PHC, a leading

supplier of plant health care-related products and services to the horticulture, forestry and land restoration industries. PHS will warehouse and package Terra-Sorb at its Pittsburgh manufacturing facility.

Agway Inc. of Syracuse, N.Y. intends to sell the assets of its subsidiary, **Roberts Seed** of Tangent, Ore., to **Pickseed West** of Tangent, Ore. "The two companies not only share common trade objectives, but have developed close industry ties over the years," a press release says. "The combined entity will result in one of the largest seed companies in the Pacific Northwest."

Jacobsen is celebrating 75 years as a manufacturer of professional golf and turf maintenance equipment. "There's a new spirit at our company," says president Phil Tralies, "a bright, new spirit of enthusiasm and commitment to the products we build and to the golf and turf professionals we serve." According to the company, Jacobsen products are found on more than 75 percent of all the golf courses on Earth.

Two months ago, Vice President Al Gore and members of the Green Chemistry Partnership presented **Monsanto** with the President's Green Chemistry Award for new synthesis technology. Monsanto received the award because it developed a new "zero-waste" chemical process to make disodium iminodiacetate (DSIDA), a key chemical intermediate in the production of Roundup herbicide.

Gary Neyman is new product group manager for **Lebanon Turf Products**. He will be responsible for the sales and marketing of Country Club, Country Club-2, Nx-Pro and IsoTek professional turf products.

The **J.R. Simplot Co.** and **Best Professional Turf Products/Apex Professional Horticulture Products** have selected Swanson Russell Associates as their marketing communications agency of record. **LM**

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