

Lesco, Inc., Cleveland, Ohio, reported record sales of \$312 million in 1996, but non-recurring charges resulted in a net loss for the year. Its 1996 sales were 29 percent higher than 1995 sales of \$241.7 million. "Fourth quarter charges recognized in 1996 represent the culmination of many of the strategic goals Lesco put in place three years ago that will help improve our financial performance going forward," said Ware H. Grove, Lesco vice president, chief financial officer.

RohMid L.L.C., a joint venture of **Rohm and Haas Company**, Philadelphia, and **American Cyanamid Company**, Parsippany, NJ, named Gary D. Curl to its board of directors. Curl is business man-

ager for Cyanamid's Turf and Ornamental Products Group. Curl has been with American Cyanamid since 1994. Rohm and Haas has also added **IMC Vigoro** to its list of formulators for non-staining Dimension crabgrass preventer.

Golf course designer Graham Marsh has joined with the Golf Course Architect Group of the **HNTB Corporation** to offer design services in North and South America. Graham Marsh Golf Design/HNTB will provide full-service design of upscale golf courses, as well as related developments. The association's first project is Independence, MN, for Burnet Realty. They are master planning a 600-acre development to include 60-85 residential lots, an

18-hole daily fee course, a learning center, equestrian facilities and trails and a 15-acre softball and soccer complex.

Richard Weigand joined **Medalist America** as turf specialist early this year. His territory is Michigan, Ohio, Pennsylvania and West Virginia. Debbie Bean is Medalist's new blending coordinator for pre-formulated seed blends, specials and customs. **JacklinGolf** has announced the following promotions: Hiromi Yanagisawa, vice president/managing director; Jim Connolly, director of agronomy/technical services; Dr. Eric Nelson, senior technical agronomist; Lee Hetric, manager of marketing and golf development.

Rain Bird's Golf Division named **Irrigation Supply Co.**, Inc., Louisville, KY, as the sole distributor of Rain Bird golf course irrigation products in Kentucky, southern Indiana and Tennessee.

Thomas Parobek joined **Valent U.S.A.** as sales representative in its Professional Products Group. He will be responsible for Midwest territory sales of Valent products.

Case Corporation reports fourth-quarter operating earnings of \$163 million, up 26 percent over \$129 million in the comparable period last year.

Earthgro, Inc., acquired **Summit Inc.**, the country's leading producer of fine quality bark and mulch products. The acquisition gives Earthgro production facilities in Louisburg, NC, and Wakefield, VA. Earthgro is headquartered in Glastonbury, CT.

Toro has acquired **OSMAC**, a central irrigation control system for the large turf irrigation market, from **Motorola, Inc.** Motorola continues to manufacture and supply system components to Toro.

Dallas-based **Flowtronex PSI**, which produces golf course pumping stations, is buying the business of **Commercial Pump**. The newly acquired business will operate as a division of Flowtronex PSI and retain the Commercial Pump name and personnel, says Flowtronex. **LM**

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A free booklet... *Golf Course Development Planning Guide* from the American Society of Golf Course Architects helps with the first steps to developing a new golf course. The 16-page brochure covers key components in a new course project. Municipal officials, investors, members of review boards, golf professionals, superintendents, course owners and other interested parties will benefit from the brochure and its coverage of the initial steps in the development process. For a free copy of *Golf Course Development Planning Guide*, send a self-addressed, stamped, business-size envelope to the American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, IL 60601.

Water Quality and Your Lawn... An easy-to-read brochure from PLCAA explains how a healthy lawn improves water quality, and is supported by several environmental organizations. PLCAA Government Affairs Director Tom Delaney encourages all LCOs to distribute it to their customers and in their communities. To order *Water Quality and Your Lawn*, contact PLCAA at 1000 Johnson Ferry Road, NE, Suite C-135, Marietta, GA 30068; Phone (800) 458-3466; Fax (770) 578-6071; E-mail: plcaa@atcom.net.

Want to be a winner?... Marty Grunder can help. Grunder began his company at age 13 with a used, \$25 mower, and today does reported annual sales of more than \$1.6 million. His marketing system—*How to Reinvent Your Lawngarden/Landscaping Business with Multi-Million Dollar Marketing Secrets*—is changing the way many companies do business, according to Grunder. For more information, contact Grunder at 9770 Byers Rd., Miamisburg, OH 45342; (937) 847-9944; fax: (937) 847-8067.