

Ed Gajewski joins **American Cyanamid** as business director, marketing services for the Specialty Products Department. Kit Rowe is territory manager in the midwestern U.S. for the company's Turf and Ornamental Products Group and Pest Control Products Group. His territory includes Indiana, Ohio, Michigan, western Pennsylvania and Kentucky.

Cargill, Inc. Fertilizer Products Division of Elk River, Minn., selected Grigg Brothers Bio Turf Gro Products, Naples, Fla. as sales agents for Cargill "Synergy" for turf and ornamental products in the U.S. (excluding Fla., Ga., S.C.) "Synergy is an energy-based fertilizer product developed and patented for use in turf, ornamentals and agriculture," says Bob Hess, worldwide product manager.

Superintendent Gary T. Grigg, CGCS at Royal Poinciana Golf Club, Naples, Fla., is vice president of Grigg Brothers.

The **John Deere** Worldwide Commercial & Consumer Equipment Division received the 1997 Bronze International Design Excellence Award for the design of the Gator Diesel utility vehicle. presented by the International Design Society of America and sponsored by Business Week magazine. The 6x4 Gator has a new design that features a diesel engine and a Continuously Variable Transmission.

Encore Manufacturing Co. named Doug Tegtmeier national sales manager. He will oversee distribution and dealer networks that carry both the residential and commercial mower lines.

Howard Johnson's Enterprises named Tom Skinner a regional account manager in the Midwest. He previously served Vicksburg Chemical as Midwest sales manager.

Husqvarna Forest & Garden Co. redefined its sales force as customer business development managers. David Zerfoss, president, says a feature is "Collaborative Selling," a specialized comprehensive educational program Husqvarna provides for its customer business development managers. The company now surveys its power retailers each month to assess their satisfaction and success with the customer business development managers and overall company service.

International Seeds, Inc. celebrates its 25th anniversary as

a turfgrass/forage seed producer. Events held to mark the milestone included a banquet/golf outing at Creekside Golf Course in Salem, Ore. "We were particularly pleased to see the number of guests that came from other parts of the country and even Europe to be present during this milestone event," says President Rich Underwood.

Kenneth J. Kossin, Jr. is the new controller at **Lesco**, and Susan F. Novak is the Cleveland-based company's manager of investor communications. Kossin has been with the turf product maker since 1989. Novak joined in August of last year, with experience in venture capital.

The Toro Company will open a new training facility this fall at which seminars and courses on technical and product training; engineering; customer service; and new products will be held. Participants will include Toro commercial market customers, distributors, service technicians, technical sales personnel and Toro employees from across the globe. The 5,800-sq.-ft. facility, comprised of two classrooms, four service bays with lifts, tool storage, and the latest in video-conferencing and audio-visual capabilities, is located at the company's headquarters in Bloomington, MN. For more information on the Toro Training Center, courses and availability, contact Rich Smith, service training manager at The Toro Company, 612/887-8116. **LM**

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1997 NEW ENGLAND GUIDE ... Recommendation Guide for Insects, Diseases, and Weeds of Shade Trees and Woody Ornamentals is now available for \$15 per copy (make checks payable to University of Massachusetts). Send to: Bulletin Center, Draper Hall, Box 32010, University of Massachusetts, Amherst, MA 01003-2010.