

Century Rain Aid opened new branches in Florida: Bunnell, Cape Coral, Mangonia Park, Palmetto and St. Augustine. In addition, new branches opened in: Huntsville, AL; Macon, GA; Noblesville, IN; Swansea and Woburn, MA; Clarkson, MI; Manchester, NH; Mooresville and Wilmington, NC; Bedford Heights, Columbus and Dayton, OH; and Greenville, SC.

Hunter Industries introduced the Hunter Preferred Contractor Program to help irrigation professionals gain the tools, office equipment and development funds needed to expand their business. For the next three years, professionals will earn points from Hunter pur-

chases which can be redeemed. www.HunterIndustries.com

Myra Potts joined **Medalist America** as turf specialist for the southeast U.S. Alan Mark is turf specialist for OH, IN, MI, western PA, WV and KY.

Howard Fertilizer Inc. is the sole distributor of Par Ex IBDU in Florida which is licensed by **Lebanon Seaboard Corp.**

National Seed Company, a division of Jacklin Seed, appointed Dan Biddick sales representative for WI and MN.

Pennington Seed Inc. appointed Roger Tucker western division turfgrass manager for

its Professional Turfgrass Group.

Profile Products LLC promoted Sam Stimmel to national sales manager and named Mark Fields, CGCS, Gulf regional sales manager. Larry Lennert is midwest regional sales manager and Paul Salmon, CGCS, is southeast regional sales manager.

Dr. Jeffrey Higgins is the director of marketing for **Pursell**



Dr. Jeffrey Higgins



Andrew Semple

Technologies Inc. Andrew Semple is regional sales manager for the northern U.S. and Canada.

Mike Tentis was named product manager for the Professional Products Division of **Simplot Turf & Horticulture**. Tentis is responsible for sales of Jacklin and Medalist America grass seed products in the western U.S. and western Canada, as well as the new proprietary Best brand of grass seed.

Mark Sargent joined **Spectrum** as director of sales and technical services for professional products.

EPA approved three **Valent** products for use in Colorado: Orthene® Turf, Tree and Ornamental, Spray 97, Distance® Insect Growth Regulator and Orthene® PCO Pellets. In NY, Pinpoint® 15 Granular Insecticide has been approved by the state for use as a broadcast treatment. www.valent.com

Buddy Camors has been named business director of **Zeneca Professional Products**, taking over the pest control, turf and ornamental business from Kee-llan Pullium. www.zenecaprofprod.com



Buddy Camors

Info center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

COMICS AND IRRIGATION ... combine in the new quarterly newsletter from Irritrol, "The Amazing Irritrol-Man." The irreverent, colorful approach is an interesting take on product information. If you'd like to see Irritrol-Man and Rex, his faithful companion (a Scottie, complete with tartan cape) you can call Mike Ochoa, marketing manager, at 909/785-3623.



SOIL INFORMATION ... is available from the world's leading soil-testing laboratories, MDS Harris. On their website, www.mdsharris.com, a new section called Agri-Knowledge currently has 19 technical articles on nitrogen (4), phosphorus (3), potassium (3), soil pH (5), as well as zinc and manganese.

UPDATED PGMS GUIDES ... Grounds Estimating Guide, Grounds Maintenance Management Guidelines and Grounds Management Forms & Job Descriptions Guide have been fully updated simultaneously. Presented together in a 0.5-in. binder, the guidelines are available at a savings of \$15 for the set, for the remainder of 1999. Contact PGMS, 410/584-9754, fax 410/584-9756, www.PGMS.org