

AgriBioTech Inc., named Tony Blum to the newly created position of Vice President, Director of Communications, Planning and Development. Blum was formerly Director, Planning and Development.

Aimcor, manufacturer of Turface® Sports Field Conditioner and Profile™ porous ceramic conditioners, is now **Profile Products LLC**.

Bayer has a new website for turf and ornamental questions: www.protect-your-turf.com

Century Rain Aid purchased Rain Control, a Midwest dis-

tributor of irrigation equipment. This expands the range of products, geographic diversity, locations and delivery services and increases technical expertise and product support.

Growth Products has added Patrick Carney, CGCS, as a technical sales representative. His sales territory includes KY, IN, IL, IA, WI and MN.

Bill Gonyea was named manager of customer service by **Harmony Products Inc.**

Joe Ernst was named director of commercial sales and technical services for **Howard**

Johnson's Enterprises Inc.

The company also named Jerry Schroeder territory manager for its Western Region.

Tom Childers was promoted to Eastern regional sales manager for **Irritrol Systems**. Childers will implement sales programs and promotions in states west of the Mississippi River.

Lesco opened a new 90,000-sq.-ft. fertilizer production facility in Sebring, FL, which incorporates the most advanced quality control methods and is producing standard and mini-size fertilizers and combination products.

The Maryland branch of **Lofts Seed** is relocating to Savage, MD, to accommodate production and distribution needs for the mid-Atlantic states and future growth. This is a combined operation of Seed Corporation of America and Lofts Seeds Maryland branch.

Pursell Technologies is expanding its plant in Sylacauga, AL, to keep up with increased demand for such products as POLYON® fertilizer coating technology.

Seed Research of Oregon has a new office/warehouse facility in Glendale, AZ, to serve as a central office and to enhance the Arizona operation's shipping, receiving and warehousing abilities.

James A. Wier was named president and chief operating officer of **Simplicity Manufacturing Inc.**

Stihl was the first platinum sponsor (\$10,000 and above) of the Equipment and Engine Training Council (EETC) and challenges all other power equipment manufacturers to also support the EETC financially.

Harold C. Pinto has been named managing director of **Textron Turf Care & Specialty Products - Europe**. He is responsible for manufacturing operations and sales facilities in England, Germany, France, Italy and Australia. Previously, Pinto was senior vice president of sales and marketing at Textron Turf Care & Specialty Products - Americas. **LM**

Info center

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SOIL AND PLANT ANALYSIS LABORATORY REGISTRY... for the United States and Canada provides up-to-date information about public and private laboratory services: name, address, telephone and fax numbers, contact person, analytical services provided (soil testing, plant analysis and water analysis) and sampling and consulting services. From CRC Press for \$49.95 plus S&H, 2000 NW Corporate Blvd., Boca Raton, FL, 33431-9868, 800/272-7737 or www.crcpress.com

SAFETY PRODUCTS CATALOG... from Compliance Safety Inc. has virtually every work protection need, including body, face/eye, respiratory, ears, hand and foot. Products range from hand cleaners, decontamination, pesticide safety kits, first aid, signs, spill response/sorbants, chemical storage, grounds maintenance, ergonomics, heat stress, falls, emergency preparedness, sunscreen and repellents as well as training and reference materials. Contact 800/340-3413, fax 800/304-9857 or email WPSplace@aol.com

ALTERNATIVE TO WOODEN BULKHEADS... can be seen in a videotape from Crane Plastics Company about its C-LOC® engineered vinyl sheet piling, an erosion control product that replaces conventional bulkhead materials. For a copy of the video contact Robyn Snider, Crane Plastics Company, 800/690-2562.

EQUIPMENT CATALOG... from Husqvarna shows the full product line of lawn and garden equipment for 1999 and includes safety equipment, information about association sponsorships and chainsaw safety tips. For a copy of the catalog call 800/HUSKY 62.

LIGHT UP YOUR LIFE... with the 1999 NightLife Landscape Lighting catalog from Hadco. The catalog includes all the information needed to design and specify a complete landscape lighting installation. Call Hadco at 717/359-7131 or www.hadcolighting.com



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The Land Pride DryJect™ injects high volumes of dry material into the soil, combining aeration, amending and topdressing in a single pass. You can aerate and inject up to 8 cu. ft. of amendment per 1,000 sq. ft., at 10,000 sq. ft. per hour. Injection depth can be adjusted from 2 to 10 inches with spacing from 2 to 8 inches. The DryJect is ideal for high-efficiency subsurface injection of liquid or dry fungicides, biological products, insecticides and amendments.

The aerator is powered by a 4-cycle, air-cooled Kohler engine with 13-hp and has an electric start. Speed control is adjustable by hand control in both forward and reverse and it has a disc-type parking brake. For more information contact Advanced Agro Technologies, Inc. at 800/270-TURF, www.dryject.com or

Circle No. 269

Mole and gopher chaser

R.J. Advantage, Inc. has added ReJeX-iT Mole and Gopher Chaser to its line of products for controlling nuisance animals. It uses castor oil as the active ingredient, combined with an agent for deep soil penetration. It is easy to use and lasts up to 60 days. One quart will cover 10,000 sq. ft.

Other ReJeX-iT products include AG-36 for repelling Canada geese and other nuisance birds from turf areas; TP-40 for spraying on impoundments, decorative ponds or temporary pools of water; and TP-40 (commercial fogging use) for repelling birds from roosting sites or other areas. For more information contact R.J. Advantage, Inc. at 800/423-2473 or

Circle No. 270

Pinpoint approved for broadcast applications

Pinpoint® 15 Granular Insecticide, a granular Orthene® with lower odor, has been approved for use as a broadcast treatment. The Valent product provides true systemic action and up to four weeks of control. The granules dissolve quickly with no visible residue and areas treated with Pinpoint can be re-entered immediately. For more information contact Valent Professional Products at 800/89-VALENT, www.valent.com or

Circle No. 271

Smooth Air Ride sulky

Tru-Cut Lawnmowers presents the ultimate sulky, the Air Ride. The large air shocks make for a smooth ride, never on hard wheels and easy on your knees. Dual wheels provide a stable ride and the wide track means less lines on the turf.

The sulky can be disconnected quickly with one pin and the adjustable hitch allows it to be attached to almost any brand of equipment. For more information contact Jack Ball at 323/258-4135, fax 323/258-3376 or



Circle No. 272

Little Wonder blowers continue to improve

Little Wonder High-Output blowers now feature a strengthened back panel with deeper ribs to cut down on vibration and commercial grade 5 hardware for longer, trouble-free performance. A safety guard has been added to the patented discharge chute to meet stringent standards.

The line of blowers includes nine different models ranging from 5 to 11 hp. An optional 10-in. diameter intake hose and either a disposal bag or a 20-ft. discharge hose allows the Little Wonders to be adapted for vacuuming use. For more information contact David Navroth at 215/357-5110 or

Circle No. 273

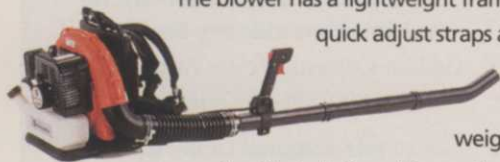


Back pack blowers

The new 155BT back pack blower from Husqvarna is quiet, lightweight and powerful. Powered by a 49-cc engine and a maximum air velocity of 183 mph, it is ideal for landscape contractors and grounds management crews.

The blower has a lightweight frame, lower vibrations design, quick adjust straps and a unique hip/waist support to stabilize the blower and reduce weight on the shoulders. The throttle is designed for control and lighter weight, with a pistol-grip handle mounted on the tube. For more information contact Husqvarna Forest & Garden Co. at 800/HUSKY-62, www.husqvarna.com or

Circle No. 274



Cut closer, use less power

The new Model 914A midmount, rear-discharge mower for New Holland Boomer™ tractors, in 60- and 72-in. cutting widths, mulches grass clippings to avoid the need for raking or clipping disposal. In addition to excellent mulching action, other features include a lower power requirement and — since there is no side discharge chute — the operator can trim close to trees and other obstructions from either side,

and the clippings aren't blown out over driveways and walks. For more information contact New Holland at 717/355-1371 or

Circle No. 276



Bayer improves mini-drum packaging

The packaging for Bayleton® Fungicide and Merit® Insecticide has an added feature to improve the integrity of the mini-drum packaging. Water-soluble packets that come in the mini-drum are now enclosed in protective bubblebags for added protection. For more information call 816/242-4749 or

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Events

JUNE

3 Pruning Trees & Ornamentals

University of Massachusetts, Amherst, MA; 413/545-0895

10-12 Snow & Ice Symposium

Airport Marriot Hotel, Pittsburgh, PA; 814/456-9550

11 Trees & Utilities Seminar

Charlotte, NC; National Arbor Day Foundation, 402/474-5655

15 Turf Seed Annual Field Day

Pure Seed Testing Research Facility, Rolesville, NC; 919/556-0146

15 Tree Hazard Evaluation Workshop

UCR Extension Center, University of California, Riverside; 909/787-5804; www.unex.ucr.edu

18 Pennington/Seeds West International Warm-Season Turfgrass Research Tour

Seeds West Arizona Research Facility, Maricopa, AZ; 520/783-2050

25 Selecting, Planting and Maintaining Trees to Save Money, Time and Effort

UCR Extension Center, University of California, Riverside; 909/787-5804; www.unex.ucr.edu

JULY

1 ALCA Landscape Contribution Awards deadline

ALCA, 800/395-2522; www.alca.org

13-15 Turf & Landscape Field Days

Virginia Tech Campus, Blacksburg, VA; 504/231-5897

19-20 PLCAA Legislative Day on the Hill & Arlington Renewal and Remembrance Project

Holiday Inn Capitol, Washington, DC; PLCAA, 800/458-3466; www.plcaa.org

21-23 Turfgrass Producers International Summer Convention & Field Days

East Lansing Holiday Inn, MI; 847/705-9898; www.turfgrassod.org

23 Conference on Woody Plants for the Landscape & Garden Center Industries The Lang Performing Arts Center, Swarthmore College, Swarthmore, PA; Longwood Gardens, 610/388-1000 x516

23-25 Masters in Management for the Landscape Industry Seminar

Hilton Chicago O'Hare Airport; ALCA, 800/395-2522; www.alca.org

24-26 International Lawn, Garden & Power Equipment Expo

Kentucky Exposition Center, Louisville, KY; 502/562-1962; EXPO.mow.org

26-31 Perennial Plant Assn. Symposium

Lansing, MI; 614/771-8431;

www.perennialplants.org

27 Midwest Regional Turf Field Day

West Lafayette, IN; 765/494-8039; www.purdue.edu

27-29 Penn Allied Nursery Trade Show

Fort Washington Expo Center, Fort Washington, PA; 717/238-1673; www.pantshow.com

AUGUST

1-4 International Society of Arboriculture Conference

Stamford, CT; 217/355-9411; www.ag.uiuc.edu/~isa

6 Landscape Management /PGMS Grounds Management Awards Deadline

Professional Grounds Management Society, 410/584-9754; www.pgms.org

6-8 TAN-MISSLARK Nursery, Garden, Landscape Supply Show

Dallas Convention Center, Houston; Texas Assn. of Nurserymen, 800/880-0343; www.growzone.com

7-9 Southern Nursery Assn. World Showcase of Horticulture

Georgia World Congress Center, Atlanta; 770/973-9026; www.sna.com

8-11 Soil & Water Conservation Society Annual Conference

Biloxi, MS; 515/289-2331; www.swcs.org

10-13 Florida Turfgrass Assoc. Conference & Show, O'Connell Center,

Gainesville; 800/882-6721 LM

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Grab Bag

Wanted: CPAs with green thumbs

Consultant Ed Wandtke received a lot of interest in his recent article, "Is your service mix costing you money?" (February LM, pages 52-58). And the callers were CPAs, of all things.

Seems that Ed's examples of analyzing a mythical company's (Mixed Mowing & Maintenance Co.) service mix and separating profit and loss information by services was a bit too complicated for some CPAs. Our readers understood it however, and liked it.

"I've had CPAs call me to explain how we did it because their clients (contractors) wanted to do it this way," he explains. "I walked them through the P&Ls in the column."

Wandtke, a CPA himself, is a little mystified. "They know how to put the information into columns but don't understand how to put the types of work into the proper columns."

Does your accountant or financial person truly understand your operations? We hope so. Just to be sure, you might ask them if they understand the difference between maintenance and installation services, or chemical lawn care and lawn maintenance. It might be a real eye-opener!

Why is Brad Hauter standing?

Maybe it's because on June 10, Brad Hauter will cruise into Santa Monica, CA, on this Yard-Man tractor after having ridden it 4,500 miles in 60 days. He started his journey April 7 in Atlanta. Hauter, sponsored by Yard-Man by MTD, is making the ride to raise over \$200,000 for the Keep America Beautiful Great American Cleanup. Brad, 33, is the soccer coach at St. Mary's University in Minnesota. You can follow his ride at www.yardman.com.



Fill your gas cans the correct way or risk a kaboom!

News reports tell of fires spontaneously igniting when people attempted to fill portable metal or plastic gas cans. The situation linking these events was that the cans were either in the back of a pickup truck equipped with a plastic bed liner or in a car, set on a carpeted surface. Serious burns and other injuries have resulted.

The cause of these fires is the buildup of static electricity. The insulating effect of the bed liner or carpet prevents the static charge generated by gasoline flowing into the container from grounding. A static discharge to the grounded gasoline dispenser nozzle can cause a spark and ignite the gasoline.

When filling a portable gas can, you can dissipate the static charge by: placing the can on the ground before filling; touching the with the gas dispenser nozzle before removing the cover; and keeping the dispenser nozzle in contact with the can while filling.

For more information contact the National Institute for Occupational Safety and Health at 800/35-NIOSH or check it out on the web at www.cdc.gov/niosh/homepage.html.

Way to go Bert!

Congratulations to Dr. Bert McCarty, a frequent contributor to LM. McCarty received the "Outstanding Young Scientist Award" from the Weed Science Society of America, the highest society award, for a scientist 40 years of age or younger. McCarty was selected for his research on weed management in turfgrass.

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grassy weeds, Trimec Plus has systemic activity. Combined with Trimec, the MSMA is also carried into the weeds, causing activity inside the plant as well. This allows Trimec Plus to control grassy weeds with *less* MSMA and *less* risk to desirable turf species. For a convenient solution to post-emergent grassy weed and broadleaf control, get Trimec Plus!

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