

## Industry Update

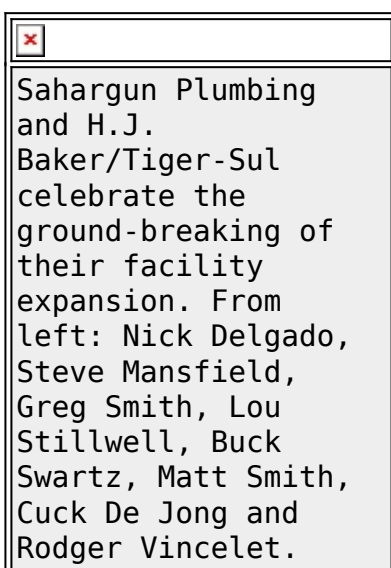


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News from around the Green industry

Shindaiwa Hires New Marketing Director

**Shindaiwa** has appointed **Paul Wheatcraft** as the company's new director of marketing. Wheatcraft comes to Shindaiwa from Tyco Electronics, where he held the positions of marketing communications manager, product manager and product development engineer. Wheatcraft also worked for G.E. Medical Systems as a field service engineer and representative. He has a master's degree in business administration from Marylhurst University, a bachelor's in mathematics from Whitworth College and an associate's in electronics from Portland Community College.



Tiger-Sul Expands Stockton Facility

**H.J. Baker & Bro, Inc.** and its wholly-owned subsidiary, **Tiger-Sul**, have started the expansion of H.J. Baker's Stockton, Calif., facility that will

allow it to increase its manufacturing capability, while putting in place measures to protect the environment.

This will be Tiger-Sul's third facility in North America, and it will produce pastillated sulphur-based products.

#### New Locations for Ewing

Phoenix, Ariz.-based **Ewing Irrigation, Golf & Industrial** will launch 15 new locations in 2008, in Alabama, Arizona, California, Florida, Georgia, South Carolina, Tennessee, Texas and Washington.

#### How Bobcat Unleashed Me Contest

As part of its 50th anniversary celebration, **Bobcat Co.** is putting on the "How Bobcat Unleashed Me" contest, which asks equipment users to share how Bobcat has helped them. Entrants need to write a brief essay and fill out an entry form at the Bobcat 50 Years Unleashed Web site, [www.bobcat.com/50](http://www.bobcat.com/50). The grand-prize winner will receive a \$75,000 gift certificate, good for products or attachments at a designated Bobcat dealership in North America.

In addition, five second-prize winners will receive \$1,000 Bobcat gift certificates, 10 third-prize winners will receive a Bobcat jacket and 50 monthly winners will receive the book "Bobcat: 50 Years of Opportunity, 1958-2008." Weekly winners will receive a Bobcat 50th Anniversary hat. The grand-prize winner will be selected from the weekly winners.

Selected winning entries will be posted on the Web site. Entries will be judged on creativity, quality, completeness and originality of answers, as well as any supporting documents. The contest ends May 30, 2008.

#### Jim McLean to Open First Golf School in Utah

**Red Ledges**, a planned recreational community located in the Heber Valley, will be the site of **Jim McLean's** first golf school in Utah. The school will complement the Red Ledges 18-hole **Jack Nicklaus Signature Golf Course** and **Nicklaus Design** nine-hole short course. Both the design and operation of the facility will be under the direction of **Jim McLean Golf Schools International**.

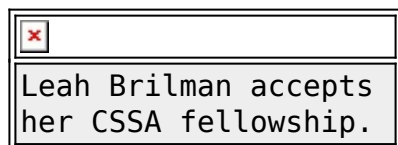
#### New Representatives for Grun

**Lew Hudson Sales** has signed up to represent **Grun Co.** in Alabama, Arizona, Arkansas, Colorado, Florida, Georgia, Louisiana, Mississippi, Nevada, New Mexico, North and South Carolina, Oklahoma, Tennessee, Texas, Utah and Wyoming. **Wirant Sales, Inc.** has signed up to represent Grun in California and northern Nevada.

#### Nelson Joins Grigg Brothers

**Grigg Brothers Foliar Fertilizers** has added **Matt Nelson** to its technical staff. Formerly a senior agronomist with the **United States Golf Association Green Section**, Nelson will work out of Idaho. He holds a bachelor's degree

from Willamette University in Oregon and a master's in crop science from Washington State University. He worked on the maintenance staff at Whitefish (Mont.) Lake Golf Club and as a biologist with the U.S. Forest Service before joining the USGA.



#### Brilman Chosen as CSSA Fellow

**Leah Brilman**, director of research and technical services for **Seed Research of Oregon**, was chosen as one of 10 fellows of the Crop Science Society of America. The society has been electing outstanding members to the position of fellow since 1985. Colleagues within the society nominate worthy members, and the CSSA Fellows Committee makes the final selection.

Brilman serves as a turfgrass breeder and agronomist for Seed Research, a division of The Pickseed Companies Group. She received a bachelor's in biology from California State University-Bakersfield and a master's and doctorate in agronomy and plant genetics from the University of Arizona. She has been chair of **Division C-5 Turfgrass Science**, president of the **Turfgrass Breeders Association** and has represented TBA on the **National Turfgrass Evaluation Program Policy Committee**.

#### Jacobsen News

**Jacobsen** has expanded the territories of three existing equipment dealerships and added one new dealer. Kansas Golf & Turf, Wichita, Kan., will now serve the northeast corner of Kansas and the western half of Missouri. Luber Brothers, Inc., Dallas, Texas, will now serve customers in southeast Texas. Midwest Golf & Turf, Cincinnati, Ohio, will now serve Michigan and the northwest corner of Ohio. Tri-State Pump & Controls, Inc., Liberty, S.C., became the newest dealer in North and South Carolina.

**Deanna Duke** has joined Jacobsen as its new product manager for the fairway product category. Duke has held management positions with Curtiss-Wright Controls, Nissan Motor Corp., Sea-Land Service and, most recently, Goodrich Corp. as the company's marketing communications manager. She earned a bachelor's degree in human factors engineering from the United States Air Force Academy and a master's of business administration from the University of South Carolina.

#### Symbiot Partners With Simplot Partners

**Symbiot** has formed a new partnership with Simplot Partners, which is an alliance of **Simplot, Estes and Harrell's**. This relationship establishes **Simplot Partners** as the preferred fertilizer and chemical provider of Symbiot's registered service providers. The announcement marks the end of a three-year relationship with Lesco.

Simplot Partners distributes proprietary chemicals, fertilizers and turf maintenance products for the **J.R. Simplot Co.**

#### Rain Bird's Water Summit Brings Together Water Conservation Leaders

Conservation experts and green industry professionals convened in Pasadena, Calif., for **The Intelligent Use of Water Summit VIII, A Look at Global Conservation Initiatives and Strategies: Leading By Example.**

**Hosted by Rain Bird Corp.,** the summit included a panel composed of members chosen for their water conservation expertise in the areas of academia, research, media and landscape design. The panelists were Mike Binns, Roger Cook, Marty Eberhardt and David Zoldoske. Rain Bird presented a check for \$10,000 to Eberhardt, executive director of The Water Conservation Garden in El Cajon, Calif., for winning the 2007 Intelligent Use of Water Award.

In addition to calling for irrigation and landscaping professionals to assist in the development and implementation of water conservation initiatives and management, the panel emphasized the need to question accepted trade practices. They also acknowledged the role that industry professionals can play by influencing individuals and organizations to adopt water-conserving practices.

The next summit is scheduled for June 2008 in Zaragoza, Spain.

#### Homan & Fletcher Join Wood Bay

**Derek Homan** has joined **Wood Bay Turf Technologies** as a regional sales manager. Homan is a former golf course superintendent with 19 years' experience in the turf industry. Nicole Fletcher has joined the firm as an administrative assistant.

#### National Golf Products Adds Sales Reps

**National Golf Products** has hired Tom Conway, Gregg Gersen, John Jenkins and Kregg Moyer as sales representatives.

**Conway**, who has taught at the Indiana Golf Academy and the United States Golf Academy, will handle key accounts in Indiana. Responsible for the Idaho, Oregon and Washington region, Gersen has nearly 10 years' golf industry experience. With more than 17 years' experience as a sales representative, Jenkins, a former golf professional, will serve the Michigan territory. Moyer will handle key accounts in Connecticut and New York.

#### LawnGrips Names Fellabaum Sales Manager

**LawnGrips, LLC** has appointed Zac Fellabaum to the new position of sales manager in the United States and Latin America.

Fellabaum joins LawnGrips after serving three years with public accounting firm KPMG in Austin, Texas. He holds bachelor's degrees in both accounting and Spanish from Ft. Lewis College in Durango, Colo.

## E-Z-GO News

**Ronald L. Otten** has joined **E-Z-GO** as vice president of engineering. Otten has more than 25 years of experience in the global agricultural, construction equipment, material handling and transportation industries. He joins E-Z-GO from Mitsubishi Caterpillar Forklift America, Inc. where he served as director of product development and corporate quality and led the company's engineering function. Otten holds a bachelor's degree in agricultural engineering from the University of Minnesota and a master's from Benedictine University.

Michael Parkhurst has been promoted to vice president of global sales. Formerly vice president of golf channel and branch operations, Parkhurst will oversee the sales and service organizations. He joined E-Z-GO in 2000 and has held the positions of Northeast regional manager, director of northern sales and director of golf sales. Parkhurst has also served as vice president of sales for the Bruedan Corp.

### Blume Joins Ewing

**Ewing** has appointed **Mike Blume** as national sales manager. He will contribute to the development of the turf and erosion control products division and assume management of the turf products sales team.

Blume has been active in the distribution of chemicals, fertilizer and seed to the turf and ornamental industry for more than 25 years. His experience includes roles in sales management, marketing and technical advising for United Horticultural Supply, Horizon and Quali-Pro. Blume holds a bachelor's degree in biology from Sonoma State University, a master's in plant science from Fresno State University and a California Pest Control Adviser's license.

### Congress 2008–35 Successful Years

Canada's Congress 2008 hosted 12,781 green trade professionals. The concurrent Congress Conference offered over 35 hours of in-depth seminars with strong business and design/landscaping themes.

Awards were given to Leedle Landscaping, employer of the year; International Landscaping, Inc., Dunington Grubb Award for excellence in construction; Markville Landscaping and Nurseries, Casey van Maris Award for most innovative and unique design; and Evergreen Landscaping and Lawn Maintenance, LO Grounds Management Award. Best booth awards went to Lucerix, Aquascape, Stone-Link Corp., Stihl and Thomas Equipment.

### Profile Purchases Canfor Assets

**Profile Products LLC** has purchased the hydraulic mulch manufacturing assets and EcoFibre brands from Canadian Forest Products Ltd. Profile is adding new warehouse space in Sumner, Wash., to accommodate increased inventory of product on the West Coast. Expansion of manufacturing facilities in Sanger, Calif., is now online and Profile is evaluating options for additional distribution centers in the western United States. A new distribution center located in Hickory, N.C., has already been opened to support Profile's

Conover, N.C., manufacturing facilities.

Profile's West Coast sales and technical team also grew with the recent addition of Doug Graham as a regional sales manager and Becky Gauthier as a technical services assistant. Graham was previously a regional sales manager with Fiber Marketing International, a national distributor of mulch products. Gauthier worked for Fiber Marketing International/Canfor and has been in the hydraulic mulch industry since beginning her career with Weyerhaeuser in 1991.

#### Lennon Joins Irrrometer

**Brian Lennon** has joined **Irrrometer Co.** as director of sales. He will be responsible for all sales and marketing activities for the Riverside, Calif.-based company. Lennon's background includes over 25 years' experience in sales, marketing and management in the industrial sales market. Most recently he served in strategic sales development for an international manufacturer of construction products.

#### Northern Wire Named Supplier of the Year

**Northern Wire, LLC** has earned recognition as a partner-level supplier for 2007 and was also named C & CE Division Supplier of the Year in the John Deere Achieving Excellence Program. The Merrill, Wis.-based company was selected for the honor in recognition of its dedication to providing products and service of outstanding quality as well as its commitment to continuous improvement.

Northern Wire is a supplier of wire forms and products to John Deere operations in several states and Canada.

#### BASF to Supply Triticonazole to Bayer

**BASF Crop Protection** has agreed to provide limited access to triticonazole fungicide to Bayer Environmental Science for United States and Canadian turf and landscape ornamental uses. The supply agreement is for certain uses including professional sports turf, golf, landscaping and professional lawn care. BASF maintains all the rights to the active ingredient to sell the compound in all the markets where it is registered.

#### Lindsay Completes Acquisition of Watertronics

**Lindsay Corp.** has acquired all outstanding shares of stock of Watertronics, Inc., based in Hartland, Wis. Watertronics designs, manufactures and services water pumping stations and controls for the golf, landscape and municipal markets.

#### 2008 GIE+EXPO Web Site Launched

Dealers, retailers and lawn and landscape professionals can go online for updates on events and features planned for the 2008 Green Industry & Equipment Expo. Online registration for the October 23-25 trade show in Louisville, Ky., is available at [www.gie-expo.com](http://www.gie-expo.com).

**GIE+EXPO** is sponsored by the **Outdoor Power Equipment Institute, Inc., Professional Landcare Network** and **Professional Grounds Management Society.**

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