

GREEN NEWS

A PUBLICATION OF HAWAII GROWER PRODUCTS, INC.

MARCH 2000, ISSUE 2, VOLUME 1



NEWS

Three New HGP Fertilizer Products

Hawaii Grower Products introduces three new turf fertilizers, 12-8-16, 18-6-12 and 24-4-9. These products are manufactured by Simplot Turf & Horticulture for exclusive distribution by HGP. Cost-effective as well as convenient, these new fertilizers are based on a homogeneous mini granule and feature the same size prill.

12-8-16 homogeneous mini contains ammonium phosphate sulfate, potassium sulfate and 3% iron, all in a consistent mini-size granule (155 SGN). Because of its mini size, 12-8-16 can be spread on close-cut or tightly-knitted turf without mower pick up. It can even be spread on golf tees! The high percentage of iron (3%) is contained in the homogeneous granule so there is no need to worry about staining sidewalks. The mini-size feature is very effective because it provides more particles per square foot. All essential nutrients are in one small particle instead of six separate particles found in regular fertilizer blends. The 12-8-16 homogeneous mini prill greens up bermuda grass even in the cooler months and can make seashore paspalum glow.

For those who require a slow-release fertilizer,

we have added mini SCU to make an 18-6-12 with 45% slow release and a 24-4-9 with 65% slow release. Designed for closely-mowed turf, the same mini-size advantages apply to both of these fertilizers and are sure to spruce up any turf you may have.

The most exciting feature of these new fertilizers is the fact that all three have the same size prill and once you have calibrated your equipment to one of the three fertilizers, you will be putting down the recommended rate for each! All are recommended to be spread at 182 lbs. per acre or 4.2 lbs. per 1,000 square feet. At this recommended rate, the amount of nitrogen per 1,000 square feet equals: 12-8-16 at 1/2# N, 18-6-12 at 3/4# N and 24-4-9 at 1# N. The convenience of having the same size prill will help you, as the turf manager, simplify your fertilizer program and manage your bottom line by maintaining cost-effective procedures.

For more information, call your nearest location to talk with our sales professionals or ask us to visit you onsite to evaluate your fertilizer needs.



Hawaii Scores Big as Top Golf Destination

Hawaii is home of some of the biggest golf tournaments in the world including the Kaanapali Classic Senior PGA Tour, Mercedes Championships and the Hawaiian Open. It is no secret that Hawaii is known for its challenging, scenic and overall exceptional golf courses, but did you know that our "Rainbow State" alone makes up 32% of the best golf destinations in the world!

Recently, *Condé Nast Traveler* magazine asked 6,000 golfers (who average 48 rounds of golf each, per year) to evaluate 225 golf resorts. Not only was course design very important, but a comfy bed and a good meal were also considerations for the best overall golfing experience. The criteria was: course design (35%), speed of play (15%), pro staff (5%), accommodations (35%), food (5%) and other activities (5%).

Of the top 50, the state of Hawaii scored big with 16 wins overall. Golf destinations included The Orchid at Mauna Lani, Mauna Lani Bay Hotel & Bungalows, Four Seasons Hualalai and Wailea, Ritz Carlton, Kea Lani, Grand Wailea, the Manele Bay Hotel and the Lodge at Koele.

Way to go Hawaii, keep those greens up with HGP!



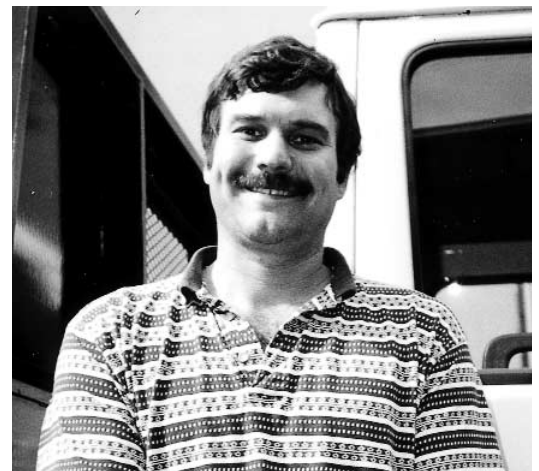
Employee Profile: Pete Ballerini

The next time you receive your delivery from HGP on the Big Island, look for their newest member, Pete Ballerini. Pete hails from Hilo where he has lived most of his life. He comes to us from an anthurium farm in Hilo where he worked as the assistant production manager. A horticultural graduate from UH Hilo, Pete brings with him extensive horticultural knowledge and hands-on grower experience. Hazmat certified and CDL licensed, Pete doubles as both delivery driver and salesman.

Pete embraced the opportunity to work for HGP. Looking to expand his career options, he accepted the position with enthusiasm. "I am very pleased to be a part of the HGP ohana. I like the idea of using the knowledge I have acquired through anthurium farming and expanding on it by learning different aspects of horticulture through HGP," says Ballerini.

When Pete is not making island-wide deliveries or consulting with growers, he enjoys ocean activities like paddling and scuba diving. His favorite places to dive include Mahukona, Puako and Molokini.

If you see Pete around, feel free to talk story. This mild-mannered individual is easy to talk to and can help you with all your fertilizer needs. We're happy to have Pete. He fits in perfectly with our HGP Big Island ohana. Welcome aboard!



Pete Ballerini, HGP Big Island



Hawaii Grower Products, Inc.

380-B Hoohana Street
Kahului, Hawaii 96732



KONA: 808.326-7555

73-5578 Maiau St., Bay K
Kailua-Kona, HI 96740

MAUI: 808.877-6636

380-B Hoohana St.
Kahului, HI 96732

OAHU: 808.682-5113

Pacific Agricultural Sales
and Service
91-270 Hanua St.
Unit B-15
Kapolei, HI 96707