Ciba-Geigy, biosys enhance marketing relationship

PALO ALTO, Calif. — Ciba-Geigy and biosys, a manufacturer of biological insecticides, have signed a research and development funding and international marketing pact.

Under terms of the agreement, Ciba-Geigy will provide biosys with $5 million over two years for research and development of beneficial nematode strains and formulations. Ciba-Geigy will also be responsible for the promotion and marketing of biosys' nematode-based products.

In 1991, Ciba-Geigy became the exclusive distributor of biosys products in the United States for the turf and ornamental market. Ciba-Geigy's first biological insecticide product, Exhibit, was developed and manufactured by biosys.

The active components in biosys' range of biological insecticides are beneficial nematodes, microscopic organisms that kill a host of soil-dwelling insect pests. Nematodes are designed to be harmless to humans, plants and animals, leaving no harmful residues in the soil or ground water. In fact, the United States and several European countries exempt nematodes from all registration requirements.

The newly signed, 15-year agreement grants Ciba-Geigy exclusive rights to market and distribute biosys' present and future beneficial nematode-based products for insect control in the agricultural and horticultural crop markets worldwide, except the United States.

Ongoing experiments prove polymers useful in droughty soils

By Hal Phillips

Cross-linked polyacrylamide is a mouthful, but this granular polymer has impressed industry observers with its ability to soak up free water in soil and store it for the plant's use.

Under a microscope, polymers look something like a honeycomb. So it's not surprising the rock-salt-like substance can hold up to 400 times its weight in water.

While polymers have already been used in producing disposable diapers and cat box filler, several modern cross-linked polyacrylamides have hit the golf course market: Hydrosource, Terra Sorb, Water Grabber, Soil Moist, Water Lock and Broadleaf P4, to name just a few.

"Imagine a plate full of spaghetti," suggests Dr. Jeff Nus, an independent consultant and former member of the Horticulture Department at Kansas State University. "The gaps and holes between the strands contract and expand, giving the cross-linked polyacrylamide its water-absorbing capabilities.

"When the individual crystals... are injected into a turf/green situation, the crystals begin to hydrate and absorb the free water and fertilizer picked up by the water molecules. As leaf transpiration accelerates, the crystals start to hydrate and absorb the free water in the soil, and the polymer becomes very effective," Nus said.

"Additional representatives from state and local governments are being encouraged to attend, as well as manufacturers, entrepreneurs, investors and corporate procurement specialists.

"The president has required us to promote cost-effective ways of using recycled materials. We are favoring the purchase of such items," said David Moffett, the U.S. Navy's golf specialist.

Chemicals and fertilizers in recycled containers, benches, signs and other products made from recycled materials are used on golf courses, Moffett noted.

Many golf courses and other government facilities are looking at composting programs, added Nancy Stehle, deputy director of the environment in the Office of the Assistant to the Secretary of the Navy. The fair is expected to draw 2,000 attendees and 180 exhibitors to the Washington Hilton. Admission and booth space are free.

State officials who have made significant strides in purchasing recycled products will offer training sessions to vendors on how to enter the government marketplace.

Continued on page 48

Free pump offer from Rootsinc.

Rootsinc is offering a free Rekite model MR90-CPD dispensing pump to all first-time purchasers of the 55-gallon drums of ROOTS, ironROOTS and NoburN.

The pump, normally a $30 value, offers 360-degree dispensing, while delivering 10 ounces per stroke.

This pump offer is available through 1992. For more information call 203-786-5255.

Dexter, ford new holland team up

Dexter, MI-Sweepster, Inc. recently reached an agreement with Ford New Holland, Inc. to purchase Ford's model 710 Leaf Loader product line. Financial details were not released.

Calling it a "strategic growth acquisition," Sweepster Vice President Jim Barened said the move "solidifies our place in the fast-growing waste recycling industry." The deal calls for a purchase of all machines and parts inventory along with all tooling patents and documentation.

The Model 710 Leaf Loader is a diesel-powered machine towed behind a dump truck. A heater and brush in combination lift the leaves off the street and feed them to a thrower.

By Peter Blais

Feds display recycled goods June 29-30

Buyers representing the U.S. Department of Defense's 250 golf courses will be among those attending the federal government's first trade fair to showcase recycled products in Washington, D.C. on June 29-30.

President Bush ordered federal agencies last October to accelerate their purchases of recycled products. Federal purchases represent the single biggest market for recycled products.

Additionally, representatives from state and local governments are being encouraged to attend, as well as manufacturers, entrepreneurs, investors and corporate procurement specialists.

"We have made significant strides in purchasing recycled products, and will offer training sessions to vendors on how to enter the government marketplace."

Continued on page 44
Caterpillar strike leaves mark on the industry

Continued from page 1

force. He proved a prophet. "They've got a pretty good inventory over there," he said at the time.

Some golf course builders and contractors went about their business untouched by the walkout of 12,000 employees. Yet Bill Kubly, president of Landscapes Unlimited, said months of inactivity from the nation's largest manufacturer of heavy equipment did change the market.

"It was a real sad situation," said Bob Steele, vice president at Paul Chute and Associates. "We haven't felt any effects. We're pretty well equipped with scrapers — we own most of our equipment.

"But if this thing had gone on for three or four months, into the summer, it could have become difficult to get scraper parts, among other things."

Kubly said the sparks of the struggle ended when it did. "As the whole economy turns up, this strike could have really slowed us down."

Pink and Gray Snow Mold and Fusarium Patch.

And because CHIPCO® brand 26019 provides long-lasting control, and is registered for use on a wide variety of high-value ornamentals, you can keep more of your course disease-free all season long.

This year, take the bite out of traffic pressure with the proven disease protection of CHIPCO® brand 26019 fungicide. Available in wettable powder and smooth-pouring flowable formulations.