Here's the poop: Fertilizer business is really hopping

You only need to hit me over the head three, maybe four times before I begin to sense something is afoot. I speak of the fertilizer industry, where big things are happening. To wit:

- We recently met west when Pursell Industries of Sylacauga, Ala., entered into an alliance with J.R. Simplot of Pocatello, Idaho, to manufacture fertilizers for the turfgrass, nursery, consumer and agriculture markets. Pursell, best known for its controlled-release product, Polyses, has supplied these fertilizers to Simplot for 10 years. Simplot is known for its phosphate fertilizers marketed under the Best and Apex labels, aimed somewhat to the turf industry, but mostly to agricultural and retail markets. This new agreement makes both firms national players, giving them the strength to compete with newly rejuvenated:

- Vigoro Corp., which has overhauled its ParEx brand line with new management, manufacturing arrangements, public stock offering andmarket emphasis. "I think you're being kind if you say there has been a decline in the impact of ParEx over the past two years," said Ron Gagne, Vigoro’s new vice president and general manager of the firm's Professional Products Unit. "We have created a separate division with separate manufacturing facilities for the turf business. That explains some of the reorganization." Gagne comes to Vigoro from competitor O.M. Scott. Indeed, Gagne reports to another former Scott employee, Senior Vice President Ken Holbrook, prompting a few industry wags to refer to the new agreement making both firms national. Scott's title sponsorship of the Senior PGA Tour's Traditions has been upgraded. Scott's and Axis are calcined once. Also, producers will fill the streets. The air will be filled with pollution from the cars and new buildings that will be completed. Porous ceramics offer the advantage of helping to accomplish those objectives.

- Together with other porous ceramics, they exist on some of the finest golf courses in the country. They were introduced. The Denver Post's coverage of the new course at the Country Club, where I was once the superintendent, is a prime example.

- It is my hope that the industry will not look at porous ceramics, per se, as simply a new product in the marketplace. The emerging technology surrounding these materials can help us understand and intelligently applied in the golf and sport turf industries. The result will be better golf, safer fields and more environmentally sound turf.

- Lou Haines, director Technical Operations Soils Management Solutions

- Patrick's Speech

- Author's Name

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Leslie comment
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Polackwich came away from his meeting with Sochan saying: "This is a seed. My basic idea is creating golf for juniors. That would later translate to adults."

In the month's question-and-answer feature (see page 37), course architect Greg Nash bemoaned the fact that the golf cart and lack of caddies have changed how people look at their designs. "It's amazing the intricacies and subtleties on the courses in the UK that you don't see over here."

Greyrock Capital Group
Golf and Recreational Finance is proud to
announce it closed or committed $81,150,000
in loans in the first ten months of 1995.

$7,000,000 - NORTHGATE COUNTRY CLUB, Houston, TX
Refinance of an 18-hole private course.

$3,400,000 - THE LINKS GROUP, Myrtle Beach, SC
Refinance of leases on 144 holes of golf plus a credit line for future acquisitions.

$11,500,000 - THE LODGE OF FOUR SEASONS, Lake of the Ozarks, MO
Refinance of a 311-room lodge, 211-slip marina and 45 holes of golf.

$5,000,000 - KEMPER SPORTS MANAGEMENT, Chicago, IL
Refinance of an 18-hole public course plus construction funding for clubhouse expansion.

$2,250,000 - OLDE POINT GOLF & COUNTRY CLUB, Wilmington, NC
Refinance of a 9-hole public course plus construction financing for clubhouse expansion.

$2,500,000 - GEORGETOWN COUNTRY CLUB, Georgetown, MA
Refinance of a 9-hole public course plus construction funds for additional 9 holes.

$3,500,000 - THE SEA RANCH GOLF LINKS, Sea Ranch, CA
Refinance of a 9-hole public course plus construction financing for second nine holes.

$2,400,000 - WHITTIKER GC, Whittier, CA & VICTORIA GC, Los Angeles, CA
Refinance of two 18-hole public courses.

$5,000,000 - THE BEACH CLUB GOLF LINKS, Ocean City, MD
Refinance of an 18-hole public golf course and construction financing of an additional 18-hole public course.

$3,600,000 - THE HERITAGE GOLF CLUB, Atlanta, GA
Construction financing for an 18-hole public golf course and a line of credit for new acquisitions.

$5,200,000 - AVILA BEACH RESORT, San Luis Obispo, CA
Refinance of an 18-hole resort golf course.

$8,000,000 - CRYSTAL SPRINGS GC & BLACK BEAR GC, Sussex County, NJ
Refinance of an 18-hole public golf course and construction financing of an additional 18-hole public course.

$3,800,000 - CHESTNUT HILL GC, Darlen, NY & DEERFIELD CC, Rochester, NY
One 18-hole & one 27-hole public course -- one loan to refinance one and acquire the other.

$8,500,000 - ANGEL FIRE RESORT, near Taos, NM
Acquisition of resort - ski mountain, 18-hole golf course, 157-room hotel, RV park, & assorted amenities.

$9,500,000 - GOLF CLUB OF ILLINOIS, EAGLEBROOK CC & BURR HILL GC, Chicago, IL
Loan to Southwest Golf to refinance 2 courses, acquire a 3rd, and provide a line for future acquisitions.

Temperature
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graphic areas in the country. In practical application, the hydrated ESN polymer is best described as elastic, very durable and resilient. This characteristic is very desirable in turf applications, including high traffic areas where many hard, shell-like controlled-release fertilizers are prone to shatter.

At the same time the polymer is transparent and thus a turf manager may visually monitor the liquefaction of the product and the impact of the way the golf hole plays. Moisture also affects soil microbiological populations. These populations are difficult to predict with varying soil moisture levels. The end result may be an unpredictable breakdown of the sulfur-coated urea, methylene urea and urea.

While ESN precision-controlled nitrogen may not solve all the problems turf managers face in today's hurry-up, it does have been under real world conditions that it can be a major factor in the production and maintenance of consistently beautiful turf.