

BRIEFS



ELYEA JOINS TEE-2-GREEN

HUBBARD, Ore. — Richard H. Elyea has joined Tee-2-Green Corp. and Turf-Seed, Inc. as a turfgrass consultant to provide domestic and worldwide site-specific recommendations on turfgrass, agronomic and environmental issues for golf course architects and designers. Elyea was a golf course superintendent in Iowa and Nebraska for 10 years. Elyea may be contacted here at 800-547-0255, or directly at his Columbus office, 614-793-8644.



Richard Elyea

FUNKHOUSER TO REP SANDOZ

DES PLAINES, Ill. — Sandoz Agro, Inc. has added Ray Funkhouser as the Turf & Ornamental sales representative for the Northeast region. Funkhouser joins Sandoz with a strong sales background as a former senior sales representative and regional advertising and sales promotion manager for more than 10 years at Stauffer Chemical Co. Most recently, he was a sales representative for Penn State Seed. Funkhouser can be contacted at 908-341-7386.



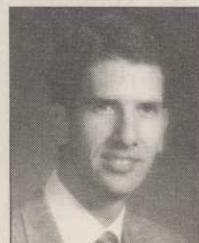
Ray Funkhouser

NOERGAARD TO LEAD CHR. HANSEN

MILWAUKEE — Paul Hansen, president of Chr. Hansen A/S in Denmark, has appointed Leif Noergaard president and chief executive officer of Chr. Hansen, Inc. in the United States. Noergaard has been with Chr. Hansen for almost 10 years, most recently as executive vice president of the Worldwide Color Division.

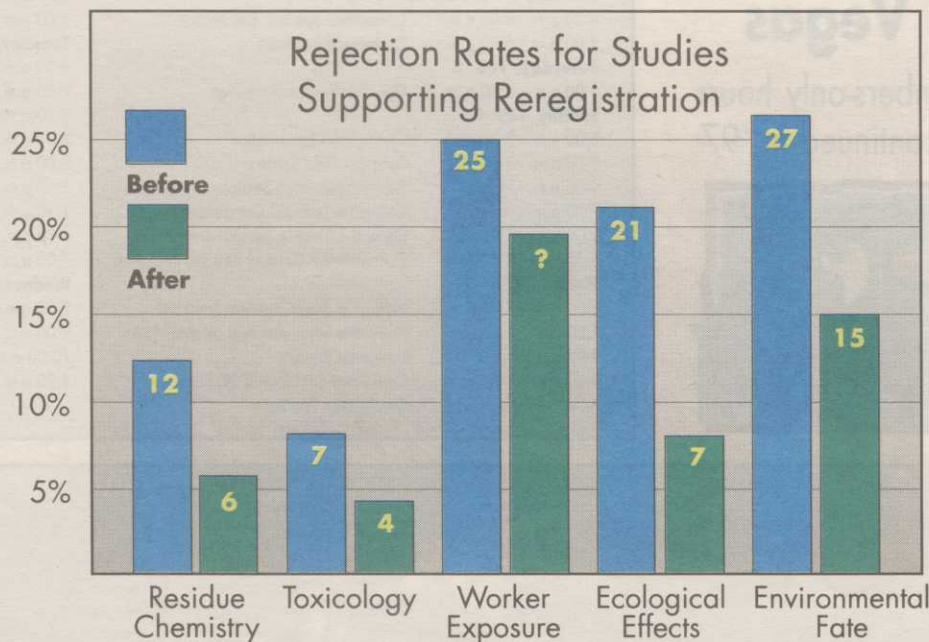
GIESE: ZENECA'S MAN IN MIDWEST

WILMINGTON, Del. — Zeneca Professional Products has named Matt S. Giese as product service lead for the Midwestern and Western U.S. Operating from Lincoln, Neb., Giese is responsible for service support of Zeneca turf products. Giese joined Zeneca Professional Products in 1995 as a technical sales associate, working on an evaluation program for the development of a turf product.



Matt Giese

Cooperation at EPA results in better science



Bontempo to head up Novartis T&O

Ciba-Geigy Ltd. and Sandoz Ltd. have selected Emilio J. (Leo) Bontempo, president of Ciba's Agricultural Group in the United States, to head Novartis Crop Protection, which includes the turf and ornamental industry. Novartis is the name of the new company formed by the proposed merger of Ciba and Sandoz. Having gained approval from shareholders, the merger is now undergoing government regulatory review in Europe and the United States.

Dale A. Miller, president of Sandoz Agro, Inc., has been selected to head Novartis Animal Health in the United States. The third sector in Novartis' Agribusiness Division will be Novartis

Seeds. It will be headed in the country by Edward T. Shonsey, now president of Northrup King, a Sandoz business.

Bontempo joined Ciba-Geigy in 1964 and held a number of administrative and marketing positions prior to becoming vice president-planning and administration in 1974. He served as vice president-marketing from 1978 until 1987, when he was named president of Ciba Crop Protection and the Ciba Agricultural Group.

Miller, in addition to serving as president and chief executive, is chairman of Sandoz Ltd.'s worldwide Agro Management Committee. He joined Sandoz Agro in 1986. Prior to joining Sandoz, he was associated with Velsicol Chemi-

By HAL PHILLIPS

WASHINGTON, D.C. — As a bureaucratic entity not necessarily known for its efficiency or cooperative skills, the Reregistration Division at the federal Environmental Protection Agency (EPA) is setting an increasingly high standard.

The EPA has reported significant improvement in the quality of studies submitted to the agency in support of reregistering pesticide products. The average chemical requires 120 studies in support of its reregistration. Since 1993, the overall rejection rate for these studies has been cut in half, saving the agency thousands of review hours and the chemical industry significant testing costs.

"When data is rejected, it has to be redone by the company and my rework is phenomenal," said Peter Caulkins, deputy director of the Registration Division in EPA's Office of Pesticide Programs. "The cost to companies is in the billions just to repeat the studies."

"One company was informed they had a 40-percent reregistration rejection rate. I heard their reaction was, 'EPA is smoking something.' But to their credit, they created their own rejection-rate database and turned out to be 45 percent. Their rejection rate has since gone down to 8 percent."

"We're seeing actual, quantifiable results. We're tripling the number of reregistrations in a time when the agency has less money and less resources."

These marked improvements are the result of four years of workshops conducted in conjunction with the pesticide industry and its scientists. The result: Caulkins said EPA has improved its guidance for conducting these studies and companies are submitting better work.

Under 1988 amendments to the Fed-

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Woerner acquires Warren's, foothold in overseas markets

CRYSTAL LAKE, Ill. — With its purchase of Warren's Turf Nursery, E.J. Woerner & Sons of West Palm Beach, Fla., has also acquired an international presence.

The purchase by the Woerner family comes only months after its September 1995 acquisition of the former Mace Sod Service, a 7,000-acre turf farm in Palm Beach County.

Woerner President Lester Woerner and Warren's Turf President Bill Curran announced the transaction.

The acquisition is aimed at further broadening Woerner's geographical base by adding operations in Georgia, Virginia, Indiana, California and Hawaii, as well as an entrance into the overseas market through its Southern Turf Division, Woerner said.

Curran said Warren's, based here in Crystal Lake, has been very patient in the search for the right buyer that could meet its objectives for the sale both from a business and an employee perspective. It is hoped Woerner will fit that role, he added.

Woerner added that one of the main attractions to acquiring Warren's was the great depth of quality management at all the various locations as well as its prominent name and reputation.



NEW PRODUCT OF THE MONTH

Golf course construction has been fastforwarded with the installation of concrete cart paths by machine. Power Curbers, Inc., a Salisbury, N.C.-based manufacturer, makes a mold for cart paths that fits beneath its Power Curber 5700-B paver. The wet mix is poured into a large hopper mounted on the machine and fed through the mold, producing the flat surface. For more information, contact Power Curbers, Inc. at 704-636-5871. For more golf car-related new products, see pages 43-46. Still more new products are featured on page 58.