

BRIEFS



TILLER OWNERS: CONTACT KUBOTA

TORRANCE, Calif. — Kubota Tractor Corp. is attempting to contact all owners of walk-behind tillers, model #'s AT60, AT70S, AT70S-E and AD70. These tillers have been the subject of an important safety campaign that is related to the operation of the power clutch lever. If you own one of these machines, contact your local Kubota dealer immediately to arrange to have it updated at no cost to you. Kubota offers a toll-free number to assist you in locating your nearest dealership (888-458-2682 ext. 1000).

CANZIARI JOINS SUSTANE TECH STAFF

CANNON FALLS, Minn. — Sustane Corp., a Division of Natural Fertilizer of America, Inc., has announced the hire of Paul F. Canziani of Fair Oaks, Calif., as western technical representative. Canziani will oversee Sustane's product service, sales and marketing activities in states west of the Rocky Mountains and western Canada, working with distributors and customers.

JACKLIN HIRES RUSCONI, JOHNSON

POST FALLS, Idaho — Steve Rusconi has joined Jacklin Seed Co. as a grower services field consultant here. His main responsibilities will be contracting acreage of turf-type tall fescue, perennial ryegrass and bent-grass proprietary varieties for Jacklin and Medallist America. He will also focus on field consulting. In other Jacklin news, David Johnson has joined the company as a grower services field representative for Jacklin's Columbia Basin operation.



Steve Rusconi

NIBLETT TO REP AQUATROLS IN FLA.

CHERRY HILLS, N.J. — Alan Niblett of Lecanto, Fla., has joined Aquatrols as its Florida territory manager. Niblett, a graduate of University of Massachusetts, brings more than 22 years of experience in the green industry to Aquatrols, based here. Niblett will work with turf professionals and support Aquatrols' product distribution efforts in Florida.



Alan Niblett

Toro to acquire Hardie Irrigation for \$130m

BLOOMINGTON, Minn. — The Toro Co. and James Hardie Industries Limited of Australia have jointly announced they have signed an agreement whereby Toro will purchase the James Hardie Irrigation Group (JHI).

The purchase price of approximately \$130 million is subject to adjustment, based on changes in working capital and closing balance sheet audit adjustments. The purchase is expected to have a modest dilutive effect on earnings per share during the first year only.

"We are excited by the opportunities of joining forces with a worldwide leader in irrigation products and services," said Kendrick B. Melrose, chairman and chief executive officer of Toro. "James Hardie Irrigation Group's core competencies complement Toro's and the resulting synergy will greatly enhance our ability to serve our customers and grow our business profitably. Toro believes this acquisition will strengthen our ability to grow in this market, providing added value for

Continued on page 46



Mike Hoffman



John Szafranski

Hoffman to head Toro Commercial; Szafranski retires

BLOOMINGTON, Minn. — The Toro Co. has announced John Szafranski, vice president and general manager, Commercial Division, will retire Nov. 1, after 23 years with Toro.

Michael J. Hoffman has been named general manager, Commercial Business. In his new role, Hoffman has overall responsibility for the commercial business and direct responsibility for managing the marketing, sales, engineering and after-market parts and service functions. Previously, Hoffman was managing director for Toro's recycling equipment business. Hoffman joined Toro in 1977.

Szafranski began his career at Toro in 1973 as a senior product manager for snow removal products with the Consumer Division. He was appointed vice president and general manager, commercial products in 1979, and has led the commercial division continuously since 1984.

Michael E. Anderson has been named managing director, recycling equipment business, replacing Hoffman. He had been director, marketing and service, commercial business. In his new role, Anderson will be responsible for leading the development and execution of the business' strategy and operational plans.



Participants in Grubmania '96 (above) pause after a hard day of digging at Ohio State University. In photo below, Dr. David Shetlar examines the raster pattern of a grub to determine its species.

RohMid reps take immersion course in grub-control

WAYNE, N.J. — With introduction of the company's new turf insecticide for grubs anticipated for 1997, members of RohMid's sales force took to the road from Sept. 30 through Oct. 3 to learn first-hand about grubs from university and industry researchers and product end-users.

Thirty representatives from RohMid — the joint venture between Rohm and Haas and American Cyanamid — took part in the "GrubMania '96 Bus Tour," a four-day event designed to provide the group with information on grubs, cutworms and other turf pests from the people whose job it is to control them.

Tour participants included members of the two joint venture companies' sales forces, as well as the RohMid board of directors. The itinerary for "GrubMania '96" included:

Sept. 30 — Discussion with Dr. David Shetlar, extension landscape entomologist at Ohio State University (OSU), and a tour of OSU's outdoor turf lab.

Oct. 1 — Participation in the annual "grub dig," conducted by OSU. Dr. Harry Neimczyk, OSU entomologist, has held these digs for more than 25 years, and this year's was the biggest ever with nearly 30 "diggers." (MACH 2 turf insecticide, RohMid's grub insecticide anticipated for EPA approval and product availability in 1997, fared very well in the plot tests, according to RohMid officials, achieving control ratings of 85 percent — 100 percent on eight separate plots at the

Continued on page 49



NEW PRODUCT OF THE MONTH

Turf-Tec International and Precision Small Engine Co. have jointly developed a new device for eliminating small drainage problems on golf greens and other turf areas. Using water from any irrigation system, the Turf-Tec Drain-Jet Kit makes a clean, vertical hole (32" deep, 3" in diameter) by dissolving, then exhausting the soil through a hose to a non-use area. The clean hole is then filled with gravel or coarse sand. After replacing a plug, the green is ready for play. For more information, contact Turf-Tec at 800-258-7477. For more new products, see page 50.

Emerald Isle, Bio Turf Gro sign distribution pact

ANN ARBOR, Mich. — Emerald Isle, Ltd. and Bio Turf Gro Products have signed a cooperative distribution agreement whereby Emerald Isle will distribute Bio Turf Gro's premium line of liquid micronutrients, foliar fertilizers, natural organic supplements and granular fertilizers through its network of independent T&O distributors.

The agreement will allow Bio Turf Gro Products greater distribution of its products which utilize a new chelating technology developed by Dr. Gene W. Miller, professor *emeritus* of Utah State University.

According to Mark G. Grigg, president of Bio Turf Gro Products, the firm's materials have performed beyond expectation in test markets. The products are ideal for golf course superintendents and other turf professionals who seek superior fertilizer efficacy and efficiency using

environmentally responsible products.

"Emerald Isle is ideally positioned to help us dramatically expand distribution," Grigg said. "Their existing product line is largely complementary to ours, and Emerald Isle's committed distributors are capable of explaining the unique features, advantages and benefits of Dr.

Miller's state-of-the-art cheating and complexing technologies."

Bill Middleton, President of Emerald Isle, Ltd. explained, "We're excited about the very real potential for creating agonomic synergy and economic efficiency by combining some of our materials with theirs."

Gary T. Grigg, CGCS, vice

president of Bio Turf Gro Products and immediate past president of the Golf Course Superintendents Association of America (GCSAA), said he is also pleased with the new distribution arrangements. "Because our companies share a unique philosophy of developing scientific and natural products, our combined efforts will help advance the science and art of turf maintenance," he said.

IMC TEAMS WITH GEIGER

WINTER HAVEN, Fla. — IMC Vigoro, Inc. has announced a new partnership with The Geiger Companies of Harleysville, Pa., to represent IMC Vigoro's horticultural fertilizer products (the Woodace line) throughout the Northeast and Mid-Atlantic.

Toro/Hardie

Continued from page 45

our shareholders."

Richard Parod, president of JHI, added: "Our product lines are complementary to Toro's, and the combination will create a highly effective supplier to the international irrigation industry."

JHI is the leading worldwide supplier of irrigation controllers and Toro is the leading worldwide supplier of irrigation sprinkler heads. Combining both groups will position Toro as a stronger, more cost effective competitor, according to Melrose.

Completion of the transaction is expected upon the satisfaction of customary conditions including regulatory approval.

JHI is headquartered in Laguna Niguel, Calif., and boasts production facilities in Texas, California, Florida and Australia. The company has approximately 1,100 full-time and temporary employees. JHI is positioned as a leading provider of irrigation products to the residential and commercial markets, with a core competency in the design and manufacture of valves and controllers, with strong market share positions worldwide in agricultural drip systems, garden hose, hose-end and micro-irrigation products.

The majority of JHI sales are to wholesale and retail customers in the U.S., with an additional established presence in Europe, Australia and Latin America. JHI has several product brand names including Hardie, Lawn Genie, Irritrol, Richdel and Hardie Pope.

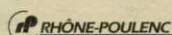
Toro's irrigation division is headquartered in Riverside, Calif. with manufacturing conducted at the same facility.

A FEW WORDS ABOUT NEW CHIPCO ALIETTE SIGNATURE.

Yes,
It Is The Most Cost-Effective
Way To Manage Turf Stress.

Yes,
It Gives You More Tankmix
Options Than Ever.

Nothing is perfect. But new CHIPCO® ALIETTE® SIGNATURE™ fungicide is the perfect choice when it comes to enhancing turf vigor and quality during those peak stress periods. You already know how effective CHIPCO ALIETTE is when used in tankmix combination with FORE® or CHIPCO 26019 fungicides. CHIPCO ALIETTE SIGNATURE now lets you apply a tankmix of DICONIL ULTREX® or generic mancozeb as well. It's designed to give you the same high levels of protection against Rhizoctonia and Pythium you've come



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