

## 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

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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.

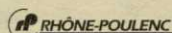
Toro's irrigation division is headquartered in Riverside, Calif. with manufacturing conducted at the same facility.

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