

## PHC acquires manufacturer of Terra-Sorb

PITTSBURGH, Pa. — Plant Health Care, Inc. (PHC) has finalized its acquisition of Industrial Services International, Inc. (ISI) of Bradenton, Fla., and its proprietary product line of time-release water polymer gels sold under the brand name of Terra-Sorb.

James J. Quinn, previously president of ISI, is now a vice president for PHC, a supplier of plant-health-care-related products and services to the horticulture,

forestry and land restoration industries.

Pittsburgh-based PHC will also warehouse and package the Terra-Sorb brand products at its Pittsburgh manufacturing facility. Distribution of the Terra-Sorb line of water management products will, in certain cases, be expanded to include the existing distributor/dealer network already established by PHC for its line of biological plant-care products.

PHC will continue to sell the time-release water polymer gel products under the Terra-Sorb name and already has incorporated Terra-Sorb gels into many of its Mycor brand mycorrhizal fungi inoculant products.

PHC was established in November 1994 to acquire, develop and market environmentally friendly products for the professional plant health care industry. The acquisition of ISI allows PHC, Inc. to broaden its product line to include water-management products.

## Toro reports solid earnings

BLOOMINGTON, Minn. — The Toro Co. has reported that sales and earnings were better than expected for the third quarter ended Aug. 2, 1996. Sales and net earnings were a record for the May-through-July reporting period and for the nine-month reporting period of November through July.

Net revenues for the quarter were \$232.6 million, compared to \$202.6 million for the same period last year, a 14.8-percent increase. Year-to-date revenues were \$732.7 million, up from \$727.1 million for the same period last year. Net earnings for the nine-month period were \$31.8 million compared to \$28.4 million a year ago.

Commercial product sales increased by 3 percent over the same period last year. International sales were strong and the domestic landscape contractor market continued to grow.

Irrigation sales increased 3.7 percent compared to the same period last year. Toro's strategy of selling do-it-yourself products through mass merchants continued to be successful. Golf course sales were up as were sales to residential contractors. International sales increased by 15.5 percent due primarily to improving commercial sales to the European golf market. Sales of consumer products also increased.

## Toro presidency

Continued from page 45

As part of the move the company will align its business units around a centralized operations group and a strategic business units group. This transition has begun with completion expected by Nov. 1. The move is not expected to affect employee staffing levels at the company.

McIntosh will have responsibility for all sales, marketing, service and product development activities for the consumer, commercial, irrigation and landscape contractor divisions, which will now report to him.

Lounsbury will have responsibility for the centralized operations function for all businesses, except the irrigation division and the new businesses group which will remain decentralized. Toro will combine all manufacturing, purchasing, quality, parts operations and order services under his group, with the exception of irrigation manufacturing in Riverside, Calif., which remains under Calvin Hendrix, vice president of Toro's irrigation division.

Toro had been searching for a president since former president David H. Morris left the company last November.

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