

BRIEFS

**TORO ACQUIRES HARDIE FOR \$119M**

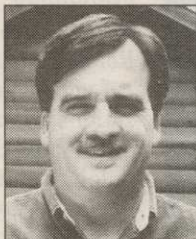
BLOOMINGTON, Minn. — The Toro Co. has completed the acquisition of James Hardie Irrigation Group (JII), from James Hardie Limited of Australia. The purchase price of approximately \$119 million will be initially financed with temporary bank debt. The purchase is expected to have a modest dilutive effect on earnings per share during the first year.

LANDA JOINS DAKOTA PEAT

GRAND FORKS, N.D. — Dakota Peat and Blenders has hired Mark Landa, who will be responsible for satisfying increasing customer demand by expanding the network of authorized Dakota Peat distributors. These dealers will service end users in the turf industry as well as greenhouses, nurseries and other growers. Landa has many years of sales experience in the wholesale hardware industry.

CHIRIP REPS VIGORO IN MID-ATLANTIC

WINTER HAVEN, Fla. — Steven Chirip has been appointed a territory manager, covering Delaware, Maryland, Pennsylvania, Southern New Jersey, Virginia and West Virginia, for the Professional Products group at IMC Vigoro. He is responsible for selling the Par Ex line of fertilizers. Prior to joining IMC Vigoro, Chirip was a territory account manager for United Horticultural Supply. Previously, he was a territory manager for Lebanon Chemical.



Steven Chirip

BIO THERM ESTABLISHES NE OFFICE

PETALUMA, Calif. — Alan Andoos has joined BioTherm as regional sales representative establishing support in the eastern region of North America. His many years of industry experience include construction and installation of environmental controls and heating systems. BioTherm's TurfTemp System has the capacity to manipulate the root-zone temperature by circulating hot or cold water to create year-round play on both putting greens and tee boxes.



Alan Andoos

MERGERS & ACQUISITIONS

● Agrotech 2000 joins with Organica

PLAINSBORO, N.J. — Agro-Tech 2000, a developer and marketer of environmentally-friendly products for the golf course market, has merged with Organica, Inc., a Great Neck, N.Y.-based biotechnology company specializing in microbial-based products that offer safe alternatives to many pesticides based on synthetic chemicals. Agro-Tech 2000 will retain its name, and continue to introduce new environmentally sensitive products for golf course, sports turf, and landscape applications. The products are designed to reduce chemical usage, improve turf conditions, and help reduce maintenance requirements for professional turf managers and horticulturists. Management,

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● Earth Works purchased by R.F. Morse

WEST WAREHAM, Mass. — R.F. Morse & Son, Inc., (RFM) supplier to the turf profession in New England since 1969, has acquired Earth Works, Inc., Soil Restoration Specialists based in Old Greenwich, Conn. Richard Canning, president of RFM noted this strategic move will expand and enhance the ability of RFM to better serve golf courses in the New York/New Jersey areas with services such as soil restoration, custom overseeding, HydroJect treatments, fertilization, along with other important turf management services.

Since 1988, Earth Works, Inc. (EW) has provided

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**NEW PRODUCT OF THE MONTH**

Dairon S.A., the European-based developer of soil renovation systems, has made its equipment available to U.S. markets for the first time. The company's Rotadairon product line includes a wide range of heavy duty and compact soil cultivation, leveling and clearing models, as well as several varieties of overseeders and combi-seeders, which can be adapted to most standard tractors. Utilizing unique reverse rotation technology, the PTO-driven Rotadairon machines cultivate the soil, bury stones and other debris, turn under grass and create a clean, smooth surface that is perfect for seed germination. According to Charles Otto, head of Emrex, Inc., the North American distributor for the entire Rotadairon product line, dealers are currently being recruited to represent the equipment across the United States, with many territories still available. For more information, call 717-288-9360. For more new products see pages 32 and 58.

**SOUTH CAROLINA SWEEP AT DEERE TOURNEY**

The Prestonwood Country Club team from Cary, North Carolina, took first place in the tenth annual international John Deere Team Championship Golf Tournament held on the Ocean and Links courses at Pelican Hill Golf Club in Newport Beach, California. Members of the winning team (from left): Greg Guman, golf professional; Don Thomas, club manager; Ron Gilmore, golf course superintendent; Vance Heafner, club president; and Chris Revels, representative of John Deere golf and turf products distributor, Revels Tractor Co., Inc. Carolina teams gave this year's tournament a one-two punch, as the Caledonia Golf and Fish Club team from Pawleys Island, S.C., finished second. The international tournament, initiated by Deere in 1987, recognizes the important people who make golf facilities successful.

RISE, GCSAA collaborate on speakers program

CINCINNATI, Ohio — Three industry associations have joined to initiate an outreach Ambassador Speakers Program. This joint effort is designed to motivate and prepare industry representatives to educate the public about the golf industry's environmental benefits and to address consumer concerns.

To kick off the program, RISE (Responsible Industry for a Sound Environment), the Golf Course Superintendents Association of America (GCSAA) and the Professional Lawn Care Association of America

(PLCAA) conducted an Ambassador Speakers training seminar here on Nov. 16.

The pilot program — modeled after the successful American Crop Protection Association program — has enlisted eight golf course superintendents and eight lawn care operators from Ohio, Michigan and Pennsylvania. Following training, each Ambassador agreed to give presentations on industry and con-

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Biological firms discovering the 'joys' of FIFRA

By ALAN B. NICHOLS

WASHINGTON, D.C. — Squeezed by the high cost of chemicals and environmental/social pressures to reduce their use, a growing number of golf course superintendents around the country are turning to biocontrol management programs as a supplement to conventional practices.

EcoSoils Systems, Inc. a San Diego technology company, thinks it has solved this challenge with its Bioject Biological Management System [GCN, August]. However, EcoSoils must clear a major hurdle — the same hurdle chemical formulators must clear — before it will see its units in many more golf course irrigation systems.

The company's Bioreactor, first designed to deliver nitrogen fixing microbes to the soil, must be approved by the Environmental Protection Agency (EPA) under the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA). The company is currently preparing to submit to the agency test protocols and to conduct field testing. EcoSoils hopes to complete and submit tests by spring but, after that, it's anyone's guess how long approval will take. At a minimum, it could take six months.

"If the company is making pesticidal claims, even though the biological agents themselves may be already registered, the process itself must be approved as required by law," said Janet Anderson, director of EPA's biopesticides and pollution prevention division.

Anderson further explained that while micro-

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Kawasaki Engine bolsters sales team

GRAND RAPIDS, Mich. — The Engine Division of Kawasaki Motors Corporation, U.S.A., has announced three personnel changes that are expected to improve customer service.

John R. Messing has been named sales manager for In-

dustrial Engines. Karen Freeman has been named sales manager for Turf Engines. And Steve Iveson has been named sales representative for Distributor and Dealer Accounts.

For further information, call 616-949-6500.

Growth necessitates a larger facility at GrassCraft

PORTLAND, Maine — Grass-Craft, Inc. has leased a new warehouse/office facility and will move all manufacturing and administration operations as of Jan. 3, 1997. The new mailing and shipping address is GrassCraft, 87 Bell Street, Portland, Maine 04103; telephone 1-800-760-1680 or 207-878-5353; fax 207-878-9109.

According to a spokesman, the new location will double the size of both manufacturing and office space. This should allow Grass-Craft to keep up with what company officials call "a grow-

ing demand" for its hovering mowers.

With 15 new dealers representing territories all over the U.S. and Canada, Grass-Craft doubled its sales volume in 1996. With this established network of dealers and the introduction of the world's only 4-cycle hover mower, Grass-Craft is planning on doubling sales again in 1997.

International sales also saw rapid growth as Grass-Craft entered several foreign markets including Taiwan, Indonesia, Guam, Vietnam, Philippines, Japan, Africa and China.

Agro-Tech 2000

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distribution, and sales channels of Agro-Tech 2000 products will remain unchanged.

Peter van Drumpt, chief executive officer of Agro-Tech 2000, emphasized the importance of the merger for its customers.

"This merger brings a potent new combination of skills and science to the market," he said. "The difference for our customers is that now a wider range of more effective natural products will be available, such as a calcined diatomaceous earth inorganic soil amendment with microbial inoculant, a microbial pond clarifier with an oxygenator included, and plant-based insecticides and fungicides, among others.

"These new products contain only naturally occurring beneficial microbes," he added. "We do not believe in genetically altered products, which may have unknown consequences over time."

The Organica research and development team is lead by Raj Mehta, whose experience in microbiology includes positions with Smith Kline Beecham, Rohm & Haas, and other chemical and pharmaceutical organizations. Mehta is responsible for developing the proprietary technology behind this new generation of biologically-active products. Supporting Mehta is a team of 17 scientific advisors and bioprocess engineers, including leading microbiologists from both the business and academic arenas.

Earth Works buy

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golf courses in the Metropolitan tri-state area with soil restoration treatments utilizing state-of-the-art Floyd McKay and Verti-Drain equipment. The addition of EW will now make the service division of RFM the largest in the Northeast.

Earth Works will continue to operate under its current name as a separate subsidiary of R.F. Morse with former owner Patrick Lucas, CGCS remaining as a consultant. For additional information, contact Canning at 508-295-1553.

1-2-3™

I have been using several ROOTS™ products since 1989, and now I use the combined product, 1-2-3™ Premix Concentrate, as a regular part of my spray program. I get color for a week longer than with EDTA chelates, I get great roots, and I *don't* get isolated dry spots.

But the biggest reason I use the 1-2-3™ premixed product is the turf I *didn't* lose during a really hot and humid August last summer. There was a lot of turf lost in the Chicago area last year, but we came through it O.K. I don't know if the 1-2-3™ product deserves all the credit, but it sure gave me an edge.

Ric Lange, C.G.C.S.
Meadowbrook Country Club
Racine, Wisconsin

roots inc. A Division of LISA Products Corporation • 3120 Weatherford Road • Independence MO • 800 342-6173

CIRCLE #139