

## BRIEFS

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

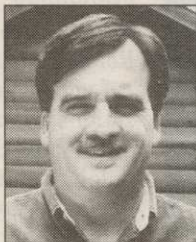
BLOOMINGTON, Minn. — The Toro Co. has completed the acquisition of James Hardie Irrigation Group (JII), from James Hardie Limited of Australia. The purchase price of approximately \$119 million will be initially financed with temporary bank debt. The purchase is expected to have a modest dilutive effect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

Continued on page 54

## ● 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

Continued on page 54

**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-

Continued on page 55

## 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-

Continued on page 56



## Toro introduces Groundsmaster maintenance kits

MINNEAPOLIS — The Toro Co. has introduced a line of maintenance kits for its Groundsmaster 200 and 300 series rotary mowers that provide filters; blade and belts; spindle assemblies; and caster wheels.

The kits, now available through distributors nationwide, promise to minimize equipment downtime, simplify the ordering process for parts, and help customers anticipate what parts

they will need to keep their equipment in top condition.

The cost savings of the kits are estimated at 10 to 25 percent compared to suggested retail of parts when purchased separately. Also, all parts are Toro engineered and specified, assuring quality and compatibility not always guaranteed through willfitters, according to Toro's Parts Marketing Manager Michael Fisher.

## Toro Commercial achieves full ISO status

BLOOMINGTON, Minn. — The Toro Company has achieved ISO 9000 certification for its commercial business and a component parts manufacturing facility. In 1995, Toro became the first full-line irrigation and commercial equipment manufacturer to obtain the ISO 9000 designation.

Toro's commercial business

here obtained the ISO 9001 certification for its quality management systems functions including design, purchasing, sales and research and development. The distinction was awarded by Lloyd's Register Quality Assurance Ltd., a world leader in the provision of independent accredited assessments.

Toro's component parts manufacturing facility in Shakopee, Minn., is also now certified to the ISO 9002 standard. The plant supplies parts for both commercial and consumer products that are assembled at other Toro facilities.

ISO 9000 is a formalized set of quality definitions and standards developed by the International Organization for Standardization. A certified company has identified and documented processes that address all elements of the ISO 9000 standard that its facility or operation is pursuing. Once certification is achieved, the company is audited every six months to assure continued compliance.

## Biologicals at EPA

Continued from page 53

bial behavior can be controlled under laboratory conditions, their long-term environmental effects are not known.

"We're working with EcoSoils in good faith," she said, "but we can't wait forever. If they do not expedite the approval process we would have to remove the system from the market."

The Bioject Bioreactor automatically dispenses starter cultures of microbes (inoculum) and their required food sources (media) into a fermentation chamber where the microbes grow into high population numbers. Once the desired volume is achieved, the inoculum-laden slurry is spread over the course via the existing irrigation system.

The system is currently in place at some 200 courses, including Chicago's North Shore Country Club in Glenview, Ill., and Congressional Country Club outside Washington, D.C.

At least two developments have made practical implementations possible: University researchers are developing in the labs particular strains of bacteria which have shown to be effective inhibitors of turfgrass pathogens and there is now a technology on the market which can grow these microbes and deliver them to the targeted areas in sufficient volume that will ensure their ability to colonize grass soils and crowns. Overcoming the technological limitations has been critical to this trend because microbes have a short life cycle in open-air environments.

GOLF COURSE NEWS

# After manufacturing over one million dependable battery chargers, why is this ad the most memorable thing we've produced?

The fact that our chargers are so forgettable is what makes them so remarkable. After all, the last thing you want to think about is whether or not your golf cars have been properly charged.

For over 30 years we've manufactured the golf industry's finest battery chargers under strict quality controls. Many carry the Lestronic label, while others are private labeled. Whether you know it or not, you probably already have

a Lester charger in your car barn. And if you don't, you probably should.



**Lester Electrical**  
OF NEBRASKA, INC.

625 West A Street • Lincoln, Nebraska 68522 • (402) 477-8988

CIRCLE #141

