

BRIEFS

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

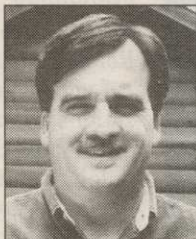
BLOOMINGTON, Minn. — The Toro Co. has completed the acquisition of James Hardie Irrigation Group (JII), from James Hardie Limited of Australia. The purchase price of approximately \$119 million will be initially financed with temporary bank debt. The purchase is expected to have a modest dilutive effect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

WHITE MARSH, Md. — Egypt Farms, Inc. added Chris Kerkman to its staff. Kerkman recently received his master's degree in soil science from the University of Wisconsin-Madison. His thesis, titled, "Root Zone Amendment Effects On The Quality And Nutritional Status Of Creeping Bentgrass Putting Greens," compared 10 different

root-zone mixes containing seven separate amendments, six organic, one inorganic and three different types of sand.

Kerkman's responsibilities will include product quality control, root-zone development and consulting on construction projects. In addition, he will supervise the precision soil blending division of Egypt Farms Inc.

RISE Speakers

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sumer issues to civic, community and school groups in 1997.

Those interested in offering their speaking services, and those who know of groups in need of speakers, should call Debbie Rubin at 309-691-2041.

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Three specialty pest management industry representatives have been elected as officers of the RISE governing board for the 1997 fiscal year. The announcement was made at the association's annual meeting in Palm Beach, Fla.

New officers are Richard G. Holzschu — general manager, urban pest management, DowElanco, Indianapolis, Ind. — elected chairman for a one-year board term; James K. Champion — president, Riverdale Chemical Co., Glenwood, Ill. — named vice-chairman; and Trevor Thorley — director, specialty products, Bayer Corporation, Kansas City, Mo. — elected treasurer. E. Allen James, executive director, RISE, Washington, D.C., serves as secretary.

New board members elected by the membership for three-year terms are Laureen Treu, business director, crop protection division, Uniroyal Chemical Co., Inc., Middlebury, Conn.; and Keelan W. Pulliam, business director, professional products, Zeneca, Inc., Wilmington, Del.

Completing the board are Tommy Reeves, vice president, Oldham Chemicals Co., Inc., Memphis, Tenn., who was re-elected to a three year term; Janet Giesselman, manager, turf and ornamental products, Rohm and Haas Co., Philadelphia, Pa.; Eugene Johanningsmeier, president, Turfgrass, Inc., South Lyon, Mich.; Michael P. Kelty, senior vice president, The Scotts Co., Marysville, Ohio; Bill R. Liles, director, turf and ornamental products, Ciba, Greensboro, N.C.; and Michael A. Sotak, vice president, marketing, Lesco, Inc., Rocky River, Ohio, who also was re-elected to a three-year term.

Retiring board members are Jan Novak, president, The Solaris Group, San Ramon, Calif.; and Guy G. Mikel, vice president, specialty business, Sandoz Agro, Inc., Des Plaines, Ill.

Brouwer Turf celebrates 25 years in sod machinery business

DALTON, Ohio — This year, Brouwer Turf Equipment will celebrate 25 years of manufacturing equipment for the sod industry. Since 1972 Brouwer has been a leading manufacturer of sod harvesting equipment. The company prides itself on producing a full range of turf production machinery that has a reputation of being the best in the industry.

The range of products includes: SH155 and

SH1560 sod harvesters, the new RollMax 2400 sod harvester that features one-man automatic operation, HitchHiker 3600R forklifts, palletless fork systems, RM22 Rotary Mowers, BV138 and BV85 vacuums, TR130 and TR224 turf rollers, and the MK213 sod cutter. In 1997 Brouwer will also introduce a range of large-roll sod installation equipment designed to work in conjunction with the Brouwer RollMax 2400 sod harvester.

**The
Andersons**

**THIS IS MY
GOLF COURSE.
MY DOMAIN.**

**NO WEEDS SHALL
ENTER IT.**

**NO INSECTS WILL
DEFILE IT.**

**NO DISEASE WILL
DO IT HARM.**

PLUSH ROUGHS.

PAMPERED FAIRWAYS.

SLICK GREENS.

**THESE ARE WHAT
MY GOLFERS WANT.**

**THESE ARE WHAT
I WILL GIVE THEM.**

**THIS IS MY
GOLF COURSE.**



**THE ANDERSONS SALUTES
GOLF COURSE SUPERINTENDENTS
FOR THEIR COMMITMENT TO
THE ENVIRONMENT AND FOR
MAKING THE GAME OF GOLF
THE CHALLENGE THAT IT IS.**

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