

Scotts breaks new ground

MARYSVILLE, Ohio — The Scotts Company has started construction of its \$9.1 million, 450,000-square-foot warehouse project designed to hold an average monthly inventory equaling \$15 million.

The company said the new warehouse, which will be adjacent to the company's headquarters, will be devoted to storing its "quicker moving" consumer products, allowing Scotts to dedicate its Marion, Ohio, warehouse to professional products.

Opening is slated for early fall.

According to Robert Inman, Scotts vice president of distribution, "This new warehouse will consolidate much of our central Ohio inventories in one location, which will allow us to be more efficient. This will, in turn, improve our ability to service our customers."

Features include storage capacity in excess of 60 million pounds of finished product, loading dock doors for 45 trucks as well as parking for more than 200 trailers. It will be connected to an existing 250,000-square-foot warehouse — the same site where the company houses its primary manufacturing facilities.

Toro

Continued from page 57

signed a letter of intent to acquire Beatrice, Neb.-based Exmark Manufacturing Company Inc., a manufacturer of equipment for the professional landscape contractor industry and some golf course application.

Exmark, which produces mid-sized walk-behind mowers and zero-turning-radius riding mowers, employs approximately 190 people in a 164,000 square-foot facility and anticipates 1997 sales of approximately \$50 million.

Toro said the acquisition would expand its product line at a time when the landscape contractor market is growing and demanding a wider array of products and services.



The company also announced that it has named Stephen Wolfe as new vice president of finance, treasurer, and chief financial officer.

Wolfe previously served as vice president and treasurer of Toro and president of Toro Credit Company, a subsidiary providing floor plan and inventory financing to Toro distributors and large volume dealers.

He replaces Gerald Knight, who recently resigned to become senior vice president and chief financial officer of Fingerhut Companies Inc.

Inman added that the new project illustrates Scotts' commitment to Marysville and the Central Ohio community. Union County granted Scotts a 50 percent tax abatement on real and personal property taxes for a five year term. During that time the county expects to receive \$1 million in new taxes.

AgriBioTech buys Burlingham

LASVEGAS—AgriBioTech has completed the acquisition of Forest Grove, Ore.-based E.F. Burlingham & Sons, an 85-year-old turfgrass seed company.

According to Dr. John Thomas, AgriBioTech's chief executive officer, the move

helps the company in its vertical integration by adding additional research, production and distribution capabilities, and supplements AgriBioTech's international sales.

The move gives the company access to proprietary turf varieties from Burlingham; however, Burlingham will continue to

market its proprietary turf products through its traditional channels.

For Burlingham, the deal should grease its established research wheel.

"Even though we have good research established, this should help us expand a good deal," said Zenon Lis, Burlingham's spokesperson.

Changing the Course.

New HERITAGE™ Fungicide. Changing the Course of Disease Control.

Now, golf course superintendents can change the course of turfgrass disease control with HERITAGE, a completely new fungicide with a novel mode of action.

HERITAGE will give your golf course round-the-clock protection against devastating diseases. With its powerful combination of preventative and curative activity and its high level of effectiveness against 18 of the toughest turf diseases, HERITAGE will make an outstanding difference in the quality and health of your turfgrass.

The active ingredient in HERITAGE is based on naturally occurring fungicides, called strobilurins, which are found in certain mushrooms.

HERITAGE has a novel mode of action which is different than any other fungicide now on the market.

It has both preventative and curative activity and is absorbed into the leaf blades and stems



as well as taken up by the roots. This ensures that your golf course is protected from the devastating effects of turfgrass diseases.

HERITAGE is the only fungicide available that controls both brown patch and Pythium, as well as take-all patch, summer patch, anthracnose and snow mold—an unprecedented advantage for the turf professional's disease program. HERITAGE is also effective against certain fungicide-resistant pathogens, making it an extremely useful tool in resistance management strategies.

ZENECA Professional Products