

## 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

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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.

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