

## Novartis: Avid about Merck

GREENSBORO, N.C. — Novartis Turf & Ornamental Products will expand its product line into new insecticide markets as a result of its May 21 acquisition of Merck & Co.'s global crop protection business by Novartis Crop Protection Inc.

The key to this agreement, according to Novartis, is that its

T&O division will now sell Avid, a popular miticide/insecticide that the company plans to work into superintendents' integrated pest management (IPM) programs.

Avid, an abamectin, has been used primarily by ornamental growers to protect flowers, foliage and landscape plants from spider mites and leafminers. It is

naturally derived — produced by fermentation — and is applied at low use rates.

"We are looking to round out our product portfolio," said Sean Lynch, a Novartis communications specialist, of the acquisition. "Whether that be by chemistry we have in development or chemistry that's available through another major chemical manufacturer."

## AgrEvo realigns pro. products

MONTVALE, N.J. — AgrEvo North America has realigned its Professional Products Group to include its Green Industry Group. Now based in Montvale as part of the AgrEvo Environmental Health business team, the Green Industry Group includes a full line of turf and ornamental products serving golf course,

lawn-care, grounds maintenance, and industrial vegetation professionals. The Professional Products Group also includes a range of products for the structural pest-control industry and the mosquito vector industry.

"This move incorporates the Green Industry Group into our Environmental Health business team," said Mike McDermott, director of the Professional Products Group. "The realignment and new management structure will allow us to become more customer-focused."

The new management team includes:

- Curtis Orrben, named national sales manager for the Green Industry.
- Jim Widman, named national accounts manager for the Professional Products Group.
- George Raymond, who continues as marketing manager for the Green Industry Group.
- Bill German, who continues as marketing manager for the Green Industry Group.
- Dave Buzzelli, who continues as sales manager for the Structural Pest Control and Vector markets.
- Dr. Mark Coeffelt, who continues as business support manager for the Professional Products Group.
- Cindy Mannes, who continues as communications manager for the Professional Products Group.

In addition, sales territories within the Green Industry and Structural Pest Control groups have been realigned.



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## Hancor to open Miss. facility

FINDLAY, Ohio — Hancor Inc., a manufacturer of corrugated polyethylene drainage pipe, chose Vicksburg, Miss., for its new 48,000 square-foot manufacturing facility.

According to Bill Altermatt, Hancor's vice president of marketing, the Vicksburg location—in west-central Mississippi—was ideal due to its access to the expanding polyethylene market in Mississippi, Louisiana, Tennessee and Arkansas.

"The emerging growth opportunity for larger diameter storm drains and culverts within the southeast region has created the opportunity for us to expand our production and service capabilities," said Altermatt.

Hancor plans to hire 20 employees from the Vicksburg area.