

BRIEFS



VERMEER APPOINTS CROWE

PELLA, Iowa — Vermeer Manufacturing Company recently appointed Craig Crowe to the position of manager of marketing training and events.

For the past three years, Crowe was a regional manager covering dealerships in the southeast area of the United States. Crowe's new responsibilities include the development of all training programs for Vermeer's global industrial dealer network, customers, and corporate marketing staff.



Craig Crowe

CRNOKRAK JOINS PARCAR CORP.

REEDSBURG, Wis. — Columbia ParCar has named John Crnokrak as its new vice president of sales and marketing. Crnokrak will be responsible for all sales and marketing of Columbia ParCar including new market opportunities, new product development and planning. Crnokrak joins Columbia ParCar from Baker Manufacturing Company.



John Crnokrak

ANDREWS ADDED TO NORTH

STAR SALES STAFF

ST. PAUL, Minn. — North Star Turf Supply has named Shane Andrews to its sales staff. Andrews, a former golf course superintendent, will cover a sales territory that includes west central Minnesota and a portion of the Twins Cities metro. Andrews is also a integral member of the New Golf Team with his strong background in new golf construction and grow-in. He most recently held the position of golf superintendent at Mississippi Dunes Golf Club in Cottage Grove.

ZENECA COMPLETES ISK DEAL

WILMINGTON, Del. — Zeneca Agrochemicals has completed the acquisition of the worldwide chlorothalonil business of Ishihara Sangyo Kaisha, Ltd. (ISK) (See *GCN* Feb. '98). It is also confirmed that Zeneca has completed the acquisition of distribution rights outside Asia Pacific to four of ISK's recently introduced products: the fungicide fluzinam, the nematocide fosthiazate and the herbicides, flazasulfuron and nicosulfuron.

Scotts acquires 80 percent of SSI, 'gene gun' license

MARYSVILLE, Ohio — The Scotts Company announced that it has acquired an 80 percent interest in Sanford Scientific Inc. (SSI), a leading research company in the rapidly advancing field of genetic engineering of plants.

SSI holds the exclusive license to use biolistic ("gene gun") technology in the commercial development of genetically transformed turf grasses, flowers and woody ornamental plants, which include rhododendrons, azaleas, roses, shrubs and decorative trees.

In addition, SSI has developed and licensed a broad portfolio of genes and genetic process technology with significant commercial potential.

This technology augments Scotts' genetic improvement program by allowing researchers to create desirable varieties of plants with value-added traits far beyond the capabilities of conventional plant breeding techniques. Targets of Scotts' research effort include disease and insect resistance, herbicide tolerance and other consumer-relevant traits, such as turf grasses that require less mowing and flowers with novel colors and fragrances.

Scotts estimates that it will commercialize certain genetically transformed plants within a few years.

Scotts acquired its interest from SSI founder and president Dr. John Sanford, who with his wife, is retaining a 20% interest and will remain with SSI. Sanford led the team of Cornell University scientists who invented the gene gun technology

Continued on page 73

Terra takes two in the UK

SIOUX CITY, Iowa — Terra has completed the acquisition of two nitrogen manufacturing plants in the United Kingdom for Imperial Chemical Industries PLC. The plants located in Billingham and Severnside, England, account for almost half of the UK ammonium nitrate production capacity.

With this acquisition, Terra now operates seven nitrogen fertilizer manufacturing facilities: four in the United States, one in Canada and two in England.

"Terra is excited about this expansion of our business into Europe," said Burton Joyce, Terra's president and

chief executive officer. "We've gained good facilities, a skilled and dedicated workforce, and a substantial share of a new market for the company. We're all looking forward to the development of our new business-Terra Nitrogen UK."

Terra Distribution also continued to increase its fertilizer product offerings in 1997 with the addition of blending facilities located in pivotal geographies. The company said that these facilities allow Terra to meet customers' specific fertilizer needs by providing secondary and micro-nutrient packages, custom blends and impregnation of

Continued on page 72



PURSELL CUP GOLF CHALLENGE NETS THOUSAND FOR DIABETES

The 1997 Pursell Cup Charity Golf Challenge, an annual golf tournament for the benefit of juvenile diabetes, raised more than \$60,000, tripling the amount collected from the 1996 inaugural event. Pictured above is David Pursell, LPGA member Kelly Kuehne and the legendary Sam Snead at Greystone Golf Club in Birmingham, Ala.



NEW PRODUCT OF THE MONTH

WAUKESHA, Wisc. — Ortho-Kinetics Inc., a 35 year-old company established in the design and production of compact electric vehicles in the commercial and medical equipment markets, has launched its Fairway Golf Cars division. The company said that its Model 8000 single rider golf car can improve pace of play by 25 percent. The 8000 is equipped with a proprietary digital power system ensuring superior power, reliability and performance. The Fairway 4850 may be the answer to providing accessibility to handicapped golfers in accordance with the ADA. The 4850 is equipped with a height adjustable pivoting seat with a tilting mechanism for an unobstructed swing from a seated position. For more information, contact Ortho-Kinetics at 412-542-6060.

Ransomes' updated E-Plex II plays in Sweden

By TREVOR LEDGER

HARROGATE, England — In an atmosphere of takeover "wariness" Ransomes has launched its all new "E-Plex II" electric greensmower replacing the original E-Plex which has proved so popular, in Sweden especially.

While impending financial gymnastics kept the city folk guessing, Ransomes presented its latest family addition at BTME '98 Harrogate.

The 48 Volt battery Pack offers enough power for approximately 3.5 hours usage which will see a maximum of 20 greens mowed on a single charge. The second generation of Ransomes' electric mowers includes refinements learned of experience; for example, the drive has a distinct hydrostatic feel to it and you can have power steering if you so wish.

The popular perception of Sweden as an ecological trailblazer is upheld with its devotion to electric equipment — over the last three years, 65 percent of Ransomes greensmower sales in Sweden have been E-Plexes. There is no danger of fuel or oil spills, there are no emissions, there is little noise and the running costs have been quoted at around 12 pounds per year.

In the UK, courses have been a little slower to warm to the E-Plex than in Sweden, but there are takers. Gleneagles uses one to mow around the Hotel alarmingly early every morning and is sensitive to its guests comfort; an unnamed course in Essex had a noise abatement order slapped on it by disgruntled neighbors and has made the switch to electric.

With the takeover deal final, Textron now holds 100 percent of the electric greens mower market.





E-Z-GO introduces Workhorse ST-350

E-Z-GO Textron has announced production of a new multi-purpose off-road utility vehicle. The Workhorse ST-350 features a 11 hp, 350 cc, twin cylinder, 4 cycle, overhead cam engine, a 13-cubic-foot load bed with heavy duty bed liner and an 8000-pound payload capacity.

The Workhorse ST-350 represents a new direction for E-Z-GO. It was designed to meet a variety of off-road utility needs.

Some of the important features on the ST-350 include oversize tires, greater ground clearance, a special suspension system designed to handle rough terrain and a heavy duty wrap-around front bumper with brush guard. For more information, contact 706-798-4311.

CIRCLE #209

John Deere installs new fairway conditioner.

Recently launched as an optional attachment for the established John Deere 3215A and 3135A fairway mowers, the new Deere fairway conditioner incorporates a contra-rotating grass tender conditioner, which is gear-driven rather than belt drive. This enables the attach-

ment to provide a better, cleaner finish by grooming, recutting and dispersing grass clippings more evenly, particularly in wet conditions, without leaving unsightly clumps of grass on the fairway. For more information, contact 309-765-8000.

CIRCLE #211

J.R. Simplot launches SuperTurf

The J.R. Simplot Company, manufacturer of the Best family of fertilizer formulations for the golf course and professional turf industries, introduces SuperTurf. SuperTurf is engineered to deliver the results commonly associated with controlled-release fertilizers for approximately the same cost as quick-release blends.

Designed to last up to three months, SuperTurf combines Best's Turf Supreme with Polyon polymer and TriKote polymer/sulfur-coated urea prills to produce a 55 percent controlled-release, 25-5-5 product.

Polyon helps SuperTurf release nitrogen osmotically in accordance with turf nutritional needs or temperature conditions, which helps prevent the premature nutrient release. For more information, contact 800-992-6066.

CIRCLE #210

Textron/Ransomes

Continued from page 1

of January 26. Ransomes only had a reported 89.68 percent of its preference shareholders on board at the end of the previous week. Ransomes was able to gather the appropriate amount of votes at the eleventh hour.

For Textron/Jacobsen, the Ransomes acquisition is consistent with the company's strategy to expand on a global basis, allowing it to leverage new manufacturing capacity and distribution networks.

"Look at the players in the market now," said Carl Burtner, president of Textron's Golf and Turf Group. "If you're not big your going to be out."

According to Burtner, Textron plans to keep the brand names in the spotlight as lines are trimmed and Jacobsen and Ransomes technologies are melded together.

"There's a number of line-fills for us, there's a number of things that just dovetail right into the Jake and E-Z-GO lines," said Burtner. "Each player has some very strong suits, so obviously we're not going to be duplicating. We're going to take the best each has to offer and try to come up with the best product line there is."

It's time for action.

We've been talking about IPM and experimenting with ways to be more environmentally responsible. Now that a product like BIO-TREK 22G has come along, there's no excuse for fighting common turf diseases the old way. We waited until we saw the disease, then slammed it with chemicals. Now, with BIO-TREK 22G, we can prevent infection long before we'd ever see it.

BIO-TREK 22G is a beneficial fungus that colonizes the roots and fights off pathogens like *pythium*, *rhizoctonia*, *fusarium*, and *sclerotinia*. Plus - it's EPA approved and safe for use even around water. A lot of golf courses have already tried it and proved the overwhelming success of BIO-TREK 22G.

Last year we experimented. This year we go for it.

BIO-TREK 22G™



WILBUR-ELLIS

IDEAS TO GROW WITH®

For more information, contact your Wilbur-Ellis representative or your BIO-TREK 22G distributor.

CIRCLE #154

Scotts/SSI

Continued from page 71

in the 1980s and he continues as a leading expert in the field.

"I am confident that Scotts' powerful brands and leading market positions provide the best commercial platform from which to launch exciting new products using SSI technologies," said Sanford.

SSI operates an advanced genetic research facility in Waterloo, New York, and actively collaborates with other leading genetic scientists.

"We view genetically transformed

plants as playing a valuable role in our world-wide brand development strategy over the next few years," said Charles Berger, Scotts chairman, president and chief executive officer.

Biologics technology involves the delivery of desirable genetic characteristics by high-velocity injection into cells.

The technology is widely used in medical research and agricultural fields for applications ranging from immunization and cancer treatment to creation of new agricultural crop varieties, including corn and soybeans

Magnesium For Healthy Green Turf

ProMag® 36 is a combination of magnesium sulfate and magnesium oxide, supplying both immediate and long term non-burning magnesium availability.

ProMag 36 is the choice magnesium in micro-primed form necessary to balance calcium and potassium in the soil. Such nutrient balance increases root mass resulting in healthy green turf.

ProMag 36 is versatile, allowing direct application or blending with other plant food ingredients in a wide variety of formulations.

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