

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

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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

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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.

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 un-named 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.



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.

Garrick/Fairmount firm relationship

CLEVELAND — The Garick Corporation has announced that its partner of over nine years, Fairmount Minerals, supplier of golf course sands, has agreed to purchase 100 percent of The Garick Corp.

Fairmount said that the acquisition of Garick will enhance synergies between the two companies, especially in the area of bulk materials to the landscape, nursery, garden center, golf course and construction industries.

"We're very pleased to have the people

of The Garick Corporation join our Fairmount Family," said Chuck Fowler, president and chief executive officer of Fairmount Minerals. "The Garick product lines and focus on the customer matches well with the markets and customer-oriented service of Fairmount, particularly in the golf course, turf and landscape markets," Fowler said.

Gary Trinetti will continue on as general manager and vice president of the Garick business.

AgrEvo receives registration for DeltaGard

MONTVALE, N.J. — AgrEvo announced that DeltaGard GC Granular Insecticide, the company's new water-soluble granular formulation insecticide, has received approval for use in the golf industry.

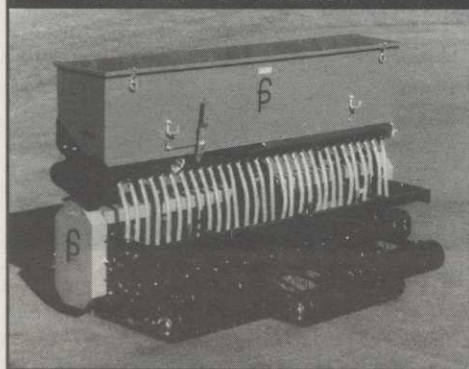
According to George Raymond, marketing manager at AgrEvo, DeltaGard GC was designed to provide lasting residual action and broad spectrum control of many surface insect pests with just 0.1% active

ingredient — up to 50 times less active ingredient than what is required by traditional granular formulations.

It provides comprehensive no-odor treatment for turf insects such as adult annual bluegrass weevil, adult bill bugs, chinch bugs, mole crickets and adult black turfgrass atenius. AgrEvo developed and is the sole manufacturer of the pyrethroid deltamethrin, the active ingredient in DeltaGard.

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— Carey Mitchelson, Course Superintendent, Twin Lakes G.C., Oakland Township, MI

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CIRCLE #162

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 2. To work when and where directed.
 3. To work with supervisors, other staff and clients in a co-operative, professional team oriented atmosphere.
 4. To continually upgrade skills and knowledge.
- Working Conditions:**
1. Work schedule is varied and demanding due to the nature of the remodelling business.
 2. Strong company support.

CIRCLE #166

Eco Soil stays on latest acquisition roll

RANCHO BERNARDO, Calif. — Eco Soil Systems Inc. has entered into a binding letter of intent to acquire Cannon Turf Supply Inc., a golf and turf products supplier with operations in Illinois, Indiana, Kentucky, Michigan, Ohio and Wisconsin, for a combination of cash and Eco Soil common stock.

"This merger significantly strengthens Eco Soil Systems' distribution subsidiary, Turf Partners, and contributes to the geographic areas in which it operates," said William Adams, chairman and chief executive officer of Eco Soil.

"Cannon Turf, with annual revenues of approximately \$15 million, has a strong management team that is committed to customer satisfaction through its professional sales and service staff," said Adams.

The parties expect the acquisition to be complete by March 15. Consummation of the transaction, however, is subject to certain conditions, including execution of a definitive merger agreement, Eco Soil Systems' satisfaction with the result of a due diligence investigation of Cannon Turf and the receipt of consents from third parties that are required to complete the transaction.

In related news, Eco Soil has also entered into an agreement to acquire Benham Chemical Corp, a golf and turf products supplier with operations in Michigan, subject to standard closing conditions.

The final closing was expected to occur on March 1. Benham Chemical operates warehouses in Detroit and Saginaw, Mich., and has annual revenues of approximately \$7 million.

"The combination of Benham Chemical with our existing Midwest distributor and Cannon Turf Supply, another distributor we have agreed to acquire, makes the Midwest operations of Turf Partners an outstanding launching pad for new BioJect sales," added Adams.

Terra/UK

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fertilizers with control products.

The introduction of the new Terra fertilizers with GoldCote by the professional products group of Terra Distribution is an important strategy for growing their fertilizer business in the turf market.

"We're using our distribution assets as well as fertilizer and agronomic expertise to customize products and services to meet our turf customer needs," states Robert Yarborough, manager of Terra Professional Products, Northern Division. "One example of this is the GoldCote fertilizers designed for the golf course market."

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