

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.

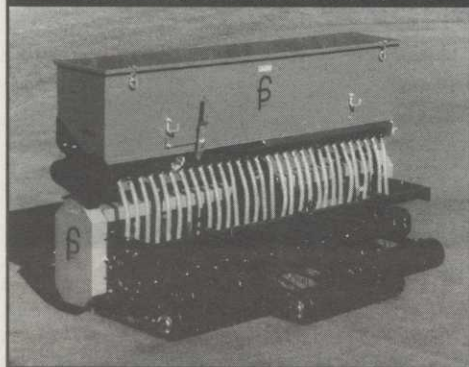
According to George Raymond, marketing manager at AgrEvo, DeltaGard GC was designed to provide lasting residual action and broad spectrum control of many surface insect pests with just 0.1% active

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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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

Continued from page 71
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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