

BRIEFS



PRECISION ADDS HOUMES TO TEAM

NORTHBROOK, Ill.—Precision Laboratories Inc. announced that Chip Houmes has joined the Precision team as a turf district manager in the Midwest. Houmes is a native of East Central Illinois and attended the University of Illinois, where he graduated with a degree in Agricultural Economics in 1983. Since graduating, he has managed territories for Dow and Ciba-Geigy as a chemical sales representative before being promoted into Ciba's turf and ornamental division. His most recent experience was managing a five-state territory in the mid-South for the specialty division of Novartis.

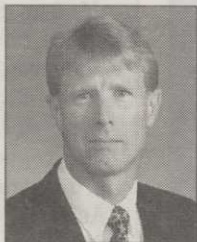


Chip Houmes

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VERMEER NAMES NEWENDORP AS ENVIRONMENTAL GM

PELLA, Iowa—Vermeer Manufacturing Company has named Vince Newendorp general manager of the environmental division. Newendorp oversees all business functions for the division including engineering, manufacturing, and parts. Newendorp started with the company in 1977 as a design engineer and has held several positions in the area of product development. He was most recently product director for tree products, prior to becoming general manager of environmental.



Vince Newendorp

ANDERSON TAKES OVER AS HANCOR PRESIDENT/CEO

FINDLAY, Ohio — Steven Anderson was recently appointed as acting president/CEO of Hancor Inc., replacing Dail Herman. Herman left the company August 20, to pursue a business acquisition. He had been with Hancor since January 1997. Anderson is a business manager with more than 20 years of experience in administration, process implementation, policy development, credit and corporate finance. He has an A.B. degree in economics from Trinity College, Hartford, Conn., and an M.B.A. from Washington University Graduate School of Business, St. Louis, Mo.

GOLF COURSE NEWS



A sample of Continental's work on the 17th at Edinburgh Golf Club in Brooklyn Park, Minn.

Continental Bridge purchases Atlas

By MICHAEL LEVANS

ALEXANDRIA, Minn. — Continental Bridge, one of the nation's largest manufacturers of prefabricated tubular steel bridges, has purchased Toledo, Ohio-based Atlas Bridge.

The deal not only eliminates one of Continental's competitors but gives the company a much-needed Eastern manufacturing presence.

"Our only location up until the purchase was here in Alexandria," said David Rogers, vice president of marketing and an engineer for Continental Bridge. "The

products that we ship are quite freight intensive, so it makes sense for us to have more regional plant locations throughout the US."

According to Rogers, three-year-old Atlas was looking at divesting itself of its business, so it was an opportune time to kill two birds with one stone. "We took a competitor out of the business, but moreso, we acquired a production facility at a remote location," he said.

The golf market makes up about one-third of Continental's business at this point.

Lebanon grows lines, takes Penn Turf

LEBANON, Penn.—Isobutylidene diurea, the nitrogen source in the turf fertilizer lines, Par-Ex, will now be available from Lebanon Turf Products.

According to Paul Grosh, business manager of Lebanon Turf Products, Lebanon Seaboard Corporation became the main marketer of isobutylidene diurea fertilizers on October 1.

Isobutylidene diurea, in the past sold to the professional turf management market by Vigoro as IBDU, will be sold under the trade name IsoPRO in 15 different blends including the popular 21-3-16, 24-4-12 and 31-0-0, Grosh said. Lebanon already markets isobutylidene diurea in homogeneous granular form as IsoTek31.

Lebanon made the announcement upon signing a marketing agreement with a subsidiary of Nu-Gro Corp., the new owner of the production facility for isobutylidene diurea, located in Bucks, Ala. Nu-Gro recently purchased the Bucks plant from IB Chemical Company, a partnership of subsidiaries of Celanese and Mitsubishi.

Vigoro had held a supply contract with IB Chemical Company. IMC Global recently divested its Vigoro Professional Turf division and the isobutylidene diurea supply agreement was terminated. Lebanon jumped at the chance to become the marketer of isobutylidene diurea.

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In other Lebanon news, PennMulch, the seed establishment mulch developed and patented by Pennsylvania State University, and marketed by PennTurf Products, will now be available from Lebanon Turf Products, it was announced.

Lebanon Seaboard Corporation became

the main marketer of PennMulch as a result of its acquisition of PennTurf Products and New York Pellet Products, Inc. PennMulch is made from recycled newspaper and superabsorbent polymers.

The polymer/cellulose pellets expand to cover seed beds when watered to retain moisture where it is needed—at the seed level.



NEW PRODUCT OF THE MONTH: CLUB CAR'S TURF II XRT

AUGUSTA, Ga.—Club Car Inc. has added its new Turf II XRT to its Carryall Line of transportation and utility vehicles. The XRT is intended for extremely rough terrain including new golf course construction, grow-in and other non-golf rough terrain applications.

As Club Car's "Off Road, Off Trail, Off The Beaten Path, Go Where You Need To Go" vehicle from Carryall, the gasoline powered XRT features heavy-duty, all-terrain tires and an impressive 6.4" ground clearance under the differential.

For more information, contact 888-CARRYALL.

Eco Soil acquires rights to XPo, expands facilities

RANCHO BERNARDO, Calif. — Eco Soil Systems Inc. has acquired all of Mycogen Corporation's license, patent and other proprietary rights to the *Xanthomona campestris* microorganism, or XPo, for use in control of *Poa annua* grass.

The company acquired these rights pursuant to an option Mycogen granted to the Eco Soil in June 1997, according to William Adams, chief executive officer.

Eco Soil Systems also announced that it recently received preliminary indications from the EPA that, upon successful completion of certain tests of the company's proprietary BioJect system and the company's commitment to conduct future tests on *Pseudomonas aureofaciens* TX-1 for insect, animal and plant toxicity, the EPA will register TX-1 as a pesticide for use against certain turfgrass diseases and the BioJect system as an appropriate distribution system for TX-1.

The company has scheduled tests of the BioJect system at Eco Soil's headquarters this week to address the EPA's concerns.

According to Adams, "Although we are optimistic that such tests will be successful, there is no assurance that the tests will satisfy the EPA's requirements or that the EPA ultimately will register TX-1 or the BioJect system."

In other Eco-Soil news, the company purchased a 39,920-square-foot headquarters and distribution facility in Rancho Bernardo for \$2.4 million and concurrently completed an amendment to its credit facility with The Provident Bank to provide funds for the acquisition and development of the building. The new facility will house the company's corporate offices and its Turf Partners operations.

