SUPPLIER BUSINESS

Dow, Carbide merger will not affect turf market

INDIANAPOLIS — The proposed merger between Dow Chemical and Union Carbide that is expected to close in the third quarter will not affect Dow's AgroSciences arm according to a company spokesperson.

"I don't think it will have a major impact," said Sue Breach, global media relations manager. "The whole point of the merger is to enhance the existing applications that we have."

The deal, which was announced last August, is intended to broaden Dow's geography and its product portfolio, said Breach.

Ewing Irrigation opens three new branches

PHOENIX, Ariz. — Ewing Irrigation has opened two new branch locations in Texas and one in California.

In Texas, Tim O. Little will manage the company's Abilene branch and Billy Penton will manage the Amarillo branch. Ewing now has 14 locations in Texas. Billy Penton will manage the new Chico, Calif., branch.

Higgins to focus on products, PTI Tour

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Higgins hopes to take that feedback right to the bank. PTI is tracking sales history of the superintendents it has brought in 12 months prior to, and after their visits. So far the improvements in sales numbers have been significant said Higgins.

NEW PRODUCTS

Higgins is also working to bring POLYON technology to the pesticide and insecticide markets.

PTI, in conjunction with Memphis, Tenn.-based TopPro Specialties, is working on a business plan for a polymer-coated acephate (Orthene) product.

"The Environmental Protection Agency (EPA) is concerned with chronic exposure. So if we polymer coat acephate and make a granular out of it, then the polymer takes away any exposure to the chemical," said Higgins.

Initial studies show that the polymer-coated acephate product offers longer control, better activity and is odor-free. The product is also provides 17 percent nitrogen.

"We are in conversations right now with the EPA and since 90 percent of the active ingredients are registered we are going for a formulator exempt registration," said Higgins, who expects to have the product approved and ready by early 2001.

PTI is also talking with Bayer, Zeneca and Valent about the possible polymer applications with their individual product lines.

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