

Simplot/ABT

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recent months, signing an exclusive distribution agreement for POLYON fertilizers with Sylacauga, Ala.-based Pursell Technologies, Inc., and agreeing to purchase Turf Partners, the distribution arm of Rancho Bernardo, Calif.-based Eco Soil Systems, Inc.

ABT brings a lot to the table, said Wayne Burk, senior vice president of Simplot Turf and Horticulture.

"We are looking for fits with our strategic growth plan," he said. "There are a few distribution businesses that we had an interest in and obviously from the seed side there are a number of varieties that have some real brand equity."

J.R. SIMPLOT ON THE MOVE

EARLY MARCH 2000 — SIGNS POLYON MARKETING AGREEMENT WITH PURSELL TECHNOLOGIES, INC.

LATE MARCH 2000 — AGREES TO PURCHASE TURF PARTNERS ASSETS FROM ECO SOIL SYSTEMS, INC.

MID-MAY 2000 — J.R. SIMPLOT/KENNETH BUDD PURCHASE BID ACCEPTED FOR ABT'S PROFESSIONAL TURFGRASS DIVISION.

DIVISIONS OF J.R. SIMPLOT

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If the deal goes through, Simplot would pick up such distributors as Las Vegas Fertilizer, Phoenix-based Garden West and Florence, Ky.-based George W. Hill. Also in the mix would be top varieties like Loft's L-93 bentgrass, Palmer ryegrass and Rebel tall fescue.

However, even if Budd/Simplot wins the bid they will conduct due diligence and could either submit a lower bid or decline.

For now, Burk remains cautiously optimistic.

"For example, Las Vegas Fertilizer is attractive to us because they were a big distributor of ours and they are a dominant player in that market," he said. "But their business is not what it was six to eight months ago, so there are some issues there. However, we are also in the process of acquiring Turf Partners, and if we can add a facility like Las Vegas Fertilizer to Turf Partners, it makes sense."

PRBA, seed company litigation presses on

By ANDREW OVERBECK

EUGENE, Ore. — The litigation between the Perennial Ryegrass Bargaining Association (PRBA) and Seed Research of Oregon (SRO) and Turf Seed, Inc. is slowly pressing forward here in the United States District Court.

The parties are still involved in depositions and the discovery of documents which are both scheduled to be wrapped up this

fall. "After that, if a settlement conference doesn't work, then we will go to court and that could happen this winter," said Jim Carnes, PRBA executive director.

At the crux of the conflict, the PRBA alleges that the two seed companies acted unlawfully when they announced on the eve of last year's harvest that they would pay contract growers a price for Tournament Quality perennial ryegrass seed that

was substantially less than the price set by the PRBA for the 1999 crop. SRO and Turf Seed, however, deny these charges and have challenged the legality of the PRBA and accused the organization of violating anti-trust laws.

"This is one of the most important litigations in agriculture," said Carnes. "Whichever side prevails, it will have an impact on U.S. agriculture."

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BSMOOTH **B**COMFORTABLE
BEFFICIENT **B**CLEAN **B**PO
BQUIET **B**EFFICIENT **B**S
BEFFICIENT **B**CLEAN **B**PO
BQUIET **B**SMOOTH **B**SLEE
BEFFICIENT **B**CLEAN **B**PO
BSMOOTH **B**COMFORTABLE
BEFFICIENT **B**CLEAN **B**PO
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Golf Trust's next World Scientific Congress planned

ST. ANDREWS, Scotland — Golf Trust's World Scientific Congress of Golf will be held at the University of St. Andrews here, July 23-26, 2002, and will again provide a forum for the international participation of both scientists and golf industry professionals.

Dr. Eric Thain, director of the

Trust, believes the broad range of scientific disciplines guarantees a bright future for golf-related research. The Congress will again provide a focal point for the discussion of research results and issues, as well as their practical implementation.

"The objectives of the Congress are two-fold," Thain said. "First,

to facilitate technical and scientific exchanges related to golf research between countries, institutions and individuals, as has been our trademark in the past. Second, to develop international cooperation and understanding between researchers and those in professional practice."

Since the 1998 Congress, the

Trust has dramatically increased its ongoing services to both researchers and practitioners, to include golf research newsletters, the bi-monthly publication *Golf Science International*, and access to library and database facilities. These are available through membership schemes specifically tailored for researchers and practitioners, respectively. They both enjoy the ben-

efit of funding from the Royal & Ancient and the U.S. Golf Association (USGA).

"We already have as members many of the leading figures in golf and science, and the Trust's objective is to embrace as many as possible of those endeavoring to make a positive contribution to the golf section, while finding enjoyment and satisfaction from personal achievement in the process," said Thain.

To publicize its membership opportunities, the Trust has been given support by many of the large golfing organizations around the world, including the Australian, American, British and European PGAs; the United Kingdom and Ireland Golf Unions; and the R&A and USGA. These include links to the Trust web site, a feature which is also being taken up by Golf.com.

"We fill a niche by providing authoritative objective information in a sector characterized by hype, that is clearly appreciated by our rapidly expanding membership," said Thain.

For further information, contact Valerie Melvin or Dr. Eric Thain at 44-0-1334-475560.

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Dates set for int'l golf tourism convention

CADIZ, Spain — The 3rd World Golf Tourism Convention will be held at Montecastillo Hotel & Golf Resort here, June 22-26.

Speakers will address such issues as trends in the golf tourism industry, construction and development of golf resorts, international resort marketing, sponsorship of professional tours and leading golf tournaments, the golf media and its coverage of golf tourism.

For more information, contact Ramon Davila Consulting at tel. 956-29-33-16; fax 956-27-11-32.

PRBA lawsuit

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The PRBA intends to fight this one out for the growers, said Carnes. "A lot of growers have either not been paid or have been partially paid," he said. "There has been a constant battle over the price of turf-type perennial ryegrass for the overseeding market for the last 30 to 35 years and it isn't going to get corrected when dealers fight over market share and reduce grower prices." ▶

