

Simplot

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Simplot T&H is already strong in the Pacific Rim and Asia, with offices in China and Australia, where the company intends to focus its first efforts.

"We need to handle those markets better and build the Simplot brand," he said. "There is still room to grow."

The division is also developing a business plan to increase sales in Europe and Central and South America.

OVERSEAS EXPANSION

Yanagisawa said that the division will also be looking to open more representative offices overseas and adding to staff. "We don't have set locations yet," he said. "But we will go where the opportunities are the greatest. There are more right now in Asia. Europe is at least three years down the road."

Establishing international production facilities also could be on the horizon. "We will continue to export seed because we have enough production," said Yanagisawa. "But as we build the business and volume, we will look at producing locally to establish our brand and expand the market."

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In other Simplot T&H news, the Jacklin Seed division has completed the restructuring of its management team.

Bill Whitacre, group president, will take over Yanagisawa's duties. In addition, Chris Claypool will be the sales director and Doug Brede, Ph.D., will direct research and development. Rich Underwood will be the Oregon location manager, and Glenn Jacklin will run the Idaho and Washington locations. ■

Pennington Seed teams with Golf Ventures

MADISON, Ga. — Pennington Seed has selected Golf Ventures as its preferred turfgrass and ornamental grass seed distributor in Florida.

"Golf Ventures will provide Pennington Seed the desired avenue to reach turfgrass managers in Florida," said Pennington's national sales manager Russ Nicholson. "They have 14 representatives with a total of 280 years of experience. Twelve of them

have turfgrass degrees."

The distributor previously represented Lofts Seed, whose assets were partially acquired by Pennington, including those in Florida.

Golf Ventures, which has been in business in Florida since 1986, provides turf products, chemicals, fertilizers, golf course accessories, equipment and contract services.

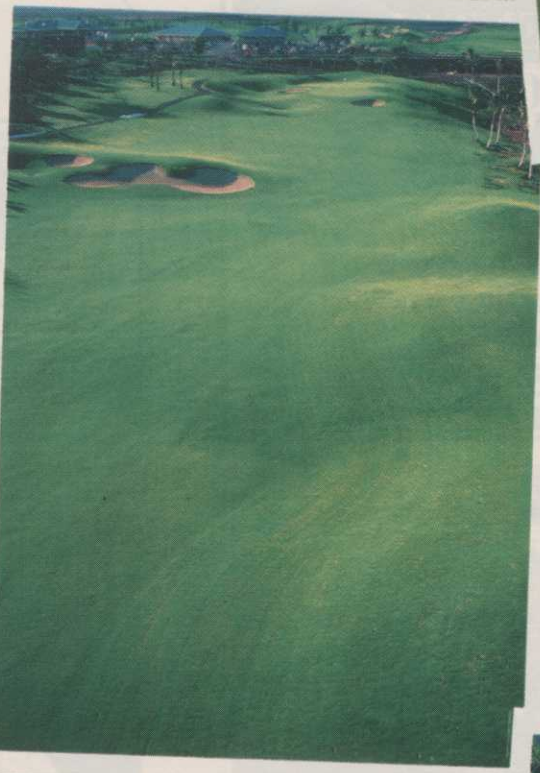
Chipco adds Grippi, Parker

MONTVALE, N.J. — The Chipco Professional Products group of Aventis Environmental Science has appointed Joseph Grippi to sales representative for western Michigan and northern Indiana. The group has also named Scott Parker sales representative for southern Indiana, northern Kentucky and central Illinois. Both will be responsible for maintaining customer accounts and developing new business opportunities in their respective territories.

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John Deere

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John Deere Credit, as well as nursery products and landscape supplies, fertilizer and seed through John Deere Landscapes. We are looking at tying that all together."

TIMETABLE

The deal is subject to the approval of Richton shareholders and regulatory agencies, which could take a couple of months, said Werning. "Nothing is set yet, but we would hope to have it settled by Sept. 1," he said. ■

GOLF COURSE NEWS