



BRIEFS

GARRISON TO HEAD E-Z-GO

AUGUSTA, Ga. — Textron Inc. has named John L. Garrison president of E-Z-GO. Garrison will be responsible for all aspects of the golf car and utility vehicle company including sales, marketing, engineering, and manufacturing. He will report to Greg Hyland, president of Textron's Industrial Products segment. Prior to joining E-Z-GO, Garrison was chairman, president and CEO of water and wastewater management manufacturer Azurix Corp. He also served as vice president and general manager for Case Corp.'s North American Agricultural Group.

SIMPLOT BRINGS IN RICKARD

BOISE, Idaho — Simplot has selected Dr. David Rickard to fill the newly created position of product development specialist. In this new capacity, Rickard will coordinate the commercial turfgrass research department at Jacklin Seed and the continued expansion of fertilizer and specialty product formulations under the BEST, APEX and Simplot Partners brand names. During his 27-year career, Rickard has worked for state government, chemical companies, universities and recently ran his own consulting firm where he specialized in the development of new agricultural technology products. He has overseen product development in biological controls, methyl bromide alternatives, organic soil amendments and foliar fertilizers.



Dr. David Rickard

Simplot has also named Trent Bradford to the post of fertilizer manager for the Professional Products Division's eastern region.

GROWTH PRODUCTS ADDS ACKERSON

WHITE PLAINS, N.Y. — Growth Products has added Gary Ackerson to its staff of technical sales representatives. He will cover a territory that encompasses Connecticut, Delaware, Maryland, New Jersey, New York, Pennsylvania, Vermont, Virginia, and West Virginia. Prior to joining Growth Products, Ackerson was an assistant golf course superintendent, a division manager for a biological company, and a turf consultant for a raw materials company.

Golf Ventures adds Web site to support nationwide expansion

By ANDREW OVERBECK

LAKELAND, Fla. — In a move to support the expansion of its distribution business nationwide, Golf Ventures has introduced an online catalog at golfventuresonline.com.

The new Web site replaces the now-defunct golfbusiness.com. That property has been split between Golf Ventures and International Club Suppliers (ICS). Golf Ventures, which has been in the distribution business in Florida and parts of Georgia since 1986, will handle turf and ornamental products, and ICS has become a food and beverage provider.

"We are expanding across the rest of the United States and this site will assist us with that," said Debbie Nipper, director of national project and marketing. "The site features the main items that we carry, and has sections for service, forums, auctions and specials."

Golf Ventures, which is under the umbrella of Meadowbrook Golf, distributes fertilizers, chemicals, and golf accessories and has agreements with companies such as Helena Chemical, Par Aide and Standard Golf. It is the exclusive provider for the 110 courses managed by Meadowbrook's International

Golf Maintenance.

Golf Venture's nationwide roll out is already well underway.

"We have already added sales staff in Georgia, Alabama, Louisiana, Mississippi, Kansas and Missouri and will be adding more in the first half of the year," said Nipper. The company now has 25 sales



Superintendents try out [golfventuresonline](http://golfventuresonline.com) in Orlando.

representatives and may also add some warehouse locations as it expands.

"The Web site will act as a tool for the sales side," Nipper added. "The superintendent or mechanic can go to the site and find items faster and perform searches. They can call and place an order, go through the sales person or order online."

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Brandt enters golf business with Parkway purchase

HOUSTON — Parkway Research has been purchased by Midwestern agricultural fertilizer manufacturer Brandt Consolidated, adding to that company's growing presence in the green industry. Brandt, which operates 11 liquid fertilizer and micronutrient plants in Illinois, also bought Florida-based Agra Chem in July.

"Agra Chem produces fertilizer and chemicals for the citrus business in Florida, and Parkway fills in the gaps giving Brandt access to the turf and ornamental and lawn and garden markets," said Ray Kimmel, former Parkway president.

Parkway will become a part of Brandt's Clawel Specialty Products division, but will continue to operate out of Houston and Kimmel will remain on board as the general manager of Parkway. Clawel will now offer micronutrients, specialty chemicals and adjuvants to the commercial agriculture, turf, horticulture and lawn and garden markets.

"This is a pretty exciting time around here," said Kimmel.

"We will have broader product lines and more access to technology. There is a lot of new technology on the horizon, and we expect to announce new releases over the next several months."

In addition to a full line of



Ray Kimmel, right, at the show in Orlando

fertilizers, wetting agents and colorants and indicators, Parkway also makes specialty turf products such as Consan fungicide and Neo-Tec bionematicide.

Kimmel expects the company to continue to thrive in the golf market.

"Our prime market is golf," he said. "We have a highly specialized product line designed to fill certain niches. We don't sell generic products, so as a result we have remained healthier than most."

— Andrew Overbeck

ProSource One expects strong 2002 growth

MEMPHIS, Tenn. — Now that ProSource One's ownership issues have been settled, the company is moving forward and expects a strong growth curve for 2002.

The fertilizer supplier has bounced around a lot over the past several years. Agrilience bought



Bob Lee

ProSource One in 1999 after it was put up for sale by Terra Industries in 1998. In 2001, the company was almost sold to Royster-Clark Group, but a newly committed Agrilience called off the deal.

"Agrilience is looking at us as a vehicle for growth," said director Bob Lee. "We are working on a plan to grow the professional side of the business without making a major acquisition."

The company currently has sixty-five sales people and sales of between \$170 and \$200 million.

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Gowan acquires Rubigan fungicide from Dow

By ANDREW OVERBECK

YUMA, Ariz. — Gowan Co. and Portugal-based Margarita Internacional have acquired Rubigan fungicide from Dow AgroSciences. The purchase includes all registrations and trade names. Gowan will market the products in the United States and Canada and Margarita will handle the product outside North America. Terms of the agreement were not disclosed.

While the principle driver behind the sale were the agricultural and horticultural uses of the product, Gowan said it will still pursue Rubigan's golf and turf uses. Rubigan is a broad spectrum, locally systemic liquid fungicide for curative and preventive control of dollar spot and other key diseases on turfgrass and ornamentals. It is also used to control *Poa annua* in overseeded, warm-season turfgrass.

"We specialize in taking molecules that other companies have lost interest in and breathing new life into them," said Gowan's Jim McNutt. "Rubigan has been on the market since 1987, and it has been neglected because there are newer Sterol Inhibitors on the market. We still think there is life in Rubigan. We think it is as good as the rest and that there are some things to latch onto and leverage to keep the sales going."

Dow AgroSciences decided to jettison Rubigan because it overlapped with the broad fungicide line that it acquired in the Rohm and Haas buy out.

"Rohm and Haas gave us a strategic position in the global fungicide business," said Bruce Meile, general manager of Dow AgroScience's turf and ornamental business. "We discovered that while Rubigan and Rohm and Haas' fungicides were not directly competitive, there were a number of uses that were partially overlapping."

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