New Bayer ES primes fungicide lineup

By ANDREW OVERBECK

MONTVALE, N.J. — Bayer AG’s buyout of Aventis CropScience not only created a new number two chemical player in the golf and turf business, but also brought together two already impressive fungicide lineups. According to Dan Carrothers, head of newly-formed Bayer Environmental Science’s U.S. green industry business, the combined product line boasts a product for virtually any disease any time of year.

"In the short term, we now have one or more products that basically control any disease that a superintendent would face," said Carrothers. "In addition, we have products that use different modes of action and active ingredients, which is key to [fungicide] resistance. We now can offer Bayleton or Compass for anthracnose, Banol and Allette for pythium and Bayleton and Chipico 26 GT for dollar spot."

But the depth and breadth of the lineup is not the only benefit. "We will be able to look at the full portfolio in terms of product mixtures and combinations," Carrothers continued.

"Before, we were competitors so we didn’t even think about it. We will look at new formulations and ready mix innovations and are talking with golf course architects to make sure we’re in trouble on one and can provide revenue from the walking golfer," said Bouzan.

According to Bouzan, the estimated size of the motorized caddy market is 15,000 units per year, 99 percent of which are sold for private use. Of the 16,000-plus courses in the country, he said roughly two-thirds are easily walkable and that of the 25 million golfers in the U.S., four million are hard-core walkers.

MG1’s rental caddie, the Laser, sells for $799. The self-propelled unit is made of powder-coated steel and is powered by a 31-amp 12-volt battery. It weighs 48 pounds and has wide wheels to prevent turf damage.

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