CC acquires Bush Hog

SELMA, AL — CC Industries, Chicago, IL, acquired Bush Hog. The new company will operate as Bush Hog, L.L.C. and retain the same management team.

“We have been aware of Bush Hog’s commitment to its customers for many years,” said Bill Crown, president of CC Industries. “Bush Hog is unique in its ability to focus on and serve customer needs.”

VW&R buys Turf Industries

AUSTIN, TX — Chemical distribution leader Van Waters & Rogers (VW&R), Austin, TX has acquired Turf Industries, Dallas/Houston, TX. Turf Industries will join Van Waters & Rogers’ Professional Products & Services business unit, which services the structural pest control, public health, turf and specialty agricultural markets.

Simplot, Pursell ink deal

POST FALLS, ID — Simplot Turf and Pursell Technologies (PTI) signed an agreement to market Polyon® fertilizers and other products to turfgrass markets in the northeastern, midwestern and southwestern states.

LCOs seek to recover fuel costs

MARIETTA, GA — Lawn care pros are showing creativity in recovering the costs of gasoline and diesel prices that are significantly higher this season than last. While some say that they will absorb the extra expense, others, answering a PLCAA survey early this spring, offered these tips for recouping this money:

- raise prices on add-on or extra services that were not part of the contracted annual lawn treatment prices,
- add new services to sell more to each individual client,
- take a closer look at routing to cut fuel use,
- increase the response time for service estimates and service requests so they can be “bunched,”
- increase the customer count in routes that are already being serviced.

The PLCAA fax-polled 632 of its members late this winter and asked them what they planned to do about higher fuel prices. Of the 146 that responded, 16% said they were adding a temporary fuel surcharge, reported Bob Andrews, PLCAA’s advisor and owner of Greenskeeper, Inc., Carmel, IN.

Even so, 44% of the LCOs polled by the PLCAA said they raised prices for this season. Some responded that the raises reflected “annual” increases in the cost of doing business, mirroring rising labor and insurance costs.

“Overall, these increases (fuel), although unwelcome and unexpected, were largely looked upon as another bump in the road,” wrote Andrews.

New facility

Great Dane Power Equipment’s new 70,000-sq. ft. facility in Jeffersonville, IN, is capable of running five production lines and housing the latest in product research and development as well as service parts distribution, warehousing and offices.
Take a stand at PLCAA’s Day on the Hill

WASHINGTON, D.C. — If you’ve ever wanted to wrap yourself in the United States flag and take a stand on issues you feel strongly about that affect the Green Industry, now’s your chance.

The Professional Lawn Care Association of America (PLCAA) is now accepting registration for its 11th Annual Legislative Day on the Hill, July 24-25 in Washington, D.C.

TURN IT UP!

Irritrol Systems is turning it up with its 2000 Series family of residential valves. These next-generation models are loaded with impressive features. Check them out:

- The new 2500 valves, successor to our popular 205 Series, offer a host of enhanced features that includes a complete stainless steel, self-cleaning metering system and a double-beaded diaphragm, plus manual and external bleed.
- Our reliable 2400 electric globe and 2600 electric angle valves also feature a double-beaded diaphragm and internal bleed.
- The 2700 anti-siphon valves, available in electric and manual models, feature a built-in atmospheric vacuum breaker and jar and captive-screw bonnet configurations.

The 2000 Series family — valves for the new millennium.

Two resign as Eco Soil reorganizes

RANCHO BERNARDO, CA — Eco Soil Systems recently announced the resignations of president Douglas Gloff and CFO Mark Buckner as part of its reorganization efforts.

"As we announced last month, the company is reorganizing its corporate functions to position itself for the proposed sale of all or part of its Turf Partners subsidiary to the J.R. Simplot Company and the creation of a distribution channel for Eco Soil's proprietary products through Simplot," said William Adams, CEO of Eco Soil.

Gloff's resignation was effective March 31, 2000. He will continue to direct the transition management team of the Turf Partners subsidiary while serving on the Turf Partners board of directors.

Max Gelwix, vice president of marketing, has been named as Eco Soil's new president. Dennis Sentz, vice president of accounting and controller, has been named as the company's new CFO.
John Deere has had its 125-hr., 25 cc Ecopower engine certified as compliant with Tier II/Model Year 2000 emission standards by the California Air Resources Board (CARB). The engines will initially be available in California in Homelite® products for the 2000 model year.

Irritrol Systems appointed Kristina Bergman category manager, fixed sprays and low volume.

The Scotts Company named Dr. Eric K. Nelson senior scientist, turfgrass breeder at its Oregon Field Station.

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Uniroyal asks for Floramite use increase
MIDDLEBURY, CT — Uniroyal Chemical Co. has asked the EPA to up the maximum number of applications of Floramite miticide per crop to two.

Floramite, which received federal registration in 1999, offers outstanding control of a variety of mite pests on greenhouse, shadehouse, nursery, field, and landscape and interiorscape grown ornamentals.

SIMA Snow & Ice show ahead
ERIE, PA — The Snow & Ice Management Association, Inc. (SIMA), headquartered here, will hold its 3rd Annual Snow & Ice Symposium at the Holiday Inn By the Bay in Portland, ME, on June 1 to 3. The 2000 symposium will, for the first time, include exhibits and an optional tour of the Fisher Engineering Plant. Contact SIMA at 814/835-3577; email: sima@erie.net; Web: www.sima.org.

Surfin’ Turf
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www.greentrac.com
If you’ve been wondering what all the buzz concerning e-business to business on the internet is about, check out this Web site targeted specifically at the professional Green Industry. Its electronic Request for Proposal (eRFP) service links buyers with vendors who can respond with competitive bids.

Greentrac.com was founded in 1999 by CEC Properties, Inc., a Green Industry management firm headquartered in Newport Beach, CA. The site began linking buyers with sellers this past February, and, on April 6, it unveiled on electronic auction (eAuction) feature with more than $3.3 million in the auction pipeline.

Greentrac.com said a total of $1.2 million in transaction volume closed its site this past March with a 50% increase in registered buyers and vendors.
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Info Center
VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

BUBCO'S SPRAYER PRODUCTS BROCHURE... highlights the Environmist line of covered spray-system products, the Micromax controlled droplet applicator for boom mounting and the Micron Herbi and Herbaflex lightweight hand-held sprayers. It also details supply tanks, pumps, extension arms and accessories. For a free copy, call 800/474-2532 or visit www.bubco.com.

IRRIGATION PRODUCTS GALORE... can be found in Irritrol Systems’ new irrigation products guide for 2000. Anyone in the market for controllers, sprayheads, valves, rotors or microirrigation products will find this catalogue as hard to put down as a murder-mystery novel. And that’s before you read how to win a cool Hummer vehicle just by purchasing an Irritrol product. Contact Irritrol Systems at 909/785-3623.

SEED, SEED, EVERYWHERE... in Lofts Seed’s catalog, which highlights wildflower and native grasses. Read about Selmer Loft who, in 1923, set out to sell turfgrass seed and eventually passed his knowledge down to sons Peter and Jon, who recognized that the future was dependent on developing improved turfgrass varieties. Think this catalogue will grow on you? Call 888/LOFTS CO for a copy.

THE LATEST FROM HUSQVARNA... can be found in the new 2000 product catalog. Mower and blowers, pole saws, power cutters and protective gear grab the attention of anyone interested in tough equipment. There’s even snippets on Husqvarna’s sponsorship of Joe Gibbs’ racing team and world champion lumberjack Ron Hartill. For a copy contact Husqvarna at 704/597-5000.

V & B’S GARDEN TOOLS CATALOG... features an expanded line of 15 garden/landscaping tools and includes a chart comparing the Groundbreakers high-tech design to existing tools. For a copy, call V & B Mfg. Co. at 800/443-1987.