

biosys buys AgriSense

PALO ALTO, Calif. — biosys has announced the signing of a letter of intent to purchase Fresno-based AgriSense. AgriSense was formed in 1988 as a joint venture between subsidiaries of Phillips Petroleum (Provesta Corp.) and Dow Corning to commercialize insect detection, monitoring traps and other biological control technologies.

The acquisition was expected to be completed by the end of March, and includes the AgriSense European subsidiary, Biological Control Systems. Both divisions develop and market pheromone-based products for control of pests in high-value crops, retail, cockroach detection and stored products.

According to biosys product Manager Adrienne St. Marie, a pheromone-based product has been developed for cutworms. Commercial release is anticipated sometime in early 1994.

biosys will compensate the partners with a combination of cash and common stock. Other terms of the transaction were not disclosed. The acquisition is subject to various contingencies, including completion of due diligence review and execution of a definitive purchase agreement.

AgriSense has been commercializing products based on technologies contributed by the joint-venture partners. These include Phillips Petroleum's pheromone synthesis technology, which disrupts the mating behavior of insect pests, and Dow Corning's microencapsulation/slow-release technology which was developed for pheromone trap and lure applications.

Insect pheromones in traps and for disruption of mating are predominantly used for the non-toxic detection, monitoring, and control of insects in agricultural fields and orchards. Timely detection and monitoring allows the use of insect control measures at the optimum time and assists in the adoption of integrated pest management (IPM) practices aimed at minimizing the use of pesticides.

"We were impressed by the market share that AgriSense has achieved in Europe and the patented technology available for manufacturing pheromone active ingredients," said Dr. Venkat Sohoni, biosys president and CEO. "This pest control method is environmentally responsible and complements our existing nematode-based biological insecticide products. The acquisition provides us with a European base for marketing, field research and distribution."

Acquiring AgriSense would expand biosys product offerings beyond insect control to encompass detection and monitoring products for both commercial and consumer markets.

C-LOC moves to larger Michigan facility

UTICA, Mich. — Larry Berger, president of C-LOC Retention Systems, Inc., announced his company has moved to a larger office facility, allowing C-LOC to improve its response time in processing orders, providing technical assistance and product information to customers.

Responsible for coordinating inside sales activities and working with field sales representatives is Michelle Fett,

who also handles customer service. Development of marketing plans and programs which include advertising, news releases, producing sales literature and technical bulletins is handled by Tyson Marketing, Inc., a marketing consulting firm located in Plymouth, Mich.

C-LOC markets PVC plastic sheet piling, which is manufactured in two configurations, corrugated and trapezoid.

Hyundai combines sales, distribution

SANTA ANA, Calif. — Hyundai Golf Cars U.S.A. its sales and distribution headquarters to Santa Ana, Calif., here in Orange County

"The move to Orange County was promoted by the rapid expansion of our dealer base," according to Edward Bannigan, vice president and division manager.

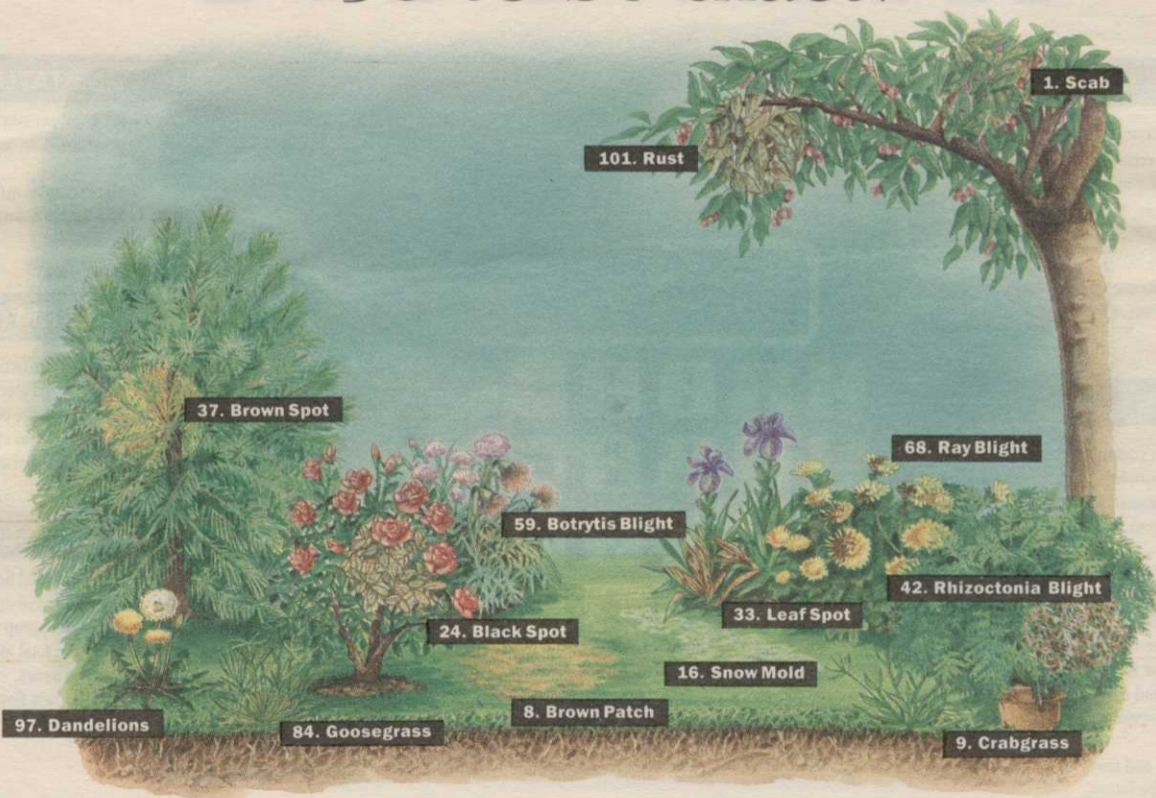
"We've recently appointed additional sales managers headquartered in Georgia, Michigan and California. Our strengthening national network requires conveniently located distribution, ser-

vice and management, and we felt that Orange County was ideal."

Hyundai's move from its San Diego County facility to the Santa Ana office was designed to assure the golf car manufacturer better communications, as the California branch and national warehouse are now combined.

Both entities can now be reached by calling 714-556-6342; or writing Hyundai Golf Car Division, 2117 S. Anne. St., Santa Ana, Calif. 92704.

Use the Turf Care® Pros for any number of growing problems. 138 to be exact.



Professionals count on the Turf Care Pros. To treat diseases, Daconil 2787® fungicide is the cornerstone of your management program. The broadest-spectrum fungicide on the market, it controls 18 disease-causing organisms on turf and 55 major ornamental diseases. And there's never been a documented case of disease resistance to Daconil 2787.

For pre- and post-emergent herbicide control of annual grasses and broadleaf weeds, it's Dacthal® and Daconate® 6. On pesky broadleaf weeds, use 2 Plus 2.



Always follow label directions carefully when using turf chemicals.

*Roundup is a registered trademark of Monsanto Company.

® Registered trademark of ISK Biotech Corporation.

And round out your program using Frigate® with Roundup* to control perennial and annual weeds. Together with Daconil 2787, they all create a complete professional management program.

When it comes to turf and ornamental care, count on the Turf Care Pros. And count out labeled diseases and weeds — 138 to be exact.

ISK Biotech Corporation, Turf & Specialty Products Division, 5966 Heisley Road, P.O. Box 8000, Mentor, OH 44061-8000.