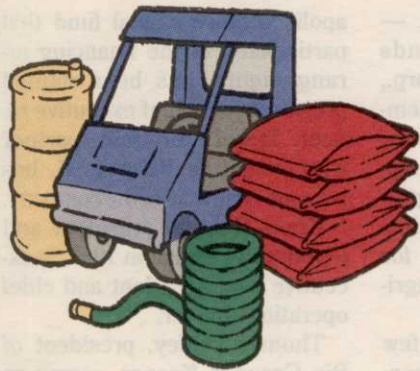


BRIEFS



TERRA INTERNATIONAL PROMOTES FOUR FROM WITHIN

SIoux CITY, Iowa — Terra International, Inc. has promoted Art DeLeon, Ray Miller, Burnie Baker and Pam Stephan to new positions within the company. DeLeon has been named director, energy procurement, while Miller has been promoted to director, chemical and fertilizer purchasing. Baker has been named fertilizer purchasing manager, and Stephan has been promoted to chemical purchasing manager.

CHANGES AT RISE BOARD

WASHINGTON, D.C. — The RISE (Responsible Industry for a Sound Environment) Governing Board has added three new members. Selected to represent DowElanco for a vacated term is Dick Holzschu, general manager of North American Specialty Products. Also named were Tommy Reeves, vice president of Oldham Chemical Co., Inc.; and Ron Fister, director of Specialty Sales for Sandoz Agro, Inc.

CONNOLLY JOINS JACKLINGOLF

James E. Connolly, a U.S. Golf Association agronomist in New England since 1988, has joined JacklinGolf as senior technical agronomist. The Washington State University graduate has worked as a superintendent in Oregon and Washington and in the seed, pesticide and equipment trade in the Pacific Northwest and Florida. He will work with customers to solve turfgrass needs.



James Connolly

RAINBIRD TAPS HIGH TECH

High Tech Golf has been named the exclusive Rain Bird Golf irrigation distributor for Los Angeles, San Bernardino, Santa Barbara and Ventura counties. High Tech Golf is a new distribution partnership created by two golf industry veterans, John Dixon, president of High Tech Irrigation in Indio, Ca., and Gard Crow, former Hunter Industries' Golf sales manager. High Tech Golf will sell Rain Bird sprinklers, valves and controllers, and will carry a wide range of golf course irrigation equipment and maintenance supplies.



John Dixon



Gard Crow

Ransomes America shakes up turf divisions; Aal steps down

By PETER BLAIS

MINNEAPOLIS, Minn. — Ransomes America Corp. has eliminated divisions and dismissed 100 employees in an effort to streamline operations, cut costs and become more competitive in the turf care industry.

The new organization has been reduced to two divisions, consumer and commercial. Ransomes formerly had four divisions — consumer, commercial international, commercial American and property (overseeing the company's vast, worldwide land holdings).

Leading the list of dismissed upper management personnel is former Ransomes America President Irv Aal, who left Jan. 27. Aal took over Ransomes America in 1991 shortly after Britain-based Ransomes Plc. purchased Cushman Inc. and its affiliates.

"Irv recognized the company's performance hadn't been as good as we'd hoped," said Commercial Group Chief Executive Peter G. Wilson.

"We're not reducing manufacturing capacity," assured Wilson, whose group includes the golf market. "We've simply reduced tiers of management in order to become more efficient."

Wilson said the streamlined company is still the only manufacturer of turf equipment with assembly facilities on both sides of the Atlantic Ocean. The commercial group's four plants are located in England, Lincoln, Neb., Johnson Creek, Wis., and Orville, Ohio.

The new arrangement allows those facilities to share engineering information and expertise, with Wilson orchestrating

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ASIAN GOLF COURSE REPORT



Vietnam Vice Premier Nguyen Khanh christens the country's first driving range, at King's Island Golf Resort on Lake Dong Mo, outside Hanoi.

Another Asian market beckons

By PETER BLAIS

HO CHI MINH CITY, Vietnam — The lifting of a United States trade embargo will have little immediate impact on golf development here, but will make more investment capital available in the future, according to Asia-Pacific golf industry analysts, government officials and lenders.

Under a plan passed by the U.S. Congress in February, President Bill Clinton has eliminated virtually all restrictions on American developers doing business in Vietnam.

"Clinton's action will have very little effect on golf directly," said Al Furber of Robert Trent Jones II International's Singapore office, "as many of the good resort locations and other land packages have already been locked into a development package by entrepreneurs from countries without restrictions like the United States."

"The long-term effect of the U.S. action will hopefully be more investment, which will have a side effect for the leisure industry."

The country's first two courses — King's Island in Lake Dong Mo outside Hanoi and Song Be near Ho Chi Minh City — opened last summer. The Vietnamese government, which sees golf as key to the development

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EcoScience enters Chinese joint venture

WORCESTER, Mass. — EcoScience Corp. has announced it has entered into a long-term collaboration with the Institute of Biological Control (IBC) of the Chinese Academy of Agricultural Sciences (CAAS) in Beijing, Peoples Republic of China (PRC), to develop and commercialize microbial agents and beneficial insects for pest control.

The CAAS is a governmental agency that sets national agricultural research priorities, assists in agricultural development at the provincial level, and supports the Ministry of Agriculture in formulating national and international agricultural policies.

The collaboration includes an initial technical development and screening program (Phase I) and the formation of a PRC based joint venture operating company (Phase II). It is anticipated that the joint venture will be operational before the end of the first quarter 1995. The

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William Culpepper (clockwise from top left), George Ruschhaupt, and Roger Storey have left DowElanco to form SePro Corp.

Ex-DowElanco trio forms SePro Corp.

INDIANAPOLIS — Three former DowElanco executives have formed a new company, SePro Corp., which will market four former DowElanco products to several specialized markets, including the golf course market.

Indianapolis-based SePro — which formally began operations Jan. 3, 1994 — has purchased from DowElanco A-Rest plant growth regulator, Sonar aquatic herbicide, and Pipron, a fungicide for the control of powdery mildew in greenhouses. SePro has also acquired exclusive distribution rights to market Rubigan EC fungicide.

"We realize the importance of these specialized markets and understand that, at times, large chemical manufacturers have been unable to focus on those niche markets outside the mainstream of their core business," said William Culpepper, SePro CEO and former director of

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NEW PRODUCT OF THE MONTH

The Short-Cut greens mower is a motorless, hand-pushed product designed to handle smaller jobs — like putting greens — and stand in for motorized mowers in the shop. The Short-Cut was developed by the owners of Lowell Greens, a company which installs custom greens for home and commercial use. For more information, contact Dick Moultrie at 509-355-4560. For more new products, see page 65.

Rohm & Haas acquires rights to Dimension

Continued from page 1

terms were disclosed.

The bid procedure was essentially blind, as suitors lined up and made Monsanto their best offers.

"We had a high level of confidence, but we didn't know we had won until they called and said so," explained Bob Gordon, product manager for Turf & Ornamental at Rohm and Haas. "It's an excellent fit for us. That's why we pursued it so aggressively. We're very excited."

Dimension is currently sold commercially for weed control in turf markets in the United States, Canada, Japan and Australia. Golf course superintendents use it for both post-emergent and pre-emergent control of crabgrass, goosegrass, fox-tail, spurge and oxalis.

Other products involved in the sale include thiazopyr, a new herbicide used for control of weeds in orchards and olive groves in Spain and for tree fruit and forestry uses in South Africa; and thifluzamide, a fungicide in development for use in a number of crops.

"Monsanto's difficult decision to divest itself of this chemistry is based on the desire to focus on products that have technical fits in key agricultural crops such as corn, soybeans and wheat," said Budzynski. "Monsanto will develop these agricultural products aggressively in the turf and ornamental markets, as well as where they have a technical fit."

Gordon explained the acquisition of Dimension is merely one aspect of a strategic purchase.

"We didn't just buy a turf product," he said. "We bought a chemistry which has many other applications."

"We don't compete in the row crop marketplace. We're niche marketers. We go after specialty markets. That's why I believe this is such a good fit for Rohm and Haas."

Ransomes shake-up

Continued from page 59

any joint efforts. The staff reduction program has been underway since Dec. 1, Wilson said. Several new people have joined the firm, including Ransomes PLC Chairman of the Board John Clements, former chairman of several large British firms.

Scotts funds S&R internship program

LAWRENCE, Kan. — Students from around the United States will have an opportunity to earn while they learn, thanks to a new program created by a partnership between the O.M. Scott & Sons Co. and the Golf Course Superintendents Association of America (GCSAA) Scholarship & Research (S&R).

The O.M. Scotts Scholarship Program will offer students summer internships with Scotts corporate and field sales staff and on golf courses throughout the country. Students who successfully

complete their internships will then be eligible for special Scotts/GCSAA collegiate scholarship.

To fund the program, Scotts will provide grants totaling more than \$150,000 over the next three years. The gift is the largest ever made to GCSAA S&R by a corporation.

To find out more about the new O.M. Scotts Scholarship Program call GCSAA's development department at 913/841-2240.

Complete details and applications will be available in early spring.



The Cochise Course at Desert Mountain, site of The Tradition.

SCOTTS TO SPONSOR TRADITION

SCOTTSDALE, Ariz. — The Scotts Company has been named the presenting sponsor of The Tradition, one of the four major tournaments on the Senior PGA Tour. The Tradition will be held March 28-April 3, and will be broadcast nationally on ESPN. While it has long supplied product to golf course superintendents, Scotts also sees the dual opportunity to address the home lawn-care market. "We view this as an excellent opportunity to reach millions of consumers during spring buying season," explained Theodore J. Host, Scotts president and CEO.

IF YOU HAVEN'T USED BARRICADE YET, LISTEN TO THOSE WHO HAVE.

Bill Womac
Superintendent
Dunwoody Country Club
Dunwoody, Georgia

"Barricade's extra length of control is an advantage to us in the South, especially with our long, hot growing season. Overall, Barricade has proven to be more cost-effective for us than other preemergence herbicides we've tried. We plan to use more next year."

Steve Carr
Superintendent
Pocasset Golf Club
Pocasset, Massachusetts

"Barricade makes it easy for us to fine tune our control program, as the length of control is determined by the rate used. We've found that one application is all it takes to keep us crabgrass free until the start of cold weather."

Barricade

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