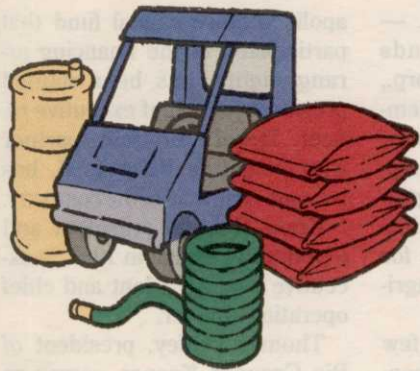


BRIEFS



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.

Nat'l Lime & Stone enters golf market

FINDLAY, Ohio — National Lime & Stone Co. (NLSC) is entering the pelletized limestone market with its new ECoPHRST product line, targeted at the professional turf and commercial markets.

ECoPHRST Pelletized Limestone — available in regular or min-sized dolomitic or calcium pellets — is designed to neutralize soil acidity and increase soil nutrient availability. It's pelletized for easy blending with fertilizer for simultaneous application, accord-

ing to Dave Ashworth, NLSC's newly appointed manager of ECoPHRST Agricultural products.

"The finer grinding aids dissipation and, therefore, plants react faster," said Ashworth.

In a related move, Ashworth appointed Brad Gwartz regional sales representative for ECoPHRST products. His sales responsibilities include accounts in Michigan, Ohio and Indiana.

For more information, contact Ashworth or Gwartz at 419-422-4341.

ELEMENTS HINDER MID-AM

CHICAGO — The elements took their toll on attendance at the 1994 Mid-American Horticultural Trade Show, held here in late January. Freezing temperatures and snow limited the number of attendees to 8,373, according to Donn Sanford Mid-Am's managing director. There were 9,471 registrations: 5,377 from Illinois, while Wisconsin (1,149), Michigan (639) and Indiana (578) were well represented.

Sustane Corp. merger finalized

BLOOMINGTON, Minn. — The merger of Bio Grounds Keeper Inc. and Sustane Corp., previously announced in September 1993, is a done deal. The new entity — known as Sustane Corp. and based here in Bloomington — manufactures organic fertilizers and anti-thatch products for the turf, lawn & garden, and agricultural industries.

The merger has created a few change in titles. David Henderson, managing general partner of Founding Partners II, a Minne-

apolis venture capital fund that participated in the financing arrangements, has been named president and chief executive officer. Donald Brattain, partner with Founding Partners II, has become chairman of the company.

Craig Holden, president and founder of Sustane in 1987, is executive vice president and chief operations officer.

Thomas Duffey, president of Bio Grounds Keeper, serves as executive vice president of sales, marketing and administration.

ACCLAIM[®]

1EC HERBICIDE

Regardless of the crabgrass preemergence herbicide you use, you'll probably still have to deal with escapes just a few weeks later — and throughout the season.

Starting with the first escape, apply regular low rate treatments of Acclaim and get season-long crabgrass control that no pre alone can match. It controls growth from the 1-leaf stage up to multi-tillered crabgrass.

Acclaim can be spot sprayed to control crabgrass on

tees, along cart paths and in other "HOT SPOTS". And, it lets you reseed fescue and ryegrass immediately after the spray dries*. It can be safely used on bluegrass, ryegrass, zoysiagrass, fine fescue, tall fescue, even bentgrass fairways and tees. Be ready with Acclaim at the first sight of crabgrass...because no pre is perfect.

*Wait 3 weeks for bluegrass, zoysiagrass, bentgrass fairways and tees.

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Birth of SePro

Continued from page 59

Government, Public and Industry Affairs for DowElanco Specialty Products.

"This is largely due to the growing registration and production costs for low-volume products... At SePro, we recognize the value of these niche markets and the importance of serving them."

According to Dick Holzschu, general manager of DowElanco Specialty Products, the move allowed DowElanco to focus on other challenges in the chemical business.

"It's a win-win situation for both us and SePro," said Holzschu. "This move lets DowElanco reallocate resources internally and concentrate on major opportunities."

Culpepper, a 28-year veteran of Elanco and DowElanco, is joined in the SePro venture by George Ruschhaupt, the former manager of both marketing and sales at DowElanco Specialty Products. He will serve as vice president of operations at SePro.

Also coming over from DowElanco, where he most recently served as product marketing manager for Turf and Ornamental Products, is Roger Storey, SePro's new sales and marketing manager of Horticultural Products.

Amplification

DowElanco officials have taken issue with wording contained in an article which appeared in the January edition of *Golf Course News* ("Chemical firms join forces in search for profit"). The story stated that DowElanco had "off loaded a portion of its specialty chemical division." According to Product Marketing Manager Allen Yust, DowElanco had merely given exclusive marketing rights for Cutless plant growth regulator to LESCO. He added that DowElanco has also divested its interest in three more products — Pipron, A-Rest and Rubigan — all of which are now handled by SePRO Corp (see story on page 59).

BECAUSE NO PRE IS PERFECT.

