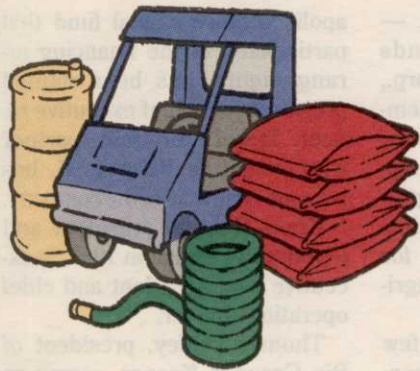


BRIEFS



**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.



## EcoScience in midst of public offering

WORCESTER, Mass. — EcoScience Corp., a manufacturer and marketer of biological pest control products, is in the midst of a public offering of 2,000,000 shares of its common stock.

The offering is being led by Oppenheimer & Co. and Prudential Securities Inc. Those interested in obtaining a prospectus or those with questions should contact Michelle Linn or Gene Ostrow at 508-754-0300.

EcoScience also announced a net loss of \$24 million — or \$.35

per share — for the three months ending Sept. 30, 1993. This contrasts with the net loss of \$1.3 million — or \$.20 per share — for the same quarter in fiscal 1993.

Revenues for the first quarter were \$2.7 million compared to the \$567,000 reported for the year-earlier period. The increase in revenues, according to James Wylie Jr., president and CEO of EcoScience, was primarily due to the inclusion of the operating results of Agro Dynamics Inc., acquired by EcoScience in November 1992.

## U.S. firm enters Chinese joint venture

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joint venture will serve to contract for research, provide for transfer of technology, and import and export commercial products from the partners. Under the terms of the agreement, IBC will screen its extensive fungal strain collection against a series of EcoScience targeted insects, collect soils samples throughout various regions of the PRC and conduct bioassays on new iso-

lates. In addition, the IBC will manufacture specified fungal strains for EcoScience's evaluation and use. EcoScience will fund these programs and receive a right of first refusal to commercialize. Said James A Wylie, Jr., President and CEO of EcoScience: "IBC coordinates the national biological control program for all of China and we are honored to have aligned ourselves with such a prestigious organization."

## Vietnamese trade embargo lifted

Continued from page 59

of a Western-style business climate, is encouraging pursuing other golf- and resort-oriented projects.

The United States placed a trade embargo on Vietnam following America's military withdrawal from the Southeast Asian nation in the mid-1970s. As memories of the war faded, United States/Vietnam relations have mellowed. President George Bush modified the embargo in December 1992, allowing American businesses to sign Vietnamese contracts, but not fulfill them until the embargo is lifted.

Clinton refused to lift the embargo last summer, claiming Vietnamese officials still were not fully cooperating on resolving the issue of locating U.S. servicemen missing since the Vietnam war.

But in recognition of improved relations between the two countries, Clinton on Sept. 13, 1993, further modified the embargo so that U.S. developers could at least bid on projects financed by international lenders, such as the World Bank and Asian Development Bank.

Sen. John Kerry (D-Mass.), a Vietnam veteran, has led the call to ease the embargo if Vietnamese cooperation continues. Assistant Secretary of State Winston Lord praised Vietnamese officials for their cooperation during a late-1993 visit to Hanoi.

Clinton's action allows U.S. companies to bid on privately financed projects, the State Department spokesman said. Private money is fueling what golf development is taking place in Vietnam.

The World Bank and Asian Development Bank could eventually finance resort development, although this remains years away in a country where roads, bridges, electricity and water supplies are sadly lacking and the average yearly income is approximately US\$200 per person.

"We're looking at financing very basic infrastructure projects at this point," said Peter Stephens, external affairs spokesman for the World Bank's East Asian market. "It's likely to be that way for some years. The Asian Development Bank is probably looking at the same type of investments."

Infrastructure, transportation, communications and a legal system to define specific land packages are the major deterrents to golf development in Vietnam, Jones II's Furber agreed.

Many potentially beautiful golf resort sites exist in Vietnam, particularly in the Ho Chi Minh City and Hanoi areas, Furber noted. But most won't be developed until infrastructure requirements are met, he added.

"A few months ago, a Singapore newspaper did an article on all investments in Vietnam," Furber said. "Only one out of seven ventures were successful."



Dick Stuntz  
Superintendent  
Alvamar Country Club  
Lawrence, Kansas

"With the amount of flooding and heat we've had this season, most preemergence herbicides would have fizzled out by now — but not Barricade. It's still giving us excellent control."

John Freeman  
Superintendent  
Deerwood Country Club  
Kingwood, Texas

"Our preemergence weed control program was too expensive. Rather than cut back we switched to Barricade. Now, for the same dollars, we not only get excellent control, but also more coverage. Plus, we have the advantage of using multiple applications and getting better control of a broader spectrum of weeds."



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