

Tralies appointed president of Jacobsen

PROVIDENCE, R.I. — Philip J. Tralies has been appointed president of Jacobsen Textron in Racine, Wisc., according to Textron, Inc., the parent company based here.

Tralies, 48, has been with Textron for 17 years, most recently as senior vice-president of finance and administration at E-Z-GO Textron in Augusta, Ga.

In other Jake news, the company has given **Tresca Industries, Inc.**, the responsibility for eight additional counties along

Florida's central west coast. Tresca is already an authorized Jacobsen dealer in northern and central Florida. Tresca is headquartered in Jacksonville and maintains full-service branches in Orlando and Tampa.

Jacobsen officials have also announced several personnel changes in customer service and product support:

Tony Saiia is now vice president customer service and product support, a newly created position. Saiia, formerly vice

president of engineering, is responsible for Jacobsen's product management, customer service and product training divisions.

Steve Yolitz joins Jacobsen as director of product management. Yolitz will be responsible for Jacobsen's product planning activities, coordinating product improvement and new product development requirements.

Terry Herlihy joins Jacobsen as a product manager. Herlihy will manage new product development



Philip J. Tralies



Tony Saiia

and current product updates.

Bob Krick has been named manager of product and service training. Krick will be responsible for all product and service training activities. Krick previously served as product planning manager.

Textron bolsters European stance with ORAG buy

PROVIDENCE, R.I. - Textron Inc. has acquired ORAG, one of Europe's leading distributor of golf and turf care equipment. Textron acquired certain assets of ORAG Inter AG — the Baden, Switzerland-based parent company — and the stock of four of its subsidiaries in Denmark, Germany, Italy and France. ORAG posted sales of \$30 million in 1993.

"This acquisition enables Textron to expand ORAG's role to include market development, sales and distribution of our E-Z-GO golf cars and Jacobsen products throughout Europe," said James F. Hardyman, Textron's chairman and CEO. "We will be better positioned to capitalize on market opportunities and expand market share in Europe."

Hardyman said the acquisition, terms of which were not disclosed, supports Textron's strategy to expand into international markets. Textron currently derives 28 percent of its revenues from international activity and plans to increase that number to 35 percent over the next five years.

Hoover Containment acquires LRS, Inc.

ALPHARETTA, Ga. — Hoover Containment Systems, Inc. — a wholly-owned subsidiary of the Hoover Group, Inc. — has completed the acquisition of substantially all of the assets, including the portfolio of patents, of LRS, Inc. of South El Monte, Calif.

LRS, Inc. was a manufacturer and distributor of aboveground storage tanks on the West Coast and owned numerous patents covering aboveground storage tanks.

Hoover has also announced it will locate a new manufacturing facility in Clanton, Ala.

The facility will manufacture and assemble aboveground storage tanks. It is anticipated the facility will begin manufacturing during 1995 and will employ 25 people within 12 months. Employment at the facility could reach 65 within 3 years. Hoover products are marketed under the Hoover and Lube Cube names.

SEED RESEARCH OF OREGON CONSOLIDATES TEXAS OFFICES

DALLAS — Seed Research of Oregon's Dallas and Houston operations have consolidated into location here at the Dallas facility. Michael Schupp, manager of the Dallas distribution and warehouse facility, has been appointed to head up the combined operation. Schupp, who will also be in charge of managing the Texas sales force and distributor network, can be reached at 214-350-2672.

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