

Kirtland Capital acquires Best Sand parent firm

CHARDON, Ohio — Kirtland Capital Partners has acquired a majority interest in Fairmount Minerals, Ltd., the parent company of Best Sand Corp., according to the terms of a merger agreement announced Feb. 29.

Best Sand — with locations here in Chardon and Richmond Dale, Ohio — is a major supplier to golf courses throughout the United States and Canada. Shipping from a network of regional terminals, the company markets sand for bunkers, greens construction and topdressing through distributors and by direct sale.

Terms of the agreement give Fairmount Minerals and its subsidiaries the liberty to con-

tinue as independent and private companies with the latitude to pursue additional growth opportunities. Company managers will continue to operate the business, but will work closely with Kirtland on strategic planning.

Fairmount is the third-largest producer of industrial silica sand in the U.S. and the largest U.S.-owned producer. Through both acquisition and internal growth, sales have continually increased. Revenues for 1995 reached more than \$91 million. In addition to the golf market, the company is a major supplier to metal casters, glass manufacturers, the oil and gas well stimulation industry and water filtration facilities.

FMC, Cactus merge, form Seeds West

PHOENIX, Ariz. — Farmers Marketing Corp. and Cactus Seed Co. have joined forces, forming a new entity known as Seeds West, Inc.

"Seeds West will be the largest bermudagrass seed company in the world," said Sheldon Richardson, president and chief executive officer (CEO) of Farmers Marketing Corp. "The merger allows us to provide our combined networks of international distribution with common bermudagrass seed from the best growers in the production

area, and the newest improved varieties from our warm-season turfgrass research program with state-of-the-art seed conditioning, coating and packaging facilities."

New Seeds West officers include Richardson as president and CEO; Jim Edwards, vice president, chief financial officer; Ernie Millner — the former vice president and general manager of Cactus Seed Co. — will serve as vice president and chief operating officer; and Helen Lucas as vice president, sales and general manager.

Seeds West corporate headquarters are now located at 4445 North 24th Street, Phoenix, Ariz., USA 85016. The firm can be reached by phone at 602-437-4058, or fax at 602-437-0245.

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CIRCLE #147

Century Rain Aid acquires Aqua-Flo

DETROIT — Century Rain Aid has acquired Aqua-Flo, Inc. and the major turf branch of Trickle-eez Co., doubling Century's branches in the Washington, D.C., area and opening the southern New Jersey/Philadelphia market to them.

Aqua-Flo has been a leading distributor for Legacy Golf irrigation systems for many years in Maryland, Virginia, eastern Pennsylvania and New Jersey. Adding Aqua-Flo's territory will extend Century Rain Aid's Legacy Golf distribution area to cover most or all of 11 states and the Province of Ontario.

Aqua-Flo, Inc. has two branches, the headquarters in Hammonton, N.J., and a branch in Chantilly, Va.

The Chantilly branch is near Dulles International Airport at I-50, reachable at 703-968-7081.

The Trickle-eez branch is located in Savage, Md., reachable at 301-498-3894. Trickle-eez retains its other two branches, which specialize in agricultural irrigation.

These acquisitions increase the number of Century branches to 42, with four now in the D.C. area, where Century already has branches at Sterling, Va., and Crofton, Md.

"We consider the metro D.C. market to be of prime importance and one in which we plan continued growth," said Century's president, Wayne Miller.

Century will retain most of the employees of the newly-acquired branches, including key people like Rod Pinion and Gene Ostrander at Savage, Maryland, and Aqua-Flo's golf team, including Phil DeMarco, who will continue to head the successful Legacy Golf program.

"Having the Aqua-Flo team aboard will strengthen our ability and reinforce our commitment for continued growth in our golf irrigation sales," said Miller.