

Eco Soil

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biologicals program manger at Eco-Soil. "We've developed an insurance program underwritten by Chubb that rewards the golf course for moving toward the biologicals."

On property coverage, the company said that the Chubb policy expands the traditional definition of "real property" to include golf course property. The core features include automatic blanket limits on specific items such as EDP property and fine arts as well as a risk management service.

Eco Soil is also offering an expanded workers' compensation policy as a separate item.

"The policy, across the board, should generate enough savings to the golf course to pay for half of the system," said Bill Adams, Eco-Soil's chairman and chief executive officer. "If they incorporate workman's compensation into the system it's possible that the savings could pay for the whole system."

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News of EPA approval of the BioJect distribution system came to the company on the evening before the start of this year's GCSAA show.

"We had to prove that in one particular instance, with one particular bacteria, that the whole system was safe to all the golf course employees and players," said Doyle.

"We took one bacteria, put an application in for a biopesticide, showed antifungal characteristics with that bacteria, then had to prove that that bacteria was the only bacteria finding its way onto the golf course. That was quite an extensive process."

With the official thumbs up, Adams said that the company must move forward as an "educator" and not just a marketer of product.

"We have tried to stay away from the environmental issue because there is so much bad publicity out there already that superintendents are not tuned into the environment," said Adams. "We find that to be just the opposite, that they truly are environmental stewards."

"Our job, and one of the reasons we acquired this distribution system, is to help teach our sales people to help the superintendent to integrate these products into their cultural plans. Superintendents are using good products today and they're probably using them well, minimizing any environmental impact. But we think we can show them how they can cut back frequencies and achieve better effectiveness to really get behind this IPM bandwagon," said Adams.

Pennington Seed plans substantial facility expansion

MADISON, Ga. — Pennington Seed Inc. has started construction of a new packaging and production warehouse that will more than double seed storage and delivery capabilities at headquarters here.

The company said that the 41,000-sq.-ft. building, which

will be operable by late summer, will increase annual production its wildflower seed varieties, wild game products and southern warm season turfgrasses by up to 15 percent.

The facility will increase storage of all cool season grass seed varieties and enable Pennington

to produce as much as 10 truckloads each day with upgrades like bulk seed handling and custom blending equipment.

"The new warehouse will improve Pennington's ability to produce, store and deliver our signature line of products," said Tony Harper, vice president of

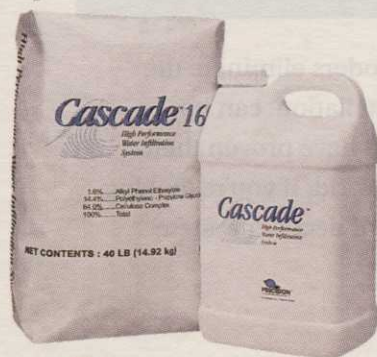
Pennington's seed production division. "Increased storage space will enable us to process orders more efficiently, and the on-site railway system will mean less time spent in-transit. Retail distributors don't want to store our products until they need them—they want to receive our products when they need them."



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