

Toro inks exclusive deal with ClubCorp

BLOOMINGTON, Minn. — ClubCorp and the Toro Company have signed a new six-year deal that makes Toro the preferred supplier of turf and landscape equipment, irrigation and precision turf management technology to all

ClubCorp properties.

ClubCorp owns and operates more than 230 properties worldwide, including Pinehurst Golf and Country Club in Pinehurst, N.C., Mission Hills Country Club in Rancho Mirage, Calif., Firestone Country Club in Ak-

ron, Ohio and The Homestead in Hot Springs, Va.

The first new ClubCorp golf course project to benefit from the Toro agreement will be the Nicklaus Golf Club at Birch River in Dahlonega, Ga.



AgriBioTech looks toward profits in 2000

HENDERSON, Nev. — Richard Budd, chairman of the board and chief executive officer for AgriBioTech, Inc. (ABT) announced July 1 that the company's restructuring plan associated with the integration of ABT's 34 acquired companies has been approved and that the company is on track to achieve profitability in fiscal year 2000.

While ABT also announced that the company will not break even on the pre-tax profit line for the second half of 1999, the approved restructuring plan will result in an estimated \$14 million cost savings and allow ABT to recover costs associated with the integration process.

ABT is slated to close 33 facilities and eliminate over 300 positions in order to achieve profitability.

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Seed Research

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While SRO will benefit from Advanta's strong technological knowledge and research and development capabilities, Advanta will gain a powerful marketing arm.

Advanta found it tough going as a new entry in the North American market. "They decided that in order to be a player in this market they had to go through another company," said Robinson. "SRO offers them a large distributor base, a distinct market presence and it, in turn, will be easier to move both the existing and the new products that come out of our agreement into the marketplace."

SRO has taken over all of Advanta's varieties and customer base and has hired Advanta salesman Scott Harer to handle Advanta's Royal product line and the new products that emerge from the joint research efforts.



Griffin

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formulations but also develop combination products that will broaden the spectrum of chlorothalonil and give it more modes of action."

In order to handle the expansion, Griffin will be beefing up its distribution capabilities, adding a dedicated technician support group for chlorothalonil products and ramping up its marketing efforts.

Griffin's initial chlorothalonil-based fungicide products are due to be available in the first quarter of 2000. Chlorothalonil products utilizing new formulation technology will follow soon thereafter.

"We expect to have two to three different new formulations on the market by the end of next summer," said Towne.