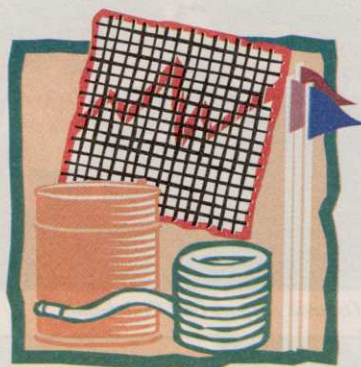


BRIEFS



**DROHEN TAKES JACKLIN POST**

POST FALLS, Idaho — J. Andrew Drohen has joined Jacklin Golf as northeast marketing manager for the North-eastern U.S. He will work with golf course architects and builders in his region to specify grass seed varieties for new golf course construction and renovation projects. Prior to joining Jacklin Golf, Drohen was consultant/principal for Turfgrass Environmental Consultants.



J. Andrew Drohen

**PURSELL SNAGS HEEGARD**

SYLACAUGA, Ala.— Dave Heegard has signed on as director of professional sales for Pursell Technologies Inc. (PTI). Heegard will be working with distribution partners to help gain access to new markets for Polyon professional formulations. Since 1997, Heegard has owned and operated, Heegard, Inc., a consulting firm that helps companies move products into the turf market.

**ROOTS PROMOTES LONG, HUGHES**

NEW HAVEN, Conn. — Roots, Inc. has promoted Ed Long to vice president of sales for independent distributors, USA. Long, who has been with Roots since 1997, has more than 20 years of experience in the green industry. Roots has also appointed Jim Hughes as West coast territory manager.



Ed Long

**BARENBRUG APPOINTS KAPSENBURG**

TANGENT, Ore. — Barenbrug has appointed Roeland Kapsenberg as CEO and president of Barenbrug North America. Kapsenberg has worked for Barenbrug Group in the United States Eastern Europe and China.

**HUNTER GOLF NAMES PORTER**

SAN MARCOS, Calif.— Hunter Industries has appointed Monte Porter to general manager of Hunter Golf, a new division at the irrigation equipment manufacturer. Porter will direct all Hunter Golf manufacturing, product development and engineering, in addition to golf sales and marketing.

# Eco Soil to refocus efforts on U.S. following third-quarter setback

Company to team up with J.R. Simplot and Cebeco Seeds

By ANDREW OVERBECK

RANCHO BERNARDO, Calif. — Following a third-quarter loss of \$903,000 and the subsequent 61-percent (as of Dec. 15) slide in the value of the company's stock, Eco Soil Systems, Inc. is refocusing its efforts on the U.S. marketplace. The company, which manufactures and distributes the BioJect system, chalked up the revenue shortfall to over-exposure in Mexican agricultural markets.

"We were very aggressively deploying equipment down there and were having a lot of problems getting paid," said Eco Soil President and Chief Executive Officer William Adams. "I believed that the risks in Mexico would be offset by the opportunity and I was wrong."



William Adams

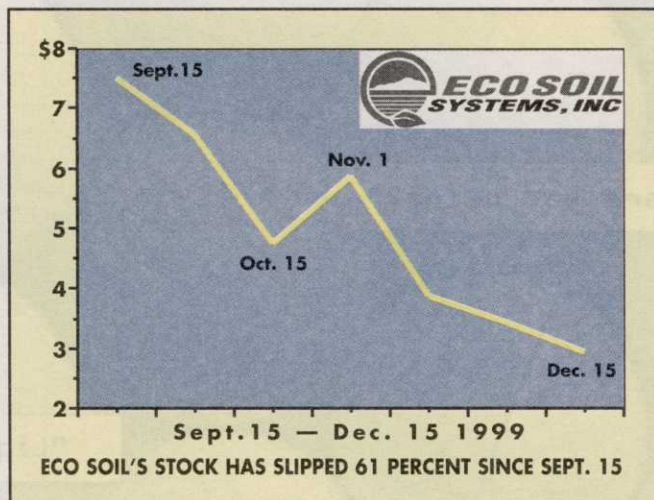
This marks a dramatic reversal for Eco Soil, which had made a profit of \$2.3 million in the same quarter last year.

The company's losses have left some investors less than pleased. A class action lawsuit has been filed in U.S. District Court on behalf of investors who bought Eco Soil stock between April 13 and Nov. 3. The Nov. 24 complaint alleges that several of Eco Soil's top officers violated securities laws and that the company issued a series of false and misleading statements concerning its involvement in the Mexican agriculture markets.

According to Adams, these claims are unfounded and the company intends to fight them vigorously. "Anyone who invested in Eco Soil who didn't know that Eco Soil was invested in Mexican agriculture didn't read a thing," he said.

While the fourth quarter is expected to be another revenue loser, Adams is optimistic that things will turn around in 2000.

The company is making moves to refocus its efforts on the U.S. market and to continue to grow the turf side of its business that surprisingly



Continued on page 56

## Metallic Power passes utility vehicle test

SAN DIEGO — Metallic Power Inc. has successfully completed the first-phase demonstration of a prototype zinc/air fuel cell system using Textron's Cushman-brand utility cart. The zinc/air fuel cell-powered cart achieved the same ground speed as a lead-acid battery-operated cart, refueled in about 10 minutes compared to lead-acid batteries' eight hours and was able to cover 25 percent more distance

than when powered with lead-acid batteries.

"The success of this demonstration means we have met a significant investor milestone and we are on target for our 2002 product launch," said Dr. Jeff Colborn, Chief Executive Officer of Metallic Power. "This demonstration marks the first step in making clean power a reality."



Continued on page 55

## Flowtronex unveils leasing program

By ANDREW OVERBECK

DALLAS — Targeting courses that are looking to upgrade their existing pump-station and irrigation technology, Flowtronex PSI has introduced a leasing program that will allow golf courses to finance the entire cost of an irrigation pumping system.

"Older golf courses are trying to keep up with the new course that has just been built down the street," said Willie Slingerland, marketing director for Flowtronex. "But in many cases they do not have the capital or the ability to extend existing credit lines to finance an irrigation upgrade."

As new construction continues to outpace industry expectations by record numbers, Flowtronex is betting on the fact that there will be a greater need for renovations down the road once the market peaks.

"New construction cannot proceed at its current pace," said Slingerland. "Now is the time for the course built in 1962 to upgrade. We feel that in the next five years there will be more renovations."

The company has been testing the viability of the leasing program in the Dallas area and has decided to roll the program out nationwide. "We think this is needed in the industry and it is a service that is not being provided," said Slingerland.

Continued on page 56

## ABT posts loss, but remains on track

HENDERSON, Nev. — AgriBioTech has posted a first-quarter loss for fiscal year 2000, despite record shipping volume. The company cited falling prices as the key reason behind a net loss of \$3.6 million.

However, ABT stated that a higher mix of proprietary to common seeds improved gross margin for the quarter and that the implementation of its strategic plan is on track.

"The revenue decrease reflects three factors: the decline in average sales price for seed products because of excessive worldwide supplies, a delayed harvest of turfgrass seed in Oregon that depressed our fall sales opportunity, and our ongoing strategy to focus on proprietary, higher-margin internally produced seeds at the expense of larger volume but lower-margin common variety sales," said Richard Budd, chairman and chief executive officer.

The company is currently completing the due diligence process for a combination of long-term debt up to \$20 million and a new revolving credit facility for up to \$115 million.

"We continue to increase our ratio of proprietary products and reduce expenses," said Budd, who expects ABT to turn the corner in the third quarter.

## Golf Course News STOCK REPORT (12/15)

Company	Symbol	Stock Price	%Change 1/1/99	%Change 11/15/99	P/E	52-week Range	Proj.5-yr Earn. Growth
Astrazeneca	AZN	42.25	-5.85	-9.63	29.35	35-48.94	10.2%
Deere & Co.	DE	42.75	28.81	4.27	23.05	29.48-45.94	9.50%
Dow Chemical Co.	DOW	122.98	35.24	0.7	23.69	85.25-138	8.4%
Family Golf Centers	FGCI	1.4	-92.91	8.57	N/A	0.72-21	N/A
Golf Trust of Amer.	GTA	14.88	-46.38	-16.17	11.69	14.5-27.75	11.5%
Ingersoll-Rand	IR	49	3.7	-0.76	14.18	40-73.82	12%
Lesco Inc.	LSCO	15.38	19.46	-4.25	12.6	12.25-19.5	15%
Nat'l Golf Prop.	TEE	18.88	-34.76	-10.10	16.25	18.38-29.75	10%
Toro Co.	TTC	34.38	20.63	2.82	20.01	23.5-39.5	13%
Textron Inc.	TXT	72.88	-4.03	1.75	5.05	65.88-98	15%

— DATA PROVIDED BY VALUE TREND LINKS, LINKS FUND UP 38.30%, WWW.GOLFMUTUALFUND.COM