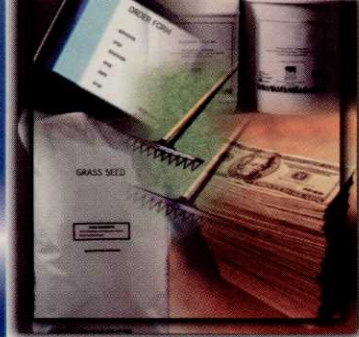


SUPPLIER BUSINESS



BRIEFS

PBI/GORDON APPOINTS FEARIS

KANSAS CITY, Mo. — David Fearis, CGCS, has been appointed by PBI/Gordon Corp. to the full-time position of product specialist for non-regulated products. The products include Ferromec liquid iron, and Focus, Launch and Transfilm biostimulants. Fearis previously served as consultant to the company in the turf and ornamentals area. In other PBI/Gordon news, the company's employee-owners have acquired an additional 32 percent of the company's stock which gives them 100 percent ownership of the company.

DAKOTA ADDS BERGSTROM, OELKE

GRAND FORKS, N.D. — Mark Bergstrom has joined Dakota Blenders as a project coordinator with a special focus on process control and sand sourcing. Bergstrom previously worked as superintendent of the Ray Richards Golf Course at the University of North Dakota for 15 years. Affiliated company Dakota Peat has added Bob Oelke to its sales team. He will work directly with customers or with the customer's consultants. He previously worked in sales and agronomic support for Northrup-King.

SPIER JOINS SIMPLOT PARTNERS

SAN DIEGO — Scot D. Spier, CGCS, has joined Simplot Partners as a sales representative for the Chicago area. He will be responsible for developing the firm's golf course business in the region. Spier has spent more than 20 years in the golf industry and has a degree in ornamental horticulture from the University of Illinois.

AGRISEL NAMES WARMAN

ATLANTA — David A. Warman has joined Agrisel USA Inc. as director of marketing. Warman will develop new business, new alliances and new products for Agrisel's present line of products including: Clear-Out, Permethrin, Gladiator, Acephate Pro 75, Agriplex PGR, Agrifact, Agrisan and Gly Star Pro.

Hydrograss Technologies heads down south

By ANDREW OVERBECK

SARASOTA, Fla. — North Oxford, Mass.-based Hydrograss Technologies has opened an office here to serve the Southeastern United States.

Matt Zirkle, who has worked in golf course construction for Gary Player Design and Jack Nicklaus Design, will head up the new office.

"We are excited about the potential here," said Zirkle. "With the drought and water conditions and the fact that Hydrograss offers an alternative to erosion control and sod applications there is good market potential."

While Zirkle has yet to sign a contract, he is doing test sprays for a number of architects and developers. The Hydrograss system blends grass seeds and sprigs with a wood fiber product, Eco Aegis, that helps grass establish itself and acts as an erosion control device.

"Up North this is a proven technology. It is just a matter of

doing test sprays and showing them that we can grow grass with the system down here," Zirkle said. "We have been doing some test sprays for WCI Communities over the last couple months."

According to Zirkle, the biggest adjustment is hydrosprigging warm season grasses as opposed to hydroseeding cool season grasses.

"The tests show that the distribution of sprigs is very good," he said. "We can also spray over sprigs that have already been put down mechanically to help with

erosion control."

Hydrograss will be taking a different approach to the market in the Southeast.

"We won't hydrosprig the whole course," said Zirkle. "We will focus on sloped areas that have erosion concerns, like green

surrounds, lake banks and car path edges. These are areas that are normally sodded and we can offer an alternative to sod and

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Hydrograss Technologies conducts a test spray for WCI Communities in Florida.

SubAir Systems looks to expand market

By ANDREW OVERBECK

AIKEN, S.C. — Subsurface aeration manufacturer SubAir Inc. has been reborn as SubAir Systems following its purchase by a group of South Carolina investors that includes its two original founders Marsh Benson and Dave Ferris.

The group purchased the company in a deal finalized Oct. 7. Terms of the agreement were not disclosed.

Augusta National superintendent Benson originally developed the process to promote optimum subsurface growing conditions for turfgrass and initially marketed the product through Ferris' Ferris Industries.

The two teamed up with Aiken businessman Weldon Wyatt, owner of Sage Valley Golf Club in Graniteville, and William Coscioni,

co-owner of Hounds Lake Country Club here, to bring the company to Aiken. Coscioni will serve as the company's CEO.

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The new SubAir team (from left to right): Gary Stough, Bill Coscioni, Matt Musolf, Joe Ferris, and David Seawell.

UpLink inks financing deal with IRFS

AUSTIN, Texas — UpLink Corp., a leading provider of Global Positioning Satellite (GPS) golf course management systems, has signed a long-term financing arrangement with Ingersoll-Rand Financial Services (IRFS).

IRFS will provide financing for courses that install UpLink's GPS golf course management systems.

"By creating a financial environment that facilitates the acquisition decision, whether it is a lease, rental or revenue sharing, UpLink reduces financial risk to our customers. This in turn, can generate higher levels of revenue and profitability for the golf course," said Glenn A. Pierce Jr. president and CEO of UpLink.

IRFS was launched earlier this year as a new financial services program developed by Club Car in conjunction with parent company Ingersoll-Rand and CitiCapital, a division of CitiGroup.

UpLink and many of its installed courses have already received benefits from the IRFS agreement. To date, IRFS has funded nine lease courses and four rental courses with a value of \$2.6 million.

Dow reorganizes T&O sales group

By ANDREW OVERBECK

INDIANAPOLIS — Dow AgroSciences has reorganized its Turf & Ornamental sales group as a part of a realignment that will place greater emphasis on the turf and ornamental business by grouping it with other specialties such as range and pasture and vegetation management.

Bruce Miehle, formerly the general manager for turf, ornamental and technical products, will now serve as the national sales leader for the newly created Specialty Products division.

"Superintendents should not notice a difference in service," said Miehle. "Our field technical people maintain the same level of dedication and attention to turf and ornamental that they had all along."

"Our realignment was driven by commonalities of interest between the range and pasture and vegetation management markets. There are regulatory and competitive challenges that

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