

# Off The Fringe

NEWS WITH A HOOK

## Business briefs

### Scotts teams with Landmark Seed

Marysville, Ohio-based the Scotts Co. has teamed with Landmark Seed Co. to distribute Scotts' turfgrass seed products through a national distribution network.

The two companies are utilizing a network of seed distributors to sell products to a broad-based market. Spokane, Wash.-based Landmark and the regional distribution network will promote and sell Scotts' products to various customers, including golf courses and golf construction companies, according to the agreement reached Oct. 1.

In other Scotts news, David Harrison was named chief financial officer and executive vice president, succeeding Jean Mordo, who is now finance chief for international operations.

### Flowtronex acquires Mikotech

Dallas-based Flowtronex PSI acquired Riverside, Calif.-based Mikotech, strengthening the company's direct-service capabilities to courses in Southern California and Nevada.

Mikotech's seven service technicians stationed in Southern California and Las Vegas will remain with Flowtronex PSI as its Western service group, with plans to increase the total service staff to 12. The acquisition includes a 10,000-square-foot office complex/warehouse.

### Textron completes agreement

Racine, Wis.-based Textron Turf Care And Specialty Products completed a three-year supply agreement with Santa Monica, Calif.-based American Golf, which operates more than 300 golf courses and practice centers in the United States and United Kingdom.

In other news, Textron Turf Care's parent company, Providence, R.I.-based Textron, will

*Briefs continue on page 14*

## Dursban Alert Sounded

**D**ow AgroSciences has sounded a rallying cry for superintendents using Dursban to make themselves heard in Washington.

Dursban's active ingredient, chlorpyrifos, is one of the organophosphate pesticides being scrutinized by the EPA as part of ongoing implementation of the Food Quality Protection Act. EPA recently completed a risk assessment of chlorpyrifos and began a 60-day public comment period on Oct. 1. Dow is urging superintendents to write to EPA to let them know that continued use of Dursban is important to them.

According to Dow's Tim Maniscalco, Dursban is a "primary tool" for golf courses that may be lost to new regulations unless users act now. Superintendents "are an important group that need to be considered when any decisions are made on this compound," he said. "They need to make certain that their voices are heard."

Maniscalco believes superintendents can make a difference in the decision-making process. "People in Washington will take notice when voters let their voices be heard," he said.

He suggested that superintendents contact their Dow Agro representatives to learn more about the issue and how to respond. A Web site with key information is also planned.

Under the FQPA process, the risks and benefits of dozens of turf chemicals are being reviewed under a controversial set of standards developed by EPA in response to a federal law that was originally widely supported by industry and environmentalists alike.

Dursban is among the first widely used golf course products to reach this stage of the review. Despite the need for superintendents to comment immediately, Maniscalco noted that it will likely still be several years before a final ruling is made.

## Humdinger of a Price

**I**f you've got money to burn and really want to make an impression on the golfers at your course, have we got something for you.

Introducing the Humdinger golf car, an electric vehicle manufactured in the mold of the muscular Hummer sport-utility vehicle. The Humdinger, retailing for a mere \$15,600, is perfect for cruising the golf course or for light off-road excursions. Check out these features:

- 3.8 horsepower electric motor;
- 22-inch knobby tires;
- street-legal configuration;
- top speed of 30 miles per hour.

The Humdinger is sold at In Celebration of Golf, a 12,000-square-foot golf retail store located in Scottsdale, Ariz. "It's perfect for someone who wants to make a statement," says Peter Meyer of In Celebration of Golf.

A statement?

Yeah, like, "I'm rich, I'm bored and my golf game sucks, so I bought this yellow toy to impress my buddies."

