

by Bruce F. Shank, executive editor

Reregistration costs may cause companies to drop old pesticides

Older pesticides may not be worth the \$500,000 to \$2 million investment to meet EPA's reregistration requirements industry insiders say. New pesticides, with patent protection and complete data packages at EPA, will take the place of older ones.

Older products tend to become commodities, with lower profit margins due to competition. Major investment in new data for older chemicals is just not practical insiders say. Newer pesticides, often with complete registration data and new, more efficient production facilities, provide more value added for manufacturers.

Yank firms add foreign products

The world gets smaller every day as U.S. chemical and equipment companies cut deals with foreign companies to market products here.

Sumitomo Chemical Co. Ltd. of Japan recently completed pacts with Velsicol Chemical and PBI Gordon. Velsicol will jointly market the fungicide Rizolex while Gordon will market the Japanese firm's insecticide Sumithion. Gordon also signed papers with the British company Farmura to market an organic fertilizer in the U.S.

Nearly all small diesel tractors are made in Japan today, even though many are painted U.S. colors. Italian engine and small power equipment companies are aggressively expanding in U.S. markets. Bunton recently joined with JL Traktor of Denmark and also markets a greensmower made in Japan. Toro has recently signed manufacturing agreements with companies in Argentina and New Zealand.

The turf and landscape markets now have an international flavor.

Biotech heats up universities

Huge biotech research grants from chemical manufacturers have many university fund raisers carrying on like traders on the floor of the futures market.

Some say many solid vocational and specialty programs are being neglected in the heat of passion for biotech, like old wives in a harem with a new teenage beauty.

An untenured assistant professor was recently told he would have to go out and find endowment funds before he could hire someone to help maintain the research center. The instructor is expected to perform notable research, teach, publish, and take care of the research center virtually alone. The state turf foundation may have to provide funds just to have research continue.

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