

Bio Turf Gro, makers of 'high-tech' fertilizers for golf courses, is a winner of \$10,000 in the first US WEST New Ventures \$100,000 Seed Money Competition. The competition was established last July to help promising new and growing small businesses in US WEST's 14-state territory. Bio Turf Gro is a two-year-old Idaho firm that develops and markets more than 30 ecologically sound organic liquid and dry granulated plant nutrients for golf courses, and landscaping and turf-related businesses. The company is operated by Mark and Gary Grigg. Gary is a well-known golf course superintendent.

The Scotts Company has reported record net income of \$39.5 million for fiscal 1997, on sales of \$900.8 million. This is a

good rebound from 1996 results, in which the company had a net loss of \$2.5 million on sales of \$751.9 million. All five company business units reported increases in net sales.

Plant Health Care, Inc., holds Tree and Landscape Care Workshops, March 10 and 12, 1998. The March 10 session is held at the Ramada Plaza Hotel Carowinds, Fort Mill, SC. The March 12 event will be held at North Metro Tech, Acworth, Ga., near Atlanta. Events feature Dr. Don Marx of Plant Health Care, Inc.; Dr. Kim Coder, University of Georgia; Dr. Tom Smiley, Bartlett Tree Research Laboratories; Dr. Don Ham, Clemson University. Contact is Jeanne Campbell, (864) 656-2479.

Woods Equipment Com-

pany has acquired **Wain-Roy, Inc.**, a Hubbardston, Mass.-based manufacturer of quick coupler systems for tractors, loaders, backhoes and hydraulic excavators. Woods makes and markets attachments systems in the agricultural, landscape and construction markets. Steve Starret, former president of Wain-Roy, is Woods' new general manager of construction. Woods now has a new line of construction equipment attachment systems, including Quick Change Rigid Tool Hitch Coupler Systems; Quick Change Grapples; Quick Change Ripper Buckets; and the Quick Change JAW.

IMC Vigoro and **Tri-State Plant Food** have a new distributor agreement. Tri-State, of Dothan, Ala., will represent

IMC Vigoro's turf fertilizer products throughout the gulf states (Ala., Miss., Fla. panhandle and southwest La.) Dennis Rich, vice president of Tri-State leads the sales team.

Toro's purchase of **Exmark Manufacturing Company** is a done deal. Toro says the buy gives it the "broadest and most complete line of integrated products and services for the landscaping industry." Kendrick B. Melrose, Toro chairman and CEO, comments that Exmark's customer focus, innovation and product reliability is a big plus, and that Toro will operate Exmark as an independent brand and distribution system, to capitalize on its good customer relations.

Bill Dunn has joined **Lofts Seed** as vice president of East Coast Operations. Dunn directs the day-to-day branch operations with manager and turf-grass field sales representatives.

Zeneca will buy **ISK's** worldwide chlorothalonil business and international distribution rights to four new products (fluazinam fungicide, with specific utility in horticultural crops; fosthiazate nematicide, with applications in many crops; and flazasulfuron (for sugar cane and vines) and nicosulfuron herbicides (a corn selective chemical). Chlorothalonil is marketed under the trademarks "Bravo" and "Daconil 2787" and is used in a wide range of crops and turfgrasses. Purchase price is reported at \$500 million. **LM**

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HOT OFF THE PRESSES... the 1997-98 edition of the Oregon Association of Nurserymen's *Directory & Buyers Guide*. It contains 600 pages of plant and product listings and industry information. New this year, the catalogue is available on the Internet's World Wide Web at: <http://www.nurseryguide.com>.

WALLS, STEPS OF STONE... Stonework Techniques and Projects, by Charles McRaven, a blacksmith and stonemason, gives a complete, step-by-step course in basic stone construction. The book includes illustrated instructions for 24 projects such as walls, steps, paths, bridges, hearths and more. Cost for this paperback book is \$18.95 US/\$26.95 Canada. Contact Storey Publishing, P.O. Box 445, Pownal, Vt. 05261; 800/441-5700, Dept. YP; www.storey-books.com

TRAINING FOR LANDSCAPERS... The "Super Crew" video series from The University of Georgia cooperative extension service covers quality landscape management, planting of woody ornamentals, annual bed preparation and installation and pesticide use and safety. At \$39.95 each, there is also a buy-five-get-one-free purchase option. Training help for personnel on many grounds, campuses, golf courses, resort grounds and private estates. The series is endorsed by PGMS; Georgia Green Industry Assoc.; Georgia Turfgrass Assoc. and Metro Atlanta Landscape and Turf Assoc. Contact Judy Sharpton at 404/371-2821.