

## Scotts makes biotech alliances; cuts division

**MARYSVILLE, OHIO**—The Scotts Company reorganized its North American Professional Business Group in December and released 60 of the 100 employees in the ProTurf division.

Eco Soil Systems, Inc. also announced that its Turf Partners Division, which will exclusively distribute The Scotts Company's profession turf care products in the Midwest and Northeast, would hire a number of the former Scotts sales people.

Scotts said it reorganized its Professional Business Group to reduce annual operating expenses by \$2.1 million. "While this is a tough time to be implementing organizational changes, we felt that the

sales, service and cost savings benefits were substantial enough that we wanted to capture them in time for the 1999 season," said James Hagedorn who, on December 18, was named to the newly created position, president, Scotts North America.

Scotts said it will retain a consultative field sales force and field-based technical group to work with four independent distributors: Turf Partners in the Midwest and Northeast; BWI Companies, Inc. in the Southeast and Southwest; Wilbur Ellis Company in the Pacific Northwest; and Western Farm Services, Inc. in California. Scotts' Professional Business Group has already been

distributing its nursery and greenhouse products through most of these distributors.

"Based on our successful experience in distributing our horticultural products through these well-known distributors, we feel confident that this broadened relationship will bring better service and delivery to our professional turf and landscaping customers as well," said Hagedorn.

Scott C. Todd was recently named to lead the new Turf and Ornamental organization. In other news, Scotts:

► **announced a biotech alliance with Rutgers** to develop improved grasses for golf courses through genetic engineering. Scotts will receive exclusive worldwide rights to Rutgers' patented transgenic varieties of creeping and colonial bentgrasses.

► **announced a biotech collaboration with Monsanto.** Scotts and Monsanto are to share technologies including Monsanto's extensive genetic library of plant traits and Scotts' proprietary gene gun technology to produce improved transgenic turfgrasses and ornamental plants. The alliance will focus on providing professional and consumer benefits such as turfgrass that requires less mowing and water, and ornamental plants with larger and more plentiful blooms.

## Methyl bromide phaseout pushed back

**WASHINGTON, DC**—The phaseout of methyl bromide was pushed back to the year 2005. The phaseout was supposed to occur on Jan. 1, 2001, but agricultural and green industry have been vigorously defending use of the fumigant which is widely used to prepare fields for planting, food crops and turf.

The American Nursery & Landscape Association (ANLA) reports that methyl bromide production and importation will now be reduced from 1991 levels as follows:

- 25% reduction in 1999,
- 50% in 2001,
- 70% in 2003,
- 100% in 2005.

The use of methyl bromide has been linked to the destruction of the ozone layer. The new U.S. deadline matches the phase-out date for other developed nations.

A recent GCSAA newsletter reports that the Environmental Working Group, an antipesticide organization, has resigned from the FQPA Tolerance Reassessment Advisory Committee over the delay in the phaseout of methyl bromide.

## Arboriculture loses a friend

**DENVER, CO**—F. David Dickson, 58, battled cancer for six months before he died at his home on Nov. 5, 1998. Dickson was chairman of Swingle Tree Company of Denver, CO, and a former president of the National Arborist Association (NAA).



Dickson started his career in 1965 with the F.A. Bartlett Tree Expert Company in Connecticut. In 1967 he moved to Denver to become a tree pruner with Swingle, subsequently working his way up the ranks. After becoming president of the company in 1989, Dickson guided the firm's expansion and became chairman of Swingle in 1998.

Dickson made a point of donating the firm's services for civic good.

## AgrEvo and Rhone Poulenc-Agro create Aventis CropScience

**FRANKFURT, GERMANY —** Hoechst and Rhone Poulenc will join forces in life sciences, forming a new global company under the name Aventis.

Under the terms of the agreement both companies —Hoechst AG and Rhone Poulenc S.A. — will contribute all of the assets of their respective agribusinesses, namely AgrEvo and Rhone Poulenc-Agro in a new entity, which will operate under the new name Aventis CropScience.

This merger will create one of the top global agricultural companies with a strong crop protection and environmental health portfolio, a leading position in biotech-

nology and a growing involvement in the seed industry.

With the financial funding of more than \$ 400 million per year for research and development, the new company will sustain growth in the traditional crop protection market through new environmental friendly chemical entities as well as in the crop production market through innovative crop productivity enhancing solutions based on chemicals, new traits and superior varieties.

The new company, together with its affiliates, is expected to come into effect mid-1999. Before closing of the merger, both partners' businesses will be run separately.

## ISS honored for work at Busch Gardens parks

**TAMPA, FL —** The August/September issue of *Amusement Today* magazine listed the "Best of the Best" in the amusement and theme park industries, as voted by park patrons. The landscaping at Busch Gardens, Tampa tied for second place in the Best Theme Park landscaping category,



with Walt Disney World and Disneyland. The number one winner was Busch Gardens, Williamsburg, VA.

ISS Landscape Management Services, Inc. has been making the landscapes at Busch Gardens, Tampa, FL, beautiful for the past 24 years. ISS also maintains the landscapes at Busch Gardens, Williamsburg, Adventure Island and Water Country, USA.

with Walt Disney World and Disneyland. The number one winner was Busch Gardens, Williamsburg, VA.

ISS Landscape Management Services, Inc. has been

[CLIPPINGS]

## John Deere makes Scotts' tractors for sale through The Home Depot

**RALEIGH, NC—** This past fall John Deere teamed up with The Scotts Company to manufacture lawn tractors under the Scotts® brand name for sale exclusively through The Home Depot. There will be three models of lawn tractors, one yard tractor and one garden tractor as well as attachments.

"Scotts will have a quality, mid-priced lawn tractor that will uphold its reputation in the lawn care products business," said Mark Rostvold, senior vice president for John Deere's Worldwide Commercial and Consumer Equipment Division. "Home Depot will have as its store brand a name that's well accepted in the mass merchant marketplace and the level of quality that maintains its image in exceeding customer expectations. And John Deere will maintain a presence in the mass channel while continuing to support its valued servicing dealer network."

## OPEL, CARB compromise on small engine emissions

**ALEXANDRIA, VA —** An industry-negotiated agreement between OPEI and the California Air Resources Board (CARB) means that engines in the 25-hp to 35-hp range will not be subject to CARB's standards requiring catalysts and electronic fuel controls.

This will save money for companies which manufacture both consumer and commercial lawn and garden equipment. All engines below 35-hp will be subject to the same emissions standards for "below 25-hp" regulations.

## The Andersons selects Michael Anderson president on Jan. 1

**MAUMEE, OHIO—** Michael J. Anderson, 47, became president and CEO of The Andersons, Inc., on Jan. 1, 1999. He had been president and COO of the company since Sept. 1996. He started with The Andersons in 1978. There are no plans to name a COO to succeed him, the company said. Richard P. Anderson, 69, former CEO continues as chairman of the business which was founded by his father Harold, in 1947.

The company is a full-line supplier of nitrogen, phosphate, potassium and compounded fertilizer products, in addition to operating six retail stores in Ohio.