

## 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.