

industry almanac

NEWS YOU CAN USE

Novartis sells FLINT line

BASEL, SWITZERLAND — Novartis Agribusiness sold its worldwide FLINT business to Bayer Crop Protection, a subsidiary of Bayer AG, for \$760 million.

Acres Group acquires Fenn

NAPERVILLE, IL — The Acres Group, northern Illinois' largest independent landscaping and snow removal company, acquired Bill Fenn Landscaping Company. With the purchase, The Acres Group increases its gross revenues to more than \$23 million a year.

Redexim acquires Pro-Seed Equipment

PITTSBURGH, PA — Redexim BV, headquartered in Zeist, Holland, acquired UK-based Pro-Seed Equipment Ltd., a manufacturer of seeders and core collectors. Terms of the transaction were not disclosed.

Syngenta chooses office locations

GREENSBORO, NC — Syngenta AG picked Greensboro, NC as the home for its North American crop protection division, and Delaware, MD for its U.S. corporate headquarters, the Greensboro News & Record reported. Syngenta, a proposed international agribusiness company, is being formed by the merger of Zeneca Ag Products and Novartis Crop Protection. The merger is awaiting regulatory approval.

Texas equipment ban might be overturned

*OPEI proposes alternatives
to TNRCC, awaits Dec. 6
decision date*

BY JASON STAHL

ALEXANDRIA, VA — Due to recent successful meetings held between the Outdoor Power Equipment Institute (OPEI) and the Texas Natural Resource Conservation Commission (TNRCC), OPEI is holding out hope that a proposed ban on morning use of gasoline-powered lawn and garden equipment in the Houston/Galveston, TX area might be overturned.

Alternative ideas

"We're one of the few industries who they (members of TNRCC) said have come up with great alternatives, and they've said that they will swap out

problematic proposals if industries come up with alternatives," says Bill Guerry, legal counsel for OPEI. "We've gotten the ball down to the one-yard line. Now, the TNRCC needs to push it over into the end zone."

One of the alternatives OPEI has proposed is the adoption of regulations for all new portable non-spill gas cans and spouts, which has already happened in California. "We see this as a no brainer," Guerry says, citing the 20 tons of emissions reductions a day he claims spill proof containers are responsible for.

"There is very little Texas would have to do except adopt this California rule."

Another alternative OPEI has discussed with TNRCC is changing the Texas emissions model for outdoor

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CLIPPINGS



Flower power

Looking for some new flowers to spice up your customer's property? Look no further than all-america-selections.org, the Web site for All-America Selections (AAS) where you can scope out the nine 2001 All-America Selection winners.

These new flower varieties were judged to be superior to varieties currently on the market by AAS, which fosters the development, production and distribution of new and better horticultural and agricultural varieties, species, strains and kinds in and for North America. These babies are sure to grow on you!

Dot coms to swap trees for information

BOULDER, CO — Submit information, get a tree. That's the gist of a new marketing agreement between e-Greenbiz.com and Active.com aimed at helping ActiveParks.org become the Green Industry's first Web resource for park and recreation professionals and their communities.



Through the agreement, e-Greenbiz.com, an e-commerce Web site that serves the business-to-business

needs of the Green Industry, and Active.com, an online registration company, will launch a marketing campaign that encourages park and recreation professionals to submit information about their facilities to the ActiveParks.org database.

e-Greenbiz.com and Active.com will then donate and plant a tree in the city of each eligible park and recreation agency that provides information by the end of 2000.

"From NRPA's perspective, partnering with Active.com and aggregating information on all parks so the public can find out where

to recreate on a daily basis, and to have the incentive to do something hi-tech and high touch to help out the day-to-day management of park systems, is a great thing," says

Kathy Spangler, NRPA's national programs director. "We're seeing a lot more dot coms getting involved at the community level. It's unique that we can build that bridge."

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Speak your mind

Feel like putting your two cents in? The Outdoor Power Equipment Institute (OPEI) has formally sent proposed revisions of the 1998 Lawnmower Standard (ANSI B71.1 – 1998) to the American National Standards Institute (ANSI) for public review. As part of the process, ANSI requires a public review period for the revisions.

Anyone who wants to review and/or comment on the revisions should contact John F. Liskey, director of statistical and technical services, at 703/549-7600. The comment period for review ends December 18, 2000.



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power equipment that estimates total emissions. "What TNRCC didn't do was base the model on equipment that can reduce emissions," says Eddy Edmondson, president/CEO of the Texas Nursery & Landscape Association. Guerry agreed, saying there was new equipment on the market today that could reduce emissions that TNRCC didn't consider.

Decision due December

A final determination of OPEI's alternative proposals will be made by the TNRCC on Dec. 6, 2000. If the ban is enacted, it would become effective in the Houston/Galveston area (eight counties in the ozone non-attainment area) from April 1 through October 31, beginning April 1, 2005, from 6 a.m. until noon.

As it stands, the proposed ban would have a detrimental affect on landscape

businesses in the affected area, says Edmondson. "You'd only be able to work half a day, and you wouldn't be able to make it up on the other end," he says. "There's also the issue of starting out the work day during the heat of the day. Right now, a lot of our folks work

in the heat of the day, but they have the morning to get acclimated to it."

"The ban won't keep emissions out of the air, only shift them," Edmondson added. "All it will do is put them out in the afternoon instead of the morning."

— Jason Stahl

UNIK is now TBOS

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How sweet it is

For the third time, Ariens Company won the Most Valuable Promoter Award for their involvement in publicizing the 2000 International Lawn, Garden and Power Equipment Expo. Ariens, Gravely and Stens planned several events throughout Expo including prize drawings, a press conference, and parts manager and service manager of the year awards. Bill Harley, president and CEO of the Outdoor Power Equipment Institute, Inc., presented the award, along with Warren Sellers and staff of Sellers Expositions.



Paul Cutler
President
Cutler Landscaping, Inc.
Tucson, Arizona

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Circle 112

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People & companies

Simplex Turf and Horticulture

named Chris Claypool

senior vice president of marketing in the Jacklin Seed business unit.



The Care of Trees

hired Phil Snyder to lead its new regional office in Philadelphia, called Alpine the Care of Trees.



ern California its Region of the Year. Miramar was also named the "top performing service branch" in the nation.

Morgan Corp.,

Morgantown, PA, a leading truck van body manufacturer in North



America, named **Kay S. Mueller** director of sales for the southeast region.

ServiScape has been contracted by **New Lenox Community Park District**, New Lenox, IL to manage all operations and long range planning at The Sanctuary Golf Course.

TruGreen-LandCare named **Miramar Wholesale Nurseries** of South-

Riverdale Chemical Co. promoted **Sean Casey** to national sales manager and **Curtis Clark** to business development and marketing manager.

Pickseed West appointed Tom Burns vice president of international sales and market development.

HOW LANDSCAPERS BUY

Dealers aren't obsolete by a long shot, according to our readers' methods of buying products. Here they are:

Buy from dealer	68%
Buy from distributor	67%
Buy from service vendor	35%
Buy from manufacturer	34%
Bid process	25%
Buying cooperative	12%
Buy via the Internet	10%
Buying office decides	3%
Buy on Internet auction	1%
Other	1%

SOURCE: LM 2000 READER SURVEY

