

# industry almanac

NEWS YOU CAN USE

## Dow buys Rohm & Haas' ag chem biz

**INDIANAPOLIS, IN** — The Dow Chemical Co. and Rohm and Haas Co. have agreed for Dow Agro-Sciences LLC to buy Rohm and Haas' Agricultural Chemicals business for \$1 billion.

"The decision to sell our Agricultural Chemicals business was a difficult one...," said Raj Gupta, Rohm and Haas' CEO. "...However, as we continue to reshape our portfolio for the future, it has become increasingly evident that the Agricultural Chemicals business will flourish more as a part of a global firm with a stronger presence serving the agricultural markets."

## Diablo, Cohen form Celtis Group

**SACRAMENTO, CA** — Diablo Landscape Management, Inc. and Cohen Landscape Services, Inc. have formed a new holding company called The Celtis Group which now has \$16 million in sales and over 220 employees with locations in Sacramento, Vallejo, Dublin and San Jose.

## Simplot acquires Turf Solutions

**SAN DIEGO, CA** — Simplot Partners acquired Oxnard, CA-based Turf Solutions. Simplot now can take advantage of the Oxnard distribution center, with custom seed blending capabilities of over 50,000 lbs. of production per day and a separate blender for specialty grasses.

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CLIPPINGS

## OSHA's ergonomics standard defeated

BY JASON STAHL

Much to the Green Industry's relief, the U.S. House of Representatives passed Senate Joint Resolution 6 on March 7 disapproving the Occupational Safety and Health Administration's (OSHA) proposed ergonomics standard.

The resolution will now be sent to the White House, where it's expected that President Bush will sign it into law.

If the resolution hadn't been passed, the American Nursery and Landscape Association (ANLA) argued, the ergonomics standard, aimed at reducing musculoskeletal disorders (MSDs) developed by workers whose jobs involve repetitive motions, force, awkward postures, contact stress and vibration, would have unfairly forced Green Industry business owners into implementing hundreds of thousands of dollars of workstation improvements.

"The ergonomics standard was overly broad for the Green Industry," says Geoff Galster, ANLA's Director of Regulatory Affairs, "primarily because we're a seasonal business and we have no fixed workstations. Plus, some activities related to agriculture would have been exempt, while others like

landscape installation, maintenance and retail sales would not have been."

According to Galster, OSHA can issue another ergonomic standard provided it is substantially different than the last one and addresses specific needs and issues.

ANLA was one of several industries lobbying for passage of this resolution, but it targeted certain House districts that had intensive agricultural interests or districts where ANLA helped elect the House member.

## Surfin' Turf

### LawnCareSuccess.com

Green Industry consultant Sean Adams of Pittsburgh, PA, created LawnCareSuccess.com as a result of his past experience as a business owner. "I owned my own business for seven years, and there was never one place I could find all the information I needed."

Adams believes he's finally created that place with his new Web site which, says its banner, "helps lawn care, landscaping and tree expert companies profit and prosper." Although it isn't the most graphically pleasing site, it does offer a wealth of free advice on marketing, management, employees, customers and start-up businesses. The key word there is "free", so go to town.

Another cool feature is its discussion forum, where business owners can talk about the headaches they share or trade a few laughs about stories in the field.

If all that isn't enough, there's also a free newsletter to sign up for, a listing of industry seminars and events, a manufacturer information page and an option to sign up for one-on-one consulting from Adams. All in one place, and that's the point.

— Jason Stahl



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## Royster-Clark acquires ProSource One

MEMPHIS, TN — Royster-Clark Group, a supplier of fertilizers, seeds and crop protection products to the eastern U.S., acquired ProSource One and its parent company, Agro Distribution South.

## Greenzebras joins Green2go

FT. LAUDERDALE, FL — Greenzebras and Green2go internet companies announced plans to merge into one Green Industry Web site offering live and hard goods with national shipping services. Ted Gramer, former president of Greenzebras, is now CEO of Green2go.

## BASF, Scotts ink marketing deal

RESEARCH TRIANGLE PARK, NC — BASF Corp. and The Scotts Company signed an agreement for Scotts to begin marketing Cygnus (kresoxim-methyl) and Sanmite (pyridaben) in the U.S.

"This agreement provides BASF continuity in the distribution and marketing of our horticultural products and greater market penetration by joining forces with the Scotts Plant Protection Group," said Bill Baxter, business manager, BASF Turf and Ornamental Products.

## OTF celebrates 40th anniversary

COLUMBUS, OH — April 24, 2001 marks the Ohio Turfgrass Federation's 40th anniversary. George Hammond was OTF's first president. At the OTF's first meeting, Ken Bader was elected to start a turf program at The Ohio State University. Since then, the OTF has contributed more than \$4 million in research grants and more than \$300,000 in scholarships. Today, OTF membership exceeds 1,100 members.

## Christmas light franchises for only \$1,000

SAN ANTONIO, TX — Check out Outdoor Decor's latest deal — Christmas light franchises for \$1,000. Actual cost is \$6,000, since \$5,000 is needed for additional products. Original cost was \$10,000.

[CLIPPINGS]

# People & companies



**Cebeco International Seeds** appointed **Brad Dozler** president.

disville, PA, with its 2000 Distributor of the Year award.

**Pennington Seed** named **Scott Rushe, Michael Turner** and **Jeffrey Everhart** territory managers for the Professional Turfgrass Group.

**Ariens Company** appointed **Rick Von Schwarz** director of sales for the Mid-Atlantic/Ohio Valley region. Kevin Wiseman was promoted to manager of OPE Sales.

**California Turf Products** has combined with West Star Distributing to create a new statewide turf specialist company, Turf Star. The new company will operate statewide from its five existing service locations (Hayward, Rancho Cordova, Brea, Vista and Bermuda Dunes.)

**Briggs & Stratton** presented a check in the amount of \$12,500 to the Equipment & Engine Training Council (EETC). Formed in 1996, the EETC works to address the critical shortage of qualified service technicians in the outdoor power equipment industry.

**U.S. Lawns** added its 78th franchise, U.S. Lawns of Bridgewater, NJ, on Jan. 22, 2001.



**Waterlines, Inc.**, a manufacturers' representative agency for pool, irrigation, outdoor lighting and water-gardening lines, hired **Hiedy Hansel** to cover the Maryland, Delaware, West Virginia and Virginia markets.

**Century Rain Aid** named **Jim Ross** vice president of marketing.

**Attachment Technologies, Inc. (ATI)** signed an agreement with Digga, New South Wales, Australia, to manufacture and distribute its products in North America.

**Exmark Mfg.** honored **Jim Ross** vice president of marketing.

**Century Rain Aid** named **Jim Ross** vice president of marketing.

**Seed Research of Oregon** hired **Matt Webb** as marketing/communications specialist.

**Contech Construction Products** named **Scott Hensley, Brian Flint, Wayne Peterson** and **Hugh Mickel** business development managers.

## More workers available from immigration

**WASHINGTON D.C.** — On March 2, President Bush agreed to allow as many as 150,000 Salvadorans to remain in the United States up to 18 months. He said he took the measure to help El Salvador recover from the devastation of two recent earthquakes.

Washington DC and surrounding mid-Atlantic communities have a significant

population of Salvadorans, many of whom work in the landscape industry. Temporary protected status would shield them from being detained or deported for the next 18 months. It also would allow them to work legally.

In a related matter, Angelo Miño, who consults with U.S. landscape companies regarding immigration matters, reports that

employers have until April 30 to sponsor their foreign-born workers under the Legal Immigration and Family Equity Act (LIFE) that former president Bill Clinton signed in his final days in office. Miño, of Summit, Lenexa, KS, says that some landscapers have been taking advantage of LIFE to temporarily adjust the status of their workers to legal.

Even so, there has been a lot of confusion with the LIFE Act, and several landscapers contacted by LM, said they will not attempt to take advantage of the program. They said they do not want to identify their workers to the the U.S. Immigration and Naturalization Service (INS), even if it does mean a temporary legal classification for them.

### Beware of "experts"

Miño also reports that recently there has been a surge of unscrupulous "immigration experts" who are cheating employers (and their non-documented workers) by claiming that they can complete the necessary documentation to legalize foreign workers, often as much as \$5,000 to \$5,000 per employee.

Most of the same information, and the proper forms, are available from the U.S. Immigration & Naturalization Service for free, or for a small cost, says Miño. See the Web site: <http://www.ins.usdoj.gov/graphics/index.htm>

### CORRECTION

In the December Green Book issue of *Landscape Management*, the directory listed Groundtek Mfg.'s ads as being on pages 141 and 143. In actuality, the ads appeared on pages 143 and 145. We regret the error.

## Info Center

VIDEOS AND LITERATURE FOR THE GREEN INDUSTRY

**Be safe...** by picking up a copy of Snyder Industries' free inspection guide that details how to detect cracking and damage in intermediate bulk containers caused by chemical attack, handling abuse and environmental conditions.

To receive a free copy, call 888/422-

8683 or, for more information, visit [www.snydernet.com](http://www.snydernet.com).

**Get out of the woods...** with Forestry Suppliers, Inc.'s 2001 Tool & Equipment Catalog. Looking for a soil profiler? It's in there. How about a hand-held sprayer? Check. Blowers and pruners? Lots of them. You'll find plant and turf care supplies, climbing equipment and lots more in over 600 detailed pages. For a copy, call 800/647-5368 or, for more information, visit [www.forestry-suppliers.com](http://www.forestry-suppliers.com).

### Learn about woody ornamentals...

in the 2001-2002 edition of the Umass Extension Management Guide for Woody Ornamentals. The guide includes "The Professional Management Guide for Insects, Diseases, and Weeds of Trees and Shrubs in New England" (Part I only - \$20, unbound, 3-hole punched) and "Strategies for Plant Health Management of Woody Ornamentals" (Part II only - \$12, bound, 3-hole punched). Cost is \$38 for Parts I & II in an inscribed 3-ring binder. Send orders to Umass Extension Bookstore, Draper Hall, 40 Campus Center Way, Amherst, MA 01003-9244. Make checks payable to Umass. Credit card orders may be placed by calling 413/545-2717.

**You'll brighten up...** when you check out Kichler Landscape Lighting's 2001 63-page landscape catalog packed with new decorative fixtures, accent lights, contractor-friendly bulk packed items and new finishes. Check out the Tiffany Mission Lantern that adds an artistic touch to gardens, or the new accent/deck lights. To receive a copy, call Kichler at 216/573-1000.

