

industry almanac

NEWS YOU CAN USE

Toro acquires Goossen

BLOOMINGTON, MN — The Toro Company (NYSE: TTC) announced on Dec. 7, 2000 that it was purchasing Goossen Industries, Inc., which makes sweepers, vacuums, blowers, mulchers, chipper/shredders and bale choppers.

"This purchase will expand Toro's existing product lines for the debris management portion of our landscape and grounds maintenance business," said Kendrick B. Melrose, chairman and chief executive officer of Toro.

Another crucial benefit, he said, is that the Goossen facility of 64,000 sq. ft. in Beatrice, NB, is located adjacent to Toro-owned Exmark Manufacturing and allows Exmark to continue growing and expanding its production. Goossen's 55 employees will join Exmark.

Scotts Company businesses unite

MARYSVILLE, OH — The Scotts Company united its professional businesses in America and Europe as a Global Professional Business Group. The company cited the growth of its international professional business, synergies between product lines and an opportunity to focus marketing efforts on global brands as key factors in their decision. The new group is headquartered in Waardenburg, the Netherlands.

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Texas bans morning commercial equipment use

BY JASON STAHL

HOUSTON, TX — The Texas Natural Resource Conservation Commission (TNRCC) voted on Dec. 6 to ban commercial landscape contractors in the Houston/Galveston, TX area from using gasoline-powered lawn and garden equipment in the morning.

The ban will affect five counties in the ozone non-attainment area from April 1 through October 31, beginning April 1, 2005, from 6 a.m. until noon.

Bill Guerry, legal counsel for the Outdoor Power Equipment Institute (OPEI), said that despite the ban, all hope is not lost. "There is a conditional exemption the TNRCC is fleshing out right now that commercial operators can qualify for if they commit to alternative emissions reduction plans," Guerry says. "Presumably, this exemption would be based on commercial operators changing something in their activity that would result in reduced emissions."

Time, Guerry says, is also on the side of commercial operators, given that the ban won't start until 2005. "The TNRCC adopted a lot of rules under an abbreviated time frame, so they are anticipating talk with a lot of industries and figuring out ways to accomplish everyone's goals."

Guerry says he considered it a partial victory that OPEI got homeowners excluded from the ban, and that it had gotten the number of counties included in the ban reduced from eight to five. Still, the ban on commercial operators is a concern because the outcome of the TNRCC's decision is unclear.

"The jury's still out," Guerry says.

GREEN ISSUES



"Texas may realize that the emissions reductions they're getting don't merit this level of effort. The numbers they're using don't reflect the numbers they'll get from clean air federally compliant products."

A good deal?

Overall, Eddy Edmondson, president/CEO of the Texas Nursery & Landscape Association (TNLA), who has been involved with the ban ever since it was first proposed last August, says the deal was as good as could have been expected.

"From the start, we submitted comments and arranged for two personal visits with each commissioner on the TNRCC, and they were very open to our

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 suggestions," Edmondson says.
 "The first proposal didn't offer
 an alternative option, so that
 was our first hill to climb."

And Edmondson believes
 that obstacle was overcome
 now that an emissions reduc-
 tion plan is in the works that
 could provide exemptions. "We have until
 2002 to come up with the plan, but in our
 mind we start working on it now," says
 Marilyn Good, communications officer for
 TNLA. "The TNRCC assured us that the
 industry and other stakeholders would be
 involved in developing this plan."

Still some uncertainty

Even though there's the promise of a condi-

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 reductions they're getting don't merit this level of effort.

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 they'll get from clean air federally compliant products."

— Bill Guerry, OPEI legal counsel

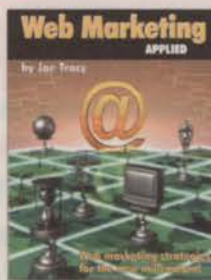
tional exemption, local landscape contractors
 can't help but take a negative view of the ban.

"It's going to hurt a lot of people down
 here business-wise," says Randy Fuller,
 owner of Yardmasters, Inc., Houston, TX.
 "Hopefully, they'll be able to work some-
 thing out that would enable us to continue
 working. If not, we might have to switch to
 propane power. Most of the equipment
 out there is regulated to California stan-

dards, so I don't know how much stricter
 they can get."

"It's going to drastically increase the
 price of our services," Fuller added. "We'll
 need twice as much equipment and more
 employees. And I wonder who's going to
 enforce it? The police don't enforce some
 laws that are already on the book. I think
 the TNRCC is going to be overwhelmed in
 that department."

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Circle 125

Learning on the fly

Web course gives busy industry pros education in a snap

BY JASON STAHL

Just think: you could chew gum or thumb your nose at the professor and he or she would never know.

It's doubtful that Web-based courses were conceived for those reasons, but they have changed the face of education. More important, they have made it easier

for Green Industry professionals to expand their knowledge.

Take the University of Maryland's Hort 400 course, a Web-based course on water and nutrient management planning for the nursery and greenhouse industry. The idea came from the Water Quality Act of 1998, which required all nurseries and greenhouses have nutrient management plans. Faculty members from Maryland's College of Agriculture and Natural Resources decided the course should be offered on the Web since profes-

sionals from all over the U.S. would need training.

Ready for action

The course debuted in the fall of 1999, with teams of at least one graduate or undergraduate student, industry professional and Extension educator exchanging ideas and information on an on-line forum led by instructors.

Each team developed a nutrient management plan featuring management strategies designed to reduce high-risk practices that lead to excessive nitrogen and phosphorus runoff.

The program allowed industry professionals to educate

themselves simply by turning on their computers in the comfort of their own homes. Participants met face-to-face every three weeks for more interaction.

Dr. John Lea-Cox, Department of Natural Resource Sciences and Landscape Architecture, feels that web-cameras could eventually replace the face-to-face meeting while still providing a personal touch.

"I think the Web is the future of Extension services," Lea-Cox says. "It's reaching out to people faster, cheaper and better."



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EPA, Syngenta agree to phase out diazinon

BY JASON STAHL

GREENSBORO, NC — The Environmental Protection Agency (EPA) and Syngenta Crop Protection USA have agreed on a four-year phase out of diazinon, an insecticide used to control insects and grubs.

The announcement comes six months after the voluntary cancellation of another insecticide, Dursban, by the EPA and Dow AgroSciences. Both insecticides were under

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— Robertson

of diazinon will have less of an effect.

“So far, the loss of Dursban and diazinon hasn’t hit us where it hurts because we haven’t been using them for a long time anyway. I think it will have more of an impact on do-it-yourselfers,” Robertson says. “Still, there’s no question this is all a big concern for us. But I’m more interested in what they will allow in the future and what good products they will allow us to keep. As long as we have new and improved chemistries that are available to us, I think we’ll be okay.”

Bob Andrews, owner of The Greenskeeper, Carmel, IN, echoed Robertson’s concerns and doesn’t believe the EPA’s actions have any less impact simply because Dursban and diazinon were in limited use.

review as a result of the Food Quality Protection Act of 1996 which toughened pesticide laws.

While the loss of Dursban had greater impact on the Green Industry, many lawn care operators like Jack Robertson of Jack Robertson Lawn Care, Springfield, IL, believe the loss

“If the product that was in the gun sites was something used daily, I’m sure no one would say it was no big deal,” Andrews says. “Farmers and golf course superintendents can

still use this stuff, so I wonder if the EPA is targeting people who they feel won’t fight back. I think we need to a better job of defending our use of these products.”

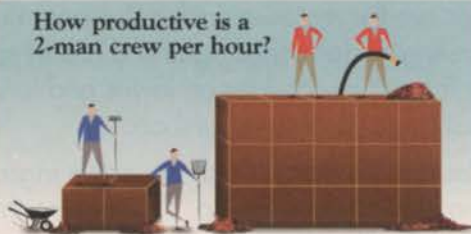


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EII acquires North Haven Gardens

CALABASAS, CA — Environmental Industries, Inc. (EII) acquired North Haven Gardens, Inc., Dallas, TX, a \$17-million full-service landscape company. North Haven Gardens will operate under EII's landscape and maintenance divisions.

e-Greenbiz.com, Growzone.com merge

BOULDER, CO — e-Greenbiz.com and Growzone.com signed a letter of intent to merge the business-to-business assets of both companies. Under the proposed agreement, eGreenbiz.com will provide the technology solution and customer relationship management for both companies.

MacKissic acquires Johnson Big Wheel

PARKER FORD, PA — MacKissic, Inc. acquired Johnson Big Wheel® Mower, Ridgeland, MS, producer of high wheel mowers. The initial focus will be to continue supply to Johnson Big Wheel current customers before making the high wheel mowers available to MacKissic's existing distributor and dealer base.

Feds finally fund turfgrass scientist at USDA

BELTSVILLE, MD — The USDA will, sometime early in 2001, fund its first full-time turfgrass research scientist since Jack Murray's position was abolished after his retirement in 1988. This is a result of the passage of the FY2001 Agriculture Appropriations Bill. The new position will be located here at the Agricultural Research Center. The new scientist will work on improving genetic stocks of new and promising turfgrass species, as well as provide scientific support to the National Turfgrass Evaluation Program (NTEP), said Executive Director Kevin N. Morris.

[CLIPPINGS]

Info Center

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Correction In the November issue of Landscape Management, the article on Person of the Year Terry Kurth referred to atrazine as a fungicide. It is not. Rather, it is a selective herbicide used for broadleaf weed and grass control in corn and sorghum. We regret the error.

People & companies

Environmental Care, the landscape maintenance company of Environmental Industries, appointed **Brian Storm** vice president. The company also hired **Mark Frederick** as branch manager for Denver, CO.

Roberts Seed Company appointed **John Zajac** as director of market development.

Weed Man and Turf Management Systems appointed **Michael Kernaghan** chief operating officer.

Smallwood Landscape, Naples, FL, appointed **Jud Griggs** vice president of operations.



Kujawa Enterprises' Chris Kujawa, CCLP, was named one of Milwaukee's "40 Under 40" by the Business Journal of Milwaukee. The distinction honors Milwaukee's young business people. Kujawa Enterprises is located in Cudahy, WI.

Pennington Seed appointed **Stanley Kleczynski** southeastern territory manager for its Professional Turfgrass Group. The company also named **David Merchant** assistant manager of Seed Production and Vegetable Seed Divisions for the Seed Group.



Environmental Industries named **Richard H. Klein** Senior Vice President Corporate Development.



Valley Crest, the landscape construction division of Environmental Industries, hired **Steve Titus** as branch manager for Arizona.

Riggs Industries, (J & J Truck Bodies & Trailers; J & J Truck Equipment), appointed **David Spear** director of education, **Stephanie Mostoller** dir. of safety.



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