

## Industry Update



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### News from around the Green industry

#### AGROTAIN Unveils Production and Urea Center

**AGROTAIN International, LLC**, along with parent company Lange-Stegmann, has announced the grand opening of a \$20 million expansion project, including the Stabilized Nitrogen Center, a granulation production facility, and the St. Louis Urea Center, a urea storage warehouse.

Built to fulfill the demand for UMAXX and UFLEXX Stabilized Nitrogen fertilizers, the production capacity of the Stabilized Nitrogen Center is expected to be 125,000 tons annually. The facility uses a falling curtain granulation process for enhanced quality control and production efficiency.

The St. Louis Urea Center, which adds 63,000 tons of fertilizer storage to Lange-Stegmann's existing space, will increase product handling capacity up to 1 million tons annually of imported urea.



Power Shifter on a pressure washer.

#### NDI to Contract-Manufacture Power Shifter Machines

**Nascent Design, Inc.** announced that it will private-label and contract-manufacture a complete line of machines under the Power Shifter brand. The Power Shifter rapid-change engine mounting system allows one engine to be swapped between multiple machines in 17 seconds, without any tools.

#### H.J. Baker & Bro. Opens New Facility

**H.J. Baker & Bro., Inc.** and its wholly owned subsidiary, **Tiger-Sul Products**,

announced the grand opening of a state-of-the-art facility in Stockton, Calif. A ribbon-cutting ceremony was conducted by **Christopher Smith**, president and CEO; **Matthew Smith**, chairman of the board; and **David M. Smith**, president of new business development. A tour of the new facility showcased some of the latest technology available in the Tiger-Sul pastillation process.



Herd Racing's #75 Ford F-150 truck being sponsored by Deist Industries.

#### Deist Sponsors 2009 NASCAR Truck Series Team

**Deist Industries** has announced its associate sponsorship of Herd Racing's #75 Ford F-150 truck, which plans to compete in the 2009 NASCAR Camping World Truck Series, currently known as the NASCAR Craftsman Truck Series. Deist executives, the president of Herd Racing and the team's driver made the announcement at a press conference in conjunction with the GIE+EXPO in October.

Headquartered in Hadley, Pa., Deist Industries manufactures the Switch-N-Go detachable truck body system for medium-duty trucks, the AmeriDeck hydraulic loading system for pick-up trucks, and Buck's Fabricating roll-off containers.

#### Universities Implement DTN Weather Information Technology

**DTN/Meteorlogix** announced that DePaul University in Chicago, Ill., and St. Joseph's University in Philadelphia, Pa., have implemented its MxVision WeatherSentry Online Turf Edition for Sports and Recreation. The universities will rely on DTN/Meteorlogix to provide critical real-time weather and lightning information to ensure the safety of athletes and spectators, and to help in managing athletic events.

#### Companion Receives New EPA Label

**Growth Products Ltd.**'s Companion liquid biological fungicide received a new EPA label for turfgrass and landscape use. The fungicide contains a strain of *Bacillus subtilis* that uses multiple modes of action to prevent and control a broad range of root and foliar diseases, including anthracnose, brown patch, dollar spot, summer patch, Fusarium patch, Pythium and Phytophthora.

#### Hamilton to Distribute Split-Fire

**Split-Fire Sales**, Norwich, Ont., has named Hamilton Equipment, Ephrata, Pa., as its exclusive distributor for Split-Fire wood splitters and wood chippers. Hamilton is a wholesale distributor of outdoor power products and farm machinery with over 70 years of experience.

#### SavATree Merges with Holbrook

**SavATree** announced a merger with **Holbrook Tree Service**, Yarmouthport, Mass., making SavATree the largest tree care provider on Cape Cod. Holbrook has been providing local residents with tree health care since 1971. **John Holbrook**, the former owner, and his staff will continue as part of SavATree's Cape Cod team.



Douglas Rider

#### Rider Joins Syngenta

**Syngenta Professional Products** announced that **Douglas Rider** has joined its Lawn & Garden team as a territory manager. He will serve southeastern Pennsylvania, Delaware and the eastern shore of Maryland. Previously, Rider was the golf course superintendent at Brandywine Country Club in Delaware. He holds a bachelor's degree in turfgrass science from Pennsylvania State University.

#### Univar Launches New Web Site

**Univar USA** has launched its new Web site at [www.UnivarPPS.com](http://www.UnivarPPS.com). It presents the full service offerings of the Univar Professional Products & Services division, including structural pest control, public health, turf and ornamental, hay production, animal production and dairy, and postharvest commodity storage.

#### Kenworth of Pennsylvania Adds New Full-Service Location

**Kenworth of Pennsylvania** has opened a full-service location in Clintonville, Pa., to expand customer support in western Pennsylvania. The 33,000-square-foot facility is on a nearly 10-acre site and offers 19 service bays, a 3,900-square-foot parts department and warehouse, a driver's lounge and showers.

#### Conwed Purchases Monahan's Erosion Control Filament Business

**Conwed Global Netting Solutions** has acquired the erosion control filament business from **Monahan Filaments**, Middlebury, Vt. The purchase includes Monahan's PROSTRAN brand filaments, used as a component in turf reinforcement mats. The transaction is Conwed's ninth acquisition in the past five years.

#### Briggs & Stratton Launches New Web Site

**Briggs & Stratton Commercial Power** launched a new Web site for OEMs and commercial engine owners. At [www.vanguardengines.com](http://www.vanguardengines.com), visitors can find engines, product support, illustrated parts lists, engine owner's manuals and enhanced dealer locator. The new "Power Vault" provides information about Vanguard engine specifications and detailed engineering documents. The "Vanguard Owner's Group" section allows visitors to submit or respond to questions on industry topics. The "Where We Work" section connects Vanguard engines to the applications and OEMs.

## Exmark Launches Web Site, Announces Biodiesel-Ready Models

**Exmark** has launched a new Web site at [www.nextlazer.com](http://www.nextlazer.com), showcasing its new Next Lazer Z mower. The site includes 360-degree views, video and photos, as well as an overview of new features and interviews with Exmark employees behind the development of the mower. Exmark unveiled the Next Lazer Z at GIE+EXPO.

All diesel-powered Lazer Z XS mid-mount, zero-turn riding mowers in Exmark's 2009 model year lineup will be biodiesel-ready. They are designed for B20 biodiesel, which contains 80 percent petroleum-based fuel and 20 percent biofuel.

## Husqvarna Divisions Integrate

The Husqvarna, Dixon, BlueBird and Yazoo/Kees brands will now be housed under one newly formed organization called *Husqvarna Professional Products, Inc.* It will be headed by **Dave Zerfoss** as president. The company will have separate dealer and distributor sales forces for individual brands, but with an integrated leadership approach. **Denis Bedard** will be national sales manager for Dixon and Yazoo/Kees, while **Jody Kerr** will be national rental sales manager for BlueBird and Husqvarna. Both will report to **Tony Marchese**, vice president of sales.



From left, Tony Troisi, new businessdevelopment, KPM; Patrick Gostola, field sales manager, Scag; Steve Redan, chairman, KPM; and Glenn Beyerl, president, KPM.

## Dawn Industries Enters Agreement with Goss Torch

**Dawn Industries** has entered into a joint venture agreement with **Goss Torch**. The companies will develop, manufacture and distribute a line of torch products for the irrigation distribution channel.

## Scag Announces Distributor of the Year

**Scag Power Equipment** announced that **KPM Exceptional LLC**, Kenil, N.J., is the Scag Distributor of the Year for 2008. The award is presented to the Scag distributor that achieves outstanding sales performance and provides consistently excellent support for Scag products, dealers and end users. It was presented during the KPM 2009 Dealer Update Meeting.

## Peterson Reaches Distribution Agreement with Caterpillar Dealer

**Peterson Pacific Corp.** announced that **Alban Tractor Co.** is now the Peterson distributor in the mid-Atlantic area. This territory includes Maryland,

southern Delaware, northeast Virginia and northeast West Virginia.

#### Nibco Unveils Green Microsite

**Nibco, Inc.** has added a “green” microsite to its Web site at [www.nibco.com](http://www.nibco.com) that will make it easier for end users to specify and install Nibco products in green construction projects. Visitors will have access to a central repository of resources and tools to keep them informed of green building practices and changing standards and codes.



John Andrews

#### Thomas Names New Dealer, Regional Business Manager

**Thomas Equipment, Inc.** named **McGowan Tractor & Equipment** as a dealer for its skid steers on Prince Edward Island. McGowan Tractor, based in Freetown, is a major supplier to the agricultural, construction, lawn care and other industries.

**John Andrews** has been appointed to the position of regional business manager for western Europe. Andrews, who has over two decades of heavy equipment industry experience, will be based in the United Kingdom. Previously, he was a consultant for European companies. He holds a bachelor’s degree in economics.

#### CGC Reaches Milestone

**Commercial Grounds Care, Inc.** reached 3 million man-hours without a lost-time injury. CGC supports a safety-first workplace environment with a Safety Management System, implementation of sound industry practices, Near Miss program, Safety Audit Program, dedicated equipment and more.

#### Christiansen Becomes President & CEO of Danfoss

**Danfoss** announced that President and CEO **Jorgen M. Clausen** has retired and his successor is **Niels B. Christiansen**. Clausen will be chairman of the company after the annual meeting in spring 2009. Christiansen joined the company in 2004 as its chief operating officer. He will head the company’s executive committee, which consists of Executive Vice Presidents **Kim Fausing** and **Frederik Lotz**.

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