The Brouwer Turf Maintenance Team . . . the one to beat.

Check our product line and you are sure to find the machine to suit your requirements.

Golf courses, school boards, landscapers, municipalities, highway departments, parks and recreation departments will all find a machine that fits the bill - and the budget!

Brouwer . . . the name and the products that you can have confidence in. Confidence in the quality, the innovative engineering, the rugged reliability, the lasting value. Confidence in a company that gives "second-to-none" after sales service. Get the best results from your turf maintenance equipment - put the Brouwer turf maintenance team to work - today.
Equipment continued

**Sod Harvesters**
Brouwer Turf Equipment Ltd
Teledyne Princeton

**Soil Moisture Sensing Equipment**
Howard S Crane Inc

**Soil Samplers**
JISCO
LESCO Inc
Outdoor Products & Supply Inc
Professional Turf Mfg

**Soil Shredders**
Lindig Mfg Corp
Royer Foundry & Machine Co

**Soil Test Meters**
Outdoor Products & Supply Inc
Terracare Products Co

**Sprayers**
Agrotec Inc
Ames Co
Arborchem Products Co
B & G Equipment Co
Bowie Industries Inc
Broyhill Co
Bush Hog
Carlson Engineering & Mfg Inc
Danville Industries
Deere & Co
Deutz-Allis Corp
DOB Distributors Inc
Encap Products Co
Falkenberg
Friend Mfg Corp
Great Northern Equipment Co
Jonathan Green & Sons Inc
Hahn Inc
Homelite Div
H D Hudson Mfg Co
Hydro Turf and Assoc
Jacobson Div
Kuker Industries
LESCO Inc
Maruyama US Inc
Master Mfg Co
Mid Dakota Corp
Outdoor Products & Supply Inc
Professional Tree & Turf Equipment
Professional Turf Mfg
Reinco Inc
Roto-Hoe Co
D B Smith & Co
Solo Inc
Southern Mill Creek Products Co
Spraying Devices Inc
Strong Enterprises Inc
Trebor Corp
Vicon Farm Machinery Inc
Warren's Turf Nursery Inc
Westheffer Co
Professional Tree & Turf Equipment
Spraying Devices Inc
Westheffer Co

**Spray Guns**
Agrotec Inc
Arborchem Products Co
Broyhill Co
Encap Products Co
Falkenberg
Friend Mfg Corp
Great Northern Equipment Co
Hypro Corp
Kuker Industries
LESCO Inc
Maruyama US Inc
Master Mfg Co
Professional Tree & Turf Equipment
Professional Turf Mfg
Southern Mill Creek Products Co
Spraying Devices Inc
Strong Enterprises Inc
Tuflex Mfg Co
Westheffer Co

**Spray Units**
Agrotec Inc
Arborchem Products Co
Broyhill Co
Encap Products Co
Falkenberg
Friend Mfg Corp
Great Northern Equipment Co
Hahn Inc
Kuker Industries
LESCO Inc
Master Mfg Co
Nature's Touch
Professional Tree & Turf Equipment
Professional Turf Mfg
Southern Mill Creek Products Co
Spraying Devices Inc
Strong Enterprises Inc
Tuflex Mfg Co
Westheffer Co

**Spray Units, Mixer Proportioners**
Arborchem Products Co
Great Northern Equipment Co
Nature's Touch
Professional Tree & Turf Equipment
Westheffer Co

**Spreaders**
Ames Co
Brinly-Hardy Co
Country Mfg Inc
Cushman
Deere & Co
Deutz-Allis Corp
DOB Distributors Inc
Gandy Co
Jonathan Green & Sons Inc
Hahn Inc
Herd Seeder Co

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Custom Made Spray Equipment
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Lawrence, Kansas 66044
IN KS 1-800-332-0003
USA 1-800-362-3110

Wheel Spray Corp

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Falkenberg
LESCO Inc

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**CEMISPRAY**
Patent Pending

- You know exactly where you have sprayed since you are cutting the lawn and treating it at the same time.
- Operates on 12 volt tractor electrical system.

Carlson Engineering & Manufacturing Inc.
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216-686-9623

Country Mfg Inc
Earl J Crane Inc & Assocs
Cushman

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52 LANDSCAPE MANAGEMENT/SEPTEMBER 1988
Excel Hustlers Lead the Field in Performance

You can't finish first in grounds maintenance if your equipment doesn't last the season. Hustler turf equipment is built to go the distance, and more.

Reliability is what puts Excel Hustler ahead of the pack. Features like dependable, industrial grade engines — built for continual use day in and day out — keep you productive and more profitable.

Hustler's simple design eliminates the need for pedals and gearshifts. With the one-hand hydraulic steering and dual-hydrostatic drive system, you'll cut more grass in less time and with less operator fatigue.

Put Hustler on your team and take the victory lap. See your local dealer, or call Excel toll free today for the dealer nearest you.

Excel Industries, Inc.
P.O. Box 7000
Hesston, KS 67062-2097

1-800-835-3260
(In Canada or Kansas 1-316-327-4911)

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### Equipment

**LESCO Inc**
Maruyama US Inc
Mid Dakota Corp
Professional Tree & Turf Equipment
Professional Turf Mfg
PSB Co
Salsco Inc
O M Scott & Sons Co
Southern Mill Creek Products Co
Thompson Seeder Co
Vicon Farm Machinery Inc
Warren’s Turf Nursery Inc
Wheel Spray Corp

**Straw Blowers**
Howard S Crane Inc
Finn Corp
Goossen Industries

**Stump Cutters**
Badger Chipper Co
Chipmore Mfg Co
Howard S Crane Inc
Heckendorn Mfg Co
Lindig Mfg Corp
Olathe Mfg Inc
Promark Products Inc
Rayco Mfg Co
Vermeer Mfg Co

**Sweepers**
Atwater Strong Inc
Billy Goat Industries
Bomford & Evershed Ltd
J I Case Outdoor Power Equipment Div
Country Mfg Inc
Deere & Co
Grasshopper Co
Gravely Intl Inc
Grazer Div
Jacobsen Div
Mathews Co
Melroe Co
Olathe Mfg Inc
Precision Products Inc
Steiner Turf Equipment Inc
Tennant Co
Waldon Inc
Wheel Horse Products Inc

**Tanks, Metal**
Agrotec Inc
Arborchem Products Co
B & G Equipment Co
Friend Mfg Corp
Great Northern Equipment Co
LESCO Inc
Professional Tree & Turf Equipment
Professional Turf Mfg
Southern Mill Creek Products Co
Westheffer Co

**Tanks, Polyethylene**
Agrotec Inc
Arborchem Products Co
B & G Equipment Co
Broyhill Co
Kuker Industries
LESCO Inc
Professional Tree & Turf Equipment
Professional Turf Mfg
Raven Industries Inc
Southern Mill Creek Products Co
Westheffer Co

**Tillers**
Ariens Co
Earl J Crane Inc & Assocs
Deere & Co
DOB Distributors Inc
Feldmann Engineering & Mfg Co
Ford New Holland Inc
Hoffco Inc
Homelite Div
Honda Power Equipment
Ingersoll Equipment Co
Kubota Tractor Corp
Kuhn Farm Machinery Inc
Roto-Hoe Co
Snapper Power Equipment
Toro Co

**Tillers, Tractor-Mounted**
Ariens Co
Bolens Corp
Burkeen Mfg Co
Bush Hog
Earl J Crane Inc & Assocs
Deere & Co
Deutz-Allis Corp
Ford New Holland Inc
Gravely Intl Inc
Howard Rotavator Co
Ingersoll Equipment Co
Kubota Tractor Corp
Simplicity Mfg Inc
Steiner Turf Equipment Inc
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**Tool Boxes**
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P.O. Box 705
Beatrice, Nebraska 68310
Quality
Guaranteed by constant computerized quality control checks. Each finished product is tested by us so it doesn’t have to be tested by you.

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Product Line
Check it out—we’re the best and broadest single source of power equipment.
- Brushcutters • Hedge trimmers
- Sprayers • Mist dusters
- Injectors • Granule spreaders
- Water pumps • Blowers

Sales Potential
Our accounts worldwide boast of Maruyama sales growth. Even in the tough Japanese market, we rank #1 in sprayers and #3 in brushcutters*. If you want to grow—go with the very best.

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Our steady growth and commitment to two-step distribution with servicing dealers makes Maruyama a company you can count on.

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Distributor or dealer inquiries should be directed to:
Maruyama U.S. Inc.
15436 NE 95th St., POB 2167
Redmond, WA 98073-2167
(206) 885-0811
FAX: (206) 885-0123

*MARUYAMA™ Quality agricultural equipment since 1895.

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Turn more production and return more profit to your landscaping business with a Bobcat 700 series skid-steer loader.

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Bobcat also offers value. A Bobcat is well-built, and backed by a dealer service and parts network second to none. No matter where you put your Bobcat to work, there's a Bobcat dealer nearby with genuine Bobcat parts and service by factory-trained mechanics. In fact, Bobcats are so well-built and maintained that they keep their value at trade-in time, which gives you a big return on your initial investment.

Turn into your nearest Bobcat dealer today, and take a turn for the best in performance and value.

Utility frame, three-point hitch, box scraper, york rake, trencher, Edwards mast, pallet fork, snowblade, tracks, vibratory roller and tree transplanter attachments are also available.

The Bobcat Commitment

**TOTAL CUSTOMER SATISFACTION**

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**Melroe Company**

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LANDSCAPE MANAGEMENT...appreciates your comments. Write or call us at 7500 Old Oak Blvd. Cleveland, OH 44130. Our phone number is (216) 243-8100.
For A Tough, Stay-On-The-Job Trencher That Outdigs All The Others...
There are more people digging more trench in more places with Ditch Witch equipment than with any other brand of trencher manufactured in the world. Here are just a few good reasons why.

**Ditch Witch Direct Drive**
This rugged system allows you to dig wide or deep in even the most demanding conditions. A Ditch Witch direct drive system makes efficient use of available horsepower, getting more power to the digging chain where it's needed. You'll dig more trench per hour than trenchers with more engine horsepower using hydraulic digging chain drive. And this means more feet of trench per gallon of fuel—you can count on it!

Downtime due to overheating is virtually eliminated, too. This proven direct drive system works harder than hydraulic drive systems, and it's less expensive to repair.

**Rigid, One-Piece Frame Design**
The Ditch Witch rigid frame transfers machine weight to the digging boom for more effective trenching. A rigid-frame Ditch Witch trencher digs a straight trench and backfilling is easier, too. Ditch Witch trenchers have used the rigid-frame concept for more than 30 years.

because it's stronger and more stable than an articulated frame. It makes you wonder why other trencher manufacturers have waited so long to start incorporating this basic design concept into their equipment.

**Ease of Operation: A comfortable operator is a more productive operator.**
The operator station on a Ditch Witch trencher is never just an afterthought; it is, in fact, a key design element of
every trencher we build. The operator is comfortable on a Ditch Witch trencher, with an unobstructed view of the trenching operation. Controls are clearly identified, easy to understand, and easy to use.

Productivity Through Versatility.

Ditch Witch offers you a complete range of trenchers—from 9-HP through 100-HP—to meet about every need. The Ditch Witch Modularmatic® concept allows one machine to do the work of several; an example is the Combo unit for trenching and plowing. You can take advantage of specialized trenching booms and teeth for digging in frost and rocky soils. The Earth Saw module will cut trench in concrete and asphalt. There also are backhoe attachments, boring units, and other accessories that increase your jobsite productivity.

Ditch Witch Dealer Know-How

Your Ditch Witch dealer has the underground construction experience you can profit from. He can be the most important reason you should buy a Ditch Witch trencher.

After all, trenchers aren't a newly-acquired sideline for your Ditch Witch Dealer to sell; he is an underground construction expert with first-hand knowledge of trenching conditions in your area. He stocks a complete inventory of parts. And he offers a staff of trained service experts who are committed to your success. It's easy to see why the real value of owning a Ditch Witch trencher begins after the sale.

When you demand Ditch Witch, you get a trencher that's rugged enough to work all day long in tough conditions. Your Ditch Witch trencher is backed by committed dealers who know and understand the needs of your business. No one but Ditch Witch offers these advantages.

To see for yourself why Ditch Witch is the tough stay-on-the-job trencher that outdigs all the others, turn the page and call the dealer nearest you. Or, to find out which dealer services your area call The Charles Machine Works, Inc. toll free at (800) 654-6481.
The Ditch Witch dealers in your region sponsoring this message are listed below.

Pilgrim Ditch Witch
109 Town Brook Road
West Yarmouth, Mass. 02673
(617) 771-4111

Ditch Witch of Greensboro, Inc.
515 Chimney Rock Rd. at I-40
Greensboro, North Carolina 27419
(919) 294-5160

Ditch Witch of Lake Erie
5034 Buffalo Road
Erie, Pennsylvania 16510
(814) 899-0629

Ditch Witch of New Jersey
397 Highway 33
Manalapan Township
Englishtown, New Jersey 07726
(201) 446-9600

Ditch Witch of Greensboro, Inc.
515 Chimney Rock Rd. at I-40
Greensboro, North Carolina 27419
(919) 294-5160

Ditch Witch of North Carolina, Inc.
P.O. Box 26957
Raleigh, North Carolina 27611
(919) 772-1214

Ditch Witch of Central New York
5947 East Molloy Road
Syracuse, New York 13211
(315) 455-7379

Keystone Ditch Witch
Route 66
Delmont, Pennsylvania 15626
(412) 468-6709

Ditch Witch of Pennsylvania
Rt.100 & Little Conestoga Rd.
Eagle, Pennsylvania 19480
(215) 458-8282

Ditch Witch Mid-South
3681 Old Getwell Road
Memphis, Tennessee 38118
(901) 365-7400

Ditch Witch of Virginia
Rt. 4 Box 266
Washington Highway
Glen Allen, Virginia 23060
(804) 798-2590

Branch
Chesapeake, Virginia
(804) 424-5960

Ditch Witch of Roanoke, Inc.
251 Wildwood Rd.
Salem, Virginia 24153
(703) 387-0429

Ditch Witch of Charlotte, Inc.
3908 N. Graham Street
Charlotte, North Carolina 28206
(704) 596-5700

For the name and location of the Ditch Witch dealer servicing your area, call (800) 654-6481.
Equipment Companies

continued

Arborchem Products Co
PO Box 1567
Fort Washington PA 19034
215-659-7922

Arbortech/A Scott Fetzer Co
3203 W Lincoln Way
Wooster OH 44691
216-264-4286
800-265-5715

Ariens Co
655 W Ryan St
Brillion WI 54110
414-756-2141

Atlantic Construction Fabrics Inc
10201 Jefferson Davis Hwy
Richmond VA 23237
804-271-0633
800-448-3636

Atwater Strong Inc
6284 Waterloo
Box 68
Atwater OH 44201
216-947-2344

Badger Chipper Co
6 Johnson Ct
Bay City MI 48706
517-894-4579

B & B Equipment Co
Rte 611
PO Box 130
Plumsteadville PA 18949
215-766-8811

Barebo Inc/Otterbine
R D 2
PO Box 217
Emmaus PA 18049
215-965-6018

BASF Corp Fibers Div
Geomatrix Systems
Enka NC 28728
704-687-7713

Berkeley Pumps
725 Ann St
Delavan WI 53115
414-726-8224

Big John Tree Transplanter Mfg Inc
Hwy 110 East
PO Box 608
Heber Springs AR 72543
501-362-6181

Big Toys
2601 S Hood St
Tacoma WA 98409
206-572-7611

Billy Goat Industries
1803 S Jefferson
PO Box 308
Lee’s Summit MO 64063
816-524-9666

Bloch & Co
PO Box 18058
Cleveland OH 44118
216-371-0979

BlueBird Intl Inc
2778 S Tejon
Englewood CO 80110
303-761-4456

Bolens Corp
215 S Park St
Port Washington WI 53074
414-284-5521

Bomford & Evershed Ltd
Salford Priors
nr Evesham
Worcs England WR11 5SW
(0789) 773383

Bowie Industries Inc
1004 E Wise St
PO Box 93
Bowie TX 76230
817-872-1106
800-303-0934

Briggs & Stratton Corp
12301 W Wirth St
Wauwatosa WI 53222
414-259-5333

Brillion Iron Works Inc
200 Park Ave
Brillion WI 54110
414-756-2121

Brinly-Hardy Co
340 E Main St
Louisville KY 40202
502-585-3351

Broun Turf Equipment Ltd
Woodbine Ave
Keswick ON Canada L4P 3E9
416-475-4311

Brophy Co
N Market Sq
Dakota City NE 68731
402-987-3412

Buckner Irrigation
4381 N Brawley Ave
Fresno CA 93711
209-275-0500

Bunton Co
PO Box 33247
Louisville KY 40232
502-966-0550

Burken Mfg Co
11200 High Point Cove
Olive Branch MS 38654
800-647-9824

Bush Hog
Div Allied Products Corp
2501 Griffin Ave
Selma AL 36570
205-872-6261

Cambridge Soil Services of America Inc
106 Robert Gene
Glencoe AL 35905
205-492-7847

Carlson Engineering & Mfg Inc
68 Minwood Ave
Tallmadge OH 44278
216-633-5156

J I Case Outdoor Power Equipment Div
700 State St
Racine WI 53404
414-636-6011

A B Chance Co
210 North Allen
Centralia MO 65240
314-882-8450

CHI Industries Inc
PO Box 1148
Benton Harbor MI 49022
616-849-3400

Chipmore Mfg Co
6 Johnson Court
Bay City MI 48706
517-894-4578

Classen Mfg
1403 Roach
Norfolk NE 68701
402-371-2294

Club Car Inc
4152 Washington Rd
Augusta GA 30907-0658
404-863-3000

Columbia Parcar Corp
One Golf Car Rd
Deerfield WI 53532
609-754-5474

Continental Bridge
Rte 5 Box 178
Alexandria MN 56308
612-852-7500
800-328-2047
800-572-7002(MN)

Conwed Fibers
1985 Tate Blvd SE Ste 350
Hickory NC 28601
704-327-6670

Country Mfg Inc
333 Salem Ave Ext
PO Box 104
Fredericktown OH 43019
614-694-9926

Earl J Crane Inc & Assoc
3975 County Rd 19
Tiffin OH 44883
419-447-8313

Howard S Crane Inc
Box 88
Oneida NY 13421
315-363-3390

Curb King
3038 I 70 Business Loop E
Grand Juction CO 81504
303-434-5337

* Advertiser. See Advertiser’s Index

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<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Numbers</th>
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<tbody>
<tr>
<td>Cushman</td>
<td>900 N 21 St Lincoln NE 68501 402-475-9581</td>
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<tr>
<td>Daihatsu America Inc</td>
<td>Dept C 4422 Corporate Center Dr Los Alamitos CA 90720 714-781-7000</td>
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<tr>
<td>Dandl Mfg Co</td>
<td>PO Box 687 Chico CA 95927 916-891-5163</td>
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<tr>
<td>Danville Industries</td>
<td>Hwy 160 Danville KS 67036 316-962-5292</td>
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<td>Dedoes Industries Inc</td>
<td>91 Roberts Rd Osinneke MI 49766 517-471-5413</td>
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<tr>
<td>Deere &amp; Co</td>
<td>John Deere Rd Moline IL 61265 309-765-8000</td>
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<tr>
<td>Deutz-Allis Corp</td>
<td>PO Box 933 Milwaukee WI 53201 414-475-3413</td>
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<tr>
<td>DewEze Mfg Inc</td>
<td>Rt 2 Box 78 Harper KS 67058 316-896-7381</td>
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<tr>
<td>Dewitt Co</td>
<td>Hwy 61 S RR 3 Box 338 Sikeston MO 63801 800-325-0950 314-472-0048</td>
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<tr>
<td>Didier Log Splitters</td>
<td>7777 N 73rd St Milwaukee WI 53223 414-354-2310</td>
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<tr>
<td>Ditch Witch</td>
<td>1959 W Fir Ave PO Box 66 Perry OK 73077-0066 405-336-4402 800-654-6481</td>
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<tr>
<td>Dixon Industries Inc</td>
<td>a Coleman Co PO Box 1569 Coffeyville KS 67337 316-251-2000</td>
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<td>DOB Distributors Inc</td>
<td>12805 Eckmoor Rd Silver Spring MD 20904 301-622-9397 800-255-0901</td>
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<td>E I DuPont de Nemours &amp; Co</td>
<td>1007 Market St Wilmington DE 19898 302-992-6161</td>
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<tr>
<td>Dyna/Energx Corp</td>
<td>245 E Sixth St St Paul MN 55101-1988 612-293-0740</td>
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<tr>
<td>Eberhart Steel Products/Plastic Div</td>
<td>417 E Jefferson Mishawaka IN 46545-6594 219-259-2461</td>
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<tr>
<td>Encap Products Co</td>
<td>PO Box 278 Mount Prospect IL 60056 312-993-6464</td>
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<td>Encon Safety Products</td>
<td>13333 Northwest Fwy Houston TX 77040 713-462-4723</td>
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<td>Engineering Products Co</td>
<td>3000 S 160 St New Berlin WI 53151 414-785-0786</td>
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<td>Excel Industries Inc</td>
<td>200 S Ridge Rd Hesston KS 67062 316-327-4911</td>
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<td>Exmark Mfg Co</td>
<td>2101 Ashland Ave Beatrice NE 68310 402-223-4010</td>
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<td>Exxon Chemical Americas</td>
<td>Hwy 78 W Summerville SC 29483 803-875-8157</td>
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<td>E-Z-GO Textron</td>
<td>PO Box 368 Augusta GA 30913 404-798-4311</td>
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<td>Falkenberg Inc</td>
<td>9420 SE Lawnfilder Clackamas OR 97015 503-659-8655</td>
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<td>Fanno Saw Works</td>
<td>PO Box 628 Chico CA 95927 916-895-1762</td>
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<td>Feldmann Engineering &amp; Mfg Co</td>
<td>520 Forest Ave Sheboygan Falls WI 53085 414-467-6167</td>
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<tr>
<td>Finn Corp</td>
<td>9281 LeSaint Dr Fairfield OH 45014 513-874-2818</td>
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<tr>
<td>Ford New Holland Inc</td>
<td>500 Diller Ave New Holland PA 17557 717-354-1261</td>
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<tr>
<td>Foresight Products Inc</td>
<td>10780 Irma Dr #22 Northglenn CO 80233 303-457-0222 800-325-5360</td>
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<td>Franklin Electric</td>
<td>400 Spring St Bluffton IN 46714 219-824-2900</td>
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<td>Friend Mfg Corp</td>
<td>Prospect St Gasport NY 14067 716-772-2622</td>
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<tr>
<td>Fuerst Brothers Inc</td>
<td>Rt 47 S PO Box 427 Gibson City IL 60936 217-784-4266 800-435-9630</td>
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<tr>
<td>FXG Corp</td>
<td>3 Sullivan St Woburn MA 01801 617-933-8428</td>
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<tr>
<td>Gandy Co</td>
<td>528 Gandrud Rd Owatonna MN 55060 507-451-5430</td>
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<tr>
<td>Gardenamerica</td>
<td>27940 Beale Ct Valencia CA 91355 800-634-TURF</td>
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<tr>
<td>Giant-Vac Mfg Inc</td>
<td>11 Machine Shop Rd South Windham CT 06266 203-423-7741</td>
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<tr>
<td>Glenmac Inc</td>
<td>1805 Second Ave SW PO Box 2135 Jamestown ND 58402 701-252-9300</td>
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<tr>
<td>Goossen Industries</td>
<td>925 W Court St Beatrice NE 68310 402-228-4226 800-228-6542</td>
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<tr>
<td>Grasshopper Co</td>
<td>PO Box 637 Moundridge KS 67107 316-345-8621</td>
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<tr>
<td>Gravely Intl Inc</td>
<td>One Gravely Lane Clemmons NC 27012-5000 919-766-4721</td>
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<tr>
<td>Grazer Div Wilsey-D Inc</td>
<td>130 Main St PO Box 460 Maple Hill KS 66507 913-663-2228</td>
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<tr>
<td>Great Northern Equipment Co</td>
<td>3550 Great Northern Ave Springfield IL 62707 217-787-9870</td>
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