Scotts teams with lawn service

MARYSVILLE, Ohio — The Scotts Co. has entered into an agreement with E.G. Systems, Inc., a lawn service company operating as Emerald Green Lawn Care.

The agreement allows Emerald Green and its franchisees, who will apply only Scotts products to their customers' properties, to use the Scotts name and logo in their marketing efforts. At the same time, Scotts purchased a 25 percent equity interest in E.G. Systems.

Currently, Emerald Green has

four company-owned locations and six franchises in five states. The company plans to add 10 franchises in 1995, and up to 100 more within the next five years.

"We consider this venture to be a positive step for Scotts," said Scotts President and Chief Operating Officer Theodore J. Host. "It helps fulfill our longterm goal of making a 'Scotts lawn' universally available to homeowners and commercial customers, whether they do it themselves or use a lawn service

Melex promotes regional sales reps

RALEIGH, N.C. - Golfcar manufacturer Melex USA, based here, has announced the promotions of three regional sales managers.

Ron C. Carter, formally regional sales manager for Texas and Oklahoma, has been promoted to regional sales manager for the Southwestern United States.

Geary G. Colson, who was a branch manager of Exide/ Associated Golf Cars in Calvert City and Kentucky, was promoted to regional sales manager for the Midwestern United States region. Colson brings more than 10 years in the golf car industry

Mark B. Federal, who had been a golf professional and fleet sales representative for the western Carolinas, has been promoted to sales manager for the Mid-Atlantic region.

Ransomes reports strong sales and profits for 1994

IPSWICH, England - Ransomes plc, parent company of Ransomes America Corp., has released sales and profit figures for 1994. Operating profit reached \$23,2 million in nine months to Sept. 30, compared to \$3,8 million for 12 months in 1993, which was after deducting exceptional costs in 1993 of \$58 million, according to Peter Wilson, group chief executive at Ransomes plc.

"The market's acceptance of both our new and established products and the subsequent upswing in sales has reinforced our position as a major force in the turf equipment industry," said Wilson. "Another factor in our success in 1994 has been the management team. Their focus and commitment has provided Ransomes with a clear vision and direction for sustained, longterm growth.'

Ransomes America Corp. played a major role in the turnaround of the company, said Wilson, who cited several factors that contributed to the success in 1994. They included the introduction of the Ransomes E-Plex, the world's first totally electric greens; strong sales of the Ransomes 300 fairway mower; the Cushman Turf-Truckster's sustained leadership role in the utility vehicle market; introduction of the Cushman Jr. Turf-Truckster; continued high demand for Ryan aeration equipment; and streamlined manufacturing processes at facilities in Lincoln, Neb.; Johnson Creek, Wis.; and Edgewater, Fla.

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Club Car reports sales, revenues

Club Car, Inc. (CLBC) reported record first-quarter net sales of \$38.4 million for the three months ended Dec. 25, 1994, up 17.6 percent over prior year net revenues of \$32.7 million for the same period. Operating income for the first quarter of fiscal 1995 was \$2.3 million, up \$.4 million, or 21.2 percent, over operating income of \$1.9 million for the first fiscal quarter of 1994.

Net interest expense declined approximately \$1.4 million in the first fiscal quarter of 1995, compared to the first quarter of the prior year primarily as a result of the early retirement of \$83.9 million of 14.5 percent long-term debt utilizing proceeds from the October 1993 initial public offering of common stock and a new credit agreement.

Net income for the three months ended Dec. 25, 1994, was \$1.1 million, \$.12 per share, compared to a net loss of \$5.0 million (\$.62 per share) for the same quarter of the prior year.

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