

Golf Course News Statement of Ownership

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H. Copies not distributed	610		585
I. Total (sum G+H)	27,189		27,119
J. Percent paid and/or requested circulation	68%		68%

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ACQUISITIONS

Husqvarna

Continued from page 39

current and existing dealer and distribution network until June 30, 2000. During the transition phase, Husqvarna will be evaluating the efficiency of this business channel.

The Yazoo/Kees acquisition is just the beginning for Husqvarna according to Zerfoss. "We intend to be a major player in the commercial lawn and garden industry within the next two years, it is our intention to increase our commercial offerings to our retailers through both internal growth and acquisitions," said Zerfoss.

Yazoo/Kees, however, was looking to unload its turf care business because of diminishing returns. The company will use the proceeds from the sale to reduce outstanding debt and provide additional growth capital for its utility vehicle and compact construction equipment business.

"Strategically we have decided that the competitive growth and value are more favorable in the utility vehicle and compact construction equipment industry," said Tom Lutes, ceo of Yazoo/Kees. "Over the long-term it would have taken a significant amount of investment to remain competitive in the turf care industry where there are many successful large and small players.

We have the marketing, distribution and product development skills necessary to make a significant impact in the utility vehicle and compact construction industry," said Lutes.

Yazoo/Kees will continue to manufacture Haul Master utility vehicles and Dig-It construction equipment at its Jackson plant and the Chetech utility vehicles at its Chetek, Wis. facility.