

## Ferris snapped up by Simplicity

PORT WASHINGTON, Wis. — Simplicity Manufacturing, Inc. has agreed to purchase Ferris Industries, Inc., a New York-based manufacturer of professional turf-care machinery. Terms of the agreement were not disclosed.

"The addition of the Ferris product line positions the company to serve the fast-growing market for larger, commercial grass-mowing machinery," said Warner C. Frazier, chairman and chief executive officer of Simplicity.

According to David A. Ferris, chairman of Ferris Industries, recent developments, including introduction of the first independent suspension system for heavy-duty riding mowers, have fueled demand for Ferris products and necessitated increases in production capacity.

"These opportunities led to our decision to partner with a firm such as Simplicity that could provide the capital and management necessary to accelerate the product development and manufacturing modernization programs planned for the near future," said Ferris.

"This alliance with Ferris, a pioneer in the commercial market, provides us with immediate access to one of the best, most respected, and complete lines in the industry," said Jim Wier, president of Simplicity.

Simplicity will continue marketing the professional mowers under the Ferris name and through independent distribution.

Ferris employs approximately 120 people in its Munnsville, N.Y., facility and has annual revenues of nearly \$25 million. The Ferris line now includes a wide variety of walk behind and riding mowers with cutting decks ranging from 36-inches to 72-inches in width.

Simplicity, which has 500 employees, manufactures riding lawn mowers, lawn and garden tractors, chipper shredders, chipper vacuums, tillers and snowthrowers.

## Textron, TRIMS sign marketing pact

RACINE, Wis. — Textron Turf Care and Specialty Products (TTCSP) has signed a five-year marketing agreement with TRIMS Software International, Inc., the developer of TRIMS Grounds Management Software. Under the terms of this agree-

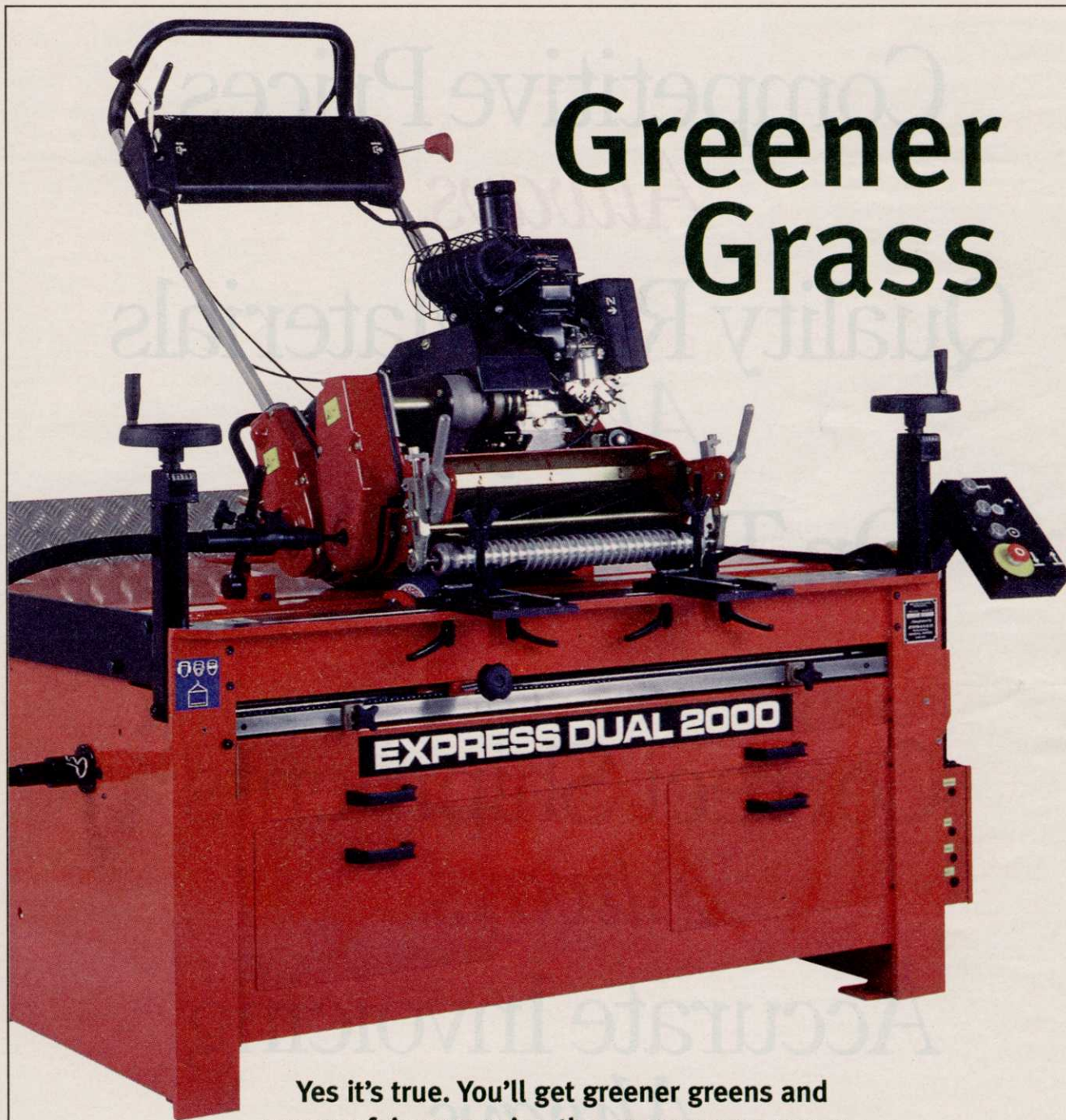
ment, TTCSP will sell and distribute a custom version of TRIMS software called Track-it.

Track-it contains the latest TTCSP preventative maintenance schedules, preventative maintenance checklists and illustrated equipment specifications. The software is designed to help golf course and grounds superintendents manage equipment, make repair or replace-

ment decisions, inventory spare parts, budget for future purchases and staffing, calculate chemical applications, maintain employee records, plan daily activities and control operational expenses.

Track-it contains a complete library of TTCSP turf and grounds equipment. Customized maintenance schedules and product specifications for the

Cushman, Jacobsen, Ransomes and Ryan lines are pre-installed to simplify record keeping. The program also contains a bar-coding feature for equipment tracking. The program will allow users to assign bar codes to equipment. Users are able to scan a piece of equipment, key in odometer or hour-meter readings, and upload the information into the records.



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