

Club Car picks up Dash Golf Cars

WOODCLIFF LAKE, N.J. — Club Car, Inc., a division of Ingersoll-Rand Co., has acquired Dash Golf Cars, Inc., based in Indio, Calif. Dash Golf Cars sells new, used and reconditioned golf cars and utility vehicles, and offers a line of customized vehicles designed for the personal golf car market. Terms of the transaction were not disclosed.

Dash Golf Cars is the largest North American retail dealer for Club Car. The company has three retail outlets in Cali-

fornia, two in Palm Desert and one in Rancho Mirage. It conducts manufacturing and assembly operations in Indio.

"Dash Golf Cars provides us entry into the personal golf car market with a line of deluxe vehicles, selected models of which will be available to our Club Car dealer network," said Herbert L. Henkel, president and chief executive officer. "In addition, we gain retail presence in a strong regional market, which will enable us to develop and test innovative downstream product and service concepts."

Lesco reports record first quarter sales

CLEVELAND — Lesco, Inc. reported record sales for the first quarter ended March 31.

Net sales for the first quarter of 2000 increased 19 percent to a record \$98.9 million, compared with net sales of \$83.1 million for the same period last year, reflecting growth in all major product categories. Lesco also reported a loss for the first quarter of \$1.2 million, or \$0.14 per diluted share, compared with a loss of \$ 1.8 million, or \$0.21 per di-

luted share, in the same period a year ago, a 33 percent improvement. Due to the seasonality of its business, the company typically reports a loss in the first three months of its fiscal year.

"We are also encouraged by the significant progress at Commercial Turf Products, and are optimistic that Lesco's 2000 results will continue to show improvement throughout the year," said William A. Foley, LESCO chairman, president and chief executive officer.

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GPS systems on the way for superintendents

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August 1998 and launched John Deere Golf Technologies. Toro Co. made an equity investment in San Juan Capistrano, Calif.-based ProShot Golf in January 1999. Earlier this year, Textron Turf Care and Specialty Products announced that it is working with Sarasota, Fla.-based ParView Inc. to develop a maintenance-based GPS system.

The basic GPS system will track maintenance equipment on the golf course, allow superintendents to ensure that workers are performing assigned tasks and, when integrated with the golf car system, send workers to areas of the course that are not receiving much play.

"What we want to do is wrap our SkyLinks technology around the superintendent's duties," said Tom Meyers, marketing manager for John Deere Golf Technologies. "That will involve everything from preventative maintenance tracking to site specific management, precision spraying and mowing, accurate compliance with Environmental Protection Agency record keeping, detailed material analysis and application and inventory and cost control."



John Deere's Skylinks GPS system.

John Deere's DeereTrax system collects the GPS-generated data and assembles it in a useful management form. "The system is now being used in our construction equipment division and we are now looking at using it in golf," said Meyers.

The SkyLinks system for golf cars was launched earlier this year and is now in use on five golf courses.

Textron is working with ParView to integrate its Track-It maintenance and management software program with GPS and GIS to develop a total system management program.

"The solution is to give the superintendent a total course management system that allows the superintendent to monitor his product and equipment, but also to monitor the course itself in terms of spraying, course conditions and machinery breakdowns," said Peter Whurr, vice president of product management for Textron Turf Care and Specialty Products. "If the superintendent knows all of this straight off, he can take proactive action."

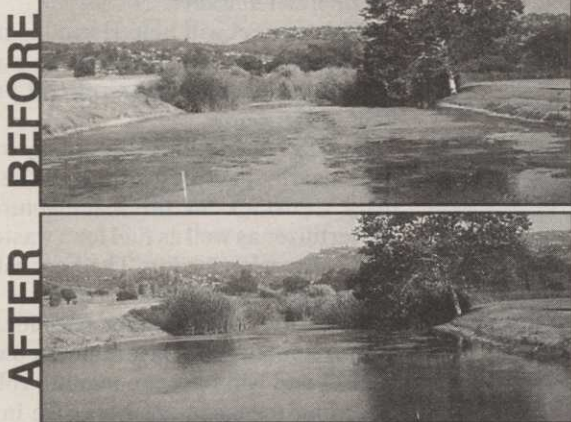
According to Whurr, the system could also build a history of maintenance practices at a specific course. "When a new superintendent comes in, he could pull up a history of the course that shows him

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Profile snaps up Conwed Fibers

Buffalo Grove, Ill. — Profile Products LLC has purchased wood-based hydraulic mulch products manufacturer Conwed Fibers.

Based in Conover, N.C., Conwed Fibers has 35 years of experience producing high-quality products for the golf course, DOT highway, landfill, commercial and residential markets.

The acquisition includes Conwed manufacturing facilities and all products and brand names, such as Futerra erosion control blankets, Hydro Mulch products, home lawn products, tackifiers and nettings.

"The addition of Conwed complements our existing line of proprietary products," said Mark Lewry, president of Profile Products.

This addition builds on the company's August 1999 acquisition of the Terra-Mulch company, maker of cellulose mulches and amendments.



ACQUISITIONS