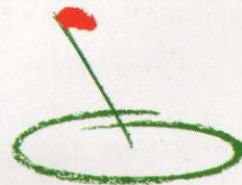


The
Groundwork
for Excellence

A SUPPLEMENT TO GOLFDOM MAGAZINE

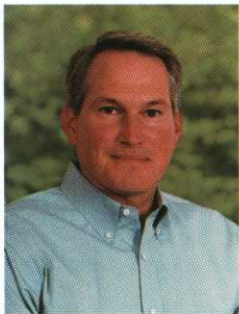


Andersons
GOLF PRODUCTS



You Can Count On Us

Our commitment is to provide the finest quality fertilizers and control products to superintendents and other turf professionals,” says Tom Handel, vice president and general manager for The Andersons’ Professional Turf Products Division. “We view our products as important tools for superintendents to accomplish their objectives — to create beautiful courses for golfers to enjoy.”



Tom Handel, vice president and general manager

The Andersons began to supply fertilizers to the turf industry in the early 1970s. The company has grown to one of the largest manufacturers and marketers of high-quality turf products in North America.

“Our company’s mission, culture and size provide the right blend of resources to deliver superior value to our customers,” Handel notes as a reason for The Andersons’ turf business success over the last 25 years.

That growth was accelerated in 2000 when the company purchased The Scotts’ U.S. professional turf business. The acquisition of Scotts, leaders in the professional market for more than two decades, created the ideal platform for The Andersons to continue investing in an industry it sees as a long-term opportunity.

“Combining the top two fertilizer and control product lines in the industry has created the most comprehensive offering available,” Handel says. “We offer superintendents unmatched flexibility to meet the needs and challenges of their particular situations with products and technologies they know and trust.”

Allen Figley, the professional division’s director of sales, agrees. “Uniting The Andersons’ and

Scotts’ products and people along with The Andersons’ can-do, service-minded culture is a winning combination for our customers,” he says.

The Andersons’ go-to-market strategy includes servicing the industry with a large field organization supporting the efforts of a top-notch distributor network. “We have the strongest, most technically oriented field organization in the business,” Handel says.

Figley says the best way to deliver the Andersons Golf Products’ experience is through a nationwide network of turf distributors who know and serve the local markets. “We offer customers the best of both worlds — they get the service and knowledge of the local distributor along with a strong team of Andersons’ representatives who are readily accessible coast-to-coast,” he says.

The Andersons want superintendents to know that supplying value-added solutions to their needs is top-of-mind. “We’re not satisfied with the status quo, and we continually seek new and innovative ways to meet our customers’ needs,” Handel says. “We’re committed to research and development as a means to market products and services which provide improved performance and convenience.”

It’s been about one year since The Andersons completed the Scotts acquisition and six months since the company launched the Andersons Golf Products brand. “We’ve accomplished a lot in the last year and expect the next 12 months to be just as eventful,” Handel says. “Our plans include the introduction of several significant product improvements, continued enhancement to our service levels, and an unwavering dedication to product research and development.” ■

COVER PHOTO AND PHOTO ABOVE: MIKE KLEMMER



Allen Figley, director of sales



A History of Trust, Honesty & Integrity

The Andersons, established in 1947, maintains a rich history. Perhaps the most important component of that history is the never-say-die attitude of company founder Harold Anderson.

In the mid-1930s, Anderson left his job with Nabisco in Toledo, Ohio, to pursue a dream — starting his own company. Anderson, an expert in the grain business, believed he could serve farmers better by improving the system of moving grain from farm to market. He formed the Anderson Elevator Co. in 1937 with his wife Margaret and father David. But the business failed and the dream was shattered.

But Anderson, who possessed great confidence in his ability to succeed, didn't let the failed endeavor end his dream. He tried again in 1947 when he and his sons broke ground for The Anderson Truck Terminal. This time, he succeeded.

From this original grain business, The Andersons, as it's known today, has experienced tremendous growth. A corncob processing business was added in the '50s; a wholesale fertilizer division in the '60s as well as the "General Store" retail segment; and a turf fertilizer business in the '70s.

In the '80s and '90s, the company invested more resources in two areas — the rail and turf groups — which have both grown to be major business units. The rail group sells, leases and repairs railroad rolling stock, controlling a fleet of more than 4,800 units. The turf group is a leading manufacturer and marketer of turf fertilizers and control products to the professional and consumer markets. With the development of the TeeTime® products, the acquisition of The Scotts' U.S. Pro Turf busi-

ness and the launching of Andersons Golf Products, this unit has developed into a strategically critical part of The Andersons' overall business.

While these events have contributed to making the company what it is today, commitment to higher values has been the major backbone for the The Andersons' success. The company's mission statement reads: "We firmly believe that our company is a powerful vehicle through which we channel our time, talent and energy in pursuit of the fundamental goal of serving God by serving others. Through our collective action, we greatly magnify the impact of our individual efforts to provide extraordinary service to our customers, help each other develop, contribute to the improvement of the community and grow our company profitably."

Today, The Andersons' organization is comprised of dedicated and talented people built on a solid foundation of family values and service. With more

than 3,000 employees, annual sales of nearly \$1 billion and diverse business units, the company is committed to serving the professional turf market with a strong work ethic and a reputation of honesty and integrity.

This philosophy is practiced as well as preached. It's the common thread that has guided the organization in the past and will continue in the future. This dedication to higher values encourages stronger commitment from employees, stockholders, the community, and most importantly, customers. ■



1947



1951



1960



1972



They've Come Into Contec

SUPERINTENDENTS LIKE FERTILIZER PERFORMANCE AND EASE OF USE

Don't tell superintendents Ron Ross and Bob Miller that all fertilizers are the same. The veteran superintendents have tried numerous brands of fertilizers in their careers, and they know what works.

"A lot of people will tell you that fertilizer is just fertilizer," says Miller, superintendent of En-Joie Golf Club in Endicott, N.Y. "But it's not."

Ross, superintendent of Quarry Oaks Golf Course in Ashland, Neb., says he can save money by buying cheap fertilizer, but he wouldn't apply it with much confidence. That's why Ross doesn't second guess himself for paying more for better and more dependable fertilizer, such as the Andersons Golf Products' fertilizer. "Why not buy something I'm totally satisfied and have had great results with?" he asks rhetorically.

Ross says the Andersons' products provide the backbone of his fertilization program. "I feel comfortable and confident using their products,"

Ross says. "They're reliable and easy to use."



Ross uses Contec® controlled-release fertilizer on his greens, specifically the 18-9-18/63 percent methylene urea product. Ross prefers the product's small particle size because it's resistant to mower pickup. He also likes that it dissolves quickly into the turf's canopy. "We've had no problem with injury and streaking," Ross says of Contec, which he uses on his greens about four times a year.

Contec can provide slow-release nitrogen feeding, in some cases, for up to 16 weeks without surge growth. Contec is clean, has low dust and does not burn.

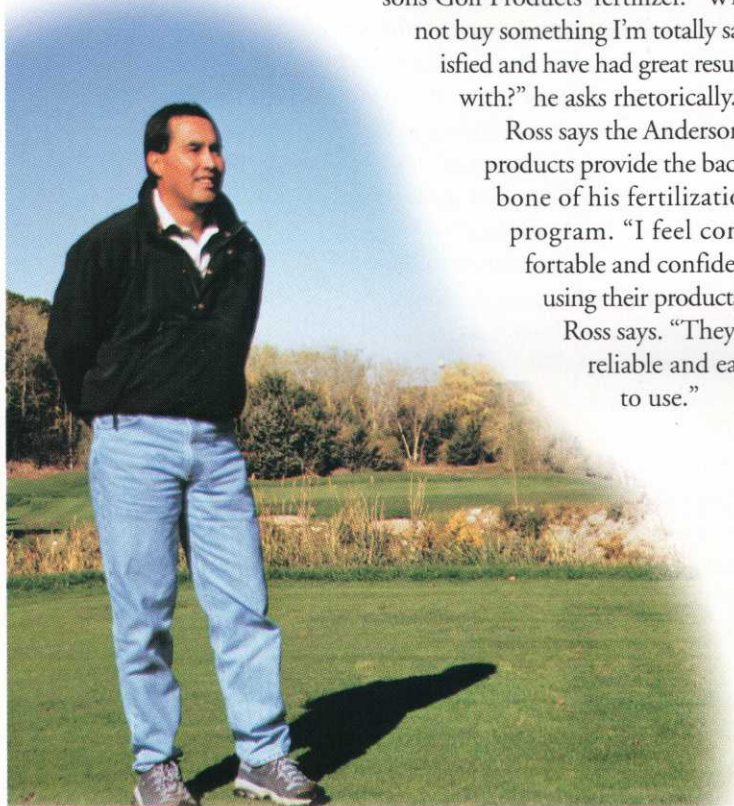
Ross says the product is so user-friendly that he would let a new worker apply it. He says application directions on the Contec package are clear and easy to understand.

In 1998, when En-Joie completed a two-year renovation, Miller decided to use Contec on the course's restored and larger bentgrass greens. "It provides a longer residual, which is always good," says Miller, a superintendent for more than 20 years.

Miller recalls switching from Andersons' products to a cheaper fertilizer several years ago. It burned areas on tees and greens, so he switched back. He also learned a lesson.

"If you're satisfied with a product, you shouldn't change to another product," Miller says. "In our business, people are willing to pay for peace of mind — to know that a product will react the same time and again." ■

Superintendent Ron Ross prefers Contec's small particle size because it's resistant to mower pickup.



QUALITY EQUALS performance

BY TIM BIRTHISEL

The effective application of pesticides and plant nutrients are very important to us. These products are essential for high-quality turf maintenance. Our company and its products do the job of turf protection in a professional manner, a fact that is reflected in our products' design. For example:

- ▶ We target particle consistency in our granular products to ensure clump-free materials that flow uniformly from the hopper of the spreader equipment that you use.

- ▶ We are devoted to controlling particle size because we know about spreadability. Your care in applying them properly is not lost with our products because of the even flight path our granules attain during broadcast operations.

- ▶ Today's lower-mobility active ingredients demand proper placement on the treated area for best results. Don't get confused about discussions of pounds per acre because the real issue is particles applied per area treated with the proper balance of active ingredients. We're so particular about this that we count the particles per square inch.

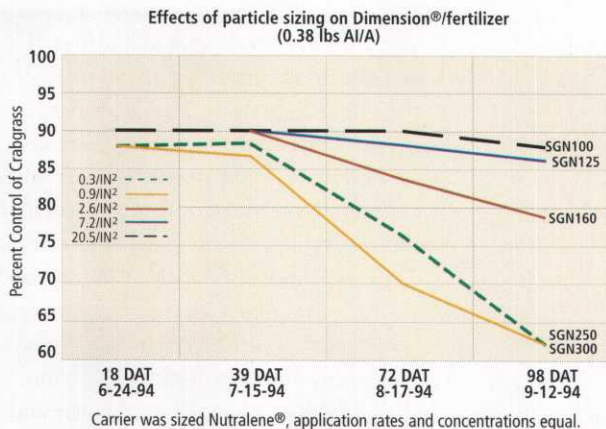
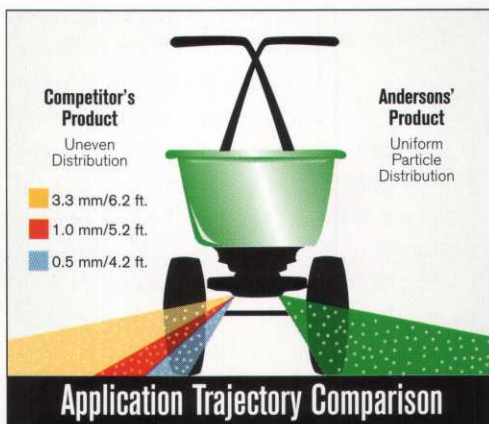
- ▶ We custom design our own granular carriers and fertilizers to give you the best results for each purpose for which our products are used. Our formulations ensure efficient delivery of their active ingredient to the intended target.

This is the difference in the performance that a well-designed formulation can make. For example, most pre-emergence herbicide formulations are similar in composition, but we have

seen tremendous efficacy differences in our research test plots by modifying the particles per square inch applied.

Because of our efforts, you can rest easier knowing that our products are doing the job they are intended to do — for you and the turf you manage. ■

Birthisel is manager of technical development for The Andersons' Turf Products Group.



Fine By Them

SUPERINTENDENTS SAY GRANULAR FUNGICIDES ARE
CONVENIENT, RELIABLE AND EFFECTIVE

Out of convenience and necessity, certified superintendent Wayne Perkins began using granular fungicides about 15 years ago. At that time, granular fungicides were perceived to be less effective than sprayable fungicides for disease treatment.

But Perkins, who oversees golf course maintenance for the two courses comprising the Colonial Country Club in Jackson, Miss., has found that granular fungicides work just fine, thank you. Perkins uses products from Anderson's Golf Products, which include FFII®, Daconil® 5G and Golden Eagle™.

"They have taken care of the turf diseases," Perkins says. "I have not had any problems with the products."

Perkins, who has been at Colonial for 21 years, began using granular fungicides because weather conditions in Jackson dictated it. "Most of our problems are in the winter

when it's extremely wet," Perkins says. "We have one course with old clay-based soils.

Once the

greens get wet, they stay wet, and it's difficult to put a spray rig on them."

Besides, Perkins would rather use a spreader for fungicide application because it's more environmentally friendly.

Perkins explains that granular fungicides are easy to apply because they don't have to be tank mixed in a sprayer and applied when weather conditions are right. A worker can just load up a spreader, and the granular fungicides are ready for application.

"We take a curative approach, not a preventive one," Perkins says. "So when you have a problem, you have to take care of it no matter what the weather conditions."

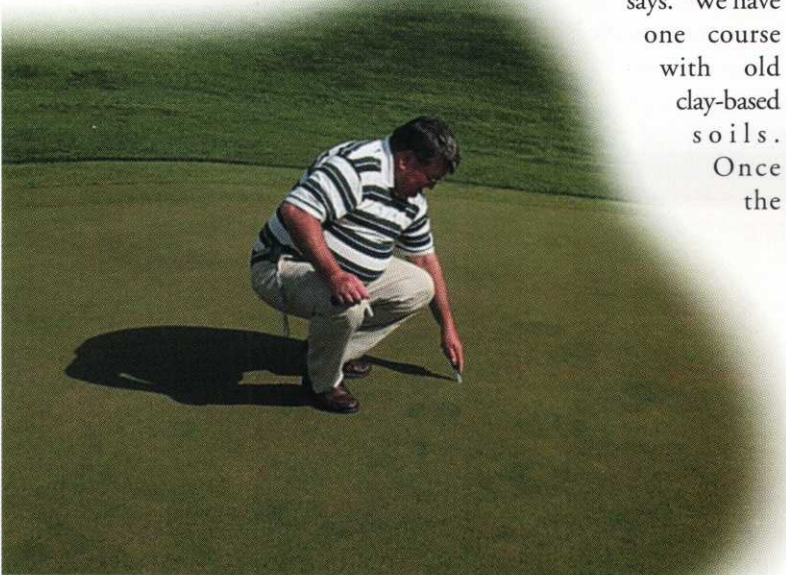
Perkins admits he may get better foliar coverage with sprayable fungicides, but he doesn't view that as a drawback for granular fungicides. "If a product does its job, it doesn't matter what kind of coverage it gets," he adds.

Bob Miller, superintendent of En-Joie Golf Club in Endicott, N.Y., has used granular fungicides since 1975 and says they perform as well as sprayable fungicides. "We've stopped diseases as fast as we would have if we had sprayed them," he says.

Miller also says golfers perceive granular fungicides as safer products since they're applied with spreaders. Some golfers become alarmed when they see a maintenance worker dressed in a protective suit, gloves and a white mask while driving a spray truck on a golf course. The golfers wonder if what the maintenance worker is spraying is dangerous, Miller says.

"But if they see a worker applying fungicides with a spreader, the golfers don't even think about it," Miller adds. "Golfers are more comfortable when you use granular products. That's one of the reasons we use them." ■

"We've stopped diseases as fast as we would have if we had sprayed them," superintendent Bob Miller says of using granular fungicides.



Fertilizers & Combination Products

... Designed to Meet Your Needs

Pre-emergent herbicides

The Andersons selection of high-quality fertilizer with pre-emergent products is unsurpassed in the industry. From the new state-of-the-art greens-grade formulations with Dithiopyr to time-tested specialty products, such as fertilizer with Dimension®, Barricade®, Ronstar®, Team®, Team Pro®, Pendimethalin, Betasan and Tupersan® (Siduron), the company offers a comprehensive lineup of herbicides for every type of turf and special need situation in the North, South, East and West.

Our pre-emergent formulations are designed in a variety of particle sizes and active ingredients for many turf uses throughout the country. The Andersons' Barricade, Dimension, Team Pro and Pendimethalin formulations have set the industry standard for low dust, consistently formulated combination products resulting in a more uniform amount of active ingredient reaching the soil surface. This translates into superior pre-emergent weed control.

Postemergent herbicides

The Andersons has recently introduced fertilizer with Millennium Ultra® to the marketplace with rave reviews. These formulations, such as 18-5-9 with Millennium Ultra®, are fertilizers with excellent broadleaf weed control of dandelions, plantain, etc., and better clover control than you've ever seen in a granular weed-and-feed product.

Insecticides

We are an industry leader providing the best selection of insecticide and fertilizer combinations.

Fertilizer with Merit® for grub control has been a proven performer, while we also offer granular Dylox® for the more urgent knockdown of grubs. New from The Andersons is Fertilizer with Talstar® for broad-spectrum surface-feeder insect control. Our premium particle-sizing technology ensures that the fertilizer and pesticide are evenly distributed for maximum efficacy.

Rounding out the tools we offer you are natural-based fertilizer, sprayable fertilizer and other specialty nutrients products. ■





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Territory Manager
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Central Region

The Central Region promotes the best of The Andersons' small particle technologies, a variety of nutrient sources of NPK (Contec, Poly S, Poly NS-52, Super K, Nutralene, Nitroform, etc.), and combination products.

Our greens and tees offering is unmatched in the industry with products like Contec 19-2-15 & 18-9-18, 18-6-15 with Nutralene and Super K 0-0-45 coated slow-release potassium sulfate. In addition to the premium small-particle fertilizer products, The Andersons is the recognized leader in high-quality combination products such as FFII for snow mold control, fertilizer with Millennium Ultra® for broadleaf weed control, fertilizers with Merit and Talstar for insect control, fertilizer/fungicide combination products for preventive and curative disease control, fertilizer/TGR for growth suppression, and a variety of fertilizer with pre-emergent weed control formulations.

The Andersons also offers sprayable fungicides for preventive and curative control of turfgrass diseases. Last but not least: If you need a high-quality and accurate fertilizer spreader, The Andersons has available the best fertilizer spreaders in the industry (AccuPro 2000, SR 2000, and SS-2).

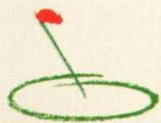
Our commitment has been and will continue to be to develop premium-grade, well-sized, small-particle products. It has taken commitment to excellence, capital investment and hard work from many people to get the company to where it is today — unmatched in product quality, selection and performance. We invite you to look at our products and make up your own mind.

— Tom Wentz, Regional Manager

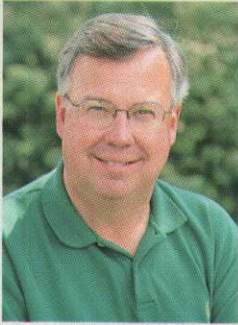
Western Region

The Western Region extends from Texas westward to California and up to the Pacific Northwest and east to Big Sky country. Our seven territory managers are equipped to deal with the diversity in climates and turf types to help turf managers produce high-quality conditions at their facilities. The Andersons continues its leadership position with the highest quality lineup of specialty fertilizers and control products for greens including: Contec, Peters®, STEP®, Turf Enhancer and Goosegrass Crabgrass Control. In the South, The Andersons provides a broad line of fertilizers with pre-emergence herbicide — including Pendimethalin, Dimension, Ronstar, Barricade and Team — to help prevent both grassy and broadleaf weeds. In the North, our customers have depended on fertilizers with fungicides, especially FF-II, the proven performer for winter disease control.

— Bob Eichenberg, Regional Manager



Central



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Jeff Cain, Territory Manager
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Rick Forni, Territory Manager
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413-534-8896

Steve Dearborn, Territory Manager
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Mt. Pleasant, S.C. 29464

Barry Grote, Territory Manager
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Pittsburgh, Pa. 15237
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Ray Saseen, Territory Manager
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Lilburn, Ga. 30047
770-972-1512

Eastern Region

The Eastern Region encompasses a large geographic area from the New England states to the coastal South.

Because of this, our territory managers and distributors promote nearly all of the company's golf products. Whether it's snow mold products in the North or mole cricket control in the South, the products feature

quality, performance and technology. Names like Contec, Tee Time, NS-52®, Poly-S®, TGR, and FFII mean the best in particle size, uniformity and consistent performance. In the South, Andersons Golf Products is known for high-quality greens products and as an industry leader in formulating fertilizer and pre-emergent herbicide products. In the Northeast, our customers realize we're unmatched in small-particle fertilizers and granular control product technologies. They also know that our team of territory managers is the best when it comes to providing technical information and service.

— Mike Chinich, Regional Manager



Eastern

National Accounts

Doug Masters
National Accounts
Manager



Technical Services Team

Dave Irmen
Manager Field Tech
Services/International
Sales



Shawn Emmack
Field Tech Services
Representative,
Central Region



Tom Brown
Field Tech Services
Representative,
Eastern Region



Chuck DalPozzo
Field Tech Services
Representative,
Western Region



Welcome to Our Web Site

The screenshot shows the Andersons Golf Products website. At the top, there is a search bar and navigation links for Home, Turf Facts, Products, Technical Support, and Contact Us. A dropdown menu is open under 'Golf Products', listing Fertilizer, Fungicides, Growth Regulators, Herbicides, Insecticides, and Spreaders. Another dropdown is open under 'Lawn Products', listing Fertilizers, Herbicides, and Insecticides & Misc. The main content area features a 'What's New' section with a headline: 'The Andersons Expands Maumee Laboratory'. Below this is an announcement: 'Andersons Announces Fertilizer Plus Talstar'. A large featured article titled 'The Andersons Introduces New Premium Brand of Golf Products' is displayed, accompanied by a photo of a man's head with grass growing on it. The article text describes the new brand of products, including turf care products marketed up to now under the Tee Time® brand, and mentions previous products like ProTurf®, Poly-S®, FF-®, AccuPro®, Extend™, and ProPenda™.

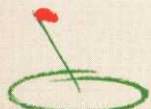
The Andersons Golf Products' Web site (www.AndersonsGolfProducts.com) is a user-friendly site with an abundance of information.

The Andersons relaunched a portion of its Web site earlier this year to include the Andersons Golf Products section. The section includes more in-depth industry information such as seasonal tips, technical reports and industry links.

Specific product information is located under a "Products" heading. Contact information for technical representatives and distributors is found under a "Technical Support" heading.

Superintendents can access information on fertilizer, fungicides, growth regulators, herbicides, insecticides and spreaders. The information includes product makeup and application procedures.

Under the "Turf Facts" heading, superintendents can access newsletters, seasonal tips, technical reports and press releases.





Distributor List

ALABAMA -----

Agronomic Services
(Southeast Turf)
BWI Companies Inc.
ProSource One
Robin Borden

ARIZONA -----

Helena Chemical
Target Specialty Products
Van Waters and Rogers
Ibsen Dow

ARKANSAS -----

Agra Turf
BWI Companies Inc.
Mark Wiesepape

CALIFORNIA -----

High Tech Irrigation Inc.
Sierra Pacific Turf Supply
Target Specialty Products
Western Farm Service
Bob Miller
Ibsen Dow

COLORADO -----

American Pride Co-op
Golf Enviro Systems
Randy Hamilton

CONNECTICUT -----

Turf Links
Rick Forni

DELAWARE -----

Stull Enterprises
Total Turf
Barry Grote

DISTRICT OF COLUMBIA -----

Herod Seed
Barry Grote

FLORIDA -----

Folsom Farms
ProSource One
Pro-Plus
Sunniland
Van Waters and Rogers
Scott Brown

GEORGIA -----

BWI Companies Inc.
Georgia Turf and Tractor
ProSource One
Ray Saseen

HAWAII -----

Hawaii Grower Products
Pacific Ag
Bob Miller

IDAHO -----

Wilbur Ellis Co.
Green Source
Ed Price

ILLINOIS -----

Arthur Clesen Inc.
Outdoor Equipment Co.
Reinders Inc.
Tyler Enterprises
Dave Louttit
Darrin Johnson

INDIANA -----

Tyler Enterprises
Dave Louttit
Paul Jacquemin

IOWA -----

D&K Professional Products
Zimco Supply
Van Diest Supply Co.
Darrin Johnson
Carlos Stimson

KANSAS -----

BWI Companies Inc.
Outdoor Equipment Co.
Van Diest Supply Co.
Darrin Johnson

KENTUCKY -----

Turfgrass Inc.
Tyler Enterprises
Paul Jacquemin
Doug Smith

LOUISIANA -----

BWI Companies Inc.
Estes
ProSource One
Southeast Turf
Robin Borden
Rob Smith

MAINE -----

Sports Fields Inc.
Turf Links
Rick Forni

MARYLAND -----

Herod Seed
Barry Grote

MASSACHUSETTS -----

Turf Links
Rick Forni

MICHIGAN -----

Turfgrass Inc.
John Skaife

MINNESOTA -----

North Star Turf
Mike Redmond

MISSISSIPPI -----

BWI Companies Inc.
Grass Roots
ProSource One
Southeast Turf
Robin Borden

MISSOURI -----

BWI Companies Inc.
Outdoor Equipment Co.
Van Diest Supply Co.
Darrin Johnson

MONTANA -----

Wilbur Ellis Co.
Ed Price

NEBRASKA -----

Arrow Seed
Van Diest Supply Co.
Zimco Supply
Carlos Stimson

NEVADA -----

Helena Chemical
Ibsen Dow

NEW HAMPSHIRE -----

Turf Links
Rick Forni

NEW JERSEY -----

Terre Company
Total Turf
Jeff Cain

NEW MEXICO -----

Golf Enviro Systems
Greenhouse & Garden Supply
Helena Chemical
Randy Hamilton

NEW YORK -----

Allegheny Lawn and Golf
Maxwell
Merritt Seed
Northern Nurseries
Starkie Brothers
Rick Forni
Steve Hyde

NORTH CAROLINA -----

BWI Companies Inc.
Elliott
Nivek
Southern Ag Insecticides
Steve Dearborn

NORTH DAKOTA -----

North Star Turf
Wilbur Ellis Co.
Mike Redmond

OHIO -----

Allegheny Lawn and Golf
Apex Feed & Supply
C.O Lowe Sales
Green Velvet Sod Co.
John S. Grimm Inc.
Maria Stein Grain Co.
Turfgrass Inc.
Tyler Enterprises
Barry Grote
Paul Jacquemin
Doug Smith

OKLAHOMA -----

BWI Companies Inc.
Estes
Mark Wiesepape

OREGON -----

Professional Turf Center Inc.
Wilbur Ellis Co.
Rich Christ
Ed Price

PENNSYLVANIA -----

Allegheny Lawn and Golf
Stull Enterprises
Total Turf
Barry Grote
Jeff Cain

RHODE ISLAND -----

Turf Links
Rick Forni

SOUTH CAROLINA -----

BWI Companies Inc.
AgriBusiness
Steve Dearborn

SOUTH DAKOTA -----

North Star Turf
Van Diest Supply Co.
Zimco Supply
Carlos Stimson

TENNESSEE -----

BWI Companies Inc.
Grass Roots
Tennessee Farmers' Co-op
ProSource One
Robin Borden
Scott Brown

TEXAS -----

BWI Companies Inc.
Estes Inc.
Rob Smith
Mark Wiesepape

UTAH -----

Wilbur Ellis Co.
Green Source
Ibsen Dow

VERMONT -----

L.D. Oliver Seed
Turf Links
Rick Forni

VIRGINIA -----

Herod Seed
Barry Grote

WASHINGTON -----

Professional Turf Center Inc.
Wilbur Ellis Co.
Rich Christ
Ed Price

WEST VIRGINIA -----

Allegheny Lawn and Golf
Turfgrass South
Barry Grote

WISCONSIN -----

Pendleton Turf
Reinders Inc.
Tyler Enterprises
Dave Louttit
Mike Redmond

WYOMING -----

Wilbur Ellis Co.
Ed Price

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Ronstar is a registered trademark of Aventis; Team and TeamPro are registered trademarks of Dow Agro Sciences; Millenium Ultra is a registered trademark of Riverdale Chemical; Merit and Dylax are registered trademarks of Bayer Corp.;

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