

# CORPORATE CAPABILITIES

Industry suppliers at a glance

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MIKE KLEMM

# Lastec

## Lastec

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**Mike Hacker**, Regional Sales  
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**Roger Rew**, Lastec Quality  
Control Manager



## Product focus:

Lastec is known as the "Home of the Articulator" and for good reason. The company introduced its first version of its patented articulating turf mower in 1991, out of a growing need to find more efficient ways to mow golf courses with heavy contours. Lastec has since been the leader in its niche articulating market and has developed numerous configurations of the articulator.

Lastec wide-area mowers are known for their extraordinary quality of cuts with no scalping. Lastec engineers chose belts for the deck drive system, instead of hydraulics. One of the biggest reasons was the lighter weight of belt drive systems, which results in less soil compaction and healthier turf. Belt drive systems also transfer more horsepower than hydraulics.

Lastec has a large network of distributorships throughout North America, South America, The British Isles, Scandinavia, South Africa and Australia.

## Manufacturing facility:

Lastec is approximately 12 miles west of Indianapolis, between Pittsboro and Lizton. The engineering design and test facilities are in Indianapolis.

## Technical support, sales, training and/or customer support:

Lastec's large network of distributors is trained extensively to properly train the end-user. At any time, the end-user may contact the nearest distributor for operational advice or maintenance tips. Each customer is provided with

**Like an Indy car, the Lastec line of mowers is sleek, fast and has unmatched maneuverability.**

a detailed maintenance schedule to ensure the mowers remain in top working order.

## Major product lines:

Lastec's product lines can be divided into three categories: riding mowers, pull-behind decks and front decks. The newest riding mower is the 3377T, which features four mowing decks and a 77-inch cut width. A new patent-pending, self-cleaning radiator with reversing fans is making its debut on this mower. The Articulator 3696 model has a cut width of 96 inches, while the Articulator 3682 has an 82-inch cut width.

In the pull-behind deck category, the 721XR covers an area 11 feet wide with superior maneuverability to other rear-mount traction units. The Articulator 521XR features five 21-inch articulating decks that hug the earth for smooth cuts. The Articulator 621ER uses three 42-inch articulating decks to accomplish the same clean cuts.

In the front-deck category, Lastec offers the 325EF, which offers the same articulating precision, while catering to the small front-mount tractors of most other manufacturers.



**LASTEC®**

# The Toro Co.

**The Toro Co.**

8111 Lyndale Ave. South  
Bloomington, Minn. 55420  
952-888-8801  
Fax: 952-887-8693  
Your Local Distributor:  
800-803-8676

**Web address:**

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**Date founded:** July 10, 1914

**Executives**

**Tim Ford**, Group Vice  
President

**Bill Hughes**, Vice President and  
General Manager, Irrigation  
Products

**Products and financing:**

Leadership and innovation are at the heart of Toro's products. There's always another slate of new products, and now the latest irrigation control sits in the palm of your hand. But the most important thing we do all year is learn about your challenges, at your course, day after day.

That's the hallmark of our ability to produce the products you prefer. Once you've chosen the best from Toro, we can work with you to structure the right financing solution for you and your course.

**Manufacturing facilities:**

Toro irrigation products are manufactured in El Paso, Texas, and Juarez, Mexico, while the computerized irrigation central-control systems are configured at Toro NSN in Abilene, Texas. All Toro vehicles and golf course mowing and maintenance equipment are produced in Tomah, Wis.

**Technical support, customer service:**

Toro's Customer Service programs include technical support for equipment and irrigation maintenance through its distributor network and total irrigation support by the Toro National Support Network (NSN). Toro NSN offers 24-hour-a-day computer support to subscribing superintendents. In addition, Toro offers technical training classes for golf course equipment managers and technicians at its training facility in Bloomington, Minn.

**Major product lines:**

Toro offers a complete line of turf maintenance equipment including Reelmaster<sup>®</sup>, Greensmaster<sup>®</sup> and Groundsmaster<sup>®</sup> mowers, SitePro<sup>™</sup> and E-OSMAC central irrigation control, MultiPro<sup>®</sup> sprayers, 800S Series sprinklers, Workman<sup>®</sup> utility vehicles, ProCore<sup>™</sup> aerators, Sand Pro<sup>®</sup> bunker rakes and a full line of debris equipment.



**Reelmaster 5500-D**

# Dow AgroSciences LLC

## Dow AgroSciences LLC

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**Date founded:** 1989

### Staff

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Marketing Manager  
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**Lisa Bostock, Kent Redding,**  
**Mike Lind**, District Sales  
Managers  
**Dr. Jamie Breuninger**, Technical  
Development Manager  
**Mike Melichar**, Customer  
Agronomist

### Product focus:

Dow AgroSciences has a full product portfolio offering branded insecticides, herbicides and fungicides that improve the quality and quantity of the Earth's food supply and contribute to the safety and health of the world's growing population.

### Facilities:

Headquartered in Indianapolis, Dow AgroSciences is a global company that delivers innovative technology that provides pest management, agricultural and biotechnology products. The company employs more than 6,000 people in more than 50 countries and has worldwide sales of more than \$3 billion. Dow AgroSciences is a wholly owned indirect subsidiary of The Dow Chemical Co.

### Technical support:

Sixteen sales representatives, three sales managers and two field development biologists provide stewardship, training and answers to formulators, distributors, university researchers and end-users nationwide. Specimen labels and material safety data sheets are available from the Customer Information Center or online. Publications include product fact sheets and Panorama\*, an eight-page newsletter for professional turf and landscape managers.

### Key products:

Dow AgroSciences markets professional turf, ornamental and technical products for golf courses, lawn care and landscape management. Products include the following:

**Conserve\* SC specialty insecticide** — Effective chemistry for control of thrips, leaf miners and spider mites while being safe for ornamentals.

**Confront\* specialty herbicide** — Offers superior postemergent control of dandelion, clover and other hard-to-control broadleaf weeds.

**Curfew\* soil fumigant** — The most effective product for the control of nematodes. (Currently available for use in Florida only.)

**Dimension\* specialty herbicide** — Only pre-emergent herbicide that does not stain and provides early postemergent control of crabgrass.

**Dursban\* Pro specialty insecticide** — Offers superior control of labeled pests.

**Eagle\* specialty fungicide** — Provides excellent preventative control of brown patch and dollar spot.

**Fore\* Rainshield\* specialty fungicide** — Most cost-effective control of brown patch and other key golf course diseases; prevents pythium.

**MACH 2\* specialty insecticide** — Provides unbeatable, full-season grub control.

**Gallery\* specialty herbicide** — The most effective pre-emergent herbicide for the control of broadleaf weeds without harming plants.

**Kerb\* specialty herbicide** — The product of choice for pre-emergent and postemergent control of ryegrass in overseeded warm-season grasses for spring transition (Southern golf.)

**Lontrel\* Turf & Ornamental specialty herbicide** — Provides excellent control of clover, thistles and dandelions in both cool- and warm-season turfgrass.

**Snapshot\* specialty herbicide** — Controls more weeds than any other pre-emergent weed control product without harming ornamental plants.

**Surflan\* specialty herbicide** — Safe on more than 400 ornamentals and provides season-long control of crabgrass, chickweed and more than 50 other weeds found in warm-season turf.

**Team\* Pro specialty herbicide** — Crabgrass, spurge and oxalis control.

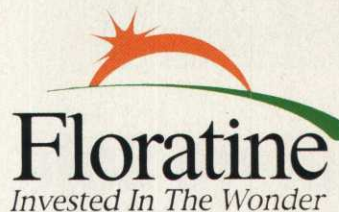
**Turflon\* Ester specialty herbicide** — Controls annual and perennial broadleaf weeds and kikuygrass.

*\*Trademark of Dow AgroSciences LLC  
Always read and follow label directions.*



 **Dow AgroSciences**

# Floratine Products Group



## Floratine Products Group

144 Mid South Cove  
Collierville, Tenn. 38017  
**Telephone:** 901-853-2898  
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[www.floratine.com](http://www.floratine.com)

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[techinfo@floratine.com](mailto:techinfo@floratine.com)

**Date founded:** 1991

### Staff

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Sales Contact  
**William Byrnes**,  
President/CEO

### Product focus:

Floratine focuses on advanced technology, environmentally responsible products and scientifically sound methods to assist superintendents in growing healthy, stress-resistant turf. The innovative, premium-quality products are designed to address chemical, physical and biological shortfalls in the soil and to provide foliar nutritional and biostimulant supplementation to meet linear requirements for healthy growth.

### Facility:

Floratine's headquarters, in the Memphis suburb of Collierville, is a 24,000-square-foot building that houses its management and sales staff offices as well as its manufacturing facilities.

### Technical support, customer service:

Floratine maintains a technical support team

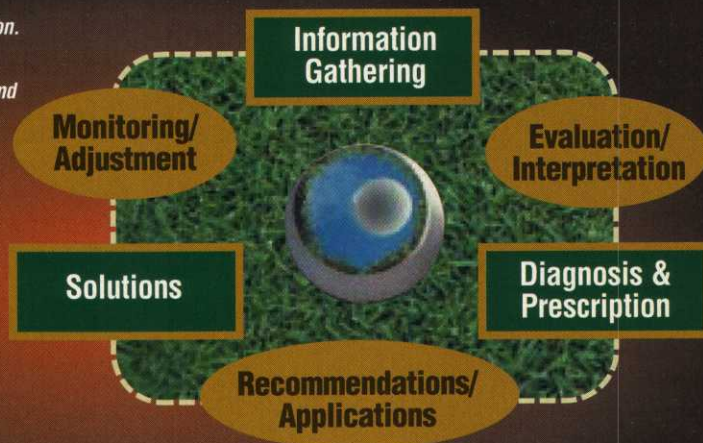
of five agronomists and scientists. Its technical services division oversees agronomic and product-use training required of more than 100 field representatives associated with 50 independent distributorships in North America and Europe. Floratine's staff and distributors offer direct, in-depth service to clients.

### Major product lines:

- The foliar biostimulant nutrients (**Astron**, **Per "4" Max**, **Perk Up** and others) are balanced phytochemical products for stress management.
- **ProteSyn** and **Floradox** are natural/organic compounds to promote plant health and strength.
- Floratine's wetting agents (**Pervade**, **Retain** and **Retain Max**) address excessive and deficient soil moisture problems.
- Floratine's several microorganism/enzyme products target remediation of specific microbial soil function deficiencies.

## The Floratine Approach

- Accumulation of comprehensive, site specific information.
- Evaluation and interpretation of information to understand and explain agronomic conditions.
- Recommendation of scientifically sound, environmentally responsible methods and materials.
- Continuing conscientious monitoring and appropriate program adjustment.



  
**Floratine**  
Invested In The Wonder

*Measuring our success by the turfgrass quality of each of our clients.*

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# Nature Safe Natural & Organic Fertilizers

## Nature Safe Natural & Organic Fertilizers

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**Brian Lachowsky**, Regional Manager

**Karen Navar**, Regional Manager

**Ken Quandt**, Regional Manager

**Tony Griffin**, Vice President Operations

**Jim Conway**, Vice President Sales

**Nature  
Safe®**

*Natural & Organic Fertilizers*

### Product focus:

Nature Safe® fertilizers are formulated by Griffin Industries, a leading producer of animal proteins for the feed industry. We offer a broad line of all natural and organic fertilizers, as well as organic-based fertilizers, specifically designed to improve soil and plant nutrition. Nature Safe contains no manure or sewage sludge. By providing a balance of primary and secondary nutrients and essential vitamins and minerals, Nature Safe delivers the most complete nutrient-packed fertility products available.

Used in a wide variety of golf course and sports turf applications, Nature Safe enhances stress tolerance, disease management, and soil structure for improved water management with minimal leaching.

### Manufacturing facilities:

As a model for effective production practices and environmental stewardship, Nature Safe's Henderson, Ky., plant is the only fertilizer manufacturing facility that is a certified member of the Audubon Cooperative Sanctuary.

### Technical support, sales, training and/or customer support:

Nature Safe fertilizers are extensively tested throughout the manufacturing process ensuring exceptional product quality, consistent sizing and improved particle breakdown characteristics. Product and research information is available on the Web at [www.naturesafe.com](http://www.naturesafe.com) or by calling 800-252-4727.

### Major product lines:

Nature Safe is a blend of various USDA approved plant and animal meals that are a balance of proteins, fats, yeast, sugars, starches and carbohydrates. These meals contain essential



**The all-natural ingredients in Nature Safe supply the food energy that increases the microbes found in the soil, providing the basic nutrients needed for healthy plant growth and improving overall turf quality.**

natural amino acids, chelated secondary elements, vitamins and enzymes. The all-natural ingredients in Nature Safe supply the food energy that increases the number of microbes found in the soil, providing the basic nutrients needed for healthy plant growth and improving overall turf quality. The nutrition focus also impacts fertility efficiency resulting in incremental improvement in turf conditions as a by-product of consistent use.

A commitment to continuous university research and product development validates Nature Safe's superior performance as the natural choice for optimum soil and plant nutrition. Over 20 university studies confirm Nature Safe's impact on improving turf color, density, stress tolerance and disease-management properties while enhancing microbial populations.

Nature Safe's all organic formulations include 5-6-6, 7-1-14, 8-3-5, 8-5-5, 10-2-8 and 12-2-0. These products are listed by the Organic Materials Review Institute and are approved for use in the production of organic certified food and fiber.

Nature Safe also manufactures organic-based formulations such as 12-2-6 fortified with ammonium sulfate; 15-2-8 fortified with Meth-Ex 40® and 20-1-5 blended with Polyon®.

# John Deere Worldwide Commercial & Consumer Equipment Division

**John Deere Worldwide  
Commercial & Consumer  
Equipment Division**

P.O. Box 13603  
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27709

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Turf One Source

**Product focus:**

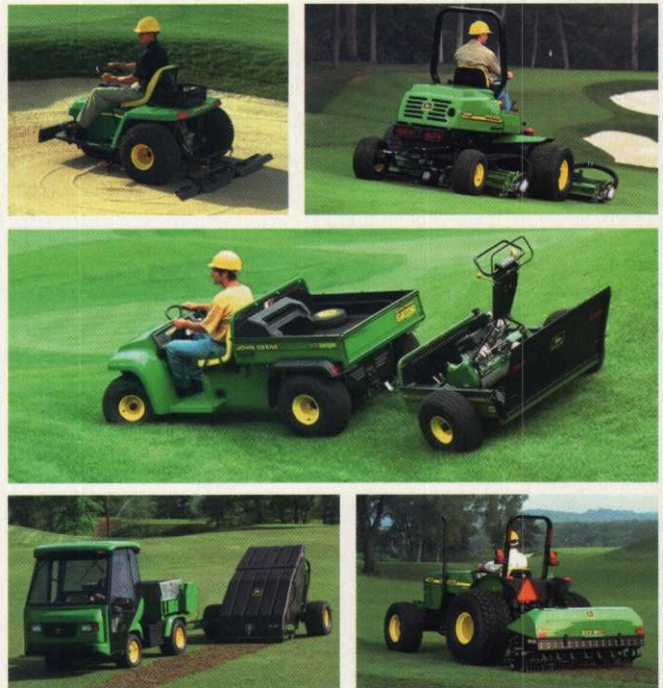
The John Deere Worldwide Commercial & Consumer Equipment Division manufactures and distributes a full line of lawn care products for residential, commercial, and golf and turf applications, including irrigation supplies. The John Deere organization is noted for more than 160 years of innovation, the highest quality products and its product and operator safety initiatives. In January 2002, John Deere introduced John Deere Golf & Turf One Source — an initiative that brings together both John Deere Landscapes and the current Golf & Turf business unit to build a stronger and broader Golf & Turf One Source program, better able to serve the expanding needs of golf course superintendents and grounds maintenance managers.

**Manufacturing facilities:**

The John Deere Worldwide Commercial & Consumer Equipment Division manufactures its line of golf and turf equipment at facilities in Raleigh, N.C., and Welland, Ontario, Canada.

**Technical support, sales, training and/or customer support:**

At [www.johndeere.com](http://www.johndeere.com), John Deere Golf & Turf One Source customers can find information on a variety of training and support functions, including online operator manuals, customer information bulletins, technician training courses and product information. In addition, customers can call the John Deere Customer Communications Center at 800-537-8233.



John Deere Golf & Turf One Source's product line includes a variety of reel mowers, front mowers, utility vehicles and machines, aeration and collection equipment, utility tractors and portable power equipment.

**Major product lines:**

John Deere Golf & Turf One Source manufactures a complete line of products for superintendents and sports turf managers, including a variety of reel mowers, front mowers, utility vehicles and machines, aeration and collection equipment, utility tractors and portable power equipment. In addition, One Source provides all golf course landscaping and irrigation needs.



**JOHN DEERE**

# BASF Professional Turf

## BASF Professional Turf

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**David Oberle** 651-681-8050  
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**Bob York** 413-283-9675  
New York, Northern New Jersey,  
Vermont, Maine, New Hampshire,  
Massachusetts, Rhode Island,  
Connecticut

**Willie Pennington**, 919-661-2749  
Basamid Granular Soil Fumigant  
Specialist

### Product focus:

The BASF Professional Turf Group markets a wide range of innovative products and active ingredients designed to accomplish one goal for the turf industry — to make it better. Our aim is to help turf professionals maintain healthy turf with maximum efficiency of labor and other resources. That's why BASF offers

### BASF PROFESSIONAL TURF™



a range of products to make a meaningful difference, including pre-emergent and post-emergent herbicides, fungicides and a soil fumigant. The top performance products that make up the BASF Turf portfolio give you unparalleled efficacy and value combined with an unwavering commitment to environmental responsibility. We're also fulfilling our commitment to help make the industry better through educational programs and new product developments that recognize the needs of our customers.

### Manufacturing facilities:

The BASF Professional Turf Group is headquartered in Research Triangle Park, N.C. It is a unit of the BASF Global Agricultural Products Division in Mount Olive, N.J.

### Technical support, sales, training and/or customer support:

Our commitment to the turf industry includes a comprehensive technical and field support team to help meet your needs. These professionals include 11 regional sales representatives, a national sales manager, a product development specialist and a Basamid® granular soil fumigant specialist. In addition, BASF maintains professional relationships with many of the nation's leading university researchers, who often provide recommendations and advice for BASF customers. Turf professionals can find a wealth of useful information by visiting [www.turffacts.com](http://www.turffacts.com).



### Major product lines:

**Pendulum® Pre-emergent Herbicide** is the proven performer for preventing more than 40 troublesome grassy and broadleaf weeds. This long-time industry leader combines unbeatable performance with unmatched value. Our Pendulum line now also includes Pendulum AquaCap™, an encapsulated, water-based formulation of the industry's leading pre-emergent herbicide that virtually eliminates odor, has reduced staining potential and increased ease of handling.

**Drive® 75 DF Postemergent Herbicide** controls a more extensive combination of broadleaf and grassy weeds and offers greater overseeding flexibility than any other postemergent herbicide.

**Image® 70 DG Herbicide** kills "uncontrollable" weeds, such as purple nutsedge, green kyllinga, dollarweed, wild onion and more.

**Basamid® Granular Soil Fumigant**, the only granular soil fumigant on the market, quickly eliminates weeds, nematodes, grasses and soil diseases without tanks or tarps and allows you to reseed in as little as 10 to 12 days.

**Plateau® DG Herbicide** provides effective pre-emergent and postemergent weed control in fine turf, and controls vertical growth and suppresses seedheads in labeled turfgrass species.

**Sahara® DG Herbicide** turns your jungle into desert with dependable bareground weed control of more than 150 weeds, as well as most turfgrasses, with a single application.

Always read and follow label directions.

Pendulum, Sahara and Plateau are registered trademarks of BASF. AquaCap is a trademark of BASF. Basamid and Drive are registered trademarks of BASF AG. Image is a registered trademark of Central Garden and Pet Company. ©2002 BASF Corporation. All rights reserved.



# LebanonTurf

## LebanonTurf

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## Staff

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Product Manager  
**Murray Wingate**, Seed Product  
Manager  
**Greg Ellis, Tim Layman** and  
**John Westerdahl**, Regional  
Sales Managers

## Product focus:

LebanonTurf is the professional division of Lebanon Seaboard Corp., a privately held company that has been in business for more than 50 years. LebanonTurf is highly focused on useful innovation and has introduced many new products to the industry in recent years. These products include a variety of fertilizers, outstanding seed varieties and turf-establishment mulch.

Recently, Lebanon Seaboard Corp. was awarded U.S. Patent 6,464,746 for its Composite Technology Granulation Process, which produces homogeneous fertilizers with characteristics that offer a high level of utility to turf managers everywhere. LebanonTurf has also developed the PIN Rating System, which offers turf managers more information about a WIN-containing fertilizer than ever before. Research is ongoing to discover and commercialize seed varieties that will offer improved performance in all manner of uses. As a result of this corporate focus, high-quality LebanonTurf Products are relied upon and enjoyed by superintendents all over the world.

## Manufacturing facilities:

The major fertilizer production point is at corporate headquarters in Lebanon, Pa. Another major fertilizer manufacturing and distribution facility is located in Danville, Ill. Grass seed blending and packaging facilities are in Bristol, Ill., and Denver, Pa.

## Technical support, sales, training and/or customer support:

Lebanon Seaboard Corp. is strongly committed to world-class customer service that results in satisfied customers more than 99% of the time. A team of 16 strategically located territory account managers works through local distributors to let superintendents across the country and around the world know about new developments from LebanonTurf.

## Major product lines:

LebanonTurf offers four fertilizer lines that fea-



Corporate Headquarters, Lebanon, Pa.

ture either IBDU® slow-release nitrogen, Meth-Ex 40® methylene urea complex or both. These product lines — Country Club, IsoTek 31, NX-PRO and Par Ex — also feature LebanonTurf's proprietary resinated ammonium sulfate product, MESA®, which extends the performance of ammonium sulfate. MESA's counterpart is Expo®, which is resinated potassium sulfate. Tests show that potash is released from Expo over a much longer period of time than regular potassium sulfate, so it is now possible to get more highly efficient potash delivery without expensive coated products. Control products are available on granular carriers or on fertilizers in the ProScape product line.

LebanonTurf's PERK is in a class by itself because it is a granular form of controlled-release iron. Organic fulvates and humates deliver complexed iron that becomes available over time and produces turf with excellent color without the growth normally associated with fertilization.

LebanonTurf has developed an excellent line of grass seed varieties with high NTEP performance ratings. These include perennial ryegrasses, tall fescues, Chewings and hard fescues, Kentucky bluegrasses, and recently released Independence Creeping Bentgrass. Patented PennMulch Seed Establishment Accelerator is a perfect companion for any of these seed varieties as it improves the environment for any germinating and establishing seedling.

LebanonTurf is proud to be known for quality and innovation.

# LebanonTurf

# Nutramax Agriculture Inc.

**Nutramax Agriculture Inc.**  
2208 Lakeside Blvd.  
Edgewood, MD 21040

**Telephone:**  
800-925-5187

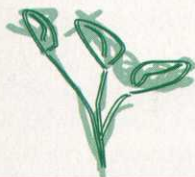
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**Web address:**  
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**George Barger,** Director, 410-776-4012  
**Jose Casasola,** Key Golf Technical Contact, 410-776-4011  
**Beth Anderson,** Customer Service, 410-776-4007



## Product focus:

MACRO-SORB<sup>®</sup> radicular, MACRO-SORB<sup>®</sup> foliar, QUELANT<sup>®</sup>-Ca, QUELANT<sup>®</sup>-K and QUELANT<sup>®</sup>-Minors are based on years of research in Europe to develop ecologically sound solutions so plants can overcome the stresses caused by adverse soil, water and weather conditions.

The MACRO-SORB<sup>®</sup> and QUELANT<sup>®</sup> products contain the same L-form amino acids normally produced by plants.

The exogenous application of L-amino acids greatly reduces the energy requirements a plant would normally have for its production and translocation. The net result is a healthy and efficient plant that is more able to withstand the rigorous stress caused by traffic, weather, disease, poor soil or other adverse conditions.

Research at major universities such as Penn State, Michigan State, Virginia Tech and the University of Maryland has shown Nutramax L-amino acid products enhance turfgrass maintenance programs and are economical to use.

Research has also shown that Nutramax products enhance the activity and efficacy of fertilizers, many fungicides, herbicides and plant growth regulators.

## Manufacturing facilities:

Nutramax Laboratories moved to a new 72,000-square-foot facility in 1999, 20 miles north of Baltimore in the community of Edgewood, Md.

It includes a state-of-the-art manufacturing facility, corporate offices and research laboratories.

## Technical support, sales, training and/or customer support:

MACRO-SORB and QUELANT products are available from distributors nationwide.



**The newest product from Nutramax Agriculture is QUELANT-Minors, developed to correct micronutrient deficiencies.**

Nutramax Laboratories has produced product brochures, technical reports and a video detailing the MACRO-SORB and QUELANT products. Call 800-925-5187 or contact by e-mail at [macrosorb@nutramaxlabs.com](mailto:macrosorb@nutramaxlabs.com) for more information.

## Major product lines:

**MACRO-SORB<sup>®</sup> radicular** is a biofertilizer based on amino acids, produced by enzymatic hydrolysis and essential macronutrients. The action of L- amino acids allows for greater absorption and transport of nutrients through the roots into the plant. MACRO-

SORB radicular enhances net photosynthesis, and increases water and nutrient efficiency.

**MACRO-SORB<sup>®</sup> foliar** is a biofertilizer based on amino acids, produced by enzymatic hydrolysis and essential micronutrients. It allows for greater absorption and transport of nutrients through the leaves into the plant. The action of L-amino acids helps to regulate the opening of the stomata, increase water potential, regulate osmotic pressure, slow down photorespiration and increase net photosynthesis.

**QUELANT<sup>®</sup>-Ca** is an amino acid-chelated calcium product developed to correct calcium deficiency of turfgrass and other plants. The calcium chelated with amino acids in QUELANT-Ca is readily available and easily absorbed by the leaves and/or roots of the plant regardless of most environmental and soil conditions.

**QUELANT<sup>®</sup>-K** is a foliar-applied amino acid-based potassium supplement. It contains free L-form amino acids that increase the uptake of the potassium and other nutritional elements by the plant.

**QUELANT<sup>®</sup>-Minors**, the newest product from Nutramax, is an amino acid and micronutrient biofertilizer developed to correct or prevent micronutrient deficiencies of turfgrass and other plants.

# Otterbine® Barebo Inc.

**Otterbine® Barebo Inc.**

3840 Main Road East  
Emmaus, PA 18049

**Telephone:**

610-965-6018  
800-237-8837

**Fax:**

610-965-6050

**E-mail:**

[aeration@otterbine.com](mailto:aeration@otterbine.com)

**Web address:**

[www.otterbine.com](http://www.otterbine.com)

**Date founded:**

1953

**Staff**

**Chris Barebo**, President

**Charles Barebo**, CEO

**Carla Barebo-Ott**, VP Sales &  
Marketing

**Linda Mohr**, Inside Sales  
Manager

**Product focus:**

Manufacturer of aerators and fountains that provide superior water quality management and treatment for ponds and lakes of varying sizes. Focusing primarily on the golf, residential and commercial markets, Otterbine's aerators induce oxygen into the water column, breaking up thermal stratification and reducing algae, odors and fish kills. With the high oxygen transfer (OTR) and flow rates, Otterbine's

aerators work well at reducing the harmful pollutants and nutrient build-up found in effluent waters (retention and detention ponds, etc.), allowing these sources to be used for irrigation purposes or aesthetic enhancement.

**Manufacturing facility:**

Located in Emmaus, Pa., a few miles north of Philadelphia, Otterbine's headquarters facility includes its manufacturing, production, research and development, engineering, service, sales and marketing departments.

**Technical support, sales, training and/or customer support:**

With more than 300 distributors and 90 service centers worldwide, Otterbine's distribution and support network is one of the strongest in the industry. Providing excellent customer service is a matter of pride at Otterbine, which is why it is the only manufacturer in the industry to have an employee network exceeding 30 qualified on-site members available to assist you at all times.

**Major product lines:**

Otterbine Aerating Fountains (eight interchangeable patterns); Industrial Aerators (including surface, sub-surface and diffused air sys-



**3HP Sunburst**

tems); Giant Fountains (five patterns); Instant Fountains; and Allied Products that include Fountain Glo™ lighting; Ottershield (lake-dye), Otterclear (bio-augmentation,) and the Bunker Pumper (de-watering pump). Otterbine provides free site evaluations, along with custom sizing and specifying of its products, to meet the exact needs of your pond or lake. Product features include: industry's strongest warranty — an all-inclusive, five-year warranty; complete package safety-tested and approved by ETL, ETL-C and CE; highest independently tested and published OTR and flow rates from the University of Minnesota; largest distribution and service network worldwide.



# ProSource One

**ProSource One**

6555 Quince Road, Suite 202  
Memphis, TN 38119

**Telephone:**

877-350-3999

**Fax:**

901-751-4500

**Web address:**

[www.prosourceone.com](http://www.prosourceone.com)

**Date founded:** 1985; Feb. 2,  
2000, changed name to  
ProSource One

**Staff**

**Bob Lee**, Director

**Sam Pace**, National Sales  
Manager

**Keith Woodruff**, National  
Marketing Manager

If the grass is greener on the other side, then ProSource One is the side where every golf course superintendent wants to be. Welcome to a greener world — where the smell of success is right at your fingertips.

When the view from your window is an endless array of brown leaves and fresh mulch, it's hard to think green. But spring is right around the corner. And as soon as the flowers begin to bloom, anxious golfers will flock to test out the new turf.

Before you get caught in the stress of preparing your course for the new season and finding the perfect dealer representatives, think green and let ProSource One help you. ProSource One is one of the top distributors of turf and ornamental products for use on golf courses. Think green and you'll find the easy way to say quality fertilizers, plant protection, seed, services and consulting. ProSource One also offers fast turn-around, competitive pricing and proven products from:

- Agri Solutions
- Applied BioChem
- BASF
- Bayer/Aventis
- Becker Underwood
- Cerexagri
- Diamond Pro
- Dow AgroSciences
- FMC
- Growth Products
- Monsanto
- PBI Gordon
- Riverdale
- Syngenta



- TopPro Specialties
- Uniroyal
- Valent
- W.A. Cleary
- Seed Research of Oregon

Our line of products includes brands from the leading manufacturers as well as our own line of high-value products such as Strike Three® ULTRA.

Access to all of these brands enables ProSource One representatives to recommend the best solution to any situation that arises on your course. Our reps are knowledgeable, experienced and service-oriented.

To locate the nearest ProSource One representative, visit [www.prosourceone.com](http://www.prosourceone.com) or call toll-free 877-350-3999. Your sales rep and business partner is just a mouse click or phone call away — waiting to welcome you to a greener world.

# IVI-GOLF



## IVI-GOLF

60-100 Corliss Ave.  
Johnson City, NY 13790

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607-729-5158

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[info@sandtrapper.com](mailto:info@sandtrapper.com)

**Web address:**  
[www.sandtrapper.com](http://www.sandtrapper.com)

**Staff**  
**John Brauer**, National Sales  
Manager  
**Corey Fulco**, Customer Service  
Manager  
**Phil March**, Director of  
Operations  
**Wayne Rozen**, President



### About IVI-GOLF:

Started in 1940, Indian Valley Industries began as a burlap bag manufacturer, developing into a manufacturer and distributor of erosion control products by the early 1960s. In 1998, the IVI-GOLF division was created to serve the golf course construction and renovation markets. It provides its cornerstone product, Sandtrapper, as well as its erosion control and specialty product lines.

### Focus:

IVI-GOLF's vision is supplying innovative products with value and service. The company relied on its more than 40 years of erosion control experience to develop its best-known product — SANDTRAPPER™ — an advanced polymer technology used for lining bunkers. Since its introduction, the product has been rapidly adopted by facilities, architects and builders.

With advancements in polymer technology, the erosion-control specialists researched the dynamics of water flow and bunker mechanics to develop the correct matrix and binding properties. Sandtrapper was introduced several years ago and has become the premier method to control bunker maintenance, sand replenishment and labor costs.

### Specialty products:

Beyond SANDTRAPPER, IVI-GOLF supplies other specialty products such as temporary cart paths, frost covers, pond liners, turf dividers and safety fencing. With its background in burlap and other natural fibers, IVI-GOLF also supplies shaping products such as coir logs and burlap bags.

### Erosion control products:

A full product line is available, from silt fence and jute mesh to straw blankets and coconut blankets. As with its traditional business, the company readily stocks all items for fast turnaround and shipping.

### Manufacturing facilities:

The primary facility is in the foothills of New

### IVI-GOLF & Sandtrapper – Innovation, performance.

York in Johnson City, also serving as its corporate headquarters. Most of the manufacturing processes occur at this location with other facilities and distribution centers around the country.

### Technical support, sales, training and/or customer support:

Much of the sales and technical support occurs through corporate headquarters by calling 888-970-5111. A trained telemarketing staff is prepared to answer many questions. National Sales Manager John Brauer is readily available to assist customers with their product inquiries and technical questions.

Supporting the SANDTRAPPER product are a number of volume discounts, freight considerations and product trial incentives. Most orders can be shipped nationally on a same-day or next-day basis.

### Major product lines:

The core of IVI-GOLF's product sales revolve around the SANDTRAPPER product. For different applications, it's manufactured in two forms.

SANDTRAPPER I has been engineered with a tight matrix for shallow bunker grades and bowls. SANDTRAPPER II has been engineered with a more open matrix for severe and demanding applications.

The aggressive version, SANDTRAPPER II, is actively marketed for most applications. Should lower installation costs be desired, some facilities select a combination of both products to line the bunker.

Visit IVI-GOLF at the GCSAA show in Atlanta (booth 2729) to learn more about Sandtrapper and be a part of all the excitement.

# Standard Golf Company

**Standard Golf Company**  
6620 Nordic Drive  
Cedar Falls, IA 50613-0068

**Telephone:**  
Toll-Free 866-SG-EXPRESS  
(866-743-9773) or  
319-266-2638

**Fax:**  
319-266-9627

**E-mail:**  
[info@standardgolf.com](mailto:info@standardgolf.com)

**Web address:**  
[www.standardgolf.com](http://www.standardgolf.com)

**Staff**  
**Peter Voorhees**, President and  
CEO  
**Matt Hurley**, Vice President  
and General Manager  
**John Kelly**, Director of  
Marketing

## Product focus:

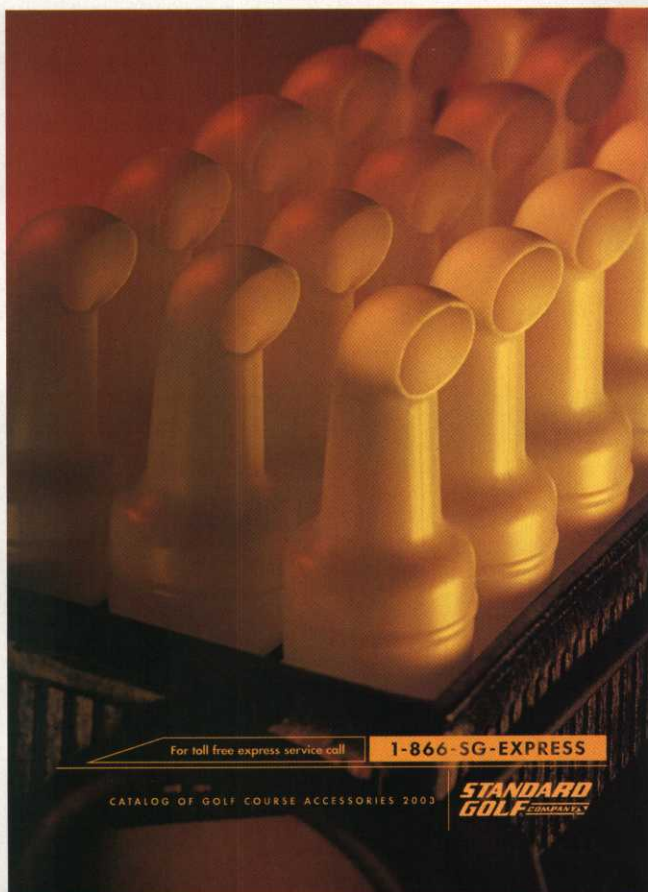
Founded more than 90 years ago, Standard Golf Company is the leading international manufacturer of golf course accessories and maintenance equipment tools.

## Manufacturing facility:

The 105,000 square feet of offices and manufacturing area located in the Cedar Falls Industrial Park was built in 1992.

## Technical support, sales, training and/or customer support:

Distributor coverage in all 50 states and 44 foreign countries. Orders may be placed online or by phone toll-free at 866-SG-EXPRESS (866-743-9773).



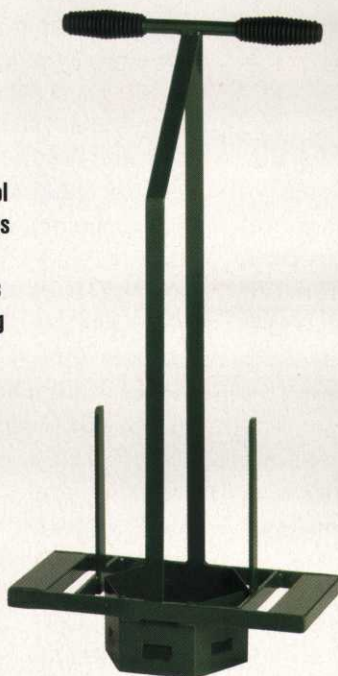
For toll free express service call

**1-866-SG-EXPRESS**

CATALOG OF GOLF COURSE ACCESSORIES 2003

**STANDARD  
GOLF** COMPANY

The Hexagon Turf Repair Tool cuts hexagonal-shaped plugs of turf for easy sod removal and replacement. It features plug holders, not a confining cage, which makes plug removal quick and easy.



Standard Golf Company offers an extensive range of accessories, many of which can be customized. To request a catalog, call 866-743-9773 or log onto [www.standardgolf.com](http://www.standardgolf.com).

## Major product lines:

The company's extensive range of accessories, many of which can be customized, include flags and flagsticks, bunker rakes, ball washers, course information signs, cups, litter receptacles, and yardage markers. The line of maintenance tools features turf-repair tools, roller squeegees, top-dressing brushes, hole cutters, and soil-profile samplers.

**STANDARD  
GOLF** COMPANY

# Syngenta Professional Products

## Syngenta Professional Products

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Greensboro, NC 27419

**Telephone:**  
336-632-6000

**Web address:**  
[www.syngentaprofessionalproducts.com](http://www.syngentaprofessionalproducts.com)

**Staff**  
**Joe DiPaola, Ph.D.**  
Golf Market Manager  
336-632-6325  
[joseph.dipaola@syngenta.com](mailto:joseph.dipaola@syngenta.com)

**Dave Ross, Ph.D.**  
Technical/Service Contact  
336-632-6411  
[david.ross@syngenta.com](mailto:david.ross@syngenta.com)

## Product focus:

The vision of Syngenta is to provide the best products and services in the industry and to build optimal packages of chemistries and technologies to help its customers achieve their goals. For golf course superintendents, Syngenta offers industry leading products to prevent and cure diseases and manage turf — as well as a variety of additional resources to help customers better manage their operations. Syngenta's Golf Mission Statement is as follows: *Offering the best golf experience through innovative golf course solutions and exceeding our commitments to our customers, the industry and Syngenta.*

## Manufacturing facilities:

Syngenta Crop Protection operates five manufacturing facilities and two formulation facilities in the United States. Syngenta also contracts 43 other formulation and packaging facilities. These state-of-the-art facilities manufacture many of Syngenta's herbicides, fungicides and insecticides. Worker safety is top priority for manufacturing operations while producing the highest-quality products possible. Contract formulation and packaging allows rapid response to changing demand needs.

## Technical support, sales, training and/or customer support:

In addition to its strong portfolio, Syngenta has the industry's most complete line of non-product-related offerings. These include the Web-based service GreenCast™ ([www.green-castonline.com](http://www.green-castonline.com)) that can deliver pest, weather and product information directly to a customer's desktop. In addition, Syngenta has five field technical representatives (which include former extension agents and university researchers, all with many years industry experience) who live and work in all districts across the United States. Through the GreenPartners® ([www.greenpartnersonline.com](http://www.greenpartnersonline.com)) reward program, customers can accrue points for each Syngenta product purchase. These points can be redeemed for business tools such as com-

puters, equipment, and classes for GCSAA courses and conferences.

## Major product lines:

Syngenta offers some of the most highly regarded products in the industry, including:

**Barricade® pre-emergent herbicide** — Long-lasting pre-emergent control of crabgrass and more than 30 other weeds.

**Barricade-4 FL** — Popular pre-emergent herbicide as a flowable concentrate.

**Heritage® fungicide** — Only systemic strobilurin with up to 28 days of turf and foliar disease protection for all four major classes of fungi.

**Daconil® fungicide** — Contact fungicide with proven superior disease control.

**Banner MAXX®** — Broad-spectrum and systemic disease control for turf and ornamentals

**Subdue MAXX® fungicide** — Industry standard for Pythium control.

**Primo MAXX® turf growth regulator** — Growth regulator for clipping management and pre-stress conditioning of turf.

## Research and development:

Syngenta has two research facilities in Stein, Switzerland, and Jealotts Hill, U.K. Its dedicated staff conducts high throughput and secondary screening that targets key turf and ornamental pests. Syngenta has the highest research and development spend in the industry based on percentage of gross income.



# Tee-2-Green Corporation

**Tee-2-Green**

P.O. Box 250  
Hubbard, OR 97032

**Telephone:**

800-547-0255

**Fax:**

503-651-2351

**Web address:**

[www.tee-2-green.com](http://www.tee-2-green.com)

**E-mail address:**

[bentinfo@tee-2-green.com](mailto:bentinfo@tee-2-green.com)

**Date founded:** 1973

**Staff**

**Bill Rose**, President/CEO

**Charlotte Flowers**,

Manager & Sales

**Terry Plagmann**, President,

Penncross Growers

Association

**Rick Elyea**, Director of Golf &

Sales

**Vickie Wallace**, Technical

Agronomist/Sales

**Product focus:**

Tee-2-Green manufactures, markets and distributes Penn bentgrasses, the highest quality seed available for golf course tees, fairways and greens. Starting with the release of Penncross creeping bentgrass in 1955, all of Tee-2-Green's Penn Pals have been developed for disease resistance, aggressiveness, low mowing properties, and overall appearance and color.

**Manufacturing facility:**

All Tee-2-Green Penn Pals and their select consortium of Penn bent growers are subject to rigid production and certification standards governed by breeder Dr. Joe Duich and Oregon seed certification officials. The seed goes through a process of combining, cleaning, certification testing, packaging and tagging before being shipped for fall seeding. Scrupulous seed analysis awards the purest seed (98 percent or better) the Putting Green Quality tag.

**Since 1955, all of Tee-2-Green's Penn Pals have been developed for disease resistance, aggressiveness, low mowing properties, and overall appearance and color.**

**Technical support, sales, training and/or customer support:**

Tee-2-Green has an experienced team of experts covering the United States and the world to make recommendations for every region. The knowledgeable, accessible staff includes individuals formally educated in agronomy, and customer relationships are viewed as ongoing partnerships. In addition, a variety of tools are available, including reports, studies and data, as well as such resources as their Web site, informational videos, an annual Field Day and private tours.

**Major product lines:**

Penncross is still the industry standard for bentgrass excellence because of its aggressiveness, vigor, wear tolerance and ability to perform under a wide range of conditions. Also available from Tee-2-Green are Penneagle, PennLinks, Pennway and Penn Trio Blends, as well as the Penn A's and G's, each tailored to specific applications and objectives.



**TEE-2-GREEN®**



# Textron Golf, Turf & Specialty Products

## Textron Golf, Turf & Specialty Products

3800 Arco Corporate Drive  
Suite 310  
Charlotte, NC 28273

**Telephone:**  
704-504-6600

**Fax:**  
704-504-6649

**Sales:**  
[sales@textronturf.com](mailto:sales@textronturf.com)

**Marketing:**  
[turfmarketing@textronturf.com](mailto:turfmarketing@textronturf.com)

**Customer service:**  
[CustomerOne@textronturf.com](mailto:CustomerOne@textronturf.com)

**Web address:**  
[www.textronturf.com](http://www.textronturf.com)

**Staff**  
**Jon Carlson**, President  
**Dennis Schwieger**, Executive Vice President, Sales & Marketing  
**Joe LaFollette**, Vice President, Customer Care  
**Peter Whurr**, Vice President, Product Support  
**Ralph Nicotera**, Vice President, Marketing & Product Management  
**Joe Thompson**, Vice President, Sales—Turf & PLC

### Product focus:

Jacobsen®, Cushman®, Ryan®, Bob-Cat®, Bunton®, Steiner™, Brouwer™ and E-Z-GO® — these are the companies of Textron Golf, Turf & Specialty Products, the largest supplier of precision-cut mowers, golf cars, utility vehicles, high-performance aerators and turf renovation equipment to the golf and turf care industry. These companies serve customers worldwide through an extensive distribution network of professional turf-care dealers and distributors.

Affordable financing is available to customers of the Textron Golf, Turf & Specialty Products companies through Textron Financial Corporation.

### Manufacturing facilities:

Manufacturing facilities are conveniently located throughout the United States and abroad:

**Dalton, Ohio** (Steiner turf tractors and Brouwer sod equipment)

**Charlotte, N.C.** (Jacobsen premium fairway and greens mowers and Ryan turf aerators)

**Augusta, Ga.** (E-Z-GO golf cars and Cushman utility vehicles)

**Johnson Creek, Wis.** (Bob-Cat and Bunton commercial mowers)

**Ipswich, U.K.** (Ransomes and Jacobsen mowers and turf equipment)

For more than 100 years, Textron Golf, Turf & Specialty Products companies have been involved with the golf and turf care industry. Together, they comprise the largest corporate sponsor of GCSAA. Their longtime relationship with the association is a strong example of their commitment to golf course superintendents and to all other turf-care professionals.

For more information about products and services, please contact Textron Golf, Turf & Specialty Products.



Cushman Commander™ 4800



Ryan Greensaire® 60 PT



New Super-Light Jacobsen SLF™-1880

**TEXTRON**  
GOLF, TURF & SPECIALTY PRODUCTS