

# CORPORATE CAPABILITIES

Industry suppliers at a glance

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MIKE KLEMM

# AMVAC Chemical Corp.

## AMVAC Chemical Corp.

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## Product focus:

AMVAC Chemical Corp. is a subsidiary of American Vanguard Corp., based in Los Angeles. Founded in 1969, AMVAC manufactures and markets a wide range of fungicides, herbicides, insecticides and specialty products focusing on turf and ornamental management, and public health. The company's basic strategy is to acquire brand name, niche product lines from multinational companies that divest mature products as a result of mergers, acquisitions or to focus on new chemistries.

AMVAC is committed to building a portfolio of innovative and viable management tools for the golf, turf and other green industries. The company strives to continue making viable mature and niche products available to superintendents and other professions. The company has more than 200 employees nationwide to assist in the sales, marketing, development and technical service of its products.

## Manufacturing facilities:

AMVAC has major manufacturing facilities in Los Angeles and Axis, Ala., as well as manufacturing and formulations operations in Washington and Missouri.

## Technical support, sales, training and customer service:

AMVAC is committed to supporting all of its product lines with knowledgeable field representatives and a responsive home office customer service group. By hiring experienced experts in production agriculture and specialty crop and turf management, AMVAC ensures that customers and industry partners receive the highest quality product support. AMVAC extends its commitment into research and development by constantly striving to maximize the management tools available to superintendents and turf managers.



## Major product lines:

The AMVAC line of products provides superintendents with a variety of proven high-use and specialty niche products to help them manage the entire course, including fungicides, herbicides, insecticides botanical insecticides, and a variety of specialty products for controlling flies, mosquitoes and snails/slugs.

These products include:

**PCNB Fungicides** for the effective control of snow mold, brown patch and other turf diseases.

**ORNAZIN® 3% EC Botanical Insecticide** to manage certain species of beetles, caterpillars, aphids and other insects on turf.

**DIBROM® 8 Emulsive and TRUMPET® EC** insecticides with the active ingredient naled for mosquito and fly control.

**DEADLINE® and DURHAM®** brand of metaldehyde for snail and slug control.

**HINDER™**, a deer and rabbit repellent to protect trees and shrubs from damage.

**TURFCURE™ 376 Fumigant**, soil-applied biocide to control soilborne pests.



# BASF Professional Turf & Ornamental

**BASF Professional Turf & Ornamental**  
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Connecticut

## Product focus:

This year, the BASF Professional Turf Group expanded its portfolio to include both patent and post-patent products to offer you more options for effective control and excellent value. BASF's products now include pre-emergents, fungicides, insecticides and a granular soil fumigant.

**BASF  
PROFESSIONAL  
TURF™**



With the addition of seven new products, the BASF Professional Turf Group experienced a period of rapid growth. People, products and customer service have been enhanced to meet the growing needs of turf professionals. In addition to a knowledgeable support team, BASF also helps *Make It Better* through educational programs, award-winning turf newsletters and industry stewardship.

BASF also continues to invest in research and development for new turf products, such as Emerald® fungicide, an entirely new class of chemistry for dollar spot control that recently received EPA approval. Emerald has consistently demonstrated unmatched performance against dollar spot in university-based and golf course trials throughout the United States.

## Headquarters:

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 customer service:

Our commitment to the turf industry includes a comprehensive technical and field support team. This includes 13 regional sales representatives, two regional sales managers and two senior technical specialists. In addition, BASF maintains strong relationships with leading university researchers, who provide



recommendations and advice for BASF and its customers. Turf professionals can locate answers to technical questions, industry articles and researcher opinions at [www.turfacts.com](http://www.turfacts.com).

## Major product lines:

**Emerald® fungicide** has consistently demonstrated unmatched performance against dollar spot in university-based and golf course trials throughout the United States.

**Pendulum® AquaCap™**, the most recent introduction to the Pendulum line, is an encapsulated, water-based formulation of the industry's leading pre-emergent herbicide that eliminates odor, reduces staining and increases ease of handling.

**Curalan® EG fungicide** inhibits diseases such as leaf spots, melting-out, red thread, pink patch, brown patch, gray snow mold, pink snow mold and fusarium patch.

**Drive® 75 DF herbicide** is a broad-spectrum post-emergent herbicide for broadleaf and grassy weeds that offers overseeding flexibility.

**Basamid® granular soil fumigant** penetrates deep into the soil to quickly eliminate virtually all weeds, nematodes, grasses and soil diseases.

**Image® 70 DG herbicide** kills uncontrollable weeds including purple and yellow nutsedge, dollarweed and green kyllinga.

**Basagran® T/O herbicide** controls yellow nutsedge and annual sedges in established cool- and warm-season turfgrasses.

*Always read and follow label directions.*

*Curalan, Pendulum and Emerald are registered trademarks and AquaCap is a trademark of BASF Corporation. Basamid and Drive are registered trademarks of BASF AG. Image is a registered trademark of Central Garden and Pet Co. Basagran is a registered trademark of BASF Corporation.*

# Bayer Environmental Science

**Bayer Environmental Science**

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**Golf Sales Contact:**

Visit [www.bayerprocentral.com](http://www.bayerprocentral.com)  
to find the representative  
nearest you.

**Product focus:**

Bayer Environmental Science manufactures a full line of turf and ornamental products for use on golf courses, home lawns, sports fields, commercial landscapes, nurseries and greenhouses. Bayer Environmental Science continues a tradition of innovative research and top-of-the-line professional products, backed by highly trained sales and field development representatives.

**Manufacturing facilities:**

With manufacturing facilities worldwide, Bayer Environmental Science produces premier products for use in the turf and ornamental marketplace. In the United States, facilities are located in Pasadena, Texas; St. Louis; and Kansas City, Mo. Bayer Environmental Science supports its green industry products with a dedicated turf and ornamental research facility in Clayton, N.C., where industry experts develop and investigate new chemistries and formulations.

**Technical support, sales, training and customer service:**

Our focus at Bayer Environmental Science is the development and creation of innovative technologies and solutions for the challenges our customers face every day. Field development, sales and technical representatives located throughout the country offer regionalized support for all products. Visit [www.bayerprocentral.com](http://www.bayerprocentral.com) to find the representative nearest you.

**Major product lines:**

Bayer Environmental Science offers products to fit all areas of turf management and ornamental pest control. The well-regarded Aven-tis Chipco Professional products and the respected Bayer product group are now combined, forming the most complete product line in the green industry.

**Insecticides:** Merit<sup>®</sup>, Sevin<sup>®</sup>, DeltaGard<sup>®</sup>, TopChoice<sup>™</sup>, Choice<sup>™</sup>, Dylox<sup>®</sup>, Tempo<sup>®</sup> and Nematicur<sup>®</sup>

**Herbicides:** Ronstar<sup>®</sup>, Revolver<sup>™</sup>, Prograss<sup>®</sup>, Sencor<sup>®</sup>, Finale<sup>®</sup>, Illoxan<sup>®</sup> and Acclaim<sup>®</sup>

**Fungicides:** Signature<sup>™</sup>, Bayleton<sup>®</sup>, 26GT<sup>®</sup>, Compass<sup>™</sup>, Banol<sup>®</sup> and ProStar<sup>®</sup>

**Plant Growth Regulators:** Proxy<sup>®</sup>

Bayer Environmental Science



# Dow AgroSciences LLC

## Dow AgroSciences LLC

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**Date founded:** 1989

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### Product focus:

Dow AgroSciences markets professional turf, ornamental and technical products to formulators, distributors, superintendents, lawn care operators and landscape contractors.

### Facilities:

Dow AgroSciences, based in Indianapolis, is a global leader in providing pest management and biotechnology products. The company employs approximately 6,000 people in more than 50 countries and has worldwide sales of \$2.7 billion. Dow AgroSciences is a wholly owned indirect subsidiary of The Dow Chemical Co.

### Technical support:

Sixteen sales representatives, three technical product representatives, a customer agronomist and three field research biologists provide stewardship, training and answers to formulators, distributors, university researchers and customers 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 managers.

### Major product lines:

Key products include:

**Dimension\* specialty herbicide** — Provides premium, season-long control of problem grasses and annual broadleaf weeds.

**MACH 2\* specialty insecticide** — Provides unbeatable grub prevention for healthier, better quality turf.

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

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

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

**Fore\* Rainshield\* specialty fungicide** — Cost-effective control of brown patch and other key golf course diseases.

**Curfew\* soil fumigant** — The most effective product to control nematodes for improved play surface endurance and positive visual impact. (Available in Florida)

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

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

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

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

**Conserve\* SC specialty insecticide** — Effective chemistry for control of thrips, leafminers and spider mites.

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

*\*Trademark of Dow AgroSciences LLC  
Curfew is not for sale or use in Dade  
County, Florida. Always read and follow  
label directions.*



 **Dow AgroSciences**

# EarthWorks

## EarthWorks

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**Jim Heck** – Agronomist  
**Jerry Brunetti** – Formulation Specialist

### Product focus:

EarthWorks is a manufacturer of a complete line of formulated dry and liquid organic products featuring the Replenish line of natural organic fertilizers. The focus of the company is the “Soil First,” and this name has been incorporated into the consulting, soil testing and liquids division of the organization. Using the soil testing services of Logan Labs, Soil First Consulting has run thousands of soil tests yearly for many of the top golf courses and sports fields in the country. The concept of “balance the chemistry and feed the soil” has made EarthWorks strong for more than 15 years. By evaluating and balancing soils, EarthWorks consultants have actually helped to open tight soils, allowing for better air and water movement and a better environment for soil microbiology. The strength of the EarthWorks product line is the elaborate and dynamic formulations, all designed to feed the soil. With more than 25 years of experience, no other manufacturer of natural organic products has the formulation and agronomic expertise that EarthWorks promises the industry.

### Manufacturing facilities:

The Replenish line of dry organic fertilizers utilizes compost from the Rose Acres Egg Farms in Seymore, Ind. The Liquid Organic products are produced in Pennsylvania on Amish Farm facilities.

### Technical support, sales, training and customer service:

EarthWorks employs a host of agronomists in



its Soil First Consulting division and performs thousands of soil tests yearly for golf courses, professional sports teams, lawn and landscape companies, schools and park systems. This “soil first” approach allows the superintendent to balance the soil and create a better environment for soil biology.

### Major product lines:

The **Replenish 5-4-5** Natural Organic Fertilizer is the flagship “formulated” granular organic. The Replenish line also includes an ammonium sulfate-based organic, **10-2-5**; a potassium sulfate product, **5-1-10**; and a straight and inexpensive compost topdressing, **3-4-3**. These are truly formulated natural organics, incorporating rich egg-layer compost, sugars, rock minerals and humic acids to allow for better microbial stimulation and soil conditioning.

The EarthWorks Liquid Organic line includes **Kick**, soil conditioner; **Cal-Vantage**, liquid calcium; **Potent-Sea Plus**, bio-stimulant; and **Base One**, a 1-10-10 formulation with traces of liquid fertilizer. These products can stand alone but are a great foundation for a complete liquid fertility program. Applied weekly or biweekly, they provide the plant what the soil cannot.

The EarthWorks construction program has been used in more than 75 new golf courses for amending greens and tees mixes and features **EcoLite**, the premier zeolite mineral on the market, and **Renovate**, an organic/mineral matrix designed to provide a soil-less medium with all the benefits of soil.

**EarthWorks**<sup>TM</sup>  
Natural Organic Products

# IVI-GOLF

**IVI-Golf**

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- Phil March**, Director of Operations
- Wayne Rozen**, President



**INNOVATIVE PRODUCTS FOR  
GOLF COURSE CONSTRUCTION  
AND MAINTENANCE**



**About IVI-GOLF:**

Started in 1940, Indian Valley Industries has developed into a reliable supplier to the golf course construction and renovation market with its IVI-GOLF Division. The GOLF division focuses on innovative products like its cornerstone product, Sandtrapper, an advanced polymer for bunker renovation.

**New products, new markets:**

In addition to Sandtrapper, the product line now includes an innovative bunker rake and a new sod staple. An important course accessory, the bunker rake named The Trapper™ has a revolutionary design that promotes bunker protection while properly grooming the top sand layer. The patented design is competitively priced and comes as an attachment for most machine rakes.

The NEW sod staple, V-Staple, takes performance of such a simple item to a new level. Made of steel, the V-Staple's specially designed V-channel and staggered legs allow for easy driving and doubles the holding power of conventional sod staples.

Beyond course construction products, Indian Valley Industries is introducing a new consumer product, BoneDri, an innovative sports grip lotion. The company's new division, IVI-SPORTS, is selling the product through regional and national sporting goods retailers and international distributors.



**Bone Dri Sports Grip**

**Major product lines:**

The core of IVI-GOLF's product sales revolve around the Sandtrapper product. For different applications, it's manufactured in two versions. Sandtrapper I has been engineered with a tight matrix for shallow bunker grades and bowls. Sandtrapper II has been engineered with an open matrix for severe and demanding applications.

The full IVI-GOLF product line includes a wide range of erosion control products including silt fence, curlex and futerra.



**Sandtrapper for bunker renovation**



**The Trapper Bunker Rake**

**Technical support, sales and customer support:**

Much of the sales and technical support occurs through the corporate headquarters by calling the toll-free number 888-970-5111. National Sales Manager John Brauer is readily available to assist customers with their product inquiries and technical questions.

# John Deere

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## 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. The John Deere organization is noted for more than 165 years of innovation, the highest quality products and its product and operator safety initiatives. John Deere Golf & Turf One Source is an initiative that brings together a variety of products and services to better serve the expanding needs of 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 Fuquay Varina, N.C., Horicon, Wis., and Welland, Ontario, Canada.

## Technical support, sales, training and customer service:

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.

## Major product lines:

John Deere Golf & Turf One Source manufactures a complete line of products for



**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.**

superintendents and sports turf managers, including a variety of reel mowers, front mowers, utility vehicles, aeration and collection equipment, utility tractors and portable power equipment. In addition, One Source provides credit and financing options, irrigation products, landscape supplies, nursery stock and erosion control materials, and exceptional parts and service.



**JOHN DEERE**



# Lastec

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**Staff**

**Jeff Laskowski**, Founder, CEO

**Tom Papp**, President



**Product focus:**

Lastec is known as the Home of the Articulator, and for good reason. The company brought this brand new and innovative technology to the market in 1991, out of a growing need to find more efficient ways to mow golf courses with heavy contours. Lastec has since retained its position as the leader in this 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

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

any time, the end-user may contact the nearest distributor for operational advice or maintenance tips. Each customer is provided with 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. 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. In the riding mower category, the Articulator 3696 model has a cut width of 96 inches, while the Articulator 3682 has an 82-inch cut width.



**LASTEC®**

# LESCO

**LESCO, Inc.**

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Strongsville, OH 44136

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**Date founded:**

1962

**Key executives**

**Michael DiMino**

President/CEO

**Steve Cochran**

Senior Vice President of Sales

**Kevin Gill**, Vice President

of National Account Sales

**Brett Barthel**, Vice President

Marketing

**LESCO overview:**

LESCO is the nation's leading manufacturer and distributor of lawn care, golf course and pest control products for the professional turf care and pest control industry. LESCO has pioneered a uniquely effective sales and distribution method allowing it to market directly to more than 100,000 customers. These customers include lawn care operators, turf maintenance companies, golf courses, athletic facilities, theme parks, resort and recreation complexes, schools, universities, military installations, nurseries, industrial complexes and cemeteries.

LESCO has a fleet of 72 Stores-on-Wheels®, a concept developed by LESCO, that calls directly on golf courses along with more than 240 LESCO Service Centers®. To further support its customers, LESCO has a national account team and sales representatives ready to support its customers with agronomic advice and business solutions.

**Major product lines:**

Whether you are searching for agronomic products or expertise, you need not look further than your nearest LESCO representative.

LESCO has you covered. Count on LESCO for industry-leading products, including:

- Fertilizers with a variety of slow-release technologies, including PolyPlus®, LESCO's patented sulfur coated urea; Novex®, a homogeneous particle that provides even, consistent, slow-release nutrition to the turf; and PolyVex®, the perfect blend of NOVEX and PolyPlus technologies, giving you the best fertilizer technology in one product.
- Combination products for one-step convenience.



- Control products from LESCO and the leading national brands.
- Pest control products and application equipment.
- Turfgrass seed varieties and blends that exceed industry standards, including several proprietary varieties of bentgrass.

And when it comes to golf accessories, LESCO has one of the most complete lines in the industry to handle your course needs from tee to green:

## LESCO®

- LESCO offers the complete line of Par Aide® products.
- LESCO features Southern Flags, known for their custom embroidered flags.
- LESCO offers Eagle Signs, custom signs made in your choice of cast aluminum or bronze.

LESCO Stores-on-Wheels® also carry a full line of Kawasaki hand-held power tools, safety equipment and spreaders and have added the Bear® line of irrigation heads and replacement kits to their inventory.

And if you need a utility vehicle, ask your sales representative about the new GT 642™ and GT 422™ — the very latest in state-of-the-art units marketed under the CommercialPlus™ line of quality equipment.

For all of your golf course needs, LESCO is truly your one-stop shop.

# Milorganite

**Milorganite**

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Consultant

**Product focus:**

Established in 1926, Milorganite has been keeping golf courses around the world in top shape for years. Milorganite is an organic-nitrogen, slow-release fertilizer that can be used without the risk of burning. It provides long-lasting results and yields high-quality turf. Milorganite does not contain soluble salts that can burn turf. Rather, Milorganite relies on natural microbes in the soil to release its nutrients. As a result, Milorganite does not need to be watered in.

**Manufacturing facilities:**

Milorganite's manufacturing facility is in Milwaukee, Wis.

**Technical support, sales, training and customer service:**

Milorganite has assembled a team of highly experienced consultants to provide technical support within the golf course marketplace. In addition, Milorganite has a dedicated internal staff to answer questions that may arise.



**Major product lines:**

Superintendents worldwide consider Milorganite to be the No. 1 organic fertilizer. Extremely versatile, Milorganite can be used anywhere a superintendent or groundskeeper deems necessary. Milorganite is ideal for a variety of applications:

- greens;
- fairways and roughs;
- tee boxes;
- trees;
- planting beds; and
- flowering shrubs.

Professionals can get Milorganite using the company's extensive distributor network. In many cases, it will be the same supplier who handles seed, pesticides and other growth products. For convenience, Milorganite also can be purchased in a variety of quantities:

- 50-pound bags;
- ½-ton bulk bags; and
- 1-ton bulk bags.

# National Mower Co.

**National Mower Co.**  
700 Raymond Ave.  
St. Paul, MN 55114

**Telephone:**  
888-907-3463

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



The 8400 Hydrostatic Triplex Mower (below) features Dial-A-Height (above), which allows superintendents to adjust the height of the cut in precise increments.

## Product focus:

Located in St. Paul, Minn., National Mower Co. has been a leader in the professional turf maintenance industry since 1919. From the beginning, the company has focused on the manufacture of affordable, simple and high-quality reel mowers specifically engineered for trimming and mowing hills, slopes and banks.

## Major product line:

### 8400 Hydrostatic Triplex Mower

Designed with a low center of gravity, National Mower's 8400 hydrostatic triplex mower tackles the most difficult hills, slopes, banks and bunker areas with ease. The mower's hydrostatic drive provides independent reel and ground speeds for the perfect cut at any speed, while electric reel clutches turn on and off all three cutting reels simultaneously. The 8400 includes power steering for extra control while trimming difficult areas or negotiating tight corners. It is powered by a 16-horsepower Briggs & Stratton Vanguard engine and has an 84-inch width of cut that covers 3.5 acres per hour.

## What superintendents are saying about the 8400:

"Our 8400s will cut through about anything, and the blades hold their edge even when we hit rocks and dirt. They have a good bedknife that makes for good, clean mowing. And with the new hydrostatic drive and better seats, our older operators can run them all day without getting backaches."

— Tom Harrington,  
superintendent at Indian  
Pond CC, Kingston, Mass.

"The 8400 was the only mower that could do the job on our course. We tried several other mowers, includ-



The Vertical Mowing System attachment features a blade design that produces excellent slicing action while virtually eliminating turf damage.

ing some new high-end models. They couldn't climb our banks and cut the grass. The 8400 did. When it came to a buying decision, it was a no-brainer. The 8400 was our choice."

— Mark Gagne, superintendent at  
Walpole CC, Walpole, Mass.

"Our course offers a lot of variations in elevation. The 8400 is about the only mower that has the power and stability to cut the green and tee banks."

— Dan Bastille, superintendent at Quarry Hills  
Golf Club, Quincy, Mass.

## Vertical Mowing System handles tough areas, fairways

National Mower's Vertical Mowing System (VMS) attachment is specifically designed for today's turf management practices. The unique blade design produces excellent slicing action while virtually eliminating turf damage. This allows turf professionals to do vertical mowing more frequently — without disrupting play. As part of our 8400 mower, it becomes the first vertical mowing system designed to handle tough areas around bunkers, tee boxes and on banks and slopes. Equally important, its design gives it versatility for a wide range of tasks including dethatching, stimulating root growth, overseeding preparation, and grain and runner control. It's also a great tool for vertical mowing fairways.

The VMS is equipped with National Mower's Dial-A-Height setting device, designed to make superintendents' jobs easier by allowing for quick mowing height adjustments on their National Mowers. With no tools needed, the Dial-A-Height allows you to adjust the height of the cut in precise increments by turning the top piece to the preferred height, which is always displayed on the gauge.



# Par Aide Products Co.

**Par Aide Products Co.**

6800 Otter Lake Road  
Lino Lakes, MN 55038

**Telephone:**  
888-893-2433

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

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

**Staff**

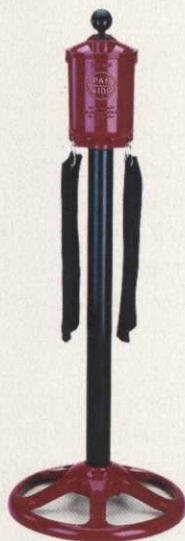
**Steve Garske**, President  
[steve@paraide.com](mailto:steve@paraide.com)

**Mike Hilliard**, Vice President  
[mike@paraide.com](mailto:mike@paraide.com)

**Dan Brown**, Sales Manager  
[dan@paraide.com](mailto:dan@paraide.com)

**Dianne Kippe**, Customer  
Service  
[dianne@paraide.com](mailto:dianne@paraide.com)

**Dawn Primeau**, Customer  
Service  
[dawn@paraide.com](mailto:dawn@paraide.com)



**Product focus:**

Since 1954, Par Aide Products Co. has been providing the golf course industry with a superior line of golf course accessories. For a product to earn the Par Aide name, it must make superintendents' jobs easier, help them do it better or perform a service that makes them look good to the golfer. When describing our products, our favorite words are long-lasting, maintenance-free, dependable and value. We take great pride in having grown our full line of golf course accessories by listening to our customers and through innovation and acquisition.

**Manufacturing facilities:**

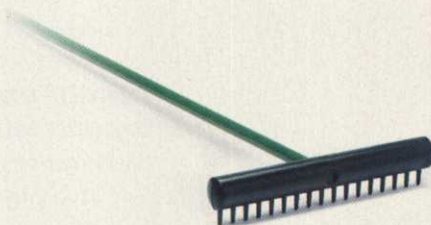
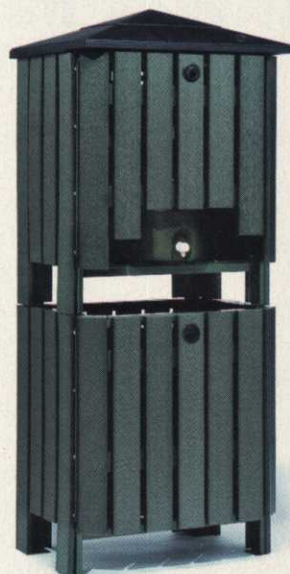
Par Aide Products Co. worldwide manufacturing headquarters is in Lino Lakes, Minn.

**Technical support, sales, training and customer service:**

It is a company policy at Par Aide to treat our customers the way we want to be treated. And that's why if there is ever a problem, we'll do whatever is necessary to make things right and fair. We truly conduct business the old-fashioned way — personally and with integrity. Our customer service associates are encouraged to take responsibility, to offer ideas and to solve problems. In addition, our customers can access our Web site at [www.paraide.com](http://www.paraide.com) to view all of our products online and for the latest Par Aide news, new products and for local dealer information.

**Major product lines:**

Par Aide Products Co. offers a full line of high quality golf course accessories, which can be found at the finest golf courses worldwide. From our universally recognized Ball Washers to innovative new course signage, our patented flag sticks ferrule and Ever-White® cups, Accuform® and Bunker Pro® rakes, a wide variety of tee markers, premium recycled plastic products and greens tools, our products are "Not just built to last, they're built to outlast."



WHEREVER GOLF IS PLAYED

# Parkway Research

**Parkway Research  
Division of Brandt  
Consolidated Inc.**

13802 Chrisman Road  
Houston, TX 77039

**Telephone:**

281-442-9821

**Fax:**

281-590-3353

**Web address:**

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

**E-mail:**

[techsales@parkwayresearch.com](mailto:techsales@parkwayresearch.com)

**Date founded:**

February 1986

**Staff**

**Ray Kimmel**, General Manager

**Michelle Polasek**, Customer Service

**Gary Adair**, Art Director

**Frankie Bardwell**,

Manufacturing Manager

**Product focus:**

Parkway's main focus is, and always has been, the professional golf/turf industry, with specialty products designed for high performance venues. Colorants, micronutrition, greens-grade fertilizers just scratch the surface with Parkway's line, which goes as deep as offering three proprietary products for parasitic nematode control. Customers and non-customers alike are encouraged to call the company to receive an up-to-date product catalog.

**Manufacturing facilities:**

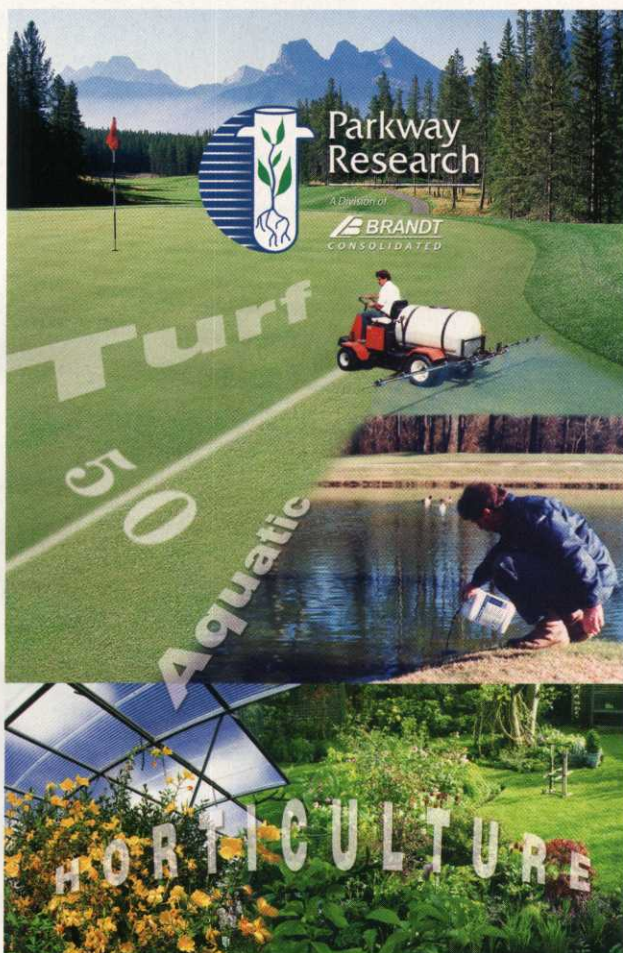
Parkway manufactures its products in Houston, Texas, and Pleasant Plains, Ill. In addition to the manufacturing locations, Parkway maintains distribution facilities in central Florida, South Carolina and Louisiana.

**Technical support, sales, training and customer service:**

Customer service is handled from the Parkway Houston location. Call 800-442-9821 Ext. 106 for customer service. Technical service may be handled from Houston or Pleasant Plains, which can be reached by calling 800-442-9821 Ext. 105 or 800-300-6559 respectively.

**Major product lines:**

**Colorants** — Anchored by the two main colorant lines, Big Foot Spray Pattern Indicators and Blue Lagoon Lake Colorants, Parkway's main focus in colorants tends to be on its "Super Strength" technology. Generally 1 quart of a Parkway Super Strength Colorant will treat as much as four times of a competitive colorant.



Parkway Research specializes in products designed for high-performance venues. Colorants, micronutrition and greens-grade fertilizers are among the products offered.

**Micronutrition** — Parkway's range of micronutrient products centers on the "Manni-Plex" foliar micronutrient delivery system. Based on a unique sugar alcohol mixture that the plant sees and accepts as a native ingredient, Manni-Plex delivers more nutrition to the plant with less stress than all other systems — and faster too.

**Greens Grade Fertilizers** — Parkway's unique range of "Noculate" brand Greens Grade Fertilizers focus on the N-P-K values of the fertilizers, and all also include "the package." That package is inclusive of a blend of beneficial microbes, greens-grade Humic matter and Parkway's best wetting agent, "Generation." The incorporation of the package into the fertilizer yields significantly better results than fertilizers with comparable N-P-K values.

# Pursell Technologies Inc.

**Pursell Technologies Inc.**

P.O. Box 1187  
Sylacauga, AL 35150

**Telephone:**

800-422-4248

**Fax:**

256-249-7428

**Web address:**

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

**E-mail:**

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

**For information on a PTI Tour,  
contact:**
**Caprece Clinton**

PTI Tour Coordinator

**Phone:** 866-PTI-TOUR  
(866-784-8687)

**E-mail:** [cclinton@polyon.com](mailto:cclinton@polyon.com)



**Product focus:**

Pursell Technologies Inc. (PTI) is the world's premier developer and manufacturer of controlled-release fertilizers and pesticides. Based in Sylacauga, Ala., the family-owned company has been in the fertilizer business since 1904. Pursell Technologies' POLYON® polymer-coated fertilizers and TriKote polymer-coated, sulfur coated fertilizers are marketed worldwide to turf and horticulture professionals.

Through the use of Pursell Technologies' patented reactive-layers coating process, the company has expanded its coating expertise to include PRECISE polymer-coating technology. The PRECISE brand encompasses several pesticide products, including combinations of fertilizers and pesticides.

**POLYON® controlled-release fertilizers**

Turf management takes on a whole new meaning when you use POLYON® controlled-release fertilizers. Only POLYON® has the patented

reactive-layers coating process that guarantees slow, consistent release of nutrients. The durable polymer membrane encapsulating the POLYON® granule slowly releases nutrients into the soil through osmotic diffusion. With the reactive-layers coating process, POLYON® nutrient release is regulated and predictable. POLYON® isn't

subject to the variable factors that other fertilizers are, such as erratic moisture levels or uneven particle size. Using POLYON® controlled-release fertilizers, you can count on:

- consistent, gradual release of nutrients;
- predictable, temperature-activated release unaffected by moisture;
- less time and money spent fertilizing;
- customized blends for your particular turfgrass; and
- durable granules that are easier to use.

Controlled, predictable feeding results in controlled, predictable growth.



**Pursell Technologies' POLYON polymer-coated, controlled-release fertilizers guarantee slow, consistent release of nutrients.**

**Learn more through a PTI Tour**

Each year, Pursell Technologies brings in more than 1,000 superintendents, along with turf and horticulture professionals, to tour Pursell Farms, a 3,500-acre world-class education and recreation facility. Tour attendees recreate at FarmLinks GC, the world's first research and demonstration golf course and Pursell Technologies' own living laboratory. While enjoying 18 holes of golf, attendees witness Pursell Technologies and Syngenta product research plots and the most current maintenance equipment from The Toro Co. and Club Car. Tour attendees also receive training in various fertilizer sources and their corresponding release characteristics.



**PTI**  
PURSELL TECHNOLOGIES INC.

# Redexim Charterhouse Inc.

**Redexim Charterhouse Inc.**

950 Sathers Drive  
Pittston Township, PA 18640

**Telephone:**  
570-602-3058

**Toll Free:**  
800-597-5664

**Fax:**  
570-602-3060

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

**E-mail:**  
[Redexim@aol.com](mailto:Redexim@aol.com)

**Date founded:**  
Nov. 13, 2000

**Staff**  
**Cornelius de Bree**, President  
**Paul Hollis**, General Manager  
**Chuck Hicks**, Eastern Region  
Sales Manager  
**Daryn Clark**, Western Region  
Sales Manager  
**Mike Ostrowski**,  
Technical/Service Manager  
**Carolyn Muroski**,  
Inside Sales Coordinator/  
Executive Assistant



Redexim Charterhouse manufacturers Verti-Drain, the original deep tine aerator.

**Product focus:**

Redexim Charterhouse has been internationally known for its design and development of professional turf equipment for the golf, sports field and landscape markets for over 20 years. Sales and marketing offices are in Pittston Township, Pa. All products are available through a network of authorized distributors.

**Manufacturing facilities:**

Principal manufacturing facilities are in Europe. Redexim Charterhouse maintains a comprehensive machine and parts supply warehouse in Pittston Township, where recent expansions and updates have provided increased capacity.

**Technical support, sales, training and customer service:**

Redexim Charterhouse provides distributor/customer technical support through its offices in Pittston Township at 800-597-5664, with on-site distributor training programs available. Sales representatives assist in customer service and sales training.

**Major product lines:**

Redexim Charterhouse is the manufacturer of the original deep tine aerator, the Verti-Drain®. With eight models to choose from, we offer the widest range available on the market today. All Verti-Drains feature the parallelogram action. This unique design gives forced heave to the tines, thus producing the shattering effect and relieving compaction leaving the surface ready for play. In addition, we carry the



Redexim Charterhouse now offers the Verti-Core, which is available in three sizes and features the proven direct crank drive system for simplicity and durability.

new Verti-Core® in three sizes — 52-inch, 68-inch and 72-inch — using the proven direct crank drive system for simplicity and durability. No belts, pulleys or chains to slip or wear. We also offer several seeders, including the 1500 Overseeder, Verti-Seed, Proseed Seeder/Dresser and Speedseed. The Turf Tidy, a 3-in-1 unit for dethatching, sweeping or flail mowing; Spikers; and the Rink Topdressers round out our complete line of turf care equipment. We also market the Civic line of multifunctional compact tractors from Antonio Carraro S.p.A.



Breaking barriers to better turf.



# Seed Research of Oregon

## **Seed Research of Oregon**

27630 Llewellyn Road  
Corvallis, OR 97333

### **Phone:**

800-253-5766  
541-757-2663

### **Fax:**

541-758-5305

### **Website:**

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

### **E-mail:**

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

### **Staff:**

**Bill Dunn**, General Manager

**Mike Robinson**, Director of  
International Sales

**Dr. Leah Brilman**, Director  
of Research

**Skip Lynch**, Technical  
Agronomist/Bentgrass  
Products Manager

**Bryan Muntz**, Regional Sales  
Manager

**Nancy Junk**, Regional Sales  
Manager

**Mike Hills**, Regional Sales  
Manager

**Helen Lucas**, Director of  
Warm Season Products

## **Product focus:**

Seed Research has provided the golf industry with the most advanced genetics and highest quality seed for more than 20 years. With one of the most complete lines of turfgrass varieties, Seed Research has been an industry leader in bentgrass breeding, endophyte-enhanced varieties, and seeded warm-season grass breeding.

## **Manufacturing facilities:**

Our 44,000-square-foot warehouse facility has three blenders, including a continuous blender capable of mixing 18,000 pounds per hour. The shipping dock can process more than 2 million pounds per week.

## **Technical support, sales, training and customer service:**

Seed Research of Oregon products are available primarily through its worldwide network of distributors. Customer and technical support have been the cornerstone of our success. Dr. Leah Brilman, Mike Robinson and Skip Lynch have been regulars on the trade show and conference speaking circuit, addressing breeding, turfgrass maintenance and environmental issues related to golf course management.

## **Major product lines:**

The Seed Research varieties are recognized around the world for their excellent performance, groundbreaking innovation and superior quality. Our high-quality production and elevated quality testing standards have distinguished the entire product line above all competition. Providence, SR 1119 and SR 1020 creeping bentgrasses are renowned as industry standards worldwide. Champion G.Q. perennial ryegrass blend remains one of the most recognizable and enduring products in the golf industry.

The Royal brand varieties come from the same breeding program as the Seed Research varieties and meet the same exacting quality and testing standards as the SR line. Grande tall fescue, Magnum Gold perennial ryegrass blend, and Brighton creeping bentgrass are well-known for their superior quality, high standards and innovative breeding.



# Signature Control Systems Inc.

**Signature Control Systems Inc.**

4 Mason Suite B  
Irvine, CA 92618

**Telephone:**  
949-580-3640

**Fax:**  
949-580-3645

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

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

**Date founded:**  
April 1999

**Staff**

**Brian Smith**, CEO  
**Curt Schaubel**, Eastern Sales  
Manager  
**Drew Ferraro**, Western Sales  
Manager  
**Tim Troast**, Technical Support

**Product focus:**

Signature Control Systems, Inc. is an industry leader in designing and manufacturing intelligent equipment, including GPS products, irrigation products and site management software. The company provides landscape managers, golf course superintendents, as well as property managers direct control of irrigation, fertigation applications, vehicle tracking, asset and inventory management and many other market-oriented products. SCS manufactures products for both the domestic and international markets and is committed to providing comprehensive market-oriented and user-friendly products on a timely basis and at affordable pricing.

**Manufacturing facilities:**

Signature Control Systems, Inc.'s manufacturing facility is headquartered in Irvine, Calif.

**Technical support, sales, training and customer service:**

The SCS complex houses its technical support, customer support, manufacturing facility, sales and marketing divisions and R & D departments in Irvine.

**Major product lines:**

The **Aurora** and **Constellation** range of irrigation controllers and software is industry recognized as the latest technology in cost-effective irrigation. SCS provides Aurora and Constellation management systems, hardwire, radio and telephone configurations, including weather station equipment. In addition, we have a comprehensive range of golf, commercial and large turf sprinklers, and brass valves and rotors. All SCS products are compatible for both domestic and international markets.



The Aurora family of central control software, satellites and remote control devices offers a spectrum of features that address the full range of concerns confronting today's superintendents.



# Syngenta Professional Products

## Syngenta Professional Products

P.O. Box 18300  
Greensboro, NC 27419

**Telephone:**  
800-334-9481

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

**E-mail:**  
[joseph.dipaola@syngenta.com](mailto:joseph.dipaola@syngenta.com)

**Date founded:**  
Nov. 13, 2000

### Key executives

**Mike Mack**, President  
Syngenta Crop Protection  
North America

**Bill Lewis**, Vice President  
Professional Products,  
Syngenta Crop Protection  
North America

**Keelan Pulliam**, Head of  
Professional Products

**Joe DiPaola, Ph.D.**, Market  
Manager

**Dave Ross, Ph.D.**, Technical  
Advisor

### 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 technology to help our customers meet their goals. For superintendents, Syngenta offers industry-leading products to prevent and cure disease and manage turf — as well as a wide variety of additional resources — to help customers better manage their operations.

### Manufacturing facilities:

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

### Technical support, sales, training and customer service:

In addition to its strong portfolio, Syngenta has the industry's most complete line of non-product-related offerings, including the Web-based GreenCast™ ([greencastonline.com](http://greencastonline.com)), which 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™ reward program ([www.greenpartnersonline.com](http://www.greenpartnersonline.com)), customers can accrue points for each Syngenta product purchase. These points can be redeemed for business tools such as computers, equipment and educational seminars and conferences through GCSAA.

### 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. Available in either granular or flowable formulations.

**Heritage® fungicide** — Only systemic strobilurin with up to 28 days of outstanding preventive control of 21 disease organisms found on turf.

**Daconil® fungicide** — A premium contact fungicide in a leading-edge formulation with proven disease control.

**Banner MAXX®** — Broad-spectrum and systemic disease control for turf and ornamentals featuring the MAXX® formulation technology; industry standard for dollar spot control.

**Subdue MAXX® fungicide** — Industry standard for Pythium control featuring the MAXX formulation technology.

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



**syngenta**

# Tee-2-Green Corp.

**Tee-2-Green Corporation**  
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:**  
[bentinfo@tee-2-green.com](mailto:bentinfo@tee-2-green.com)

**Staff**

**Bill Rose**, President/CEO  
**Charlotte Flowers**, Manager  
**Rick Elyea**, Director of Golf & Sales  
**Vickie Wallace**, Technical Agronomist/Sales

**Product focus:**

Tee-2-Green markets and distributes the Penn bentgrasses, which are grown by the Penncross Bentgrass Association. The first Penn variety was Penncross, developed by Dr. H.B. Musser in 1955. This variety has withstood the passing of time because it is the first generation only of the numbered clones 10(37)4, 9(38)5 and 11(38)4, which are maintained at Penn State in greenhouses under light conditions so they never flower. Penncross is the same today as it was in 1955.

In collaboration with Pure Seed Testing in Oregon, Dr. Joe Duich developed the subsequent Penn varieties Penneagle, Pennlinks, the Penn A's and G's and, most recently, Pennlinks II and Penneagle II. The dominating factor in the Penn varieties' success is the plant breeding of Dr. Duich, who demands 10 years of trials before a variety is released. With these stringent standards, every variety has proven superior to its predecessor in putting quality or other needed trait improvements.

Of all creeping bentgrass on the market, Dr. Duich and Oregon Seed Certification officials demand the highest certification standards for the Penn bents. This assures superintendents genetic reliability and weed-free seed.



**Technical support, sales, training and customer service:**

Tee-2-Green has an experienced team of experts covering the United States and the world. This knowledgeable staff includes individuals formally educated in agronomy who can make recommendations for every region. At Tee-2-Green, customer relationships are viewed as ongoing partnerships, and many resources are available to them, including studies and data, the Tee-2-Green Web site, informational videos, an annual field day and private tours.



**Major product lines:**

After 48 years, Penncross is still the leading creeping bentgrass used and sold in the world. While Penncross does not come out on top in every present-day NTEP trial, it continues to dominate courses for several reasons: aggressive nature repairs divots rapidly; exceptional broad range adaptability due to genetic composition; the ability to recover from damage caused by disease, oil spills or other problems; and proper management by knowledgeable superintendents, giving them total confidence to handle any tournament situation (this will be the case for the Senior Championship at Valhalla in 2004).

Also available from Tee-2-Green are Penneagle, PennLinks, Pennway and Penn Trio Blends, as well as the new Penn A's and G's. The Penn A and G series produce a quality putting surface that is very dense, upright and capable of any speed superintendents desire.



**TEE-2-GREEN®**

# The Toro Co.

**The Toro Co.**

8111 Lyndale Ave. South  
Bloomington, MN 55420

**Local Distributor:**

800-803-8676

**Corporate Phone:**

952-888-8801

**Corporate Fax:**

952-887-8693

**Founded:**

July 10, 1914

**E-mail:**

[toroadvantage@toro.com](mailto:toroadvantage@toro.com)

**Web address:**

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

**Key executives:**

**Tim Ford**, Group Vice President

**Phil Burkart**, Vice President  
and General Manager,  
Irrigation

**Bill Brown**, Vice President and  
General Manager, Commercial

**Santosh Patel**, Director  
Customer Care, Commercial

**Gary Kaplan**, Director  
Customer Care, Irrigation

**Rick Lohman**, Director  
Corporate Accounts

**Jim Heinze**, Director Sales  
Commercial

**Steve Snow**, Director Golf  
Renovations and Sales,  
Irrigation

**John Wright**, Director  
Marketing,  
Commercial

**Product focus:**

Leadership and innovation are at the heart of Toro. Our legacy is our ability to deliver revolutionary new products like greensmowers that cut as low as one-sixteenth of an inch and irrigation systems that water virtually drop by drop. In addition, Toro provides professional services including Toro Financing, Toro Protection Plus and a host of training programs to enhance the customer experience. 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 and services you prefer. It's what makes us Toro.

**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 utility vehicles, sprayers and golf course mowing equipment are produced in Tomah, Wis.

**Technical support/customer service:**

Toro supports its product lines with a variety of industry-leading professional services



including technical support and training for equipment and irrigation maintenance through its distributor network. Toro NSN offers worldwide 24-hour, seven-day-a-week irrigation control system support and technical training to subscribing superintendents. In addition, Toro offers technical training classes for golf course technicians at its training facility in Bloomington, Minn.

**Major product lines:**

Toro offers a complete line of turf maintenance equipment including Reelmaster®, Greensmaster® and Groundsmaster® mowers, SitePro® and E-OSMAC® central irrigation control, MultiPro® sprayers, 800S Series sprinklers, Workman® utility vehicles, ProCore™ aerators, Sand Pro® bunker rakes and a full line of debris equipment. Key professional services including Toro Financing and the Toro Protection Plus extended service protection that supports budget optimization and balance sheet stabilization.



# Turf Merchants Inc.

**Turf Merchants Inc.**  
33390 Tangent Loop  
Tangent, OR 97389

**Telephone:**  
800-421-1735

**Fax:**  
541-926-4435

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

**Date founded:**  
August 1983

**Key executives**  
**Steven P. Tubbs**, CEO  
**John Cochran**, Vice President  
of Operations  
**Nancy Aerni**, Vice President of  
Sales  
**Robin Powell**, Chief Financial  
Officer

## Product focus:

TMI sources from private breeding programs the latest in improved turfgrass seeds. Our major focus is on improved turfgrasses for the professional markets of golf, landscaping and landscape architecture. These include creeping bentgrasses, turf-type tall fescues, perennial ryegrasses and Kentucky bluegrasses. TMI also offers domestically produced warm-season grasses such as bermudagrass and zoysiagrass. From its own conventional breeding program, to university sources such as Rutgers University and Texas A&M, TMI is looking forward to offering the latest technologically advanced varieties available anywhere.

## Manufacturing facilities:

Turf Merchants is located in the heart of Oregon—the southern Willamette Valley—where more than 65 percent of the world's supply of grass seed is grown. Natural rainfall and expertise in production make the quality of Oregon grass seed the best in the world. TMI operates from three satellite warehouses strategically located around the valley. This makes customer response an industry standard, with promptness and accuracy in shipments that are unparalleled. TMI has the ability to blend, process and ship simultaneously from any of these locations, where more than 60 million pounds of seed are processed each year.

## Technical support, sales, training and customer service:

TMI has a variety of technical support through extensive trial systems, product literature and databases. Results from turf trials in dozens of locations make the process of selling a sim-



Turf Merchants is located in southern Willamette Valley, in the heart of Oregon. TMI provides turfgrasses for the professional golf, landscaping and landscape architecture markets.

plified matter when comparative data is essential. Color slides of the production process and research add an additional dimension to the support available.

## Major product lines:

**Turf Type Perennial Ryegrass:** Manhattan 4, Paragon, Paragon GLR, Pizzazz, Laredo, Evening Shade, Allaire II, Promise, Prowler, VIP 3.

**Turf-Type Tall Fescues:** Millennium, 2nd Millennium, Focus, Finesse II, Aztec II, Bonsai 2000, Anthem II, Adventure II

**Kentucky Bluegrass:** Brooklawn, Bedazzled, Boutique, Midnight, Rugby, A-34, Able 1

**Creeping Bentgrass:** Backspin, Trueline, Benchmark DSR

**Warm Season:** Tifblair Centipede, Zen Zoysia, Transcontinental Bermudagrass

**TMI**  
TURF MERCHANTS, INC.

# Turf-Seed Inc.

**Turf-Seed Inc.**

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Hubbard, OR 97032

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800-247-6910

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[info@turf-seed.com](mailto:info@turf-seed.com)

**Staff:**

- Bill Rose**, President
- Gordon Zielinski**, CEO
- Vanessa Cox**, Eastern Marketing Manager
- Greg Freyermuth**, Southeast Region
- Jane Peets**, Southeast Region
- Vickie Wallace**, Northeast Region
- Duane Klundt**, Western Marketing Manager
- John Rector**, Northwest & Midwest Regions
- Tom Stanley**, Southwest Region
- Rick Elyea**, Director of Golf Marketing

**Product focus:**

Since opening its doors in 1970, Turf-Seed Inc. has been the innovator in the turfgrass world, making grass research and development its No. 1 priority. Turf-Seed produces certified seed of both warm- and cool-season grasses, ensuring that their grass seed is of the highest purity and quality.

Turf-Seed currently has more than 80 commercial varieties of improved turfgrasses that are naturally selected for disease resistance, drought tolerance, deep color and a host of other desired characteristics. In addition, ornamental grasses, wildflowers, and custom blends are available.

Turf-Seed offers several innovative incentive programs, including the Blue Tag program, where superintendents earn funds for their local GCSAA chapter; and the Sod Growers Grow-Out program, which is used to evaluate a 1 pound grow-out of seed. The larger amount of seed helps identify problems in seed lots that might appear clean in a typical, smaller scale sod test. This is a great tool for buyers who want the highest purity possible.

**Manufacturing facilities:**

Turf-Seed contracts production with the finest turfgrass growers worldwide. Seed is brought to Turf-Seed warehouses where a new blender prepares 40,000 pounds an hour, and timely shipping provides customers with product quickly during fall overseeding.

**Technical support, sales, training and customer service:**

Turf-Seed has specialists to assist in every aspect of turfgrass use such as golf courses, turf farms, sports fields, parks and home lawns. They will



make the right regional recommendation for each and every situation. In addition, research articles, online videos, CD-ROMs and various other educational materials are available.

**Major product lines:**

Turf-Seed has a full range of turfgrasses available including the new Kentucky bluegrass variety, Midnight Star; new perennial ryegrass varieties Brightstar SLT and Salinas; Savannah and Transcontinental bermudagrass; and Silverado II and Tar Heel II tall fescues. Turf-Seed markets the new Penn Pals creeping bentgrasses from Tee-2-Green and has exclusive marketing rights to Penn A-1, as well as exclusive marketing rights for China to all Penn bents.

Turf-Seed leads the world in marketing improved grass varieties produced by Pure Seed Testing. The newest advances have been made in salt tolerance, herbicide tolerance, disease resistance (brown patch, rust and gray leaf spot), dwarfing and color. All new varieties are simultaneously tested for turf performance and seed yield throughout the world. New varieties are more economical and superior in turf to their predecessors, and are cost-effective when considering reduced fertility and fungicide requirements.



**TURF-SEED, INC.**

*Your Success Depends on Seed / Satisfaction Guaranteed.*

# Ty-Crop Manufacturing Ltd. – Turf Products

## Ty-Crop Manufacturing Ltd. – Turf Products

9880 McGrath Road  
Rosedale, BC, Canada  
VOX-1X0

**Telephone:**  
604-794-7078

**To speak with a Ty-Crop  
representative or to find your  
local distributor:**  
604-794-7078

**Fax:**  
604-794-3446

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

**E-mail:**  
[turfsales@tycrop.com](mailto:turfsales@tycrop.com)

### Staff

**Kathy Winger**, Sales Support  
for Customers & Distributors  
**Walt Neufeld**, Parts & Service  
Manager

### Product focus:

Put very simply, we appreciate that our customers are on a continuous mission to consistently create the best possible playing conditions day in and day out. That takes some pretty unique skills, a lot of hard work — and the movement of a lot of materials. Whether it's topdressing or filling sand traps, completing a landscape project or building that new tee or green, "material handling" is a critical part of every superintendent's day. At Ty-Crop, when it comes to creating a masterpiece, "materials" for superintendents are like paints for the artist. And since we practice walking in our customer's shoes, we understand that between the daily tasks and the unexpected surprises, finding time to "paint" can be precious indeed. When you do get a moment, our goal is to make sure Ty-Crop products are the right tools to help you get the job done. That's why our focus is on designing high performance,

simple to use, long-lasting equipment to transport, move, deliver, place and spread more kinds of materials more effectively.

Our innovation in material handling and topdressing is unmatched, including the first four-wheel walking-beam low-impact suspension system in 1990, the first material handler in 1991, and the first multi-functional topdresser in 1997. Ty-Crop is proud of its leadership role in the professional turfgrass maintenance industry. But we're about more than great equipment. We see the big picture and have long been one of the strongest contributors of financial assistance for education, research and growth of the game.



Ty-Crop's Turf Products include a full line of material handling and topdressing equipment.

### Manufacturing facilities:

Ty-Crop designs and manufactures its product in its 10-acre state-of-the-art facility in Rosedale, British Columbia.

### Technical support, sales, training and customer service:

At Ty-Crop, we know our customers want to be supported locally by people they know and trust. That's why we are so committed to our distributors — and why we work tirelessly to ensure that Ty-Crop distributors are equipped with the tools and information they need to satisfy each Ty-Crop owner.

### Major product lines:

Ty-Crop's Turf Products include a full line of material handling and topdressing equipment designed for the daily rigors of golf course or sports field maintenance. Customers can select from a range of sizes, configurations and prices to find the products that make the most sense for their facilities, tow vehicles and budgets. Product performance, simplicity and reliability have become the hallmarks of the Ty-Crop brand.

Every Ty-Crop representative has extensive experience and is happy to walk customers through the what, how and when of material handling, topdressing and everything related to these important operations.





# United Horticultural Supply

**United Horticultural Supply**

P.O. Box 1286  
Greeley, CO 80632-1286

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800-847-6417

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

**Staff**

Atlantic Division

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Division Manager  
302-266-7580

Central Division

**Jeff Allison**

Division Manager  
302-266-7580

Southern Division

**Steve Jackson**

Division Manager  
813-628-0496

Western Division

**Dan Kellar**

Division Manager  
480-592-9900

**Business focus:**

United Horticultural Supply is specifically designed to serve the professional turf and ornamental industries by providing the finest products and technical expertise available.

Since our inception, we have committed ourselves to three principles:

- to provide the highest quality products available;
- to provide qualified technical personnel dedicated to the horticulture industry; and
- to implement and promote environmental stewardship.

UHS's national strength provides customers a wider selection of products and is the reason we are leaders in bringing innovative and cutting-edge technologies to the market.

Four regional divisions, each operating as a local business with its own sales, management and marketing staffs, enable us to concentrate on the unique needs of the diverse parts of the country as well.

This blend of national scope and local focus is what makes United Horticultural Supply unrivaled in the industry.

**Facilities:**

Each regional United Horticultural Supply division is linked to a series of strategically located warehouses, which ensure prompt delivery and availability of product.

**Technical support and training:**

Complementing our extensive line is a staff of dedicated professionals that is knowledgeable about the items it sells as well as its intended markets. The salespeople have working experience within the industry they serve, enabling them to provide solid advice and accurate answers to your questions.

Regional research and field trials enhance our position in responding to local needs and our ability to bring effective and innovative products to market.

**Major product lines:**

United Horticultural Supply is uniquely positioned with all major manufacturers of chemicals, fertilizers and related products, carrying only the finest items to satisfy the needs of today's working professional.

In addition, we have developed our own exclusive line of premium products. Marketed under our own label, these products are recognized as top performers in the business. Several of these products were first introduced by UHS and have quickly become industry standards.

Examples include UHS Signature® Brand Fertilizers and Seed, the Chaser® family of herbicides, Prospect® micronutrients, Alleviate™ and Respond® water management products, plus several surfactants and spray additives. We also carry:

- **Fertilizers** — Blends formulated to perform best in the various microclimates and management programs found throughout the United States. Our premium Signature Brand line meets the highest standards for turf quality, longevity and product consistency.

- **Turf Seed** — Perennial ryegrass, bluegrass, fine and turf-type fescues, bentgrass plus custom blends and mixtures. The Signature Brand Seed line contains premium, pure seed without unwanted weeds and grasses.

- **Safety & Professional Products** — A comprehensive line of safety products to meet worker protection standards.

