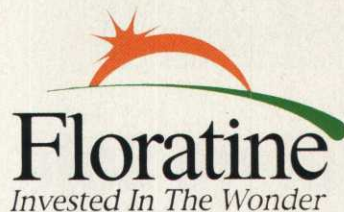


Floratine Products Group



Floratine Products Group

144 Mid South Cove
Collierville, Tenn. 38017
Telephone: 901-853-2898
Fax: 901-853-3101

Web address:
www.floratine.com

E-mail address:
techinfo@floratine.com

Date founded: 1991

Staff

Brian Goodwin, Key Golf
Corporate Contact
Travis Jones, Key Golf
Technical/Service Contact
Richard Price, Key Golf
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

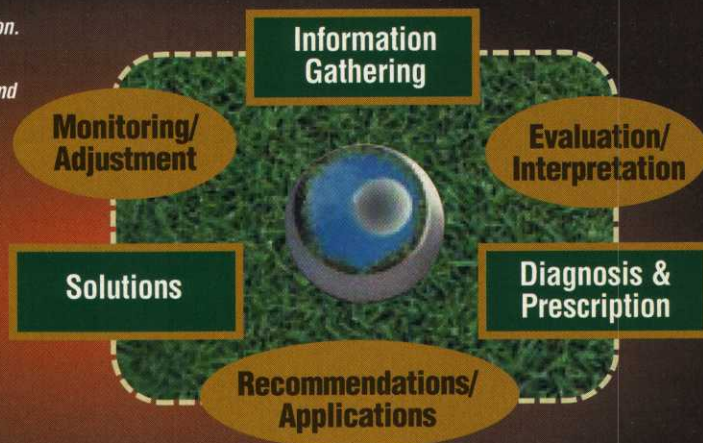
of five agronomists and scientists. Its technical services division oversees agronomic and product-use training required of more than 100 field representatives associated with 50 independent distributorships in North America and Europe. Floratine's staff and distributors offer direct, in-depth service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

144 Mid South Cove
Collierville, TN 38017 • Phone 901-853-2898
Fax 901-853-3101 • email: techinfo@floratine.com



Nature Safe Natural & Organic Fertilizers

Nature Safe Natural & Organic Fertilizers

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Cold Spring, KY 41076

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E-mail:
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Web address:
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Manager

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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 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
Research Triangle Park, NC
27709

Telephone:
800-537-8233

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www.johndeere.com

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Landscape Products, John
Deere Golf & Turf One Source
Mike Scaletta, Advertising
Manager, John Deere Golf &
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, 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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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.



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.

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LebanonTurf

LebanonTurf

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Lebanon, PA 17042

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www.lebanonturf.com

Staff

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Paul Grosh, Business Manager

Gary Neyman, Sports Turf

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

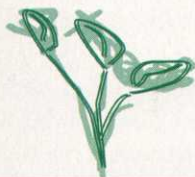
Fax:
410-776-4009

E-mail:
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Web address:
www.nutramaxlabs.com

Staff

Dr. Robert Henderson, President & CEO
Ed Sharbaugh, Senior Vice President
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[®] radicular, MACRO-SORB[®] foliar, QUELANT[®]-Ca, QUELANT[®]-K and QUELANT[®]-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[®] and QUELANT[®] 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 for more information.

Major product lines:

MACRO-SORB[®] 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[®] 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[®]-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[®]-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[®]-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

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610-965-6018
800-237-8837

Fax:

610-965-6050

E-mail:

aeration@otterbine.com

Web address:

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

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901-751-4500

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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 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

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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

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Cedar Falls, IA 50613-0068

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E-mail:
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Web address:
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Staff
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John Kelly, Director of
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Product focus:

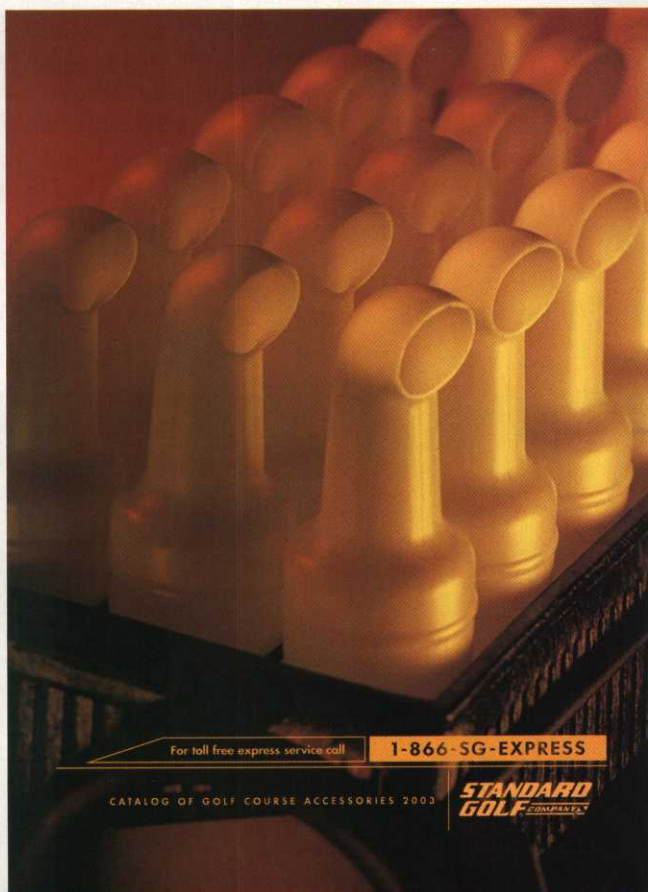
Founded more than 90 years ago, Standard Golf Company is the leading international manufacturer of golf course accessories and maintenance equipment tools.

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).



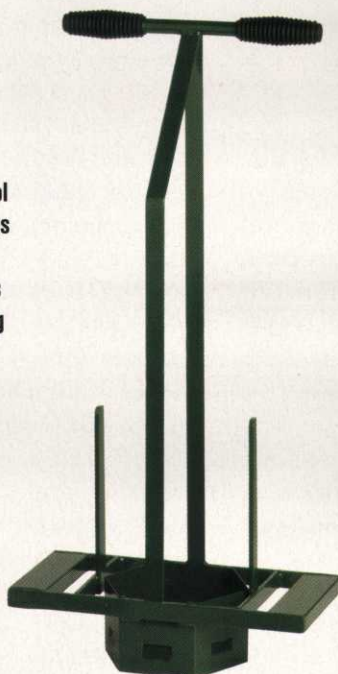
For toll free express service call

1-866-SG-EXPRESS

CATALOG OF GOLF COURSE ACCESSORIES 2002

**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.

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