

Lastec

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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Web address:

www.lesco.com

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 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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Jeff Spence, Director of
Marketing

Mike Archer, Market
Development and Research
Coordinator

Wayne Otto, Technical Sales
Consultant

Dr. George Snyder, Technical
Sales Consultant

Tommy Witt, Technical Sales
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.
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Web address:
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.

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Staff

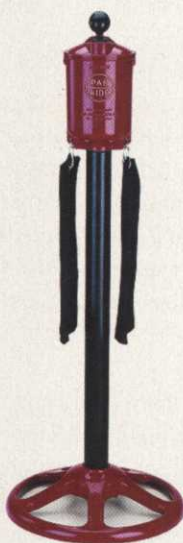
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Product focus:

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:

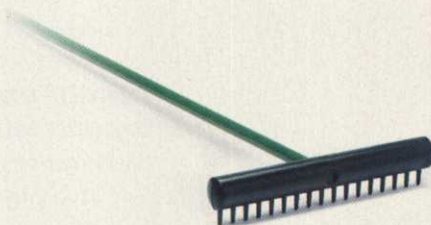
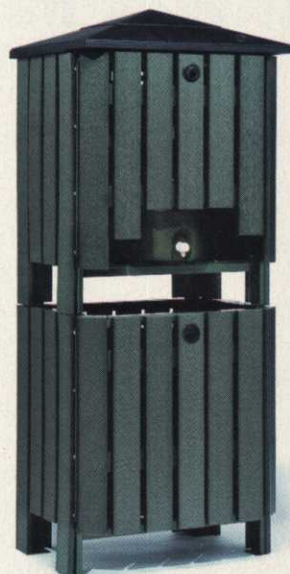
Par Aide Products Co. worldwide manufacturing headquarters is in Lino Lakes, Minn.

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 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.

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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:

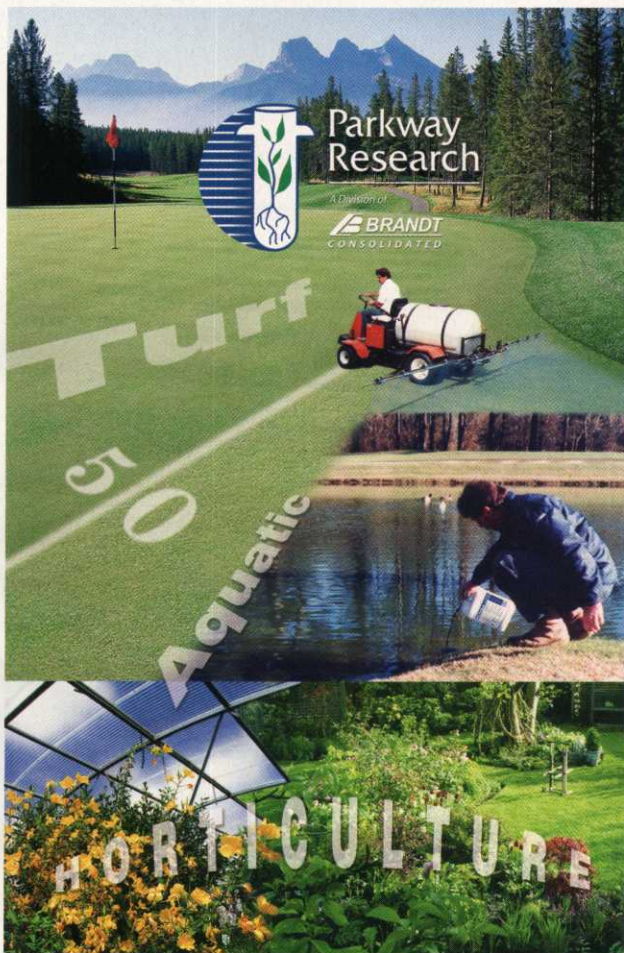
Parkway manufactures its products in Houston, Texas, and Pleasant Plains, Ill. In addition to the manufacturing locations, Parkway maintains distribution facilities in central Florida, South Carolina and Louisiana.

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.

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Caprece Clinton

PTI Tour Coordinator

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The logo for PRECISE features the word "PRECISE" in a bold, blue, sans-serif font. A black swoosh underline starts under the 'P' and ends under the 'E'. A small "TM" trademark symbol is located at the end of the swoosh.The logo for POLYON features the word "POLYON" in a bold, green, sans-serif font. A black swoosh underline starts under the 'P' and ends under the 'N'. A small "®" trademark symbol is located at the end of the swoosh.**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.

The PTI logo features the letters "PTI" in a bold, black, sans-serif font. To the left of the letters is a green graphic consisting of several curved lines that resemble a stylized fan or a golf club head. Below the "PTI" text, the words "PURSELL TECHNOLOGIES INC." are written in a smaller, black, sans-serif font. A black swoosh underline is positioned behind the "PTI" text.

Redexim Charterhouse Inc.

Redexim Charterhouse Inc.

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Pittston Township, PA 18640

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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

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Bill Dunn, General Manager

Mike Robinson, Director of
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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.

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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.

