

## ASSOCIATE'S CORNER

by MARK KUBES  
HOWE, INCORPORATED

Howe, Inc. began 40 years ago, manufacturing and blending a full line of guaranteed, top quality fertilizers for farmers in Hennepin and Anoka counties. As the fertilizer business grew, Howe Chemical was added to service the growing customer demand. Howe's customers have changed over those 40 years and so has Howe. With continued growth and expansion, Howe has become a major supplier in the fertilizer and chemical business in Minnesota. Over the years, Howe has developed an extensive dealer network, primarily in Minnesota, but also in Wisconsin, North Dakota and South Dakota. This was accomplished by having products that are the highest quality available, an excellent service program and three generations of experience in fertilizers and chemicals.

Today Howe has two major wholesale outlets located in North Minneapolis and Shakopee. The Minneapolis plant is headquarters for manufacturing dry fertilizers, blending, bagging operations, chemical warehousing and is also the equipment center. The Shakopee plant is the liquid fertilizer manufacturing headquarters, with dry fertilizer and chemical storage. These two offices are the centers for Howe's dealer network.

Since their beginning, Howe has been pioneering new products in the fertilizer business. The Minneapolis plant is the only ammoniator (chemically combining fertilizers) in Minnesota. The liquid plant in Shakopee is one of the most modern liquid facilities in the United States. Both of these plants represent Howe's commitment to improving product lines and educating their customers about new technologies in soil fertility and fertilizers application.

Along with the changes at Howe have

come the entries into new markets. Howe has taken on the ever expanding turf market with the same commitment to quality products that made them successful in the agricultural sector. The custom blending of both dry and liquid fertilizers with micronutrients, such as iron and sulfur, have become a favorite of the turf care specialist associated with Howe. Also Howe has a wide selection of turf care chemicals to compliment their turf fertilizers.

The fertilizer products available to the turf industry include such premium products as: Nitroform, a dry, slow release nitrogen, Formolene, a liquid non-burning nitrogen and Stoller micronutrients. The capability to custom blend these products to specific fertilizer requirements has attracted the attention of the golf course managers who want specific fertilizer products.

The full transportation fleet of trucks at Howe is capable of hauling dry or liquid, bagged or bulk fertilizer. There is also a wide variety of fertilizer spreaders and applicators available to Howe customers. These services contribute to Howe's reputation as a full service distributor.

Howe's secret to 40 years of satisfied customers is stated best by the President of Howe, Inc., Bill Howe, "We are committed to the fertilizer and chemical business by family tradition, but we are driven to improving our product line and services by faithful customers that have contributed to making Howe an industry leader."

## FOR SALE

Hazeltine National Golf Club has the following for sale; Call Chris Hague at 448-3626.

Meter/Matic Topdresser; Flymo;  
7 gang Toro spartan reels and frames, excellent condition;  
70 Aluminum bunker rakes;  
31" Toro Whirlwind rotary;  
Fairway deedges airifier;  
Parker sweeper, walking model;  
Cushman PTO spreader;  
Other miscellaneous items.