

ASSOCIATE'S CORNER

by ROBERT E. NEARY

As one of the newer members of the association, I want to express my thanks for the opportunity to introduce our company in the Associates' Column.

While gathering thoughts as to what to write, the reality struck home....we were six years old this July!

I had previously served as Vice-President of Marketing in a firm that manufactured mower sharpening equipment, as a small part of their overall product line. Convinced that the turf industry would respond favorably to new and improved sharpening equipment (and tired of wearing three piece suits and neckties) I started Neary Manufacturing, Inc.

The first machines (reel grinder, bed knife grinder and back lapper) were made in a two car garage and exhibited at the 1979 GCSAA conference in Atlanta.

After an enthusiastic product acceptance and with a handful of orders from the show, we moved out of the garage and located in a Brooklyn Park industrial development.

Very early in our company's existence we got the message from superintendents, distributors and others...."there's got to be a better way of sharpening mowers!"

All of them were faced with common concerns: 1) Time required to sharpen units; 2) Length of time between required sharpenings; 3) Quality of cut; 4) Operator qualifications and manhours spent.

We made a commitment to those concerns to design leadership and quality. That commitment has enabled us to develop the industry's most complete line of mower sharpening equipment. Included are the first bed knife grinder to be offered with automatic travel capability and the only "spin-type" reel mower grinder made in the United States.

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