

North Star Turf Supply Announces Sales Teams

As a result of their recently formed strategic marketing alliance, North Star Turf and Turf Supply Co. have announced the formation of new sales territory teams which, in effect, merge the two company's sales forces.

The *Northern Sales Team* is represented by Kerry Glader, Tom McCann, Scott Liestman and Shane Andrews. The *Southern Sales Team* members are Dale Parske, Scott Lombard, Jeff Churchill and Mike Welfring. As the primary focus of their territory responsibilities, Glader, McCann, Parske and Lombard will concentrate their activities within the Twin Cities metro golf market.

Don Belkengren and Gregg Brodd will cover western Wisconsin and metro accounts other than golf including municipalities, schools, universities and cemeteries. Also forming a sales team are Bill Rondeau and Peter Fanjul. They will team up to serve the Alliance's lawn care and two-step

dealer business.

Rounding out the Alliance's team selling efforts is the *New Golf Team*, represented by Dale Parske, Jeff Churchill and Shane Andrews. It will be their responsibility to initiate contact and develop a working relationship with key contacts of new golf course developments throughout Minnesota and western Wisconsin.

Also, effective immediately, Kerry Glader has been promoted to the position of sales manager. All salespeople working from the Eagan and St. Paul locations will report to Glader.

NSTS sales service activities will be supported by Wolf Weber, demo specialist and field support person, and by Jay Monson, who will operate the NSTS support truck. The Eagan facility will continue to be the home base for John Wiley and Rick Wepler. Dan Miller, Kirby Burmeister and Joe Churchill will continue to operate from the St. Paul location. Both loca-

tions, including a facility in Sioux Falls, S.D., will inventory a complete line of turf chemicals, fertilizers, seeds and golf accessories. The St. Paul and Sioux Falls locations will continue to inventory and service the Alliance's full line of commercial turf equipment.

Shane Andrews Joins North Star Turf Supply

North Star Turf Supply announces the addition of Shane Andrews to its sales staff.

Andrews, a 1985 Penn State University graduate and former golf course superintendent, will cover a sales territory that includes west central Minnesota and a portion of the Twin Cities metro area making him a member of the Alliance's Northern Sales Team. Andrews is also an integral member of the Alliance's New Golf Team with his strong background in golf construction and grow-in.

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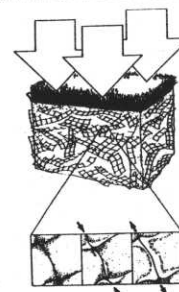
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