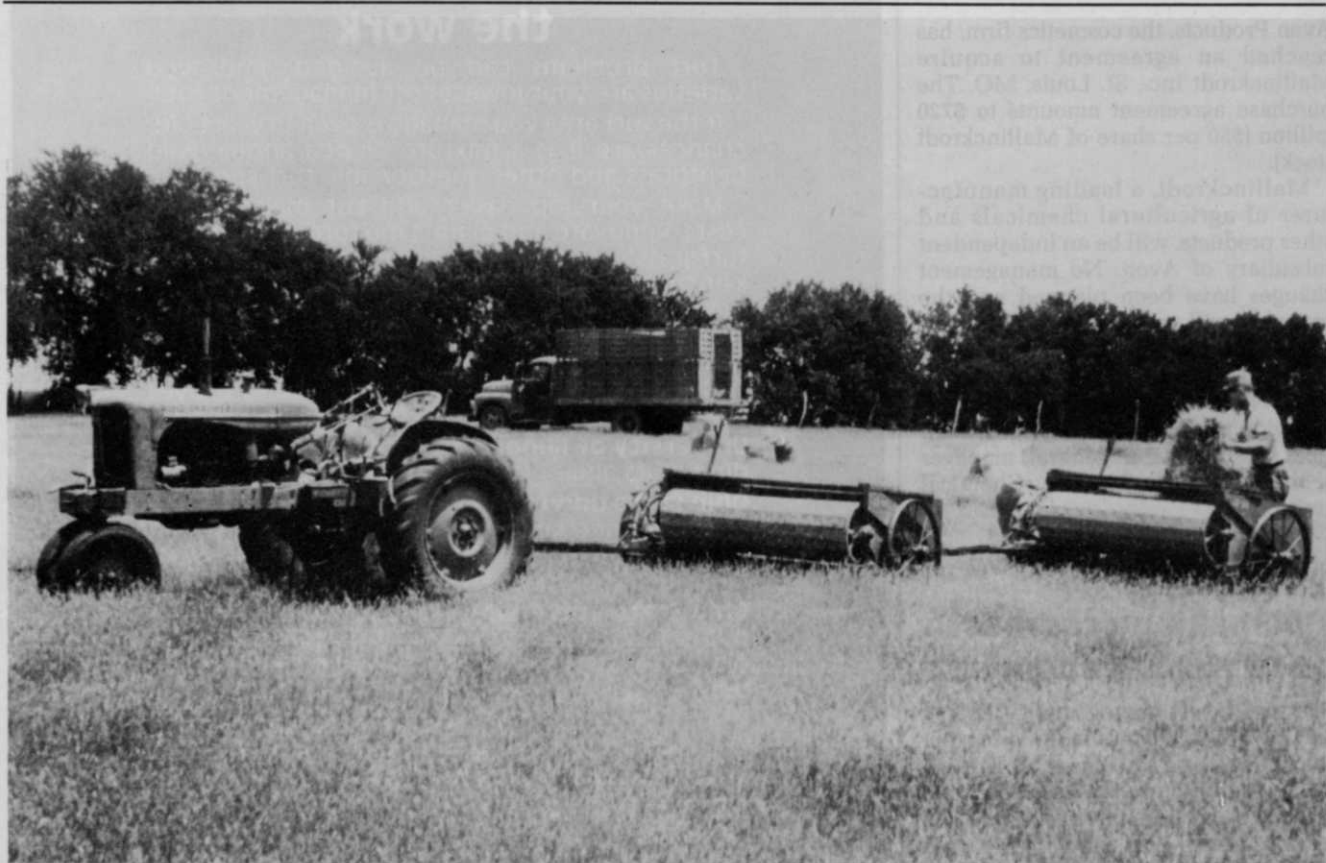


**20<sup>th</sup>  
ANNIVERSARY**

# JACKLIN, VERMEER FOUND STRENGTH IN LANDSCAPING

To help us celebrate our 20th anniversary, we asked advertisers to share their last 20 years with us. Jacklin and Vermeer jumped at the opportunity. Although both companies were launched prior to 1962, they derived phenomenal growth as the landscape market boomed in the last 20 years. In future issues we will present the stories of other landscape market manufacturers to highlight the last 20 years.



**Jacklin Seed Co.** is a multifaceted company serving both the professional and homeowner markets. It was founded in 1935 by Ben Jacklin and his three sons Lyle, Owen and Arden in Dishman, WA. Arden Jacklin, after leaving the USDA Soil Conservation Service, convinced his father and brothers to risk part of their vegetable farming business to venture into the turf

seed industry.

Initially, Jacklin produced some field grasses and creeping red fescue. Later they received some of the first foundation seed of Merion and put full effort into production. Because of the ever-increasing demand for new and better grasses, Jacklin is committed to testing and developing improved varieties. The company makes its own new

variety selections, in addition to testing new varietal developments by universities and industry. In Jacklin's trial grounds, more than 200 Kentucky bluegrass varieties plus fescues and other grasses are in test. Rated according to turf quality, color, density, texture, disease resistance, ability to withstand hard usage, and seed production

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potential, prospective varieties are quite often discarded because their performance shows no significant improvement over present varieties.

Jacklin currently produces or markets 41 Kentucky bluegrass varieties, 10 perennial ryegrasses, five bentgrasses, plus a number of fescues and seeds for environmental and reclamation use. Some of the company's most recent variety additions include Fyking, known as one of the outstanding varieties for cool season bluegrass regions; and Glade, which was developed to thrive in shade and full sun. Other recent additions include Cheri, Eclipse, Ram I, Wabash, Birka and Bayside.

As another part of its research program, Jacklin provides other companies contract testing, genetic purification, and propagation of new seed varieties which have been, or will soon be released. Contract grown seed is cleaned and readied for merchandising under each company's brand name.

Equally significant are Jacklin's contributions to seed production technology. Row cropping to produce foundation seed had been done before, but Jacklin applied it to the production of certified seed. The original technology was using a stripper on natural stands in the Midwest. In the Northwest this technology was altered to solid seeded stands of grasses which were cut and dried on large concrete drying slabs. In row cropping certified seed, Arden Jacklin used a swather to put the cut grass in windrows for drying in the field and used a combine to pick up and separate the dried seed from the stems. This technology cut losses of seed during drying and reduced seed handling to a minimum.

In 1972, Jacklin merged with Vaughan's Seed Co. to form The Vaughan-Jacklin Corp. Vaughan is a horticultural wholesaler of gardening equipment, seeds and plants. The Jacklin Seed division maintains its original integrity under the merger agreement. After 43 years in its Dishman headquarters, Jacklin moved its operation to new facilities in Post Falls, ID, in 1978. In April 1981, Jacklin purchased the Nezperce, ID, operating facili-

ties of Gold Coast Seed Co. In addition to the facilities, this added growers who devote approximately 4000 acres to production of lawn seed.

Two months later, Jacklin acquired certain assets of Jenks-White Seed Co., Tangent, OR. In 1980, Jenks-White reported \$6 million in seed sales. Jacklin currently farms over 5000 acres and combines with 23,000 grower acres in Idaho, Washington, Oregon and Montana.

For the past several years, three sons of Arden Jacklin have been managing the Jacklin division. Duane Jacklin is general manager, Doyle Jacklin, marketing manager, and Don Jacklin, production manager. Arden continues to be semi-active as supervisor of the extensive research activities for a wide varieties of grasses.

**Vermeer Manufacturing Co.** owes its start to a young farmer with the inventiveness to design a mechanical wagon hoist to speed up his farming operation and eliminated some of his work. The interest and demand for that product led Gary Vermeer to build a 2400-square foot factory in 1948. While the company has not manufactured a single hoist in the last 30 years, it has invented, produced and marketed over 50 different products throughout the world to a wide variety of customers. Today, Vermeer occupies more than 738,000 sq. ft. of production space and employs nearly 1000 people.

As Vermeer expanded over the years from a one-product company to a multi-faceted manufacturer, many of its innovations came in the area of trenching. Today the company boasts the most complete line of quality trenching machines. Models range from track to tire-driven, 18 to 195 hp and a selection of attachments that includes: vibratory plows, industrial loaders, backhoes, backfill blades, boring tools, rock cutters, rotary brooms, hammers, and reel carriers. With its eye towards the future, Vermeer continues to engineer new cutter designs, plow designs and precision grade controls.

Another segment of the company's Industrial division is devoted to tree equipment. (Trenchers are

also part of the Industrial division.) This year marks the 25th anniversary of one of Vermeer's star products—its patented stump cutter. The company markets seven hydraulically-controlled stump cutters and lays claim that it markets more stump cutters than all other competitive models combined.

In the late 1960's Vermeer introduced its tree spade. Designed to dig, transport and transplant large trees and shrubs, these units are available in five basic sizes as trailer, tractor or truck-mounted models. More recently the company has marketed its log chipper, log splitters and brush chipper with success.

While the Industrial division is comprised of tree and trencher equipment, the Agricultural/Irrigation divisions market numerous farm-related products. Long a well-respected name in the farm market, the last 20 years have been a period of unprecedented growth for Vermeer's Ag/Irrigation divisions. Two of the products that were responsible for this growth were the company's Traveling Sprinkler system and the Vermeer Baler. Today Vermeer has 900 farmer dealers who sell and service these and other farm units nationwide.

**WTT**



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and ask our growers  
and suppliers to include  
the voluntary  
contribution on  
invoices to us.**