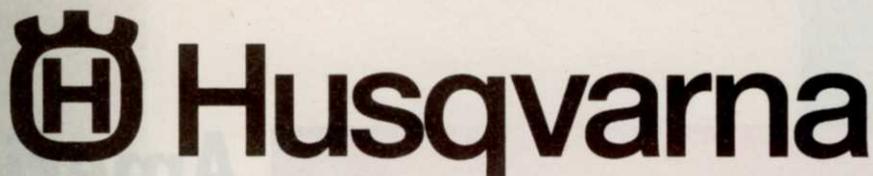


LANDSCAPE
management

'98 **C O R P O R A T E**
capabilities





Tough Name. Tough Equipment.™

Husqvarna Forest & Garden Co.

PRODUCT FOCUS

Since 1689, Husqvarna Forest and Garden Co. has been committed to providing superior value to the people that rely on its products. The company manufactures a complete line of outdoor power equipment for landscape professionals, arborists, loggers and homeowners. Husqvarna incorporates the best in engineering, ergonomics, efficiency and economy in its products.

trends and technologies in order to better serve its customers and set a leading pace for the industry. Each year, hundreds of Husqvarna's retailers attend training seminars at the state-of-the-art North American Training Center, which features the latest computer-operated audio/visual equipment, fully equipped workstations for hands-on training in equipment systems and a model store with merchandise on display.

MANUFACTURING FACILITY:

Husqvarna's facility has been located in Huskvarna, Sweden, for its more than three centuries of operations. Husqvarna's experience in motorcycles in the late 1800's led to the introduction of the first chain saw in 1959. The company's North American headquarters, which markets its products to retailers across the U.S., Ontario and British Columbia, is located in Charlotte, N.C.

MAJOR PRODUCT LINES

Husqvarna markets a complete line of chain saws, trimmers, backpack blowers, hand-held blowers, clearing saws and cut-off saws. Husqvarna also manufactures a full line of lawn and garden products, including riding and walk-behind mowers, yard and garden tractors, tillers, edgers, brushcutters and more.

TECHNICAL SUPPORT, SALES, TRAINING AND CUSTOMER SERVICE:

Husqvarna dedicates a substantial portion of its budget to keep its associates abreast of the latest

Husqvarna

Forest & Garden Co.

9006 Perimeter Woods Drive
Charlotte, NC 28216
(800) GET-SAWS (438-7299)
Fax: (704) 599-4302

HYPERLINK <http://www.husqvarna.com>
www.husqvarna.com

Date founded: 1689

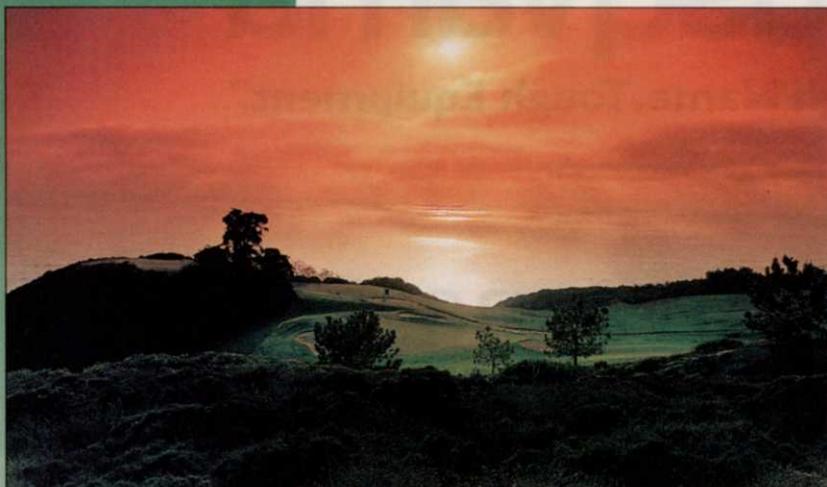
PRESIDENT
David Zerfoss

OTHER STAFF
Barbara Paez
Director of Marketing

Don Roop
Director of Sales & Customer Service

Mark Michaels
Senior Forestry Product Manager

Bob Buzzard
Product Manager of
Whole Goods/Accessories



American Cyanamid Company

The plant's integrated environmental systems provide management control levels that are designed to meet or exceed industry standards for air, water, solid and hazardous wastes. Pollution prevention and waste reduction efforts are an important part of ongoing programs in all production areas. Cyanamid manufacturing plants also participate in the Chemical Manufacturers Association's Responsible Care Program.

Product Focus:

The Specialty Products Department of American Cyanamid Company's Agricultural Products Division researches and develops special-use chemical products, and markets them throughout the United States.

The department's herbicides, plant growth regulators and insecticides are used in forestry, professional turf management, consumer lawn and garden, industrial vegetation management, horticultural and greenhouse industries, professional pest control and public health markets.

American Cyanamid is committed to the development of products that are effective, convenient and respectful of the environment. Along with others in the turfgrass and golf course industries, the company believes it has a responsibility to protect the environment, to improve the aesthetics of America's communities and provide enhanced recreational opportunities for all. The company is committed to helping secure a superior habitat for people and wildlife through the manufacture and marketing of environmentally-sensitive products.

Manufacturing Facilities:

American Cyanamid has a number of manufacturing facilities worldwide. Many of the company's products are manufactured at a 2,000-acre complex in Hannibal, Missouri. In addition to using state-of-the-art technology, this plant is a model for safety and environmental responsibility, emphasizing strong programs in recycling and reuse in all production areas to minimize waste.

Tech Support / Training:

The Specialty Products Department is fully-supported by a dedicated staff of research, sales, marketing, technical, service, logistic telemarketing and support professionals. The sales force is among the best-trained in the industry. Cyanamid's Technical Service Group in Princeton, New Jersey, supports sales representatives in their effort to keep lawn care operators, golf course superintendents and custom applicators informed about the performance and environmental aspects of Cyanamid's products.

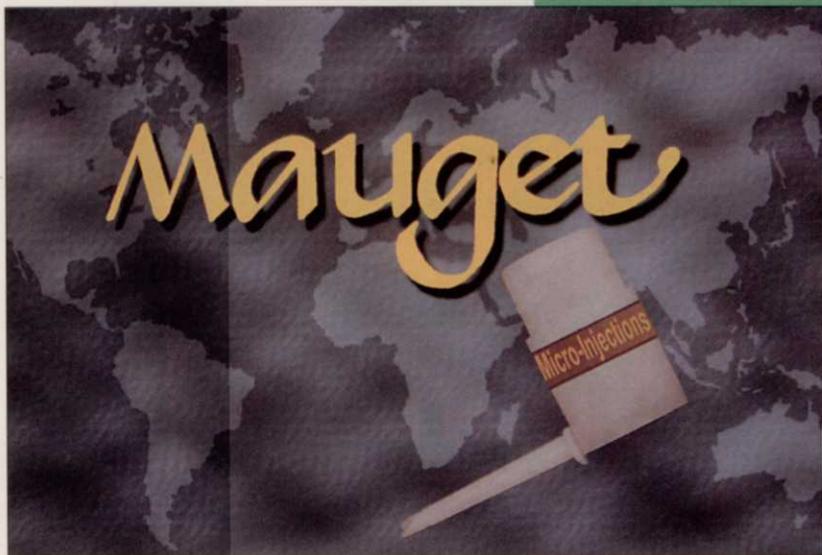
Major Product Lines:

American Cyanamid produces and markets leadership products such as pendimethalin technical, the most widely used preemergent herbicide for turfgrass weed control in the United States; Pendulum herbicide, for preemergent control of annual grasses and many broadleaf weeds in turfgrass and for over-the-top control in more than 260 labeled ornamental plants, available in 60 WDG and 3.3 EC formulations; Image herbicide, available to professional applicators for postemergent use on hard-to-control weeds like nutsedge in warm-season turf; Cycocel plant growth regulant, used by greenhouse horticulturists, primarily on poinsettias, azaleas and geraniums; and Amdro fire ant insecticide, America's leading fire ant bait.

American Cyanamid Company

Specialty Products
Department
One Campus Dr.
Parsippany, NJ 07054
(800) 545-9525

J.J. Mauget Company



Product Focus:

Mauget, the company which pioneered micro-injection for trees, is also the company that was chosen by Shell Chemical in 1965 to introduce its new insecticide to prevent Dutch Elm disease, called Bidrin. Today, Inject-A-Cide B (Bidrin) is labeled for systemic treatment for aphids and many borers, caterpillars, psyllids, scale insects, gall causing larvae, spider mites and spittlebug nymphs. Micro-injection, performed in just minutes, eliminates concern over drift, groundwater contamination, or applicator and customer exposure.

Manufacturing Facilities:

In 1997, Mauget doubled the size of its manufacturing and headquarters facility by moving from Los Angeles to Arcadia, Calif. The new facility enables the company to continue to meet the growing demand for highly-targeted systemic, closed-system, micro-injected products. An aggressive research effort recently resulted in the introduction of two new insecticides, a fungicide and an antibiotic.

Technical Support / Training:

Mauget maintains a technical support staff to answer its toll-free telephone support line—800/TREES RX. This service is available to all professional applicators and nearly 35 distributors across the nation.

Additional support is available through its website—www.mauget.com.

For more than 20 years, Mauget has provided winter training workshops throughout the country through its distributors. Its comprehensive Micro-Injection Field Manual is available from distributors for training and reference.

Major Product Lines:

Since 1965, Mauget has developed 15 systemic products to serve the ornamental tree care market. Combinations of these products are available in capsule form for micro-injection.

- Antibiotics: Mycoject
- Fertilizers: Stemix, Stemix Iron/Zinc, Stemix Zinc, Stemix Hi-Volume
- Micro-Nutrients: Inject-A-Min (Iron, Zinc and Manganese)
- Fungicides: Fungisol and Carboject
- Insecticides: Imicide, Inject-A-Cide; Inject-A-Cide B and Abacide
- Combination: Abasol (Fungicide/Insecticide)

In Tree Health Care, Tomorrow is Today at Mauget

J.J. Mauget Company

5435 Peck Rd.
Arcadia, CA 91006-5847
(800) 873-3779,
(818) 444-1057

Fax number:

(818) 444-7414

E-mail address:

mauget@mauget.com

Website:

www.mauget.com
Incorporated 1958

Staff

Dale I. Dodds, president/CEO
Nathan E. Dodds,
vice president, general manager
Charles A. Dodds,
vice president, operations
Arnold Farran, digital operations/field & technical support
Joanne Najjar, administrative assistance



John Deere

**John Deere Worldwide
Commercial &
Consumer Equipment
Division**

4401 Bland Road
Raleigh, NC 27609
(414) 354-2310

Fax number:

(919) 850-0123 (div. head-
quarters)
(800) 537-8233 (customer
communications center)

Website:

www.Deere.com

Date Founded:

Deere & Co. - 1837
Worldwide Commercial &
Consumer Equipment
Division - 1962

Staff:

Fred Korndorf, President
Mark Rostvold, Senior Vice
President

Product Focus:

The John Deere Worldwide Commercial & Consumer Equipment Division manufactures and distributes a full line of lawn care products for residential, commercial and golf and turf applications. The John Deere Company is noted for more than 160 years of innovation, the highest quality products and product and operator safety initiatives.

Manufacturing Facilities:

The John Deere Worldwide Commercial & Consumer Equipment Division is comprised of four major product groups — Consumer Products Group, Commercial Worksite Products Group, Lawn & Garden Products Group and the Commercial Grounds Care Products Group. Manufacturing facilities are located in Georgia, North Carolina, South Carolina, Tennessee and Wisconsin.

Technical Support/Training:

Deere places a high emphasis on its customers and provides a number of options for customers to contact the company. To locate a dealer, customers can use John Deere's dealer locator online at www.deere.com. Customers can also locate dealers by calling John Deere at (888) MOW-PROS. For more information on John Deere products, customers can call the Customer Communication Center at (800) 537-8233. Additionally, John Deere provides its dealers with the advanced technical training and support as well as sales tools and techniques.

Major Product Lines:

John Deere offers a full line of equipment for homeowners, commercial groundskeepers, and golf and turf property managers. Equipment includes, but is not limited to, commercial and greens mowers, utility tractors, skid steers, front mowers, zero-turning-radius mowers, residential lawn and lawn & garden tractors, residential and commercial walk-behind mowers, and hand-held equipment.

Kubota

Product Focus:

Incorporated in California in 1972, Kubota Tractor Corporation (KTC) has since become a leading U.S. marketer and distributor of under-40 hp compact tractors by consistently marketing high-quality products that meet the needs of today's customers.

Kubota Tractor Corporation markets a complete line of tractors from 12.5 to 91 PTO horsepower, along with a complete line of performance-matched implements, compact construction equipment, pumps and generators, consumer lawn and garden equipment and commercial turf products.

Manufacturing Facilities:

KTC is affiliated with the Kubota Corporation of Osaka, Japan, which introduced the first Kubota tractor to the United States in 1968. Kubota Corporation has affiliates and subsidiaries that manufacture and/or market in 11 countries around the world, and Kubota Corporation products are sold in more than 130 countries. In the United States, Kubota Tractor Corporation, Kubota Credit Corporation (KCC) and Kubota Manufacturing of America support authorized Kubota dealers and customers. Kubota Manufacturing of America is located in Gainesville, GA. Production started in 1989, making loaders for Kubota B and L-Series tractors. Backhoe production began in 1990. And, in 1995, the first Kubota tractor manufactured in the United States started rolling off the assembly line.

Based in Torrance, CA, KTC has facilities throughout the United States. Division offices are located in Columbus, OH; Atlanta, GA; Dallas, TX; and Stockton, CA. The Engine Division is located in Schaumburg, IL. Nearly 1200 dealers comprise Kubota Tractor Corporation's coast-to-coast network.

Technical Support / Training:

Kubota Tractor Corporation supplements



its high-quality, dependable products with the service, parts, training and financing necessary to ensure customer satisfaction. Service personnel in the dealerships are provided with annual training on new products, and additional in-shop service training is available through printed materials and video-based programs. Kubota also provides dealers with a computerized parts ordering system which links dealerships to an inventory of more than 60,000 part numbers strategically located in four warehouses across the country. Kubota Credit Corporation offers flexible programs such as low A.P.R. financing, equity financing, tailored customer repayment plans, rental purchase plans and leasing options.

Major Product Lines:

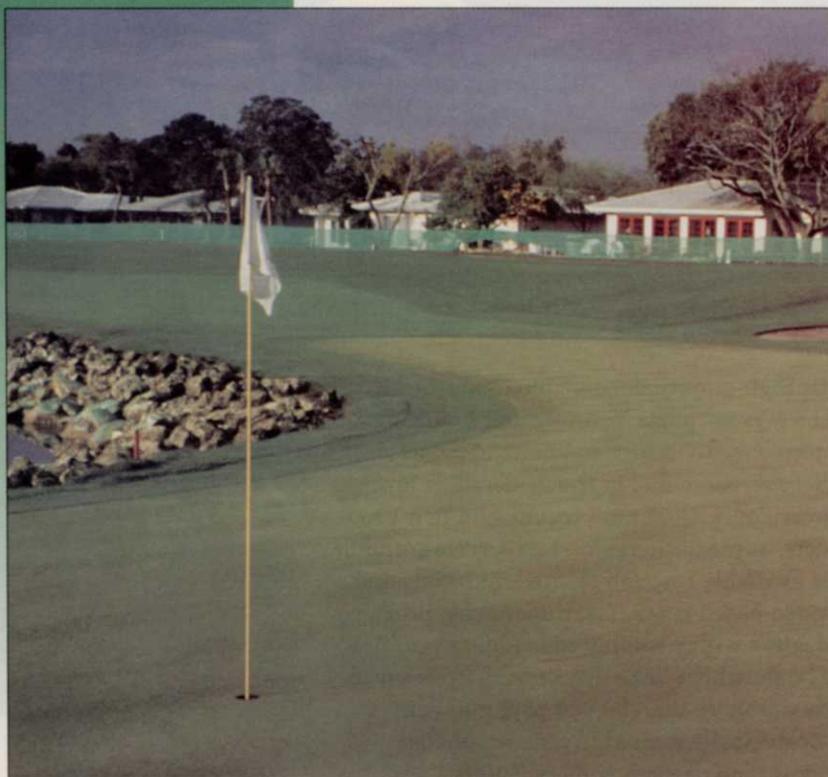
Kubota's residential and commercial mowing equipment consists of the F-60 Series front mower, T-Series lawn tractors, G-Series garden tractors and GF-Series front mowers, along with a variety of implements. Designed to deliver top performance, Kubota's tractor and implement line-up features the B-Series tractors, Grand L Series and L Series products, M-Series tractors and the M-Series Turf Special. Kubota's compact construction equipment line boasts the powerful new generation KX-2 Series excavators, R-20 Series wheel loaders, L-35 and B21 tractor-loader-backhoes and an impressive array of related implements and attachments. Ideal for a range of indoor and outdoor construction and emergency-power applications, Kubota offers customers and extensive line of gas and diesel generators and pumps.

Kubota Tractor Corp.

3401 Del Amo Blvd.
Torrance, CA 90503
(310) 370-3370

Staff:

Mr. S. Majima, president
Mr. Robin Killian, senior vice president of sales



Lofts Seed Company, Inc.

Product Focus:

Production and development of turfgrass varieties, along with several wild-flower and native grass mixtures.

Manufacturing Facilities:

Intensive research facility located in Lebanon, OR, where Lofts' staff of agronomists and technicians work to develop new and improved turfgrass varieties.

Technical Support/Training:

Offer a technical support line — (888) LOFTS-CO, along with our website which provides detailed information about our company and products. We produce an informative landscape catalog, along with consumer lawncare guides.

Major Product Lines:

The Rebels turf-type tall fescues; Palmer line of perennial ryegrasses; Preakness Kentucky Bluegrass; Supreme Sport mixture; Tri-Plex Ryegrass blend; Rugged Wear blend.

Lofts Seed Company, Inc.

2325 Stratford Road
Winston-Salem, NC 27103
(800) 526-3890

Fax number:
(336) 659-1927

Website:
www.turf.com

Date Founded:
1923

Staff:
Ken Budd, President/CEO
Neil Myers, Director of
Marketing

Novartis Crop Protection, Inc.

Product Focus:

Novartis Turf and Ornamental Products was founded in December, 1996 with the FTC approval of the merger of Ciba and Sandoz Agro, Inc. With this major merger, combined with the recent acquisition of Merck & Co. Inc.'s global crop protection unit, Novartis has made the commitment to become the worldwide leader in providing innovative products and services, and developing superior technology to protect the production and care of turfgrass and ornamental plants.

Manufacturing Facilities:

Novartis' U.S. Crop Protection, Inc. headquarters is located in Greensboro, NC. Its headquarters houses approximately 1500 employees including the Turf and Ornamental Products Group, as well as the Crop Protection, Inc. Agricultural Division.

Technical support / Training:

Novartis is committed to discovering and marketing a broad range of leading-edge products for the Turf and Ornamental industry. With that in mind, Novartis has six highly dedicated Turf and Ornamental field scientists who are setting the pace by researching products that are both highly effective and environmentally compatible. To reach their goal of listening to the needs of their customers, Novartis Turf and Ornamental Products has a field sales force which includes 19 dedicated turf product sales representatives and three ornamental product sales representatives. In addition, Novartis also offers an on-site customer service staff to provide information and literature on Novartis Turf and Ornamental products and services. For more informa-



tion, please call 1-800-395-TURF.

Major Product Lines:

Turf Product Line:

Primo®: Plant Growth Regulator;
Barricade® Preemergence Herbicide: Poa annua, Crabgrass, Goosegrass and 28 other weeds; **Banner® MAXX®** Fungicide: dollar spot, summer patch; **Subdue® MAXX®** new formulation Fungicide: Pythium and Phytophthora; **Sentinel®** Fungicide: brown patch, dollar spot; and **Award®** Insect Growth Regulator: fire ants.

Ornamentals Product Line:

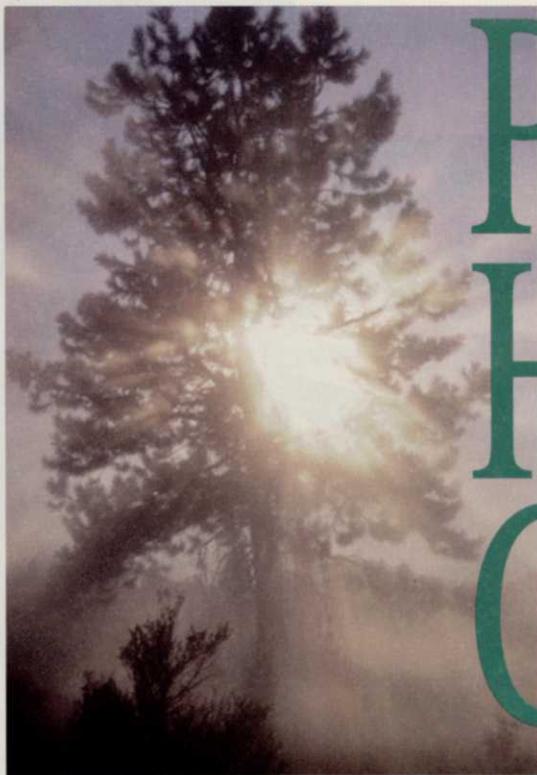
Subdue® MAXX® new formulation Fungicide (features zero hour reentry interval): Pythium and Phytophthora; **Medallion™** new Contact Fungicide: Rhizoctonia, Botrytis and Alternaria; **Factor®** Herbicide: problem grass and annual broadleaf weed control all season; **Avid®** Insecticide: spider mites and leafminers; **Banner® MAXX®** Fungicide: Broad spectrum tree and shrub disease control including powdery mildew, rusts, leafspot, blights, scab and anthracnose; **Precision®** Insect Growth Regulator: whiteflies, soft scales, fungus gnats and shore flies; **Citation®** Insect Growth Regulator: dipterous leafminer larvae developing in the foliage of chrysanthemus.

Novartis Crop Protection, Inc.

410 Swing Road
P.O. Box 18300
Greensboro, NC 27419-8300
(800) 334-9481
(910) 632-6278

Staff:

Leo Bontempo,
President/CEO
Tom McGowan, Vice
President of Specialty
Products Business Unit
Gene Hintze, Director, Turf
and Ornamental Product
Michael Joyce, Director,
Marketing Services
Joe Yoder, Director, Research
and Development



Plant Health Care, Inc.

PLANT HEALTH CARE, INC. • A NATURAL SYSTEMS APPROACH™

Plant Health Care, Inc.

440 William Pitt Way • Pittsburgh, PA 15238

1-800-421-9051

Fax: 412-826-5445

www.planthealthcare.com

E-mail-address:

www@planthealthcare.com

Date founded:

November 1994



COMPANY OVERVIEW:

Plant Health Care, Inc. (PHC, Inc.) is a microbial biotechnology company specializing in the development of biological "plant health care" products and natural systems solutions for the commercial horticulture, turfgrass, forestry and land reclamation industries. The Company is the world technology leader in the commercial development of endo- and ectomycorrhizal fungi inoculant products, and is fast becoming a leader in beneficial bacteria technology. PHC, Inc. has developed more than 30 proprietary products for improving plant, soil and water quality.

MANUFACTURING FACILITIES:

PHC, Inc.'s principal laboratory and production facilities are housed at the University of Pittsburgh Applied Research Center ("UPARC") where it also maintains the world's largest private pure culture collection of ectomycorrhizal fungi. The Company operates a 20,000 sq. ft. automated dry materials blending and packaging facility in Pittsburgh, PA where it manufactures both brand name and private label products. Recently the company received an excellent environmental rating by Eco-Rating International for its manufacturing processes, products and services.

TECHNICAL SUPPORT:

PHC, Inc. scientists and technical experts help design and implement "plant health care" solutions for difficult landscape and land restoration projects, including large-scale mineland reclamation, habitat restoration and reforestation of degraded sites.

MAJOR PRODUCT LINES:

Mycorrhizal Fungi Product Line: MycorTree™, Mycor™ and VAM Cocktail™ brand mycorrhizal inoculants for trees, turf, flower beds, ornamental plantings and propagation.

Water Management Product Line: Pond Saver™ microbial pond cleaner, BioWash™ microbial wash rack cleaner, Yuccah™ brand natural wetting agents, and Terra-Sorb™ hydrogels..

Soil Nutrient/Bacteria Product Line: BioPak™ and Flexx™ brand dry, water soluble biostimulants with beneficial bacteria and chelated micronutrients, Healthy Start™ brand biofertilizer products, Humex™ WS dry, water soluble humic acid, and PHC™ Seakelp™ dry, soluble seaweed extract.

Biocontrol Products: Compete™ Soil Inoculant, AQ10™ Biofungicide, Crymax™ and Lepinox™ bioinsecticides, and Cruiser™ brand beneficial nematodes.

PHC™, Green for Life™, A Natural Systems Approach™, MycorTree™, Mycor™, VAM Cocktail™, PondSaver™, BioWash™, Yuccah™, Terra-Sorb™, BioPak™, Flexx™, Healthy Start™, Humex™, Compete™ and Seakelp™ are trademarks of PHC Royalty, Inc. ©1998

AQ10™, Crymax™, Lepinox™ and Cruiser™ are trademarks of Ecogen, Inc.

**CALL FOR OUR NEW GREEN FOR LIFE™
PRODUCTS CATALOG: 1-800-421-9051**

Rain Bird

Express
Blowers



Product Focus:

Rain Bird manufactures a wide range of irrigation products for turf, golf and agricultural applications. Products include the market-leading T-Bird series of rotors, 1800 spray heads, the new E class controllers, Easy Rain and Unik battery-operated controllers, and a full range of valves and drip irrigation equipment.

Manufacturing Facilities:

Rain Bird has manufacturing facilities in the U.S., Mexico and Europe.

Technical Support/Training:

All products are supported by a toll-free technical services hotline (800) 247-3782.

Major Product Lines:

Rain Bird is the world's leading manufacturer of irrigation equipment and water management products. Available internationally through an extensive network of distributors, the full line of quality products includes rotors, sprays, valves and Xerigation® drip irrigation equipment.

Rain Bird Sales, Inc.

970 West Sierra Madre Ave.
Glendora, CA
(626) 812-3400
(800) 247-3782

Fax number:
(626) 812-3411

Website:
www.rainbird.com

Date Founded:
1933

Staff:
Tony LaFetra, President/CEO



Rexius Express Blowers

Product Focus:

The Express Blower is a truck powered, remote control operated material blowing system that can blow a variety of organic materials. Mulch, compost and soil mixes can be blown up to 800 feet from the truck and from 30 to 100 cubic yards per hour, depending on material and sizing. Primary markets for the Express Blower are landscaping, turf topdressing and erosion control.

Manufacturing Facilities:

Rexius Express Blowers is located in Eugene, OR at the 25-acre facility of Rexius Forest By-Products, Inc., a 50-year-old company with 160 employees producing a variety of landscape and garden products. Rexius utilizes a 10,000+ square foot shop which maintains its 80 trucks and uses to manufacture its blower trucks. The facility operates 24 hours a day, 6 days a week.

Technical Support/Training:

Rexius employs a highly talented group of 20 technicians, fabricators and mechanics, in addition to its own parts department, to support the Express Blower division. Rexius has two full-time training technicians and three full-time service technicians offering help in trouble-shooting and general service and maintenance. Rexius also offers a variety of help in sales and marketing of the blower business in general.

Major Products Lines:

The standard model Express Blower is a 40 foot straight unit with a 28 foot, 56 yd³ box. This unit is primarily mounted on a new model Freightliner FL112, but custom configurations are optional. The second unit is the 43 foot semi Express blower trailer which can be configured with most existing semi tractors. Its capacity is 86 yd³, designed more for commercial work and high volume production. Other new models are in the design process.

Rexius Express Blowers

750 Chambers St.
Eugene, OR 97402
(541) 342-1835

Fax number:
(541) 343-4802

E-Mail Address:
dans@expressblower.com

Website:
www.expressblower.com

Date Founded:
1947

Staff:
Marv Rexius, President
Arlen Rexius, Senior VP
Rusty Rexius, VP Public
Relations
Dan Sutton, VP Sales
Jack Hoeck, VP Production
Jerry Cunningham, Controller

Riverdale Chemical Company

Riverdale

Product Focus:

Riverdale produces primarily post emergent broadleaf herbicides. The most recent focus is on the new compounds; Millennium, Ultra, Cool Power and Horsepower, each containing revolutionary Dow components.

Manufacturing Facilities:

Riverdale's home office is in Glenwood, IL. All products are manufactured, formulated, packaged and shipped from Chicago Heights, IL.

Technical Support/Training:

Riverdale supplies label books, labels on CD-ROM and product information bulletins. Sales representatives provide product stewardship and training to distributors and end users.

Major Product Lines:

Post emergent broadleaf herbicides: Millennium, Ultra, Cool Power, Horsepower, Solution, Triplet.

Riverdale Chemical Company

425 W. 194th St.
Glenwood, IL 60425
(800) 345-3330

Fax number:
(708) 754-0314

Website:
www.Riverdalecc.com

Date Founded:
1941

Staff:
Jim Champion, President
Marvin Moore, VP Sales &
Marketing
Curtis Clark, Marketing
Manager



Tee-2-Green

Technical Support / Training:

Tee-2-Green® supports distributors and golf course superintendents through advertising, tech sheets and publications, plus trade show and seminar participation.

Technical representatives Russ Hayworth in Arizona and Rick Elyea from Ohio work with golf course architects, designers and distributors to help spec the right bentgrass for their course.

Tee-2-Green® supports education through scholarships for Penn State University turfgrass students, and through The Annual Musser Golf Tournament which awards scholarships to graduate students involved in turfgrass research.

Major Product Lines:

Tee-2-Green® markets only premium bentgrasses for turf maintenance professionals.

Penncross, introduced in 1955, remains the best selling bentgrass year after year.

Penneagle, introduced in 1979, is an excellent choice for fairways, and consistently tops fairway trials.

PennLinks, introduced in 1986, rapidly became the new choice for true putting.

Pennway is an economical fairway and winter overseeding blend

PennTrio is a certified creeping bentgrass blend with 1/3 each Penncross, Penneagle and PennLinks

Penn A-1, Penn A-2, Penn A-4, Penn G-1, Penn G-2, and Penn G-6 (shown above prior to harvest), the new "Penn Pals", are typically lower growing and well adapted to a cutting height of 1/8 inch. They are dense, fine leafed and have an upright growth habit

Seaside II is salt tolerant, and was developed exclusively for fairway use.

Product Focus:

Tee-2-Green® is a registered trademark of Tee-2-Green Corp. founded in 1973 to market Penncross creeping bentgrass produced by the Penncross Creeping Bentgrass Association, in agreement with Penn State University. The growers association and Tee-2-Green® have maintained the high production standards set forth in 1955 by Professor Bert Musser, then assisted by Dr. Joe Duich. As Dr. Duich later released Penneagle and PennLinks, the varieties became the "Penn Pals," and set high standards for tees, fairways and putting greens worldwide.

The Penn "A" and "G" series, plus Seaside II, developed by Dr. Joe Duich, were introduced in 1995 and are the new generation of creeping bents. The "A" and "G" series are finer and denser than other commercial varieties, and demand close mowing. Seaside II is salt tolerant and was developed exclusively for fairway use.

Manufacturing Facilities:

All of the Penn bentgrass varieties are grown and certified in Oregon and meet higher standards than any other creeping bentgrass produced anywhere in the world. Seed is conditioned in the individual grower's cleaner, and stored in one of Tee-2-Green's warehouses. Shipments are carefully palletized and shrink-wrapped to avoid contamination. Pure Seed Testing Inc., West and East facilities maintain ongoing research and evaluation of all the "Penn Pals" varieties.

Tee-2-Green®

P.O. Box 250
Hubbard, OR 97032
(800) 547-0255,
(503) 651-2130
www.bentinfo@tee-2-
green.com

Fax number:

(503) 651-2351

Date founded:

1973

Staff:

Bill L. Rose, president
Charlotte Flowers, general
manager
Dr. Joe Duich, consultant
Rick Elyea, consultant

Photo description: Bill Rose,
President of Tee-2-Green in-
spects a Penn A-4™ field

Terra Industries Inc.



Product Focus:

Terra is a leading marketer and producer of nitrogen fertilizers, plant protection products, seeds and services to growers. Terra meets the needs of non-agriculture customers through its Professional Products group, working with turf growers, lawn care/landscape professionals, golf course superintendents, nursery operators, park supervisors, foresters and vegetation control managers.

Manufacturing Facilities:

Terra operates over 425 service centers supplying plant input products and services. Terra also operates two methanol and four nitrogen fertilizer manufacturing facilities in the U.S., one nitrogen plant in Canada and two in the U.K. Terra has five formulation facilities as well as fertilizer blending facilities geographically located to meet customers' needs.

Technical Support/Training:

Terra Professional Products employs a dedicated sales force of more than 130, working from 425 locations throughout the Midwest, South, south-east and Atlantic states. This distribution network is supported by Terra's own full-service soil and leaf tissue laboratory, a staff of technical service representatives, technical literature and research center.

Major Product Lines:

Terra offers an extensive line of pesticides, fertilizers, seed, other supplies and services. Terra Professional Products carries over 3,000 products, including products marketed under Terra and Riverside brand names, as well as from other industry leaders. Terra recently expanded their turf fertilizer line with the introduction of Terra fertilizers with GoldCote™.

Terra Industries Inc.

600 Fourth St.
PO Box 6000
Sioux City, IA 51102
(800) 831-1002

Fax number:
(712) 233-6136

E-Mail Address:
bwoerner@terrainindustries.com

Website:
www.terrainindustries.com

Date Founded:
1964

Staff:
Burton Joyce, President and Chief Executive Officer
Mike Bennett, Executive Vice President and Chief Operating Officer
Monty Summa, Senior Vice President - Terra Division
Dale Locken, Vice President - Northern Division
John Taylor, Vice President - Southern Division
Robert Yarborough, Professional Products Manager - Northern Division
Karen Hartman, Professional Products Manager - Southern Division



The Toro Company

Product Focus:

The Toro Company offers one of the broadest lines of outdoor power equipment available for landscape professionals worldwide. Toro listens to contractor needs and translates them into innovative products designed to achieve the highest level of productivity. A Toro product signifies superior engineering, guaranteed service and a commitment to operator safety.

Manufacturing Facilities:

Toro's Tomah, WI manufacturing plant, the main manufacturing facility for commercial products, has achieved the prestigious ISO 9002 certification for international quality consistency. This certification is tangible proof that Toro has a documented system and the long-term commitment to provide the level of process consistency and quality that customers expect.

Technical Support / Training:

Toro is supported by an exclusive network of highly-trained and knowledgeable distributors and dealers. This distribution network offers superb parts availability and convenient after-sale services. Every Toro product comes with owners and parts manuals. Also available are instructional videos for training employees in operating procedures and safety precautions.

Major Product Lines:

Toro offers a wide variety of product lines including: ProLine hydro- and gear-drive mid-size mowers, Z Master zero radius tractors, Groundsmaster outfront riding rotary mowers, Workman utility vehicles, as well as debris management and aeration equipment. All backed by Toro's exclusive technologies that increase productivity, operator safety and versatility.

The Toro Company

8111 Lyndale Ave. S.
Bloomington, MN 55420-
1196
(612) 888-8801

Fax number:
(612) 887-8258

Turf Merchants, Inc.



Product Focus:

TMI sources from private breeding programs the latest in improved turfgrass seeds. Our major focus is on improved turfgrasses for the professional markets of golf, landscaping and landscape architecture.

These include creeping bentgrasses, turf-type tall fescues, perennial ryegrasses and Kentucky bluegrasses. TMI also offers domestically-produced, warm-season grasses such as bermudagrass and zoysiagrass.

From its own conventional breeding program, to university sources such as Rutgers University and Texas A&M, TMI is looking forward to offering the latest technologically-advanced varieties available anywhere.

Manufacturing Facilities:

Turf Merchants, Inc. is located in the heart of Oregon: southern Willamette Valley, where over 65 percent of the world's supply of grass seed is grown.

Natural rainfall and expertise in production make the quality of Oregon grass seed the best in the world. TMI operates from three satellite warehouses located strategically around the valley with points north, south and west. This makes customer response an industry standard, with promptness and accuracy in shipments that are un-

paralleled. TMI has the ability to blend, process and ship simultaneously from any of these locations where over 30 million pounds of seed are processed each year.

Technical Support / Training:

TMI has a variety of technical support through extensive trial systems, product literature and data bases. Results from turf trials in dozens of locations make the process of selling a simplified matter when comparative data is essential. Color slides of the production process and research add an additional dimension to the support available.

Major Product Lines:

Turf-type perennial ryegrasses including Affinity, Manhattan 3, Rodeo II, Allaire II, Patriot II, Evening Shade, Nomad (spreading type), Pennfine II and VIP II.

Turf-type tall fescues include Bonsai 3, Twilight II, Taurus, TurfGem II, Adventure II, Micro, Earthsave, Avanti II.

Kentucky bluegrasses are Gnome, Cobalt, Sodnet, Rugby, Viva and Trueblue.

Creeping bentgrasses are Backspin and Trueline.

Zen zoysiagrass and Del Sol bermudagrass round out the warm-season lines.

Turf Merchants Inc.

33390 Tangent Loop
Tangent, OR 97389
(541) 926-8649

Fax number:

(541) 926-4435

Staff:

Steven P. Tubbs, president
Nancy Aerni, vice president
Frank Gill, vice president
Robin Mankle, secretary/
treasurer



Turf-Seed, Inc.

Technical Support / Training:

Turf-Seed sets the pace in providing information to distributors and consumers through technical publications, Turf-Seed Trends newsletter, variety and blend tech sheets, vis-a-vis trade show and seminar participation, plus the first and largest independent field day in the United States. This annual event, now in its 15th year, is held alternately at the Pure Seed Testing West 110-acre research farm near Hubbard, Oregon, or Pure Seed Testing East near Rolesville, North Carolina. The Oregon event, held the third Thursday in June during even numbered years, focuses on cool-season grasses, while the North Carolina event is Friday preceding ASTA, and features tall fescue, bermudagrass, and zoysia, and addresses humidity-induced disease pressures. For information, call 503/651-2130.

Major Product Lines:

Perennial ryegrass: Alliance Brand blend, BrightStar, BrightStar II, Catalina, Chaparral, Charger, Citation III, Manhattan 3, Navajo, QuickStart, Roadrunner, Sunrye (246). Tall fescue: Confederate blend, MowLess blend, Triathalawn blend, Apache II, Coronado, Coronado Gold, Eldorado, Matador, Murietta, Olympic II, Safari, Silverado, Tar Heel, Tomahawk, Wolfpack. Kentucky bluegrass: Galaxy Brand blend, Blacksburg, BlueStar, Challenger, Columbia, Livingston, Marquis, Midnight, Opti-Green, Unique, Voyager common Ky., Winterplay Poa trivialis. Fine fescue: Aurora, Discovery hard fescue, Shademaster II creeping red fescue, Seabreeze slender creeper, Shadow, Tiffany chewings fescue; Bighorn sheeps fescue, Seabreeze slender creeper. Creeping bentgrass: PennTrio blend, Pennway blend, Penncross, Penneagle, PennLinks, Penn A-4, Penn G-6, Seaside II. Wildflowers: Bloomers® wildflower mixture, Baby Bloomers wildflower mixture, DeBlooms annual wildflower mixture.

Product Focus:

Turf-Seed, Inc. was founded in 1970 by Mr. Bill Rose, president, to market only premium quality turfgrass cultivars and blends, foragegrass cultivars and mixtures, plus wildflower mixtures through an established distributor network. Golf courses, sod production farms, athletic field managers, parks departments, and homeowners rely on Turf-Seed's Research/Production/Marketing (RPM) program. Turf-Seed's industry-wide reputation for top-performing proprietary varieties developed by Pure Seed Testing, Inc., production by Roselawn Seed and select contract growers, plus systematic marketing managed by Mr. Tom Stanley complete the RPM cycle.

Manufacturing Facilities:

Turf-Seed, Inc. is located near Hubbard, Oregon, in the center of the fertile Willamette Valley, "grass seed capital of the world." Most of the production comes from this region, with its ideal growing conditions. Crops are cleaned by growers or in nearby seed conditioning plants where blue tags are attached, and delivered to the Turf-Seed warehouses. Blends and mixtures are made at this Turf-Seed facility on two blending lines. Turf-Seed's corporate offices are attached to the warehouse for efficient marketing communication and shipping coordination. Employees enjoy breaks and lunch on the grassed picnic area in the back.

Turf-Seed Inc.

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www.turf-seed.com

Fax number:

(503) 651-2351

Date founded:

1970

Staff:

Bill L. Rose, president
Gordon Zielinski, executive vice president
Darcy Loscutoff, general manager
Tom Stanley, marketing director
Duane Klundt, customer service
Vanessa Jensen, southeast marketing
Rick Elyea, golf course consulting
John Rector, national sales representative

United Horticultural Supply

Product Focus:

United Horticultural Supply is specifically designed to serve the professional turf and ornamental industries by providing the finest products and technical expertise available. Since our inception, we have committed ourselves to three principles: to provide the highest quality products available; to provide qualified technical personnel dedicated strictly to the horticulture industry; and to implement and promote environmental stewardship. UHS's national strength provides customers a wider selection of products and is the reason we are leaders in bringing innovative and cutting-edge technologies to the market.

Manufacturing Facilities:

Seven regional divisions, each operating as a local business with its own sales, management and marketing staffs, enable us to concentrate on the unique needs of the diverse parts of the country as well. This blend of national scope and local focus is what makes United Horticultural Supply unrivaled in the industry. Each regional United Horticultural Supply division is linked to a series of strategically located warehouses, which ensures prompt delivery and availability of product.

Technical Support/Training:

Complementing our extensive line is a staff of dedicated professionals who are knowledgeable about the items they sell as well as their intended markets. Each salesperson has working experience within the industry they serve, enabling them to provide solid advice and accurate answers to your questions. Regional research and field trials enhance our position in responding to local needs and our ability to bring effective and



innovative products to market.

Major Product Lines:

United Horticultural Supply is uniquely positioned with all major manufacturers of chemicals, fertilizers and related products, carrying only the finest items in order to satisfy the needs of today's working professional. In addition, we have developed our own exclusive line of premium products. Marketed under the UHS label, these products are recognized as top performers in the business. Several of these products were first introduced by UHS and have quickly become industry standards. Examples include Dursban TNP and 2CG insecticides, Chaser and Pre PairR herbicides, RespondR wetting agent plus several surfactants and spray additives. We also carry: Fertilizers - blends formulated to perform best in the various micro-climates and management programs found throughout the United States. Turf Seed - perennial ryegrass, bluegrass, fine and turf-type fescues plus custom blends and mixtures. Safety & Professional Products - a comprehensive line of safety products to meet worker protection standards. Equipment - we also feature quality-built fertilizer spreaders and backpack sprayers plus unique items such as the Powerhead trimmer disk.

United Horticultural Supply

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Randy Davis, Pacific Division
Manager
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John Walther, Southern
Division Manager
(409) 731-1017
Mike Thurlow, Western
Division Manager
(209) 253-5700



Walker Manufacturing Company

Walker Manufacturing Company

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(970) 221-2619

E-Mail Address:
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Website:
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Date Founded:
1957

Staff:
Bob Walker, President
(Marketing/Finance)
Dean Walker, VP
(Engineering/Manufacturing)
Max Walker, VP (Chairman)
Bob Tomasek, Customer
Service/Warranty

Product Focus:

Walker manufacturing designs, develops and manufactures a line of compact, mid-size commercial riding mowers and attachments. The mowers are targeted for use in landscaped areas with combinations of trimming and open space where quick maneuverability and fitting into tight spots increase productivity.

Manufacturing Facilities:

The company's factory is at Fort Collins, CO, situated on 25 acres. It has 100,000 square feet of manufacturing area and 16,000 square feet of offices and research and development. The manufacturing operation includes parts fabrication, welding, painting and assembly. Fifteen acres of irrigated turfgrass around the facility provides in-site test mowing area. The current facility will allow growth to produce up to 25 units per day.

Technical Support/Training:

The factory customer service staff is available for technical support to dealers and end-customers. A dealer program is administered by 33 independent territorial distributors across the U.S.

Major Product Lines:

Walker makes mid-size commercial riding mowers and attachments. Five tractor models have gasoline or diesel engines from 11 to 25 hp. Nine interchangeable mower decks with cutting widths from 36 to 62 inches are offered, each with grass collection, side discharge or mulching available. Six front-mounted implements are also marketed: two snow blowers, a rotary broom, a dozer blade, a dethatcher and an edger.

Western Products



Product Focus:

Western Products manufactures a full line of snowplows and salt and sand spreaders for four-wheel drive trucks. Snow and ice control products are distributed through a nationwide network of distributors.

Manufacturing Facilities:

Plows and ice control products are manufactured in three plants located in Milwaukee, WI; Johnson City, TN; and Rockland, ME.

Technical Support/Training:

Western Products distributors, located throughout the snow belt, sell wholegoods, service parts and provide service and warranty support for all product lines.

Major Product Lines:

Products include: steel and poly blade snowplows in 6.5' to 10' blade widths and hopper, insert-type spreaders in steel and stainless steel and four models of tailgate-type spreaders

Western Products

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Date Founded:

1950

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Marketing Manager
Rick Coolman, Advertising
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