

SOLUTIONS FOR A GROWING INDUSTRY

Landscape

MANAGEMENT

Corporate capabilities

ASV Inc.



ASV Inc.'s RC-30 All Surface Loader



ASV Inc.

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Web site:
www.asvi.com

E-mail address:
blemke@asvi.com

Date Founded: 1983

Staff:

Gary Lemke, President/CEO
Edgar Hetteen, Vice President
Don Powell, Director of Sales

Product Focus:

ASV Inc.'s products are all based on ASV's revolutionary rubber-tracked technology. ASV's main product, the RC•30 is a compact, versatile rubber-tracked loader. Its low ground pressure and specially designed rubber tracks allow it to travel across lawns with minimal damage to the surface. ASV's larger Posi-Track models have similar features but in a much larger, more powerful package. The Posi-Track 2810 features an 83 horsepower diesel engine and only 2.5 psi of ground pressure.

Manufacturing Facility:

ASV operates out of a 105,000-square-foot manufacturing plant in Grand Rapids, Minn. The facility features a dealer service training center, all corporate offices, production and parts distribution. Having all functions under one roof allows ASV to be very responsive to its dealers and customers. In 1998, ASV Inc. was named No. 14 in *Forbes'* Top 200 small companies in America.

Technical Support / Customer Service:

ASV Inc. provides excellent service and sales support from the factory or from one of its many field representatives. Customers or dealers who call ASV will speak to someone who knows the equipment inside and out. ASV also provides service training to its dealers on a monthly basis. Parts distribution is handled in the same facility as manufacturing, so it is rare for ASV not to ship a part the same day the order is received.

Major Product Lines:

- RC•30 All Surface Loader
- Posi-Track 2800 All Purpose Crawler
- Posi-Track 2810 All Purpose Crawler
- Posi-Track 4810 All Purpose Crawler

BASF Agricultural Products

Focus:

The BASF Agricultural Products business in North America, Specialty Products Department, markets a wide range of innovative products and active ingredients designed to help turf professionals maintain

BASF
PROFESSIONAL
TURF™



healthy turf with maximum efficiency of labor and other resources.

BASF products for turf professionals include preemergent and postemergent herbicides, fungicides and a fumigant.

The products that make up the BASF Turf portfolio provide unparalleled efficacy and value combined with an unwavering commitment to environmental responsibility.

Facilities:

The BASF Agricultural Products business in North America, Specialty Products Department, is headquartered in Research Triangle Park, North Carolina. It is a unit of the BASF Global Agricultural Products Division located in Mount Olive, N.J.

Technical Support/Customer Service:

Technical field support for BASF Turf products is provided by seven regional sales representatives, a national sales manager, a national accounts manager, a product development specialist and a Basamid Granular Soil Fumigant specialist. In addition, BASF maintains professional relationships with many of the nation's leading university researchers who often provide recommendations and advice for BASF customers. Turf professionals can also find a wealth of useful information at www.turffacts.com.

Major Product Lines:

Pendulum® Preemergent Herbicide is the proven performer for preventing more than 40 troublesome grassy and broadleaf weeds. This longtime industry leader com-

bines unbeatable performance with unmatched value.

Drive® 75 DF Postemergent Herbicide controls a more extensive combination of broadleaf and grassy weeds and offers greater overseeding flexibility than any other postemergent herbicide.

Image® 70 DG Herbicide kills "uncontrollable" weeds, such as purple nutsedge, green kyllinga, dollarweed, wild onion and many more.

Basamid® Granular Soil Fumigant, the only granular soil fumigant on the market, quickly eliminates weeds, nematodes, grasses and soil diseases without tanks or tarps so you can reseed in as little as 10 to 12 days.

Plateau® DG Herbicide provides effective preemergent and postemergent weed control in fine turf and controls vertical growth and suppresses seedheads in labeled turfgrass species.

Sahara® DG Herbicide turns your jungle into desert with dependable bareground weed control of more than 150 weeds, as well as most turfgrasses, with a single application.

Pendulum, Sahara and Plateau are registered trademarks of BASF. Basamid and Drive are registered trademarks of BASF AG. Image is a registered trademark of Central Garden and Pet Co.



BASF Corporation

3000 Continental Drive North
Mount Olive, NJ 07828
Phone: (973) 426-2600

Product Information:

(800) 669-BASF
www.basf.com

BASF Agricultural Products

Specialty Product Dept.
26 Davis Drive
Research Triangle Park, NC
27709
Phone: (800) 669-1770

Product information:

(800) 545-9525
www.spd.basf-corp.com
www.turffacts.com

Staff

Evelyn Lemly, Director
Specialty Products
Department

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Business Manager
Turf, Ornamental and Pest
Control

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Turf & Ornamental

Dave Davies,
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Pest Control

Derek Miller,
Marketing Communications
Manager, Turf, Ornamental
and Pest Control

Allison Moskal,
National Sales Manager
Turf, Ornamental and Pest
Control

Rich Kalik,
National Accounts Manager
Turf & Ornamental

Kyle Miller,
Market Development
Specialist, Turf & Ornamental

Tom Nishimura,
Market Development
Specialist, Pest Control

Bobcat Company

Product Focus:

Bobcat Company is a world leader in the design, manufacturing and distribution of compact equipment, attachments and related services—increasing job-site productivity worldwide. Products include tough Bobcat® skid-steer loaders, compact excavators, compact track loaders, telescopic tool carriers and attachments. This year, Bobcat is celebrating its 500,000th skid-steer loader—more than all other brands combined.

In 1995, Bobcat Company became a business unit of Ingersoll-Rand Company of Woodcliff Lake, N.J.

Manufacturing Facilities:

Combining advanced industrial automation with more than 40 years of compact equipment manufacturing experience, Bobcat Company manufactures skid-steer loaders and compact track loaders in Gwinner, N.D.; compact excavators and attachments in Bismarck, N.D.; attachments in Grove City and Erskine, Minn.; and telescopic material handlers (for the European market) in Pontchâteau, France. All North Dakota operations are ISO 9001 registered.

Technical Training / Support:

Bobcat compact equipment is sold in 75 countries through some 900 full-service Bobcat dealerships—ensuring timely, global support. Users have come to rely on the Bobcat brand's rugged reliability, ease of operation, safety, comfort, dealer support, parts availability, service backup, attachment choices and high resale value. Bobcat is committed to the safety, productivity and comfort of its customers, and the company leads the industry in compact equipment training and technical support. Visit www.bobcat.com for more information.

Major Product Lines:

Bobcat tough compact equipment helps users capitalize on their investments in a wide range of markets, including landscaping, grounds maintenance, construction, in-



dustry, agriculture, government and rental. Recognized globally for versatility, agility and reliability, nine Bobcat skid-steer loader models are available with rated operating capacities ranging from 700 pounds in the Bobcat 463 to 3,000 pounds in the Bobcat 963. Bobcat loaders come in many wheel-base and lift-path configurations so users can match the best machine to their application.

Bobcat Company is the only compact excavator manufacturer in North America. Its line includes eight models, ranging from the Bobcat 322 with a maximum digging depth of 7 feet, 2 inches, to the Bobcat 341 with a maximum digging depth of 13 feet, 4 inches.

In 2001, Bobcat Company announced its entry into the North American telescopic tool carrier market with the Bobcat® VersaHANDLER™ V518 and V623 models. The new Bobcat VersaHANDLER telescopes are ideal for applications that need more lift height, a longer reach or the ability to lift heavier payloads than skid-steer loaders and other compact equipment.

Dozens of job-matched Bobcat attachments—designed, built and backed by Bobcat—give users in hundreds of applications a range of choices. As quick as a snap, Bobcat operators can replace a bucket with pallet forks, a landscape rake, a rotary cutter, a stump grinder, an auger, a sod layer, a tiller and more.

For information on Bobcat equipment for the landscape industry, visit <http://www.bobcat.com/markets/landscape.html>.

Bobcat Co., a business unit of Ingersoll-Rand

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58078-6000
Phone: (701) 241-8700
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International locations

- Brussels, Belgium
- Miami, Florida
- Singapore
- Yokohama, Japan
- Pontchâteau, France

Web site:

www.bobcat.com

E-mail address:

infocenter@bobcat.com

Date Founded: 1947

CEO: Chuck Hoge

Dixie Chopper

Dixie Chopper packs value, performance and a great deal of innovation in all our mowers. Our own Velvet Touch Control (VTC), a proprietary hydraulic drive train system for our Commercial Zero-Turning Radius mowers, is the culmination of research to find a way to cool down the hydro-system. Because heat has a naturally destructive influence on hydraulic components, running cooler is of prime importance. VTC oil has a lot to do with the longevity of a mower drive train, and along with modifications to the HydroGear hydraulic pumps, means the whole drive system has greater durability. In addition, since Dixie Chopper mowers run so smoothly as a result of these improvements, their neutral springs have been removed so that the steering levers offer minimal resistance, enhancing operator comfort.

Innovation in action. Dixie Chopper mowers are equipped with many built-in advantages. HydroGear hydraulic pumps and White Hydraulic Wheel Motors are the epitome of quality, as are the warranted welded tubular frame, stainless steel body (on most models), precision machined-cast iron spindle housing and reinforced front wheel casters. With four bearings per wheel, and lifetime warranted front caster bearings, owner confidence is always high.

The bulls of the stable are the diesel powered XXWD5000 (5000 Series) and the XXWD2600 and XWD2600 (2600 Series). These are big, powerful and fast, producing 50 and 26 horsepower respectively, with 60- or 72-inch cuts. All are liquid-cooled units equipped with the Donaldson Cyclopac air cleaner and the DC Turbinator pre-cleaner. Overall width here is 76 inches, length is 75 inches and cut height can be set to a 5-inch setting.

The XXW4000 and XXW2500 (aka S'BURB'N T'URB'N and the City Slicker) are gas-powered heavyweights. The XXW4000, sporting two 20 hp Kohler Command Series engines (the world's first twin-engine mower), two centrifugal



clutches, quad 3-gallon fuel tanks and a host of gauges, is ready for stress. Each engine is truly separate, with its own ignition, choke and throttle.

The XXW2500, also a 72-inch machine, features a 25-hp Kohler Command engine and a super-wide track width for added stability.

The Dixie Chopper X Series, the original design in 1989, was the birthplace of the first hydraulic drive model, and today still epitomizes the company's all-around attitude toward their mowers. All are 50-inch mowers and they showcase Dixie Chopper's exclusive Operator Controlled Discharge Chute (OCDC).

Dixie Chopper offers commercial users a great variety of machines from which to choose. Whether basic, deluxe or fast (the Flatlander reaches 15 mph), Dixie Chopper understands what their customers want.

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E-mail address:
Sales@dixiechopper.com

Date founded: 1980

Staff:
Arthur Evans, President
Jean Evans,
Secretary/Treasurer

Echo Incorporated

Echo Inc., a subsidiary of Kioritz Corp. of Japan, was established in the United States in 1971. In 1986, the company moved from Northbrook, Ill., to Lake Zurich, Ill., to accommodate expanding manufacturing needs. In the past decade, the company has expanded its marketing, manufacturing and distribution capabilities dramatically.

More than 160,000 square feet of office and distribution space has been added, bringing the total combined space in the Lake Zurich facility to more than 400,000 square feet. The company attributes its growth as a company, the continued expansion of its product lines and worldwide acceptance by the commercial landscaping market as the primary reasons for the substantial expansion.

The company employs more than 600 people, and in 1999 surpassed the 1 million-unit mark for production units manufactured and/or assembled at the Lake Zurich facility.

Annually, the company brings its distributor service personnel to the Lake Zurich facility for a week-long seminar covering education and training on product lines as well as service troubleshooting and techniques. The dis-

tributors then go into the field and train their dealer personnel. These "service schools" provide dealers and eventually customers with the most up-to-date service technology available for Echo products.

Innovation has also been a critical component in helping the company become the dominant player in the hand-held lawn and garden equipment industry worldwide. Since the introduction of hand-held power equipment in 1969, Echo has earned a reputation as one of the leading manufacturers of gasoline-powered blowers, string trimmers, hedge clippers, chain saws, edgers, sprayers,



Echo Incorporated, Inc., Lake Zurich, IL facility

pumps and Power Pruners®. Some of Echo's industry-leading innovations include introducing the first dedicated backpack power blower, the first hand-held power blower and the first hand-held dedicated commercial curved shaft power edger.

Echo's new "quiet blowers" reduce noise to a minimum, but not at the expense of performance. They have won acclaim among commercial users and municipalities alike for their environmental soundness. Its innovative, shaft-type hedge clippers have provided operators with greater reach and superior balance. Echo's top-handle chain saws have won international recognition as being the industry's best tree chain saw.

Currently, most of the products in the Echo line-up have counterpart models engineered specifically to meet the California Air Resources Board Tier 2 requirements. These newly developed Power Boost™ engines feature an improved cylinder design, enhanced carburetor and ignition performance, which provides up to 10 percent more power, comprehensive exhaust modifications and an increase in fuel efficiency of up to 15 percent.

In addition, all Echo products comply with Environmental Protection Agency (EPA) Phase 1 standards, and some already meet EPA Phase 2 requirements ahead of schedule.

Echo's ability to provide state-of-the-art, environmentally friendly equipment with reduced emissions and sound levels combined with the company's steady expansion position Echo as an industry leader that responds to the needs of its customers.



Echo Inc.

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800-432-ECHO (3246)
Fax: (847) 540-8413

Web site:

www.echo-usa.com

Date founded: 1971

Husqvarna

Product Focus:

Husqvarna is a total source equipment supplier to landscapers, offering everything from trimmers, blowers, chain saws, mowers, commercial walks, zero turns, aerators, dethatchers, sod cutters, edgers and more.

Manufacturing Facilities:

Husqvarna, as part of the worldwide Electrolux group, manufactures its products at its own plants in Sweden, South Carolina, Nebraska and Colorado.

Training / Technical and Customer Service:

Husqvarna offers extensive training through mobile classrooms, Charlotte-based training and CDs as well as fully staffed technical service and customer service departments.



Major Product Lines:

Husqvarna's major product categories are chain saws, trimmers, edgers, blowers, cut-off saws, brush cutters, push mowers, lawn tractors, zero turns, commercial walks, specialty lawn equipment, safety apparel and a full line of accessories.

Husqvarna

7349 Statesville Road
Charlotte, NC 28269
Phone: (704) 597-5000
Fax: (704) 599-4302

Web Site:

www.husqvarna.com

Date founded: 1689

Staff:

David Zerfoss, President
Lucy Polk, Executive Vice President
Kim Liechty, Product Management Director
David Perkins, Sales Director
Roger Simons, Technical Services Director
Barbara Paez, Marketing Director
Matt McNally, Customer Service Director



John Deere

Worldwide Commercial & Consumer Equipment Division



JOHN DEERE

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

4401 Bland Road

Raleigh, NC 27609

Phone: (919) 850-0123

(Division Headquarters)

800-537-8233

(Customer Communications
Center)

Web Site:

www.JohnDeere.com

Date Founded:

Deere & Co. – 1837

Worldwide Commercial &

Consumer Equipment

Division – 1962

Staff:

John Jenkins, President
John Deere Worldwide
Commercial & Consumer
Equipment Division

Michael Mack,
Senior Vice President,
Worldwide Commercial &
Consumer Equipment
Division



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 its product and operator safety initiatives.

Manufacturing Facilities:

The John Deere Worldwide Commercial & Consumer Equipment Division has manufacturing facilities all over the world. Specifically, these facilities are located in Ontario, Canada; Georgia, North Carolina, South Carolina, Tennessee, Virginia and Wisconsin in the United States; Mexico; Germany; and the Netherlands.

Technical Support / Customer Service:

Deere places a high emphasis on its cus-

tomers 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.JohnDeere.com. For more information on John Deere products, customers can call the Customer Communications Center at 800-537-8233. Additionally, John Deere provides its dealers with 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 portable power equipment.

Kawasaki Motors Corp., U.S.A.

Product Focus:

Kawasaki Motors Corp. has a product portfolio including premium 4-cycle engines and 2-cycle hand-held power equipment as well as 4-cycle generators and pumps aimed at the professional market.

Manufacturing Facilities:

Kawasaki Heavy Industries, Ltd. (KHI), headquartered in Kobe, Japan, is one of the largest companies in the world. Founded in 1878, it has grown into a multinational corporation that is listed among the top 100 industrial companies outside the United States. KHI makes diesel engines so large that a person can stand inside a single cylinder, and lawn mower engines small enough for one person to use with ease.

Our current engine/power products distribution facilities are located in Grand Rapids, Mich. The facility houses the sales and engineering departments of Kawasaki's engine, precision machinery and gas turbine divisions. It is also a national distribution center for Kawasaki engines, professional power products, hydraulic motors and pumps, consumer product parts and accessories.

Kawasaki has additional facilities in the United States that manufacture and distribute engines, motorcycles, all-terrain vehicles (ATVs), JET SKI® watercraft, MULE™ utility vehicles, construction machinery, industrial robotics and rail cars.

Technical Training / Customer Support:

Since Kawasaki supplies commercial and industrial markets, fast service support is important. Kawasaki's technical service department offers direct customer support through a technical hotline and, in the near future, a 24-hour technical Web site. We also offer technical training to our distributors and OEMs, as well as providing them with training programs to use in their dealer schools.

Major Product Lines:

Engines: When it comes to engines, there's



a well-known fact: most professional lawn-care equipment is driven by a Kawasaki. In fact, more than two out of three commercial mowers have Kawasaki engines. Our small engine department produces various products ranging from the palm-sized 0.6 hp super-mini engine to multi-purpose 27 hp engines. This year, Kawasaki added six horizontal-shaft V-twin engines to its lineup, including three air-cooled FH Series models and three liquid-cooled FD Series models.

Handheld Power Products

After the introduction of Kawasaki handheld power products for turf and lawn care in 1997, the product line continues to grow. It currently includes handheld string trimmers, backpack blowers, hedge trimmers and edgers geared toward the professional market.

Generators and Pumps

Kawasaki produces six hard-working models of generators for a host of power applications. From the smallest and lightest 171cc model to the massive POWERPARTNER 6000, with its 351cc engine, all models are self-excited, double-pole, single-phase. Water, trash and semi-trash pumps round out the Kawasaki product line.

Kawasaki Motors Corp., U.S.A.

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Grand Rapids, MI 49512
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Web site:

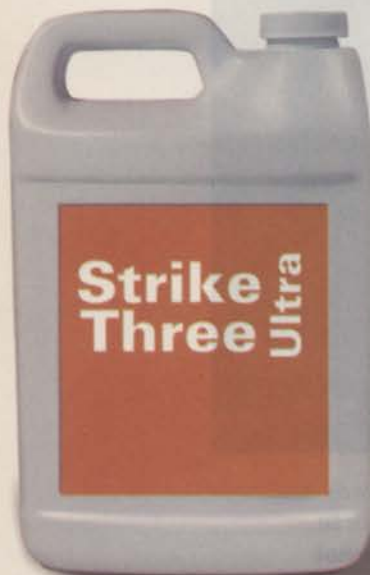
www.kawpowr.com

Staff:

Kent Murakami, General Manager
Karen Howard, Sales Manager – Distributor Channel

ProSource One

Keep Turf Green in the Mid-Summer Heat



With the heat of mid-summer approaching, two goals are deep within each landscape professional. First, keep the turf green and weed free for the duration of the summer. Second, stay out of the heat.

Depending on where you are, your problems may vary.

Ron Parron of Barnes Nursery in Huron, Ohio, tells of his arch nemesis — clover, ground ivy, spotted spurge and black medic.

“Those four are my biggest headaches when dealing with turf during the month of July,” he says.

Parron used Strike Three ULTRA and has been basking in the shade ever since. He says,

“Strike Three ULTRA showed amazing results on alleviating the turf

of clover and ground ivy ... absolutely amazing.”

After discovering Strike Three ULTRA, Parron was armed and ready to battle a field that lay untreated for more than two years.

“There was more yellow than anything in that field, covered in dandelions, but when I was through, the field was green,” Parron says.

Strike Three ULTRA is more effective than conventional three-way broadleaf herbicides, and the proof is in the fast visual response and exceptional, long-lasting control. The superior chemistry means fewer applications, which saves time and, more importantly, money.

Good Time To Look Toward Fall

Mark Slavik of ProSource One says, “Spraying a herbicide in the fall season is a key element to controlling weeds and not allowing them to reappear the following season.”

Strike Three ULTRA Chemistry

2, 4-D	Clopyralid	DP	Use Rates
2.90 lbs.	.15 lbs.	.75 lbs.	2-3 pts./a

Always follow label for exact rates and recommendations.

Slavik recommends Strike Three ULTRA as a viable option for eliminating spurge, oxalis and clover. “With Strike Three ULTRA you have one product, no mixing, that quickly disposes of tough-to-control weeds,” he says.

ProSource One, based in Memphis, Tenn., distributes fertilizers, chemicals, seed and services to professional users throughout the United States. ProSource One’s professional sales staff is trained to bring solutions to its customers. For more information, go to www.prosourceone.com.

Strike Three Ultra Key Uses:

- Golf courses
- Turf lawns
- Parks
- Highways and similar
- Non-crop areas
- Sod farms

For use by professional turf managers and commercial applicators only

Strike Three Ultra Key Benefits:

- Controls hard-seeded summer species like spurge, oxalis
- Provides the technological optical advantage
- Reduces number of products needed
- Warm- and cool-season performance
- No mixing involved
- Lower use rates
- Environmentally safe

ProSource One

6555 Quince Road
Suite 202
Memphis, TN 38119
Phone: (877) 350-3999

Web site:

www.prosourceone.com

Date Founded: 1985;
Feb. 2, 2000, changed name
to ProSource One

Staff:

Bob Lee, Director
Sam Pace, National Sales
Manager
Tim Witcher, National
Marketing Manager
Jeff Mobley, National Turf &
Ornamental Marketing
Manager
Keith Woodruff, National
Account Manager

Redexim Charterhouse

Product Focus:

Redexim Charterhouse is internationally known for its development of innovative turf management products for the sports field, landscape, turf and golf markets. Redexim Charterhouse is headquartered in Holland, maintains an administrative office in Pittston Township, Pa., and has a worldwide network of distributors. All products are available in North America through a network of 47 distributors.

Manufacturing Facilities:

Principal manufacturing facilities are located in Europe. The company has a machine and parts supply warehouse in Pittston Township, Pa.

Customer Service / Technical Support:

Comprehensive customer service and support is available through the company's toll-free sales and marketing office in North America at 1-800-597-5664.

Major Product Lines:

Verti-Drain (Models 7007, 7117, 7212, 7316, 7516, 7521, 7526): One of the most widely accepted deep-tine aeration systems in the marketplace today is the Verti-Drain. Originally developed and tested in Europe, the unit has a unique lifting and shattering effect on the soil. Verti-Drain offers users tremendous versatility. Since different soil profiles call for varying treatment techniques to alleviate compaction and other problems, a deep-tine aeration system must deliver the widest range of choices. With the Verti-Drain, it is possible to choose solid or core tining, as well as various tine lengths, diameters and spacing possibilities to meet a sports field's specific turf maintenance requirements.

Seeder/Dresser: Available in 48- and 60-inch widths, this unique combined overseeder and topdresser can be tractor- or truckster-mounted. The fine turf PS4800



makes the holes, drops the seed, drops the topdressing and rotary brushes in with one pass, randomly burying the seed.

Core Collector (Models CC2000 and CC3000): For highly effective core collection, we offer two versions, the self-propelled CC3000 and the tractor-trailed CC2000. Both models have a high tip hopper and fully floating rotary impeller collection head, self-adjusting to suit most grass conditions.

TTR 4400 (Series 30): The series 30 TTR HST machines are hydrostatic, reversible and multifunctional. The machine attachment combination can be set up in various operational trims with a high standard of specialization, performing a whole range of maintenance operations from golf courses to city landscapes.

Turf Tidy: A unique 3-in-1 machine that combines the individual tasks of dethatching, sweeping and flail mowing. The Turf Tidy is the world's only machine that offers the time savings and convenience of a 3-in-1 maintenance approach.

Redexim Charterhouse Inc.

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Pittston Township, PA
18640
Phone 1-800-597-5664

Web site:
www.redexim.com

E-mail:
redexim@aol.com

Date Founded: 1980

Staff:
Philip Threadgold, Executive Vice President, Redexim Charterhouse, Inc.

Textron Golf, Turf & Specialty Products



Buntun Gear Drive

Product Focus:

Textron Golf, Turf & Specialty Products manufactures a full range of vehicles and turf maintenance equipment for professional lawn care, golf, turf, sports field and industrial applications. The company offers multiple brands—specifically Bob-Cat® and Buntun® mowers and Ryan® lawn renovation equipment—to meet the diverse needs of landscape contractors and lawn care professionals.



Ryan Lawnaire IV



Bob-Cat ZT 100 Series

Manufacturing:

Textron manufactures Bob-Cat and Buntun brand mowers at its 198,000-square-foot manufacturing plant in Johnson Creek, Wis. Ryan aerators and renovation equipment are built in Lincoln, Neb., at a 691,000-square-foot manufacturing facility. Other Textron brands—Brouwer®, Cushman®, E-Z-GO®, Jacobsen®, Ransomes® and Steiner™—are manufactured in Charlotte, N.C.; Dalton, Ohio; Ipswich, England; and Augusta, Ga.

Technical Support, Sales, Training and Customer Service:

Textron Golf & Turf markets its Bob-Cat, Buntun and Ryan brands through an extensive distribution network. The company provides total sales and service support to distributors, dealers and customers throughout North America.

Major Product Lines:

Bob-Cat and Buntun offer lawn care professionals a wide choice of midsize walk-behind and zero-turn, ride-on mowers, including new fuel-injected and diesel models. Bob-Cat ... tough, affordable. Buntun ... it's a pride thing. Ryan, at the core of healthy turf, features walk-behind, tow-behind and tractor-mounted Lawnaire® aerators and other leading lawn renovation equipment.

TEXTRON

GOLF, TURF & SPECIALTY PRODUCTS

Textron Golf, Turf & Specialty Products

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Web Site:

www.textronturf.com

Date Founded: 1832

Staff:

Greg Hyland, Chairman & CEO
David Rivers, Executive Vice President
Peter Whurr, Vice President
Product Management for Turf and Professional Lawn Care
Bill Robson, Director of Marketing for Vehicles, Turf and Professional Lawn Care
John Chiera, Sales Director
Professional Lawn Care

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, in the southern Willamette Valley, where more than 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 unparalleled. TMI has the ability to blend, process and ship simultaneously from any of these locations, where more than 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 databases. 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.

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Tangent, OR 97389
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Web site:

www.turfmerchants.com

Date founded: 1983

Staff:

Steven P. Tubbs, President
Nancy Aerni, Vice President
Frank Gill, Vice President
John Cochran,
Vice President
Robin Mankle,
Secretary/Treasurer

United Horticultural Supply

Business 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 to the horticulture industry;
- 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.

Four 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.

Facilities:

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 that is knowledgeable about the items it sells as well as its intended markets. The salespeople have 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 to satisfy the needs of today's working professional.

In addition, we have developed our own exclusive line of premium products. Marketed under our own 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 Signature Brand Fertilizers and Seed, Dursban TNP insecticide, Chaser Ultra herbicide, Banol C fungicide, Respond 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. Our premium Signature Brand line meets the highest standards for turf quality, longevity and product consistency.

Turf Seed – Perennial ryegrass, bluegrass, fine and turf-type fescues, bentgrass plus custom blends and mixtures. The Signature Brand Seed line contains premium, pure seed without unwanted weeds and grasses.

Safety & Professional Products – A comprehensive line of safety products to meet worker protection standards.

United Horticultural Supply

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Fax: (303) 487-9010

Web site:

www.uhsonline.com

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Division Manager
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Central Division

Bob Flynn,

Division Manager
(402) 330-1910

Southern Division

Steve Jackson,

Division Manager
(813) 628-0496

Western Division

Mike Thurlow,

Division Manager
(559) 437-5360