

**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](http://www.husqvarna.com)

Date founded: 1689

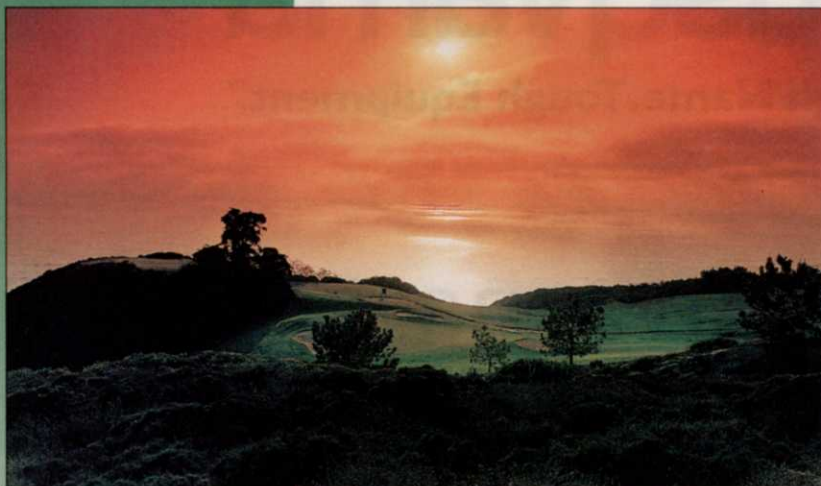
PRESIDENT  
David Zerfoss

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.

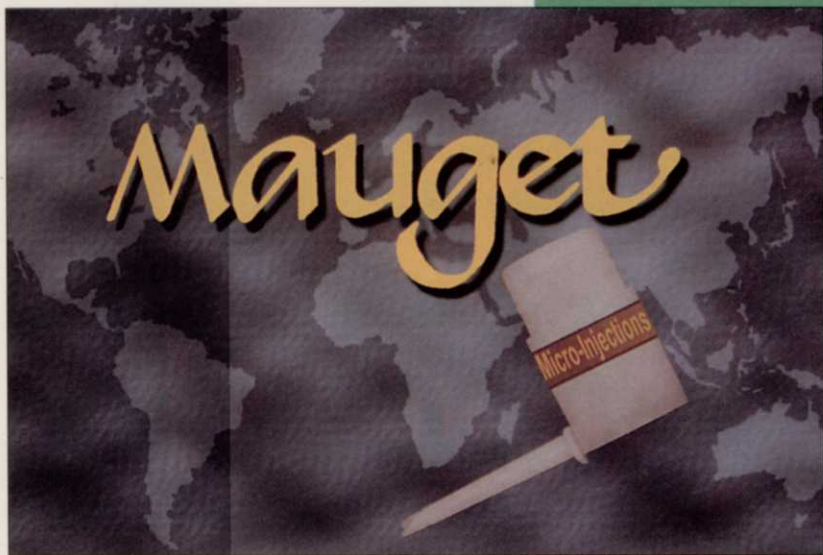
## **Major Product Lines:**

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](http://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](mailto:mauget@mauget.com)

## Website:

[www.mauget.com](http://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](http://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](http://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:**

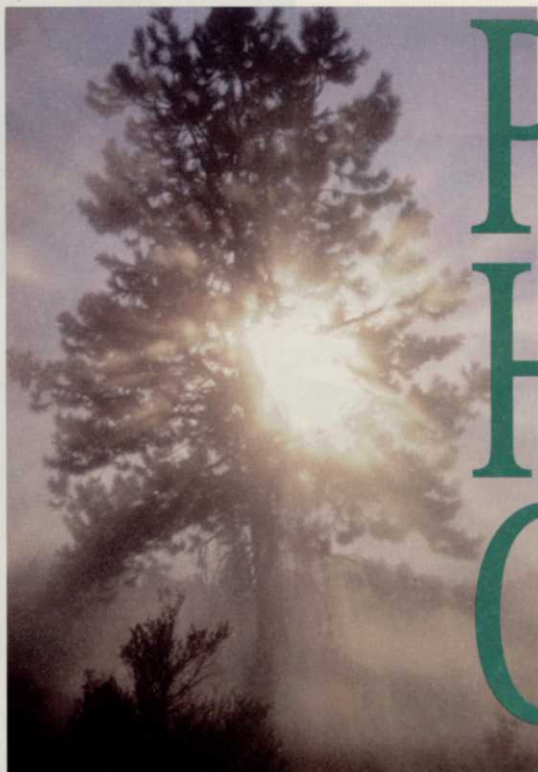
**Subdue® MAXX®** new formulation Fungicide (features zero hour reentry interval): Pythium and Phytophthora; **Medallion™** new Contact Fungicide: Rhizoctonia, Botrytis and Alternaria; **Factor®** Herbicide: problem grass and annual broadleaf weed control all season; **Avid®** Insecticide: spider mites 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](http://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 yd<sup>3</sup> 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 yd<sup>3</sup>, 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