

Andersons Turf Products



Product focus:

Andersons Turf Products is the industry's leading supplier of premium granular turf-care products for sports turf, golf courses and lawn care markets, and is also a manufacturer of turf and ornamental fertilizer and control products sold by retailers in the U.S.

Andersons formulates granular fertilizers and combination products including herbicides, insecticides, and granular and fluid fungicides. Utilizing its research and development lab, Andersons has created many exclusive and unique products over the years, several of which are patented. Andersons works closely with its distributors and with superintendents to ensure that the products it creates meet the needs and specifications of the market.

Andersons Turf Products is a division of The Andersons Processing Group, a business unit that also produces corncob-based chemical and feed ingredient carriers, animal bedding, cat litter and ice-melt products. The Processing Group operates facilities in Maumee and Bowling Green, OH; Montgomery, AL; and Delphi, IN.

Andersons is an active member of the Golf Course Superintendents Association of America, National Golf Foundation, ITODA, RISE and many other industry organizations.

Major product lines:

- ▶ **Contec DG®**, the only patented dispersing granular fertilizer
- ▶ **Foltec™** foliar nutrients (the perfect complement to Contec DG)
- ▶ **Prophesy™** fungicide (the only granular propiconazole)
- ▶ **Governor™** (granular products based on Syngenta's Primo)
- ▶ **ProSect™** (bifenthrin)
- ▶ **Extend™** (long-lasting polymer-coated urea)
- ▶ **Allectus** (Merit + Talstar combination)

Sales and service:

Andersons products are available through a comprehensive network of distributors in the U.S. and international markets.



Andersons Turf Products
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Web site:

www.AndersonsTurf.com

Randy Strait
Owner

Arctic Snow and Ice Control

Armed with a snowplow, a 1977 Chevy Blazer and a passion for satisfied customers, Randy Strait turned one snowy Chicago winter into big business. More than 30 years later, Arctic Snow and Ice Control is still dedicated to providing the cleanest and most efficient snow removal service in the industry. But Strait wasn't done yet. After years of working with plows that didn't clear down to the surface, left significant amounts of snow behind and were costly to repair, he developed a solution—the Sectional Sno-Plow.



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Design features

Because it was designed by snow removal professionals, Sectional Sno-Plow is unlike any other plow on the market. It has been designed to combat common issues associated with other plows thanks to several unique and innovative features:

- ▶ Comprised of individual 32-in. moldboards, Sectional Sno-Plow's patented design allows the plow to contour to any surface so nothing is left behind to replot;
- ▶ Spring-loaded trip edges on each moldboard section independently trip over obstacles hidden under the snow;
- ▶ Mechanical side panels sense impact and allow the plow to easily clear objects up to 9-in. high;
- ▶ AR-400 hardened steel cutting edges scrape compacted snow and ice down to the pavement and can be individually replaced, eliminating the need to replace several feet of costly steel or rubber;

▶ The patented Slip-Hitch™ system allows the operator to drop and go with no adjustments needed. It ensures full traction and eliminates drag, while continuously adjusting to the pavement for effective plowing;

▶ Steel shoes lay flat and resist premature wearing for several seasons of use.

Sectional Sno-Plow is the solution to turn idle equipment into a powerful, productive snow removal fleet. It's available for a variety of light- and medium-duty equipment, including loaders, skid steers and even telehandlers, and offered in models ranging in length from 8 to 22 ft. Check out the Sectional Sno-Plow in action by watching the video at www.sectionalplow.com and see why Sectional Sno-Plow is the only plow you'll ever want.





Jeff Gibson
Landscape Business
Manager

Ball Horticultural Co.

Product focus:

Landscape professionals across North America turn to Ball Horticultural Co. for the best-performing, easiest-to-use products and the latest information. Our business is breeding, producing and selling the plants you need. We'll help you choose the right products for the right season to assure complete landscape color confidence.

The Ball Landscape advantage gives you:

▶ Top-performing annuals, perennials, grasses, tropicals and shrubs selected by the color experts at Ball. Count on season-long color, low maintenance and outstanding landscape performance.



▶ Exceptional support from planning to purchase to planting. We have more people committed to your business than any other horticultural supplier, including a dedicated business manager, 56 sales reps, technical product reps, and many others with the knowledge to help you succeed.

Visit BallLandscape.com to find a local supplier and to get more information about the Ball Landscape program. Sign up to receive timely newsletters, or to receive business resource tools. The website is filled with details on new varieties and proven landscape performance. Find fast, easy landscape color solutions from Ball.



Major product lines:

- ▶ Wave® Petunias
- ▶ Dragonwing® Begonia
- ▶ Matrix® Pansy
- ▶ Taishan® Marigold
- ▶ Zahara® Zinnia
- ▶ Landmark™ Lantana
- ▶ Super Elfin® Impatiens
- ▶ Purple Flash Ornamental Pepper
- ▶ Voltage™ Yellow Osteospermum
- ▶ Serena® Angelonia
- ▶ Henna Coleus
- ▶ Fantasia® Geranium
- ▶ Dakota Gold Helenium

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Belgard Hardscapes



Belgard Hardscapes sets the standard for innovative outdoor hardscapes with the Belgard® collection of paver and wall products. The company has a long history of successful applications on thousands of residential and commercial projects. Offering a versatile range of styles—in antiqued, classic and natural textures—premium Belgard products are found in America’s first homes and dream homes. Commonly used applications include driveways, walkways, patios, outdoor rooms and retaining walls. **When quality matters—Choose Belgard.**

Manufacturing facilities:

Oldcastle APG plants are located throughout the United States, providing regional distribution and color palettes for each region of the country.

Support:

Belgard University and www.belgarddesignpro.com

Major product lines:

- ▶ Belgard Hardscapes, an Oldcastle Architectural Brand
- ▶ Pavers, walls and curbs
- ▶ Custom and modular applications for backyard kitchen designs



Belgard Hardscapes

375 N. Ridge Road
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Atlanta, GA 30350

Phone: 877-235-4273

Web site: www.belgard.biz

Blizzard Snowplows

Product focus:

BLIZZARD® is dedicated to providing the most innovative, highly productive snow removal equipment available. It pioneered the expanding moldboard technology and today manufactures and markets a full line of innovative snowplows.

Major product lines:

➤ **POWER PLOW®:** This plow sets the standard in snow removal productivity and versatility.

The moldboards hydraulically extend from a compact straight position to an extended WIDE PASS™ straight position, or into a high-capacity BUCKET BLADE™ scoop position—all

from the comfort of your cab. Models are available for use on trucks and skid-steer loaders.

➤ **SPEEDWING™:** This BLIZZARD exclusive plow like a POWER PLOW but is as easy to operate as a straight blade. SPEEDWING automatically defaults to the scoop position for straightforward plowing, creating maximum snow containment for pushing and stacking snow. When the blade is angled, the trailing wing automatically drops back in line with the main moldboard, while the leading wing retains its forward position



to prevent spillover and utilize the entire blade width.

➤ **HD Straight Blades:** Built to withstand winter's fury and deliver superior performance in the most demanding conditions, the flared moldboard—an industry first—rolls snow further ahead and to the side, saving time and wear and tear on your truck. Available in 7½-, 8-, 8½- and 9-ft. widths, these plows feature an aggressive cutting edge angle, optimized blade curl and the time-saving Power Hitch™ 2 attachment system.

➤ **LT Straight Blades:** Built for lighter-duty plowing applications, these plows share the same basic features as the HD straight blades. 7½- and 8-ft. models are available for pickup trucks, SUVs and even select utility vehicles.

➤ **Ice control equipment:** BLIZZARD offers both a low-

profile tailgate spreader and a line of ICE CHASER™ poly/ electric hopper spreaders to match your ice control needs.

Manufacturing facilities:

A division of Douglas Dynamics, LLC, the country's leading manufacturer of snow and ice removal equipment, BLIZZARD products and components are manufactured in Milwaukee, WI, and Rockland, ME.

Technical support:

BLIZZARD's expanding distributor organization provides the product knowledge and technical expertise to match the appropriate BLIZZARD plow to your vehicle and snow removal needs to maximize your plowing efficiency and profitability. To locate your nearest BLIZZARD dealer, please visit blizzardplows.com



Blizzard Snowplows
PO Box 245038
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Web site:
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Rich Goldsbury
 President,
 Bobcat Americas

Bobcat



Product focus:

With the invention of the M400, Melroe Manufacturing Co. (which would later become Bobcat Co.), created the world's first true skid-steer loader. "Skid steer" describes the unique steering system, which enables the machine to turn within its own length. Today, nearly one out of every two skid-steer loaders is a Bobcat machine.

Today, Bobcat Co. is the leading provider of compact equipment for global construction, rental, landscaping, agriculture, grounds maintenance, government, utility, industrial and mining markets. We strive to empower our customers to do their jobs more efficiently and effectively. We're North

Dakota's largest manufacturer, with the most extensive compact equipment distribution network in the world.

Manufacturing facilities:

- ▶ Gwinner, ND
- ▶ Litchfield, MN
- ▶ Pont-Château, France
- ▶ Wujiang, China
- ▶ Dobříš, Czech Republic

Technical support, sales, training:

About 1,000 independent dealers in more than 100 countries serve our customers through more than 3,000 sales specialists. Known for their dedication to the customer, Bobcat dealers provide customer service for long, reliable equipment performance.



Major product lines:

- ▶ The Bobcat-exclusive all-wheel skid loader
- ▶ Compact excavators
- ▶ Compact track loaders
- ▶ Compact tractors
- ▶ Mini track loaders
- ▶ Skid steer loaders
- ▶ Utility work machines and vehicles
- ▶ Telescopic tool carriers
- ▶ More than 500 models of attachments



Bobcat
 250 E. Beaton Drive
 West Fargo, ND 58078

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Mark Tipton
Managing Partner

Mission Statement

To enable profitable growth in landscape companies by leveraging leading edge software technology to control costs, increase efficiency and deliver premier customer service. Our goal is to provide tools to build a better future for you and your company.



BOSS® LM—
The Integra Group, Inc.
714 Spirit 40 Park Drive
Suite 150
Chesterfield, MO 63005

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Web site:
www.bosslm.com
E-mail: info@bosslm.com

BOSS® LM — The Integra Group, Inc.

Product focus:

The Integra Group was founded in 1999 as a custom software development firm. More than 100 software systems have been designed, developed and successfully deployed. One of these systems was developed for a large landscape company with offices in multiple cities. We captured their vision and delivered BOSS® LM, a powerful, easy-to-use business management software system—a single integrated solution that spans all core business operations from sales through invoicing and accounting.

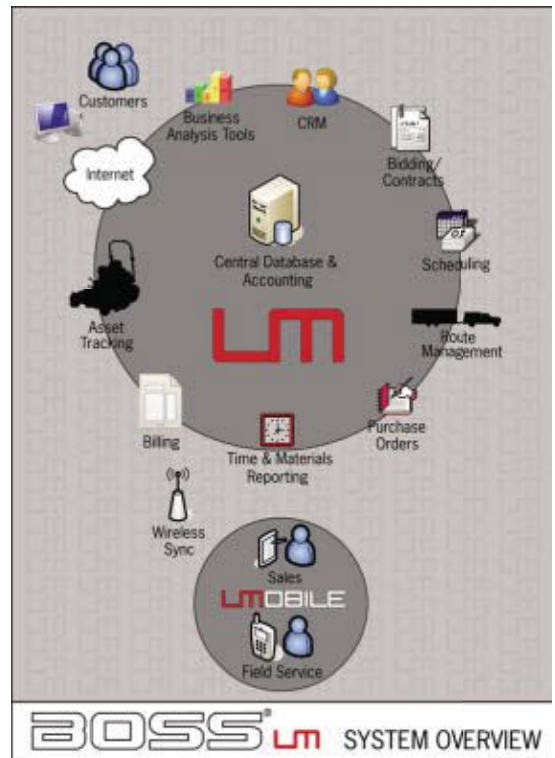
BOSS® LM is enabling companies of all sizes to better understand and manage their businesses by providing greater visibility and control over what is happening on a day-to-day basis. BOSS® LM presents the information you need for strategic planning to improve and expand your business.

One of BOSS® LM's unique features is that it is designed for use by employees throughout the organization from sales to production, not just accountants and administrators. BOSS® LM provides simple graphical screens with intuitive drill downs that give users the information they need quickly and easily. They will throw out their spreadsheets and charts—and actually use it.

That's why clients are telling us that sales is able to sell more and production is able to produce more since they implemented BOSS® LM.

Our first customer told us: "My return on investment for BOSS® LM is higher than any piece of equipment I've purchased."

Calculating the ROI doesn't just apply to equipment, but to any asset that requires an



investment, including software. One of the steps in our process with each client before he or she purchases BOSS® LM is to create a value analysis to identify the ROI.

Technical support:

Unlike many software purchases that typically don't have a plan until after you purchase the software, ours begins long before you have made any commitments. After some initial discussions, we put together a mutually agreed upon evaluation plan, which outlines the steps that we will go through together to determine whether BOSS® LM is a good fit for your business. After implementation, we provide complete support including product upgrades.



Mission Statement

Brite Ideas Decorating, Inc. strives to be recognized as the premier festive holiday light product company. Our employees are committed to creating a unique and durable product, which will provide long-term satisfaction to our distributors and customers.



Brite Ideas Decorating
3852 Farnam St.
Omaha, NE 68131

Phone: 888-200-5131
Web site:
www.sayitwithlights.com

Brite Ideas Decorating

Product innovation

- › Design
- › LED Products
- › UV-Protected Poly Clips
- › Steel Construction
- › Aluminum Construction

Software

Brite Ideas Decorating has developed easy-to-use software. The software is an Access-based proposal form that allows you, our distributor, to bid out jobs and control your profits. With the ease of the proposal software, your next sale is a few clicks of the mouse away.

Profits

Brite Ideas Decorating has a successful plan for profitability that provides you with the tools and support to make holiday lighting a revenue source. Not only will you make impressive profits the first year, you will establish residual business for years to come.



Training and support

Brite Ideas prides itself on making sure that you know all there is to know about holiday lighting so that you can have a successful and lucrative business. We take our time training you in every aspect of the adventure with a two-day training session about the business as a whole.

With 24/7 support 365 days a year, Brite Ideas' knowledgeable staff is available any time for any questions. We also offer web support from other distributors through online forums.



Blake Smith
President

The Decor Group
Christmas Decor, Inc.
NiteTime Decor, Inc.

Mission Statement

The 'light' way to new revenue and additional profits from two proven business systems!



Christmas Decor
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www.NiteTimeDecor.com
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Christmas Decor, Inc. / Nite Time Decor, Inc.

The Decor Group has helped more than 375 service companies achieve greater success with its unique franchise concepts. Times like these call for action and positive steps to better position yourself for success. Our systems work and can give you the edge you need to zoom past competitors.

The Decor Group diligently works to ensure the success of all of our franchises. No other franchisor will do more to train, support and encourage its franchisees. By providing an extensive range of educational programs, technical support, in-the-field site visits, specification assistance and marketing support, we set the standard in total franchisee support. We were named a 2008 Top Ten Home Improvement Franchise by *Entrepreneur* magazine and AOL.

The holiday season can provide many opportunities for your business:

➤ **Christmas Decor** is a proven system that will help you provide professional holiday decorating services to homes and businesses using many of your existing assets. Trucks, equipment and employees produce more. Our franchisees earn an average of 28% net profit, and can produce \$2,698



per day with a three-person crew! We train and support you, and give you access to our exclusive product lines year-round. Contact us today for a complimentary Christmas Decor Market Assessment of your area! Call 1-800-687-9551 or visit www.christmasdecor.net.

➤ **NiteTime Décor** is our architectural and landscape lighting system, and the demand for this service continues to grow! Tap into this exciting industry to diversify

your services and earn higher margins. Our training and support system teaches you to operate more efficiently while commanding a higher price for your service. Call to find out how our franchisees earn an average sale of \$3,765—earning about \$100 gross profit per man hour. Contact us today for a complimentary NiteTime Decor Market Assessment to see your territory's potential. Call 1-800-687-9551 or visit www.nitetimedecor.com.

Corona Clipper



Product focus:

Corona is the leading manufacturer of superior quality forged pruning and long-handled tools for both the professional and consumer markets. Corona’s legendary reputation is built on classic design, handcrafted forged workmanship and superior customer service. This reputation has made Corona America’s first choice in hand tools, season after season.

Born in the orange groves of southern California in the early 1920s, Corona has a long history of designing tools that provide lasting performance for professionals and gardeners who take pride in a job well done.

Corona’s customer base includes landscape, irrigation, horticultural, agricultural, forestry, construction, maintenance and public works markets, served by

professionals and home gardeners.

Manufacturing facilities:

Headquartered in Corona, CA, approximately 60 miles south of Los Angeles, Corona has three manufacturing and warehouse facilities in the United States and Mexico, employing approximately 250 people.

Technical support:

Top distributors and dealers rely on Corona’s unparalleled expertise to manage the entire hand tool category. Corona offers comprehensive dealer/distributor support from its factory and home office. Corona field

representatives provide a first line of assistance, there to answer questions or offer valuable advice.

Major product lines:

The company’s product line includes hand pruners, shears, loppers, saws, garden tools, shovels, rakes and wheelbarrows.

In 2010, Corona introduced its new brand image and innovative line of cutting tools, the Dual Cut Series of pruners, loppers and hedge shears.

Based on its heritage, Corona’s new mark and tool design innovations continue to assert leadership and expertise in manufacturing the best garden and landscape tools. Check out the full line of Corona tools and accessories at www.coronaclipper.com.



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“More than 80 years ago, Corona began forging a reputation for quality. Our constant search for innovative techniques to build increasingly superior tools has earned the respect of landscape and agricultural professionals, as well as home gardeners.

“Both our professional and passionate consumers demand the best; and at Corona, we believe we make the best gardening and landscaping tools in the world. To be the best, Corona’s tools must always be unique in the marketplace, relevant to professional and consumer lifestyles, and authentic to our company’s values and heritage. For decades we’ve applied our advanced principles of tool design while researching those who use our tools and understanding how they use them. We apply our research into making tools that help professionals work faster, smarter and more efficiently, season after season.”

—Steve Erickson, President