

Industry Update



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AAA Lawn Care Achieves MTESP Certification

AAA Lawn Care, Grand Rapids, Mich., became the first fertilization and weed control company in the state to achieve Michigan Turfgrass Environmental Stewardship Certification. The certification means the company employs a variety of best practices to ensure compliance with environmental regulations and trains staff in pollution prevention practices. Partners in the nationally recognized program include the Michigan Groundwater Stewardship Program, Michigan Turfgrass Foundation, Department of Environmental Quality, Golf Association of Michigan, Michigan State University and the Michigan Department of Agriculture.



From left, McKay
President Jerry
Draeger, Carol Kasbee
and McKay Vice
President of Sales Tom
Bergan.

McKay Awards Sales Force

The **McKay Nursery Co.**, Waterloo, Wis., honored its retail sales force with a two-day celebration at the Kalahari Resort in Wisconsin Dells, Wis. An awards program was held to recognize years of service and top salespeople. Among those on hand were **Doug Baker**, McKay's High Volume Salesperson, St. Charles, Ill.; **Jim McCullough**, Maple Grove, Minn.; and Wisconsin representatives Colleen Spangler, Pleasant Prairie; **Tom Wilke**, Middleton; Chuck Egle, Custer; **Jerry Cahak**, Wauwatosa; **Larry Berg**, Cottage Grove; **Jeff Monson**, Madison; **Paul Haffely**, Cambridge; and **Scott Matsen**, DeForest.

S&J Buys Northport Nursery

Jim and **Stephanie Metcalf**, owners of **S&J Lawn and Landscaping**, Northport, Mich., purchased **Northport Nursery**. S&J was started 11 years ago and now employs 10 to 13 seasonal workers. **Jeff Keith** had owned Northport Nursery since 1995 and will retain ownership of the property and buildings while leasing them to the Metcalfs.



From left, Terex District Manager Chris Wolf and B&W President Paul Gick.



MB Companies and Hustler Turf will work together to promote MB's MCT-H broom.

Terex Adds B&W as Distributor

Terex has added **B&W Equipment Co.** as a new full-line distributor of Terex compact equipment in Fort Wayne, Ind. **Paul Gick** and **Jack France** own B&W, which has been in business since 1960.

MB Enters Strategic Relationship with Hustler Turf

Hustler Turf Equipment has recognized **MB Companies** as a sole provider of mechanical brooms for its new 3500 and 3700 mowers. MB will work with Hustler Turf and its distributor group to promote the MCT-H broom attachment.

2009 Kioti Dealer Meeting Boasts Record Attendance

Kioti Tractor hosted its annual dealer meeting in Raleigh, N.C. The meeting's focus on sales training helped lead to record attendance. The agenda for the three-day event included a welcome reception, new product introductions, new sales incentive programs and presentations on Developing a High-Performance Dealership by **Bob Clements** and Principles of Selling by **Jim Falk**. Dealers also went on a tour of Kioti's corporate headquarters in Wendell, N.C., and attended the annual semiformal awards dinner.



Terry Ethier

J. Thomas Appoints General Manager

J. Thomas hired **Terry Ethier** as general manager. Previously, he was vice president of sales and marketing at a company supplying products for industrial equipment applications. J. Thomas is an outdoor power equipment, accessories and parts supplier located in Novi, Mich.

Otterbine Introduces New Pattern, Guarantee, Catalog

Otterbine Barebo, Inc. redeveloped its Equinox pattern for its 1 to 5 hp aerating fountain line. The pattern was originally released in the 7.5 and 10 hp line.

Otterbine now offers a Pattern Guarantee on its 1 to 5 hp line. Customers who are not satisfied with their pattern may receive a new one within 30 days of installation.

The company has also released a newly designed catalog, which emphasizes its commitment and dedication to delivering effective, reliable and natural solutions to water quality management.

Rocktober Thursday Returns to GIE+EXPO

Rocktober Thursday will return to **GIE+EXPO 2009** on October 29 at Fourth Street Live! in Louisville, Ky. The Thursday night concerts are sponsored by **Briggs & Stratton Corp.**, and this year will feature **Eddie Money** and **The Briggs Bluesbusters**. On Friday night, **Ariens Co.** and **Stens** will present The Grass Roots, followed by the Fourth Street Live! Street Party featuring The Blues Brothers.

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