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OM SCOTT AND BRO.
BUGGY DEPARTMENT

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PROFESSIONAL BUSINESS GROUP



A GROWTH COMPANY WITH A HEALTHY RESPECT FOR OUR ENVIRONMENT.



1870 — O.M. Scott founds
The Scotts Company as
O.M. Scott & Bros.

Late 1800's — O.M. Scott
finds new way to clean seed,
boosting farm productivity.



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PRODUCTS THAT HELP PEOPLE BEAUTIFY THEIR SURROUNDINGS.

The products of Scotts Professional and Consumer Business groups promote effective plant growth with consistent quality. They reflect the Scotts corporate mission: "To be the premier company providing quality products and services to help people beautify and enjoy their surroundings."

Today The Scotts Company is the leading producer of turf and horticultural products. The company operates over 40 production facilities throughout the U.S. and Europe. And it offers over 500 different products, including controlled release fertilizers, proprietary seed varieties, plant protection products, organic products and applicators. Scotts offers turf managers and growers five different controlled release fertilizer technologies (Poly-S®, Triaform™, Osmocote®, Trionized®, Polyform®) to meet a variety of specific nutritional needs.

The Scotts Professional Business Group is dedicated to meeting the growing needs of professional turfgrass managers and growers in this country and around the world. Wherever you see the Scotts name or the results of using Scotts products — at major league baseball parks like Yankee Stadium and Wrigley Field, at the Rose Bowl, on golf courses such as Augusta National, Cypress Point and Pebble Beach, or in connection with major sporting events such as soccer's World Cup and The Tradition, one of four major tournaments on the PGA Senior tour — you'll know those venues take pride in the quality and performance of their turf and grounds.



1916 — Major grass seed order from one of the first golf courses opened in the U.S. — Brentwood-in-the-Pines.



1920 — 1 out of 5 golf courses use Scotts seed.



PRODUCTS THAT WORK IN HARMONY WITH NATURE.

No company is more committed to a natural compatibility with the environment than Scotts.

From the early development of exclusive, patented technology for slow release fertilizer formulations that help prevent the runoff of fertilizer nutrients to the recent introduction of biorational control products and insect-resistant grasses, The Scotts Company has constantly looked for environmentally sensitive ways to produce quality turfgrass and ornamentals. Today we remain at the forefront in developing new products and technologies dedicated to environmentally friendly growing solutions.

During the past few years, Scotts has invested millions of dollars in capital improvements to make manufacturing processes more environmentally responsible. Our goal is



not only to meet all regulatory standards, but to go beyond those standards in ways that are beneficial to both customers and communities. That's why recycled paper is used whenever possible in Scotts packaging and printed materials. Scotts is fully committed to bringing new products to the marketplace that further reduce today's low toxicity risk, and to educating all customers on the proper, responsible application of those products. And it's why Scotts has established the only nationwide network of composting facilities to provide an environmentally desirable way of recycling yard waste instead of taking precious landfill space.

Supplier
WorldCupUSA94



The Tradition
DESERT MOUNTAIN
Presented by...
Scotts

1928 — Introduction of Turf Builder®, the first turf fertilizer.



1931 — Publishes *The Putting Green*, the first golf course maintenance/construction manual.

1919 — Scotts publication *The Seeding and Care of Golf Courses* promotes use of seed products.

THE SCOTTS COMMITMENT TO GOLF.



1947 — Introduced first
combination fertilizer and
weed control product. ▼



▲
1950 — Introduced first
preemergent weed control.



1952 — Introduction of
Peters[®] water soluble fertilizers. ▼

PETERS
PROFESSIONAL[®]

RAISING THE STANDARDS OF PLAYABILITY.

With over 7,000 golf course customers (including most of *Golf Digest's* top 100 courses), Scotts is clearly the leader in products and services dedicated to golf course maintenance, commanding the largest market share of any manufacturer. That leadership position has been achieved through innovative technologies and the unique consultative services provided by Scotts Technical Representatives.



Since shortly after the Civil War, when Orlando McLean Scott discovered a better way to clean seed,

The Scotts Company has introduced a continuous stream of product breakthroughs that have enhanced the nature of growing and redefined the standards for turfgrass consistency and reliability of performance. Since 1980 alone, Scotts Professional Business Group has introduced more than 75 new products, including Poly-S_® technology which dramatically extended the capabilities of controlled release fertilizers, a broad line of preemergent weed control products that provide significantly better performance and value, combination growth regulator/fertilizer products (the first patented for use on fine turf), and over 40 proprietary grass seed varieties.

And most recently, Scotts introduced an innovative custom application service that provides golf courses with an efficient and cost-effective means of treating fairways. Specially engineered application trucks can apply fertilizer faster and do so at night, minimizing disruption of play and freeing maintenance personnel for other important projects.

Scotts seeks to contribute to the advancement of the golf industry not only through its products and services, but also by taking an active role in helping to define new maintenance standards and other means of support. Scotts published the first popular golf course maintenance manual in 1919, and has sponsored specialized seminars for golf course superintendents since 1970. Scotts is also a sponsor of the GCSAA's *Par For The Course* program on ESPN



and supports scholarship and research in turf-related college programs through the Scotts Scholarship Program (in conjunction with GCSAA) and with donations made to GCSAA through the Platinum Tee Club.

THE SCOTTS TECH REP — A VITAL LINK TO MARKET NEEDS.

Scotts seeks to develop a close partnership with golf course superintendents to help them use Scotts products more effectively. Scotts Technical Representatives help individual customers choose the right products for their particular applications and help them integrate those products into their planned course maintenance programs.

Most of the Scotts Technical Representatives have golf course maintenance experience, and the 70 Scotts Technical Representatives dedicated to golf courses offer over 300 years of combined turf management experience. All are agronomically trained to help Scotts customers develop the kind of total program that assures proper product application and maintenance scheduling, with maximum results. In addition, they are prepared to assist in analyzing soil nutrients and water quality to assure that a program is tailored to specific needs.

1957 — Introduced Trionized_® process for lightweight, homogeneous, slow-release fertilizer.

1956 — Completes construction of Trionized_® plant.



1964 — First patented bluegrass.
1964 — ProTurf organization created with 6 Technical Representatives.

THE SCOTTS COMMITMENT TO HORTICULTURE.



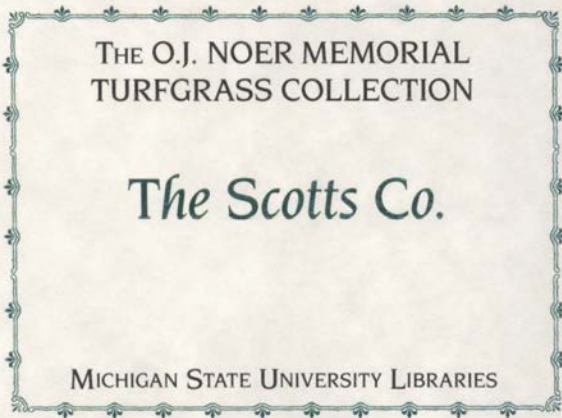
1965 — Sierra's introduction of Osmocote[®] technology.

1968 — Completes construction of Polyform[®] plant.

1971 — Introduced high density fertilizers (HD Polyform). ▼

Osmocote.
Controlled Release Fertilizer

1968 — Introduced Polyform[®] process for carrier-free, slow-release fertilizer.



THE O.J. NOER MEMORIAL
TURFGRASS COLLECTION

The Scotts Co.

MICHIGAN STATE UNIVERSITY LIBRARIES

HELPING GROWERS PRODUCE MORE ATTRACTIVE, HEALTHIER PLANTS.

In 1993, The Scotts Company became the world's largest turf and horticultural products company through the acquisition of Grace-Sierra Horticultural Products Company. The addition of Sierra significantly expands Scotts market presence to professional growers, including outdoor container nurseries and greenhouses, with a share of market greater than any other manufacturer.



NO ONE OFFERS MORE WAYS TO HELP PROFESSIONAL GROWERS.

The addition of Sierra makes Scotts the leading international manufacturer and marketer of specialty fertilizers and related products for the nursery, greenhouse, and selective high-value agricultural markets. Major product lines for the horticultural market include Osmocote®, Controlled Release Fertilizers, Peters®, Professional Water Soluble Fertilizers, Metro Mix®, and Redi-earth®

soil mixes, and a line of conventional and biorational pesticides. Scotts offers the widest range of products for the horticultural market, assuring that growers get the right solution to any specific growing need.

Scotts horticultural products are produced worldwide, with advanced polymer coating production facilities in Charleston, SC; Milpitas, CA; Marysville, OH; and Heerlen, The Netherlands. In addition, the Peters line of water soluble fertilizers, the most trusted name in the industry, is produced at a plant in Allentown, PA, and Scotts produces bulk growing media and custom blends through a network of soil blending facilities.



THE SCOTTS TERRITORY MANAGER.

Scotts maintains the strongest distributor network in the industry, with over 100 distributors and 200 outlets to reach thousands of growers, large and small. And to help growers meet their needs in efficient and responsible ways, Scotts maintains a dedicated organization of over 30 Territory Managers, all horticulturally trained with over 150 years of combined horticultural experience. The Territory Managers, supported by Scotts staff of expert technical managers, are directly responsible for assisting customers in achieving plant growth objectives, as well as helping Scotts research and development staff translate those needs into new or improved products and services.

THE SCOTTS COMMITMENT TO LANDSCAPE AND LAWN CARE.



1985 — Introduced
Fluid Fungicide line.

1985 — ProGrow[®] lawn
and landscape service
organization created.



1986 — Introduced TGR[®]
growth regulator product line.



SUPPORTING THE NEED FOR SUPERIOR APPEARANCE AND QUALITY.

Scotts provides cost-effective, efficient granular and liquid products for use by lawn service companies and landscapers. In addition, Scotts meets the specialized product and service needs of turf managers of parks, schools and sports field complexes, as well as university, municipal and professional grounds and athletic fields.

The combination of turf and horticulture technologies available from Scotts offers lawn service and landscape pro-

fessionals a full line of products for turf and landscape ornamentals. In addition, the Scotts name has the highest recognition among consumers, providing lawn care and landscape services instant credibility in attracting new customers. Scotts also supports a dedicated organization of Territory Managers whose knowledge of Scotts products and direct experience in lawn care and landscaping makes them a valuable resource to those service companies.



EXPANDING THE AVAILABILITY OF SCOTTS PRODUCTS.

Scotts is actively expanding its network of distributors to make Scotts products more readily available to thousands of lawn and landscape service providers nationwide.

**WITH SCOTTS AND EMERALD GREEN,
"YOU CAN SEE THE DIFFERENCE."**

Scotts has entered into a unique strategic alliance with Emerald Green Lawn Service, a premier lawn service company focused on providing premium service with superior products. Emerald Green franchisees will use Scotts products exclusively in providing lawn and landscaping service to their customers, in turn receiving expertise and support from Scotts, in addition to use of the Scotts name when advertising.

**EMERALD
GREEN**®...featuring
LAWN CARE

Scotts®
products

1988 — Acquires Hyponex® for production of organic products.

1989 — Scotts Professional Business Group celebrates 25th anniversary.



THE SCOTTS COMMITMENT TO RESEARCH.



1992 — Introduced Poly-S[®] technology. ▼

1992 — Completes construction of bulk blend facility.
1992 — Acquires Republic for production of applicators.

POLY-S
TECHNOLOGY



1993 — Introduced Triaform[™] technology. ▼

1993 — Acquires Grace-Sierra Horticultural Products Company.

The Scotts Company invests millions of dollars to develop and manufacture new, improved products to help professional turf and nursery managers be more successful. Scotts is constantly on the leading edge of new technolo-

gies to create products and to continue to search for new ways to improve existing ones.

Scotts maintains the largest focused turfgrass and horticultural research organization in the world, occupying a 45,000-square-foot research center in Marysville, Ohio and conducting product tests at research stations across the country as well as at many universities. Scotts invests more time and money in turf and ornamental research and development than any other company in the industry.

Literally thousands of tests are performed company-wide every year on everything from fertilizers to plant protection products to new turfgrass varieties and planting media. Before any new Scotts product technology is introduced to the marketplace, it undergoes an average of 5 to 7 years of testing.

THE SCOTTS COMMITMENT TO CUSTOMER SERVICE.

Every Scotts customer is important, and deserves not just to be satisfied, but delighted.

That's why Scotts maintains a dedicated customer service organization in Marysville and at regional sales offices to assure that Scotts customers are as delighted with the service they receive from Scotts as they are with the performance of Scotts products. From the time an order is taken until the product is delivered, Scotts customer service representatives are trained to be responsive and thorough in meeting customers' needs.

And to assure that Scotts customers have immediate access to information about order status or Scotts products, the company has provided a 1-800 hotline since 1972. By dialing 1-800-543-0006 (for turf) or 1-800-492-8255 (for horticulture), customers can ask questions about orders, shipping or billing, or be put into direct contact with internal technical people ready to answer any question about products and applications.



1994 — Completes Poly-S plant expansion (tripling capacity).

1995 — Scotts celebrates 125th anniversary.



...The Scotts Difference®



For more information on the products and services available from Scotts Professional Business Group,
call 1-800-543-0006 (for turf) or 1-800-492-8255 (for horticulture).

The Scotts Company • Marysville, Ohio 43041

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