BULKY DOCUMENTS /w Exhibits

(Exceeds 300 pages)

Videotape and Exhibits

Proceeding/Serial No: 92041776

Filed: 8/15/04

Title: Caterpillar, Inc.

v.

Pave Tech, Inc.

Part 4 of 4

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

STEPHEN R. JONES, PRESIDENT AND CO-OWNER AND F.R.C.P. 30(B)(6) WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 29

EXHIBIT
JONES
29
2/23/04 QD

WOC
WOM
2000

Aberdeen's

WORLD OF CONCRETE® 2000

EXHIBITOR LIST AS OF MAY 1999

This is a list of booth numbers currently assigned to exhibitors at World of Concrete 2000, February 21-24, 2000, at the Orange County Convention Center, Orlando. Please refer to this list to identify your neighbors or to locate competing manufacturers.

Lobby American Concrete Pavement Association
Lobby International Grooving & Grinding Association
Lobby National Ready Mixed Concrete Association
Lobby Intertec Publishing
Lobby National Development
Lobby AIC Constructor Certification Commission
100 Master Level
101 Delta Consolidated Industries Inc
102 Fascut Industries Inc
106 Rubber Polymer Corp
107 Foundation Technologies Inc
110 RAFCO/BRICKFORM
111 Okada America
115 L B White Co Inc
119 UnionTools
122 Rack-Strap Inc
125 ELE/Soiltest
128 Southern Construction Products
129 Don De Cristo Concrete Accessories
132 Marion Brush Mfg
133 Compact Excavator Sales Inc
137 AAB Building System
142 ECCO-Electronic Controls Co
143 Smurfit-Stone Container Corp
146 Pentax Corp Survey Div
149 Doka Formwork Technology
152 Wanco Inc
161 WALLGUARD Corp
162 Fostoria Industries Inc
165 Vaughan & Bushnell Mfg Co
168 Michael Latas & Associates Inc
169 Strong Man Building Products Corp
172 Test Mark Industries Inc
173 APA-The Engineered Wood Association
175 LeveLite Technology Inc
176 Roads & Bridges Magazine
177 BIBKO Inc
180 Ned-Kut/TECC Corp
183 Protecta International
187 Lackmond Products Inc
201 GrimmerSchmidt Compressor
205 Poly-Wall International Inc
206 Sherwin-Williams Consumer Group Industrial Sales
209 Foresight Products LLC
210 CertainTeed Form-A-Drain
213 Rolatape Corp
214 Galaxy Industries
217 The Catalog Group Western Press Inc
219 JDR Enterprises Inc
225 Owens Corning
228 Protecrete Div Applied Concrete Technology Inc
229 BoMetals Inc
232 Lambert Corp
233 AFCO Plastics Products
237 DeWalt Industrial Tool Co
261 Laser Reference
264 Indian Valley Industries
267 Pace Mfg
268 Riviera Brush Co
271 ReBar Stakes Co
272 Shenandoah Mfg Inc
273 Par 4 Plastics Inc
274 Helac Corp PowerTilt Div
275 Double Agent Inc
277 Reward Wall Systems Inc
283 Providence Industries
287 Priema Plastics Inc
301 EZ Cut Products Inc
304 Keson Industries Inc
305 Rustgo-Nelson King Inc
309 Brentwood Industries Inc
310 Raven Industries Inc
313 Midwest Canvas
314 American Pneumatic Tool
315 Wing Enterprises Inc
317 Advance Concrete Form Inc
325 Fascan International Inc
328 Composite Technologies Corp
332 SIMPLEX Div Templeton Kenly & Co Inc
342 Cobblecrete International Inc
343 Elk River Inc
351 MAR-FLEX Systems Inc
361 Equipment World
366 Triple Crown Products Inc
367 Safety Supply House
370 Zircon Corp
371 American Galvanizers Association
373 Kimble Mixer Co
374 Anglo American Enterprises Corp
383 Kubota Engine America Inc
387 Aqua Blast Corp
389 Marshall Industries Composites
391 Cover-All Building Systems
401 Ground Heaters Inc
404 Aervoe-Pacific Co Inc
408 PearlWeave Safety Netting Corp
412 Anvil American Inc
413 Allison Transmission Div General Motors Corp
414 White Cap Industries Inc
461 Navistar International Transportation Corp
466 Advanced Surfaces Inc
470 John L Lowery & Associates dba LOTEL
483 Diamond B Inc
486 RJD Industries Inc
489 Messinger Inc
491 Solomon Colors
501 Volvo Trucks North America
513 Safway Formwork Systems
541 Sullair Corp
542 PUMPSTAR Inc
550 Advanced Concrete Tools
583 Northrock Industries Inc
587 Gaco Western Inc
588 Rod Chomper Inc
593 JPS (Jim Payne Sales Inc)
629 Apache Technologies
633 Klein Tools Inc
637 Concrete Foundations Assn & Tilt-Up Concrete Assn
643 AMICO (Alabama Metal Industries Corp)
647 Dreyer Vibrator Co Inc
649 Monarch Mfg Co
661 Tremco Inc Sealant/Weatherproofing Div
671 Edmar Mfg Inc
675 JP Specialties Inc
677 Cargill Steel & Wire
683 DBI/SALA
686 SP Systems LLC
691 Yanmar Diesel America Corp
701 ARDCO/Traverse Lift LLC
713 ARDCO/Traverse Lift LLC
725 Kotkurb Equipment
732 Concrete Reinforcing Steel Institute
734 Plywood & Door Mfrs Corp
737 EFCO
743P ACO Polymer Products Inc
746 Poly-America Inc
747P Cresset Chemical Co
753P Concrete Accessories Inc (CONAC)
761P Florida Wire & Cable Inc & Hayes Industries Ltd
767P Tex-Trude Inc
769P American Technocrete Corp
773P Mar-Mac Wire Inc
774 Resinet Products Inc
777P Suncoast Post-Tension (SCPT)
783P KOR-IT Products
789P Simem North America
793P Superior Concrete Products
801 BOMAG Light Equipment Div & STOW—Bomag Light Equipment Div
813 GM Fleet & Commercial
825 KRB Machinery Co
843P Sonoco Products Co
846P Stegmeier Corp
847P Strongwell
851P Bio-Form
853P Gensco America Inc
861P Ivy Steel & Wire
866P United Concrete/Polylok
867P Spillman Co
870P Rostine Mfg & Supply Inc
871P Coote Engineering Ltd
872P Connecticut Steel Corp
875P Precast/Prestressed Concrete Institute
877P Polytek Development Corp
883P JKS Lamage Div Atlas Copco Canada Inc
887P Hamilton Form Co Inc
888P Paragon Products
889P Eclipse Plastic
891P MAX USA Corp
925 Palfinger North America/Palfinger AG
935 Kobelco America Inc
943P ABT Inc
946P Fitzgerald Formliners
949P IPG
950P National Precast Concrete Association
953P Prestress Supply Inc
961P Oztec Industries Inc
966P The Scott System Inc
967P CON/STEEL Tilt-Up Systems
970P Nunnikhoven Group
971P Zurn Industries Inc Flo-Thru Operations
972P Superior Walls of America Ltd

C = Computer Pavilion M = Material Handling Pavilion X = Ready Mix Pavilion V = Paving Pavilion S = Masonry Pavilion R = Concrete Repair Pavilion P = Precast Pavilion

977P AccuScreed/MegaScreed/ Landre Corp
983P Rexcon Div Rose Industries
986P Sellick Equipment Ltd
991P General Technologies Inc
1001 Caterpillar Inc Building Div
1043 Precise Forms Inc
1048P Wire Reinforcement Institute
1051 Makita U S A Inc
1061 Greenstreak Inc
1065 Master Builders Inc Preco Line
1066P Jacks & Accessories Inc
1068P Oklahoma Steel & Wire Co
1069 Seamco Laboratories Inc & Foam Wonder Wall Inc
1072P ISKCO Ltd
1077 Ainsworth Lumber Co Ltd
1083 Dow Chemical Co
1087 Insteel Wire Products
1091 Quick Imprint Systems Inc
1125 Increte Systems Inc
1133 Stanley Hydraulic Tools
1143V Woodings Doweling Technologies Inc
1147V Borderline Stamp USA
1149V Terramite Corp
1161V Arrow Magnolia International
1164 MKT Fastening LLC
1165V Hogan Co Inc
1168 Viber-Kelley Co Div Scheu Products Co Inc
1169 UVEX Safety Div Bacou USA Safety Inc
1174 Simplex Forms Systems Co Div J Bartholomew Engrg
1175 Atlas Minerals & Chemicals Inc
1177P Royall Wall Systems
1183 Adjustable Kicker Inc
1186 Dywidag Systems International USA Inc
1187V Nomaco Inc
1191 APS Cork Co
1193P CTI Inc
1243V Galaxy Tire & Wheel Co
1246V Interlocking Concrete Pavement Institute
1249V
1251V
1253V Jaquith Industries Inc/BMF Metal Forms
1261V The Wyco Tool Co
1264V CNA
1268 Remtron Inc
1271V Ray Haid Construction Ltd
1272 ENVIRO-PORT Inc
1275V Keystone Retaining Wall Systems Inc
1277V Juda Builders Inc
1283X SICOMA Srl
1286 Hughes Brothers Inc
1287 Speed Shore Corp
1290 Tempest/Controlled Airstreams
1291 Extec of North America
1293 W R Meadows Inc
1301 McNeilus Truck & Mfg
1325 Skyjack Inc
1343X Sioux Corp
1347X Promesh Div Canada Cordage Inc
1348V QuikWater Div Webco Industries Inc
1349X Kwik Kerb Edgemaster Inc
1353X Erie Strayer Co
1361X Master Builders Inc
1370V Odisa Forsa
1373X Besser Appco Div
1374V Curb Tec
1377X Spec Mix Inc
1383X Lafarge Corp
1386X Integrated Technologies Inc
1389X Anti-Hydro International Inc
1390 Primark Tool Group/Hawera
1391X C & W Mfg & Sales Co
1443X NYCON Inc
1446X Dinet/Distributed Networks Inc
1447X Superchute Ltd
1448X Czar-Weld Tools Inc
1453X American GeoThermal Inc
1473X Davis Colors-Colors For Concrete
1477X Bayer Corp
1483X Boral Material Technologies Inc
1488X Kapejo Fibers
1501 Power Curbers Inc
1513 EVG
1525 Stephens Mfg Co Inc
1543X Dee Concrete Accessories Co Div Tesko Enterprises
1546X Bidco Sealants & Bidco Fibre Inc
1547X Fister Quarries Group Inc
1548X DuPont Co-High Performance Coatings
1549X Badger Meter Inc
1553X Lite-Form International
1561X Allentown Equipment Div Master Builders Inc
1573X Southdown Inc
1583X Advance Mixer Inc
1625 McGraw-Hill Construction Information Group
1635 Western Forms Inc
1643X Rexworks A Giuffre Co
1646X The Shilstone Companies Inc
1650X Insulating Concrete Form Association
1651X Zimmerman Industries Inc
1661X Fibermesh Div Synthetic Industries Inc
1701 CMI Corp & Bid-Well Div CMI Corp
1772X American Isuzu Motors Inc
1783X Bekaert Corp
1787X Durafiber Group
1791X Kryton International Inc
1793X Fritz-Pak Corp
1829 Concrete Equipment Co Inc (CON-E-CO)
1843 Allen Face & Co and Level Best Grading System
1861 Deere Power Systems
1871M CARGOTEC Inc
1883 Geroquip/Magic Screed
1886X WAM Corp of America
1889 US Census Bureau
1890X Southeastern Filtration & Equipment Systems
1891 BRADCO Div ATI GLOBAL Inc
1901 Putzmeister America
1943M TEREX Cranes-Olathe
1951M John Deere Commercial Worksite
1961M John Deere Construction Equipment Co
1983M Maintainer Corp of Iowa Inc
1988M Talet Equipment International Ltd
1989M Ames Co
1993M Toolz
2083M The Vince Hagan Co
2088M American Wick Drain Corp
2143M Freightliner Corp
2161M Gehl Co
2173M Dodge Commercial Program Headquarters
2183M Southern Laser Inc
2187M Structron Corp
2191M Loegering Mfg Inc
2283M Pumpco Parts Inc
2286M Powertrack International Inc
2287M Monowi Sales Co
2289M Reinert Mfg Inc
2290M Sweepster Inc
2301 Somero Enterprises Inc
2325 New Holland North America Inc
2361M Minnich Mfg Co Inc
2371M International Cordage East
2377M Loftness Specialized Equipment
2383M National Crane Corp
2386M Dura-Flow Products Inc
2443M Mack Trucks Inc
2501 Schwing America Inc
2525 Bil-Jax Inc
2535 Sika Corp
2561M Maxon Industries Inc
2570M Prime-A-Pac
2576M Machinery Depot America Inc
2577M Thomas Equipment Ltd
2583M The Gradall Co
2595M OMNEX Control Systems Inc
2625 Cushion Cut Div Boart Longyear Co
2633 American Concrete Institute
2643M Case Corp
2683M FFC Inc
2689M Pipe Technology Inc
2693M Hydra-Mac International Inc
2761M Whiteman Conspray Inc
2773M Eagle-Picher Inc Construction Equipment Div
2776M K-D Manitou Inc
2777M McMillen Div States Engineering
2783M Daewoo Heavy Industries America Corp
2788M Hilman Rollers
2825 Construction Forms Inc
2831 Multiquip Co, Whiteman Industries Inc, MQ Power Corp, Mayco Pumps, & Essick Construction Products
2843M Acme America Inc
2849M Gravel Conveyors Inc
2851M Takeuchi Mfg (US) Ltd
2861M Lull International Inc
2873M OLINPUMP
2883 Meritor Automotive (formerly Rockwell Automotive)
2887 Tnemec Co Inc
2891 Edmar Abrasive Co
2901 Schwing America Inc
2983 York Mfg Inc
2986 Advanced Cement Technologies LLC
2987 Polyguard Products Inc
2988 COTE-L Industries Inc
2990 Vibco Inc
2991 American Identity
3043M Compact Technologies an OmniQuip Co
3048M Contractors Hot Line Publications
3051M SKY TRAK International An OmniQuip Co
3061M Elkin Mfg Inc
3071M Mustang Mfg Co Inc
3082 aSa Applied Systems Associates Inc
3083 Burke by Edoco
3088 Clean Burn Inc
3089 CIM Industries Inc
3092 Construction Enterprises Inc
3093 Slip Industries
3101 Esser Twin Pipes LLC
3107 PFT of America Inc
3115 Waco Scaffolding & Equipment
3161 Kenworth Truck Co
3173 DEUTZ Corp
3177 ICE Block Building Systems
3183 Waldon Inc
3187 Kraft Tool Co
3188 Yamaha Motor Corp USA
3192 Barrier West LLC
3193 Vinyl Technologies Inc
3225 Peterbilt Motors Co
3231 Grace Construction Products
3243 Rotec Industries Inc
3251 Symons Corp
3273 Etobicoke Ironworks Ltd
3277 Wisconsin Thermo-Form Inc
3283 Bunyan Industries
3286 Nikon Inc Instrument Group
3287 Texas Diamond Tools Inc
3291 Royal Landmark Structures
3301 Amida Industries Inc
3315 Target
3361 Cranes & Equipment Corp
3373 Engineered Wire Products
3377 Kesmac Inc
3383 Tuf-N-Lite
3386 North American Plywood Corp
3389 Diedrich Technologies Inc
3391 Simpson Select Overlays
3401 Western Star Trucks
3415 Sonneborn Div ChemRex Inc
3425 Topcon Laser Systems Inc
3437 Clipper
3443 Melroe Co/Bobcat
3451 Symons Corp
3461 Metal Forms Corp
3473 JD Concrete Screed
3477 Hatz Diesel of America Inc
3483 SGB Construction Services Inc
3488 Rodman & Co Inc

C = Computer Pavilion M = Material Handling Pavilion X = Ready Mix Pavilion V = Paving Pavilion S = Masonry Pavilion R = Concrete Repair Pavilion P = Precast Pavilion

3491 American Polysteel Forms
3561 Cranes & Equipment Corp
3573 Perma Building Products Inc
3577 Blue Circle Cement Inc
3583 CRS Equipment/MEP SpA
3591 Ytterberg Scientific Inc
3593 Gilson Co Inc
3601 Stone Construction Equipment Inc
3613 PERI Formwork Systems Inc
3629 Sterling Truck Corp
3643 Wacker Corp
3661C Alkon Corp
3671C Timberline Software Corp
3683M Americ Corp
3685 Construccion Pan-Americana
3690 Ecoform
3691 Formwork Finders International
3693M Gadgets Mfg Co
3769C Leica Geosystems Inc
3773C Geac AEC Business Systems
3777C Jonel Engineering
3782C HCSS-Heavy Construction Systems Specialists Inc
3783C CMD Group
3787C Tally Systems Inc
3790C Tripod Data Systems
3791C Peak Software Systems Inc
3792C CES Wireless Technologies
3793C Systech Inc
3801 GOMACO Corp
3813 Miller Spreader Co
3825 Stihl Inc
3831 M-B-W Inc
3843 Cemen Tech Inc
3851 Meadow Burke Products
3861C Command Data Inc
3872C DTN Weather Center Contractor Dayta
3873C TMT Software Co
3875C MC2 Management Computer Controls
3883C MPAQ Automation Inc
3886C ConstructiVision
3887C Scale-Tron Inc
3890C RoameR One Inc
3891C Data-Maxx Software Systems Inc
3913 REED Mfg
3961 Quest Solutions Inc
3972C InSite Software Inc
3973 Curecrete Distribution
3975 Hi-Lite Systems
3983 General Equipment Co
3986C Bechamp Software Inc
3987 NDS Inc
3988C EBC Software Ltd
3991 TrafFix Devices Inc
4025 AGL Lasers & SOKKIA Corp
4031 Magnum Diamond & Machinery Inc
4037 Morgen Mfg Co
4043 Chicago Pneumatic Tool Co Construction Div
4051S Partner Industrial Products
4061S Avant-Garde Engineering (1994) Inc
4072 Concrete Sawing & Drilling Association
4083S MK Diamond Products Inc
4086 Metabo Corp
4089S Holdem Co
4091S Marshalltown Trowel Co
4101 Diamond Products
4113 Bartell Power Products
4183S MultiDrain Systems
4187S The Face Companies
4188S AFCO Products Inc
4191S Willard Mfg Co
4193S Lighthouse/VIP Products
4201 Heavy Equipment News/NED Card Deck
4205 Tolman Tool Mfg Inc
4209 American Rental Association
4213 Chapin Mfg Inc
4219 MAXXON Corp
4229 Rock & Dirt
4233 Lyons Mfg Inc
4243 Gates & Sons Inc
4251S Genie Industries
4261S PROSOCO
4271S Noritake Co Inc Abrasives Div
4277S Sanders Saws Inc
4283S Alimak Construction Products
4286S Magnolia Brush Manufacturers Inc
4290S Heckmann Building Products
4291S Neese Material Supply Co Inc
4293S Cygnus Publishing-Construction Equip Owners Group
4343 Mitsubishi Sales & Service/Nichimen America Inc
4350S Simpson Strong-Tie Co Inc
4361 Knaack Mfg Co
4371 A-1 Plank & Scaffold Mfg Inc
4383 American Concrete Pumping Association
4389 The Gorman-Rupp Co
4390S Helifix North America Corp
4438 Igloo Products Corp
4443 JCB Inc
4461 $Wall-Ties & Forms Inc
4471 Miller Formless Co Inc
4477 Enerpac
4483 Rebar Machine Sales & Service (RMS)
4487 CETCO-Colloid Environmental Technologies Co
4493 Formwork Exchange Ltd
4538 The Rectorseal Corp
4561 L M Scofield Co
4583 Benner-Nawman Inc
4586 Dynapac Concrete Equipment
4587 Expanded Shale Clay & Slate Institute
4591 David White LLC
4593 Fibercon International Inc
4638 Mi-T-M Corp
4645 Allen Engineering Corp
4671 Miller-Dalloz Fall Protection
4676 Tennant Co
4677 Superior Power Trowel Inc
4683 Associated Construction Distributors International
4686 American Society of Concrete Contractors
4689 Jatco Inc
4691 Tractel Inc Griphoist Div & Fallstop Div
4738 Reef Industries Inc
4761 FORTA Corp
4783 American Honda Motor Co Inc-Engines Div
4788 Herron Wire Products Inc
4789 Hoffman Diamond Products Inc
4845 SPECTRA PRECISION
4861 EDCO-Equipment Development Co Inc
4871 Atlas Copco Compressors Inc
4883 Humboldt Mfg Co
4887 Post-Tensioning Institute
4889 The Concrete Society
4891 James Instruments Inc
4983 Durand Forms Inc
4986 Molded Fiber Glass Construction Products Co
4991 Aztec Concrete Accessories Inc
5038 Los Angeles Diamond Tools Inc
5043 STO Corp
5061 WIS-CON Total Power Corp
5071 USTC Inc
5083 Vexcon Chemicals Inc
5138 Tenneco Building Products
5143 Iowa Mold Tooling Co Inc
5153 Dayton/Richmond
5161 Soff-Cut International
5171 JLG Industries Inc
5183 Simpson Timber Co
5187 Vinylex Corp
5191 Milwaukee Electric Tool Corp
5237 Homasote Co
5238 American Wire Tie Inc
5261 Powers Fasteners Inc
5270 Japan Automatic Machine Co Ltd
5271 Reich Construction Equipment Inc
5280 American Shotcrete Association
5283 Kohler Co Engine & Generator Divs
5286 L & M Construction Chemicals Inc
5289 Coleman Engineering Inc
5293 Job Corps Cement Masons Training Program
5343 CST Corp/Berger Instruments
5349 Bosch/S-B Power Tool Co
5383 LCI Lasers for Construction Inc
5388 Ellis Mfg Co Inc
5389 Dixie Diamond Mfg Inc
5393 Duraform Ltd
5438 Norchem Concrete Products Inc
5443 The Quikrete Companies
5451 American Honda Motor Co Inc-Generators Div
5461 Conspec Marketing & Mfg Co Inc
5471 CTS Cement Mfg Co
5473 ERICO Inc
5475 Laser Alignment Inc
5483 ICS Blount Inc
5489 United Coatings
5493 Stampcrete International Ltd
5538 Bon Tool Co
5561 Williams Form Engineering Corp
5567 Specialty Concrete Products Inc
5570 Rap-I-Form/Award Metals
5575 Cimline Inc
5583 Hitachi Koki USA Ltd
5588 Form-A-Key Products
5589 Rack-Strap Inc
5591 Betco Scaffold
5643 Lindley Inc
5653 Ellis Construction Specialties Ltd
5661 Atlas Copco Berema Inc
5666 Eagle Industries
5667 WEBTEC Inc
5669 Lily Corp
5675R Robin America Inc
5683 Airtec Ltd
5688 Fringe Insurance Benefits Inc
5689 Pacific Concrete Accessories Inc
5691 ICI Devoe Coatings
5743R Chief E-Z Breaker Div Chief Industries
5747R GDM Inc
5753R Tamms Industries Co
5761R Carlisle Coatings & Waterproofing Inc
5765R Super Stone Inc
5766R O'Brien Wire Products of Texas Inc
5768R Wagman Metal Products Inc
5773R Avanti International
5777R Colbond Geosynthetics (formerly Akzo Nobel Geo)
5783R Henry Co Sealants Div
5787R Calculated Industries Inc
5788R Signet Marketing Inc
5791R GMX Div The Garland Co
5793R Crown Construction Equipment
5843R Prime Resins Inc
5846R NEOGARD
5847R Polygem Inc
5848R Newstripe Inc
5849R Mutual Industries Inc
5850R Crawford Laboratories Inc
5853R ChemGrout Inc
5861R Kawasaki Motors Corp USA
5864R Cox North America
5868R Mortex Mfg Co Inc
5871R MAPEI
5872R Concrete Sealants Inc
5875R Truco Construction Products
5883R Blastcat Surface Preparation Equipment
5886R ROCK-TRED Corp
5887R Dustcontrol by Transmatic
5888R Polytite Mfg Corp
5891R ASTC Polymers
5893R Grip-Tite Mfg Co Inc
5943R W R Bonsal Co
5946R Progress Unlimited
5947R National Association of Waterproofing Contractors
5948R Strata Tech Inc

C = Computer Pavilion M = Material Handling Pavilion X = Ready Mix Pavilion V = Paving Pavilion S = Masonry Pavilion R = Concrete Repair Pavilion P = Precast Pavilion

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C = Computer Pavilion M = Material Handling Pavilion X = Ready Mix Pavilion V = Paving Pavilion S = Masonry Pavilion R = Concrete Repair Pavilion P = Precast Pavilion

5949R Atlantic Equipment & Surplus Inc/Jim Tyson Inc
5953R Crafco Inc
5983R SPX Power Team
5986R Cosella-Dorken Products Inc
5987R Valspar-Federal Flooring Div
5990R Sundeck Products Inc
5991R Abatron Inc
6043R Industrial Thermo Polymers Ltd
6046R Rust-Oleum Corp
6047R Lombardini USA Inc
6050R Newborn Brothers Co Inc
6053R Briggs & Stratton Corp
6060R Gunite/Shotcrete Contractors Association
6061R Schnell SPA
6062R Atlas Systems Inc
6066R SSPC: The Society for Protective Coatings
6068R Vandex Sales & Services Inc
6072R Stabila Inc
6076R Koch Waterproofing Solutions
6083R TC MiraDRI
6086R Hydraulic Mudpumps Inc
6087R ITW Ramset/Red Head
6091R ITW Devcon Engineered Coatings
6093R Heat Wagon Inc
6143R Permaquik Corp
6146R PNA Inc
6147R A B Chance Co (Hubbel Power Systems)
6153R Airplaco Equipment Co Inc A Mesa Industries Co
6161R E-Poxy Industries Inc
6165R Spider Div SafeWorks LLC
6169R American Stone-Mix Inc
6173R STARDEK Products
6177R
6183R Trelawny Surface Preparation Technology
6186R Ajax Tool Works Inc
6187R Control Tool Co Inc
6188R KHK Diamond Products Inc
6189R Seal-Krete Inc
6193R IMER USA Inc
6238R Nelson Industrial Services Inc
6243R USF Surface Preparation
6246R Concrete Solutions Inc
6250R Pacific Polymers International Inc
6261R Dimas Industries Inc
6264R Metalcrete Industries Inc
6268R Pearl Abrasive Co
6269R Pearl Abrasive Co
6277R Shindaiwa Inc
6283R Midwest Rake Co
6286R Footlock Bracing Systems Div Direct Steel of MN
6287R Donnelly Fabricators Inc
6288R Southern Grouts & Mortars Inc
6289R Grantex Surface Systems
6293R Artcrete Inc
6343R Penhall Diamond Products
6347R Portland Cement Association (Residential)
6353R DeNeef Construction Chemicals Inc
6361R Forney Inc
6365R Pro-Seal Products Inc
6368R Kenrich Products Inc
6369R Cortec Corp
6372R TAMCO Inc
6373R The Blue Book of Building & Construction
6374R Techcon Systems Inc
6377R Bar-Lock (MBT) Coupler Systems
6383R Silikal North America Inc dba Silikal Resin System
6386R Kop-Coat Inc
6387R ITW Dymon Inc
6388R Modac Products Co
6389R NEC Inc
6393R Diamond Back Diamond Blades Inc
6443R RGC Construction
6446R Elco International Inc
6450R OKON Inc
6453R Georg Fischer Disa Goff Inc & Sase Co Inc
6461R Blazer Diamond Products Inc
6464R Adeka Ultra Seal
6465R Pecora Corp
6468R Clifford W Estes Co Inc
6469R Longer Diamond Tools
6471R ChemMasters Inc
6472R Crossfield Products Corp
6475R Unitex
6477R Diamond Systems Inc
6483R MEA/Josam Co
6486R Green Mountain International Inc
6487R KENMAR Div Tiger Enterprises Inc
6489R Northwest Instrument Inc
6493R Conjet AB
6543R SureVoid Products Inc
6561R Ardex Inc
6564R Marbelite International Corp
6565R Cooper Floor Services Inc
6568R Techna International Inc
6569R Parker International Ltd
6572R FTI/FASTEEL Systems
6573R Wiss Janney Elstner Associates Inc
6583R Desco Mfg Co Inc
6586R Steelcote Mfg Co
6587R Beijing Gang Yan Diamond Products Inc
6588R Roadware Inc
6591R Fraco Products Ltd
6638R Portland Cement Association
6640R Nox-Crete Products Group
6643R Cleform Tool Co
6647R Webac America Corp
6649R E-Z Drill Inc
6661R Bostik Inc
6664R ABMAST ABRASIVES Corp
6667R Big "O" Inc
6668R Sumitomo Corp
6671R Estwing Mfg Co
6672R SealMaster Inc
6675R Lifton USA Inc
6683R Tamko Waterproofing Products Div Tamko Roofing Prd
6686R Relton Corp
6689R Albion Engineering Co
6691R Diamond Blade Warehouse
6743R Wel-Co Metallurgical Corp
6746R Polycoat Products
6749R Barsplice Products Inc
6753R MECO/Masterpiece Engineering Co
6761R The Euclid Chemical Co
6765R Excellent Coatings Inc
6766R Kushlan Products Inc
6768R Gemite Products Inc
6769R Trelleborg Fillite
6770R Applied Technologies LLC
6771R SM Diamond Tools Inc
6777R Capital Services
6783R TEI Rock Drills
6787R Kaufman Products Inc
6788R Engelhard Corp Pigments & Additives Group
6789R Crown Metro Industries
6791R Dwyer Companies
6793R Sinclair Equipment Co
6838R Prolink Diamond Products
6843R
6848R W J Ruscoe Co
6851R Garland Floor Co
6853R Five Star Products Inc
6861R Xypex Chemical Corp
6864R Terry Industries Inc
6865R Wellmade/Detro Inc
6867R Gill Industries Inc
6868R Micor Co Inc
6870R Munters Corp Moisture Control Services
6871R Dependable Chemical Co Inc
6872R Professional Products of Kansas Inc
6873R Advanced Environmental Systems
6877R VIC International Corp
6883R
6886R GIDAS Inc
6887R Vogel Lubrication Inc
6888R Hill & Griffith Co
6889R Versa Flex Inc
6891R AST Corp
6943R Dur-A-Flex Inc
6947R Alto US Inc
6950R Concrete Raising of America
6951R Gulf Coast Paint Mfg Inc
6953R Universal Impact Technologies Inc
6961R US Anchor Corp
6964R Blome Cements Co
6965R LBI Technologies Inc
6968R Diamond Productions Canada Ltd
6969R Norcure Chloride Removal System/Vector Constr Grp
6970R Dumond Chemicals Inc
6971R Mac-Products Inc
6972R Huber & Suhner Integrations Inc
6973R Perma-Grip Fasteners
6977R Bartlett Services Inc
6983R Innovatech Products & Equipment Co
6986R Handi Disc/Handi Bits
6987R Poly Max/Milamar Coatings LLC
6989R Rampart Construction Services
6990R Sandell Mfg Co Inc
6991R Germann Instruments Inc
7038R Construction Electrical Products
7039R RK Mfg
7045R SDS Non Destructive Testing Equipment Inc
7046R FMC Corp Lithium Div
7047R H D Hudson Mfg Co
7050R Chemprobe Technologies Inc
7057R International Concrete Repair Institute
7061R Nationwide Tarps Inc dba NTI Global
7063R ChemCo Systems Inc
7064R Metzger & McGuire
7065R Primex Abrasives Inc
7068R Specialty Products Inc
7071R Jacole
7072R US Shotblast Parts & Service
7073R Kover Krete Inc
7075R Star Diamond Tools Inc
7077R Sivento Inc
7081R Spraytech Inc/Range Inc
7086R Wedge DTI Inc
7088R
7089R Stellar-Mark Inc
7090R NLB Corp
7091R PolySpec Corp
7092R National Diamond Inc
7143 IPC Industries Inc
7144 Larsen Products Corp
7146 GoldenLook International Inc
7147 Hughes Mfg Inc
7188 Lifetime Tool Co
7189 Arnco
7190 VMC Technical Assistance Corp
7191 Power Mfg
7238 Forfam Inc
7240 Firstline Corp
7242 Monarflex Inc
7243 Cummins Engine Co Inc
7246 Matheus Lumber Co Inc
7247 American Allsafe Co
7251 Pacific Electricord Co
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7253 Agru GmbH
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7268 Allen Osborne Associates Inc
7270 Slime/Access Marketing
7272 Cryotech Deicing Technology
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7283 BW Mfg Inc
7286 Fomo Products Inc
7287 M & M Construction Specialties
7288 Thompson Pump & Mfg Co Inc
7289 Montezuma Welding & Mfg Inc
7291 Meter-Man Inc
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C = Computer Pavilion M = Material Handling Pavilion X = Ready Mix Pavilion V = Paving Pavilion S = Masonry Pavilion R = Concrete Repair Pavilion P = Precast Pavilion

7296
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7339 Fraser Products Inc
7343 EZ Scaffold Corp
7346 Bilco Co
7350 PUBLIC WORKS Journal Corp
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7365 Endress Gen-Set Corp
7371 National Rent-A-Fence
7375 Mason's Trowel Filer (MTF) Dist by RJR Industries
7377
7382 HBC-Funktechnik GmbH
7383 Westec Barrier Technologies Inc
7386 Mortar Net USA Ltd
7387 Argonics Inc
7388 PHOENIX Process Equipment Co
7390 Agatec Construction Lasers
7391 Americonversion LLC
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7438 Glenmac Inc
7440 Hydronix Ltd
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7447 Progressive Construction Systems Corp
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7451 WB Tool Co Inc
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7461 Italian Trade Commission
7464 Direct Safety Co
7467 STEELMATE
7468 Vibra Float Inc
7469 HIT Tools USA
7470 Orco Construction Supply
7471 Lynn Ladder & Scaffolding Co
7474 American ConForm Industries
7477
7482 CleanAIR Systems Inc
7483 Trimble Navigation Ltd
7486 Green Bull Inc
7487 Hydromix Inc
7490 Arizona Oxides LLC
7491 Carthage Mills
7539 Watson & Chalin Mfg
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7546 Western States Fastening Systems
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7548 Carl Zeiss Inc Surveying Div
7549 Fortifiber Corp
7550 AFM Corp
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7566 Tandem Products Inc
7568 debis Financial Services Inc
7570 DYCO Paints Inc
7572 F & S Mfg Inc
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7574 Fourply Inc
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7582 Arkon Safety Equipment Inc
7583 Les Aciers Robond Inc
7587 Pomeroy Chemical Inc
7588 Advanced-Portadam Inc
7590 Enginaire
7591 National Center for Construction Education
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7638 Record Engineering
7639 Ready Cable Inc
7640 VanTech Engineering
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7647 Power Kleen Corp
7648 Masonry Reinforcing Corp of America
7651 Thermal-Krete USA Div Kistner Concrete Products
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7682 Stencil Systems Inc
7683 Therm-All Inc
7686 Covercrete Canada Ltd
7687 Firestone Building Products
7688 Crusader Mfg Inc
7689 Florida Concrete & Products Association Inc
7690 United Brotherhood of Carpenters
7691 CADS-USA Inc
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7739 Gusmer Corp
7743 Continental Mfg Co
7746 Spancrete Machinery Corp
7750 Tahoe Lighting
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7761 Harris Specialty Chemicals Inc
7771 Rackow Polymers Corp
7775 Vulcan Threaded Products
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7782 Colorama Ad Products Inc
7783 International Castings & Supplies Ltd (ICS)
7786 Geotest Instrument Corp
7787 EnviroBest Corp
7788 Hall's Dirt Squeegee Blade Inc
7789 Innovative Forming Products LLC
7790 Cook Tool Co Inc
7791 Link HiSteer
7843
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7861
7870 Industrial Commerical Equipment Mfg
7871 Sellstrom Mfg Co
7874
7875 Atlantic Pacific Equipment Inc (AT-PAC Inc)
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7882 Turf-Tek Products Inc
7883 GEOPAK Corp
7886 Linnton Plywood & Associates
7887 Monolithic Constructors Inc
7888 MIACON '99-The Miami Intl Construction & Mining Ex
7889 New-Form Mfg Co Ltd
7890 Beta Max Inc
7891 SafeWaze
7894
7895
7970 Knox Concrete Industries
7971 Corporate Sportswear
7974 Cal-Rainbow Products Inc
7975 CEILCOTE
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7982 Flex/Porter-Cable
7983 Construction Data Control Inc
7986 Quik Cone/Best Choice Construction Ltd
7987 Safety Stain Co
7988 SafSeal Innovations
7989 Strike Tool Inc
7990 Deslauriers Inc
7991 Wall Safety Div Wall Ind
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8070 Pacific Wood Laminates
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8074 Cintec America Inc
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8082 Strickland Systems Inc
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8086 Thermal Corp of America
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8088 Torlan Pool Products
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8090 Polymerica Inc
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8247 Tradesmen's Estimating Software
8249 Trend Mfg of America Inc
8251 Vitricon Inc
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8271 Vertigraph Inc
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8273 Kemco Systems Inc
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8338 Trak N Seal
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8346 Digital Insight Software Co
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8348 Greenlife Inc
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8350 SECO Mfg Co Inc
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8370 Ritchie Bros Auctioneers Intl
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PT 00659

C = Computer Pavilion M = Material Handling Pavilion X = Ready Mix Pavilion V = Paving Pavilion S = Masonry Pavilion R = Concrete Repair Pavilion P = Precast Pavilion

Aberdeen's **WORLD OF CONCRETE 2000**

ORANGE COUNTY CONVENTION CENTER
ORLANDO, FLORIDA/USA
FEBRUARY 21-24, EXPOSITION
FEBRUARY 20-24, SEMINARS

Booth Assignments will be made starting 6/1/99

GENERAL SALES EXHIBIT SPACE CONTRACT

INSTRUCTIONS:
1. Before signing, please read both sides of this contract.
2. Type or print all information requested. Be sure to include products to be exhibited to avoid competitive conflicts.
3. Return all copies with the **appropriate deposit** made payable to **World of Concrete** at the address listed below.

1. **Exhibiting Firm** *(please print)* PAVE TECH Phone (612) 226-6400
Fax (612) 226-6406 E-mail sales@paveedge.com
Mailing Address PO BOX 576 Street Address *(for UPS shipments)* 15354 FLAG AVENUE
City PRIOR LAKE State/Province MN Country USA Zip 55372

2. **Send promotional material and Exhibitor Service Manual to:**
Name *(please print)* BOB CRAMER Title CUSTOMER SRVC Phone (612) 226-6400 Fax (612) 226-6406
Mailing Address PO BOX 576 Street Address *(for UPS shipments)* 15354 FLAG AVENUE
City PRIOR LAKE State/Province MN Country USA Zip 55372

3. **Advertising Agency** _____ Phone ( ) _____ Account Executive _____
Address _____ City _____ State _____ Zip _____

4. **Please check one** ☒ Manufacturer ☐ Exclusive U.S. Distributor ☐ Service Company ☐ Other _____
If exclusive U.S. Distributor, for which company(s)?
Company Name _____
City _____ State/Province _____ Country _____

5. **Products and services to be exhibited** *(Note: Products eligible to be displayed are limited to those the Exhibiting Firm manufactures or those for which it is the exclusive U.S. distributor.)* PAVE EDGE, PROBST TOOLS & EQUIPMENT, PAVECHEM CHEMICALS & ADHESIVES.

6. **Competitors** (List any companies you do not want to be located adjacent to or across from.) _____

7. **Payment Schedule: A DEPOSIT OF 50% (REFUNDABLE FOR 15 DAYS AFTER DATE ON CONFIRMATION LETTER) MUST BE RETURNED WITH THIS CONTRACT.** The final balance is due Friday, September 10, 1999.

8. Complete this section for INDOOR EXHIBIT SPACE only

Indicate dimensions, square footage and preferred locations. Preferences will be used as a *guideline* for space assignment.

Booth dimensions: 20 x 20
Total sq. ft.: 400 x $19.50 per sq. foot
Equals total cost of $ 7800

Booth locations preferred:
1. 7377 2. 7677
3. 7777 4. 7877

Do you want and *qualify* for any of the following pavilion locations:

☐ Computer	☐ Concrete Repair	☒ Material Handling
☒ Paving	☐ Precast	☐ Ready Mix
☐ Masonry		☐ No pavilion desired

9. Complete this section for OUTDOOR EXHIBIT SPACE only

Indicate desired square footage. **600 square feet is minimum size.** Due to the variety of size requests, actual booth location in outdoor exhibit area will be determined by how the space can be most efficiently utilized.

Booth dimensions: _____ x _____
Total sq. feet required: _____
X $12.00 per sq. foot (with 400 sq. ft. min. indoor space)
OR
X $17.00 per sq. foot (outdoor space only)
Equals total cost of $ _____

10. **Cosponsor Recognition:** By agreement, at the conclusion of the Exposition, a portion of each exhibitor's space rental payment will be distributed to the cosponsoring organization(s) of his choice. Please designate below which organizations(s) should benefit from this program; you may designate any number of organizations. (If no organizations are designated, all will share.)

☐ American Concrete Institute	☐ Concrete Foundations Association	☐ International Grooving and Grinding Association
☐ American Concrete Paving Association	☐ Concrete Reinforcing Steel Institute	☐ Portland Cement Association
☐ American Concrete Pumping Association	☐ Concrete Sawing and Drilling Association	☐ Post-Tensioning Institute
☐ American Society of Concrete Contractors	☐ The Concrete Society (United Kingdom)	☐ Prestressed Concrete Institute
☐ Associated Construction Distributors International	☐ Gunite/Shotcrete Contractors Association	☐ Tilt-Up Concrete Association
☐ Canadian Ready Mixed Association	☐ International Concrete Repair Institute	☐ Wire Reinforcement Institute

11. **Conditions of Contract and Exposition Rules read and accepted by:**
Authorized Signature/Title Bob Cramer / CUST. SRVC. Type or Print Name BOB CRAMER
Exhibiting Firm PAVE TECH Date 7-15-99

FOR WOC USE ONLY

Accepted for WOC at Addison, Illinois by
Signature Rob Fisher

Indoor Booth Number	7377	Outdoor Booth Number	
Total Cost	7800	Total Cost	
Deposit Received	3900	Deposit Received	
Amount Due	3900	Amount Due	
Invoice #		Invoice #	
Date	7-15-99	Date	

ABERDEEN'S WORLD OF CONCRETE • 426 S. Westgate St. • Addison, Illinois 60101
(The signed duplicate copy will be returned to you for your files.)

PT 00665

Aberdeen's
WORLD OF CONCRETE®

The Aberdeen Group, a division of Hanley-Wood, Inc. 426 S. Westgate St., Addison, Illinois 60101
Telephone: 630-543-0870 Fax: 630.543.3112 e-mail: woc@wocnet.com www.worldofconcrete.com

Aberdeen's WORLD OF CONCRETE EXPOSITION 426 S Westgate St., Addison, Illinois 60101 Tel: 630-543-0870 Fax: 630-543-3112	Invoice: World Of Concrete 2000
Bill To: Bob Cramer Pave Tech P O Box 576 Prior Lake, MN 55372	Invoice Number: 106186 Invoice Date: August 20, 1999 Customer ID: 234750
Booth Number: 7877 Square Feet: 400 Total Cost: $7,800.00	Paid To Date: $3,900.00 Last Payment Date: 3,900.00
Make check payable to: World Of Concrete	
Payment Due: September 10, 1999	Amount Due: $3,900.00

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WORLD OF CONCRETE®

The Aberdeen Group, a division of Hanley-Wood, Inc. 426 S. Westgate St., Addison, Illinois 60101
Telephone: 630-543-0870 Fax: 630.543.3112 e-mail: woc@wocnet.com www.worldofconcrete.com

Aberdeen's WORLD OF CONCRETE EXPOSITION 426 S Westgate St., Addison, Illinois 60101 Tel: 630-543-0870 Fax: 630-543-3112	Invoice: World Of Concrete 2000
Bill To: Bob Cramer Pave Tech P O Box 576 Prior Lake, MN 55372	Invoice Number: 106186 Invoice Date: August 20, 1999 Customer ID: 234750
Booth Number: 7877 Square Feet: 400 Total Cost: $7,800.00	Paid To Date: $3,900.00 Last Payment Date: 3,900.00
Make check payable to: World Of Concrete	
Payment Due: September 10, 1999	Amount Due: $3,900.00

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Telephone: 630-543-0870 Fax: 630.543.3112 e-mail: woc@wocnet.com www.worldofconcrete.com

August 20, 1999

Steve Jones
Pave Tech
P O Box 576
Prior Lake, MN 55372

Dear Steve:

This letter will confirm your space assignment for World of Concrete 2000. Pave Tech will be located in booth #7877, a 20' x 20' square foot space (400 total square feet).

A copy of your contract is enclosed. If you decide to cancel, your deposit of $3900.00 is refundable up to and including September 7, 1999. The final balance of $3900.00 is due on or before September 10, 1999.

Please review the rules stated in the enclosed Exposition Rules Book. Pay close attention to the section "Booth Definitions, General Information & Diagrams" and ask your personnel and any subcontractors to become familiar with these rules. Adhering to the rules will help avoid onsite violations which can be difficult and costly to correct.

Thank you for your commitment to World of Concrete 2000. I am confident your participation will prove to be your best marketing decision this year.

If you have any other questions, please give me or your sales representative Gordon Gwinn a call.

Sincerely,

Mary L Hawkinson

Mary L. Hawkinson
Exhibits Coordinator
World of Concrete Exposition

Enc.

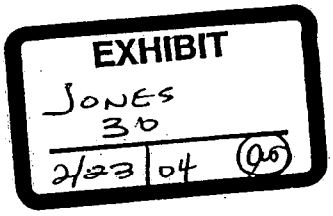
IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

STEPHEN R. JONES, PRESIDENT AND CO-OWNER AND F.R.C.P. 30(B)(6) WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 30



MASONRY
EXPO
2000

THIS IS WHERE THE WINNERS WILL BE!

MASONRY EXPO 2000

Building On A Decade of Success

Exhibitor Prospectus

PT-01463

MASONRY EXPO

JANUARY 17-19, 2000

This Is Where You Want To Be.

"MASONRY EXPO is a cost-effective way to market our equipment to a lot of people at one time."

— Greg Page
Columbia Machine Inc.
Vancouver, Washington

MASONRY EXPO celebrates its 10th anniversary January 17 – 18, 2000 in Las Vegas, Nevada. Building on a Decade of Success, MASONRY EXPO continues to be the exposition and conference for the concrete masonry industry offering exhibitors and attendees the greatest industry forum available. The turn of the century will unveil all the latest developments available in the masonry and paver construction industry. You won't want to miss this opportunity to showcase innovations in manufacturing technology, emerging masonry and paver products and systems, plus other creative concepts likely to impact this industry's future.

PT 01464

Show Information At-A-Glance

What:	MASONRY EXPO 2000	
When:	January 17 - 18, 2000	
Where:	Las Vegas Convention Center	
Who:	An international audience of concrete block and paver producers; brick manufacturers and distributors; plant superintendents and operators; architects; engineers; specifiers. International delegates from over 20 countries worldwide!	
Exhibitor Move-In:	Friday, January 14, 2000	8:00 am - 5:00 pm
	Saturday, January 15, 2000	8:00 am - 5:00 pm
	Sunday, January 16, 2000	8:00 am - 4:00 pm
	Heavy Machinery and Equipment move-in, special arrangements through Decorator.	
Show Hours:	13 hours of exhibit time over a two-day period.	
	Monday, January 17	11:30 am - 6:00 pm
	Tuesday, January 18	11:00 am - 5:30 pm
Demonstrations & Competitions:	Segmental retaining wall and concrete masonry construction, and the "Fastest Trowel on the Block" competition on Sunday, January 16 at 6:30-7:00 pm and Monday, January 17 at 6:00-6:30 pm.	
Exhibitor Move-Out:	Tuesday, January 18	*following close of show*
	Wednesday, January 19	8:00 am - 12:00 pm
Standard Booth Package:	Each booth for MASONRY EXPO comes with standard pipe and drape in EXPO show colors and a booth identification sign	

*All times listed above are subject to change.

MASONRY EXPO
2302 Horse Pen Road
Herndon, VA 20171-3499
E-Mail: ncma@ncma.org

MASONRY EXPO 2000

Toll-free 877- MAS-EXPO (877-627-3976)
Phone: 703-713-1900
Fax: 703-713-1910
Internet: www.masonryexpo.com

PT 01465

The Show You Don't Want To Miss!

Las Vegas,
known as the "Entertainment Capital
of the World" offers visitors a wide and limitless
selection of things to see and do by day or by night.
A city which is a "sure bet" to attract your customers and
prospects to the show. One of the fastest growing cities
in the country, Las Vegas offers an ever-expanding selection
of first-class and economical hotel rooms, warm seasonal
temperatures, and every recreational opportunity
imaginable. It's a location where show attendees can bring
their families and extend their MASONRY EXPO business
into a family event. A city with all of the components for
the perfect meeting destination. MASONRY EXPO 2000
and Las Vegas, a combination that is certain to be a winner!

Hard Rock Cafe

Lake Mead

Las Vegas Strip

PT 01466

MASONRY EXPO

The Sky's the Limit.

"MASONRY EXPO is tremendous for our company."

— Terri Rondeau
Besser Company
Alpena, Michigan

At MASONRY EXPO you get:

An attendee audience that comes to buy

You'll get direct exposure to influential, pre-qualified buyers. Validated market research proves that EXPO attendees have purchasing authority – and come to the show ready to buy!

Non-competing show hours

Unlike other trade shows where events conflict with exhibit hours, EXPO limits the distractions – so attendees can focus their attention exclusively on the products and services you have to offer.

Effective, on-going & widespread promotions

Through diversified marketing that includes targeted direct mail, trade journal advertising, and media outreach, EXPO attracts an ever-expanding audience of key decision-makers... your current and potential customers!

Discount show passes

for you to distribute directly to your potential customers

Post-show registration list

for your use in conducting follow-up marketing.

Admission badges for your staff

Listing in convention program

The final convention program is distributed to ALL attendees and will include an all-new product section, making it easier for attendees to find the exhibitors they need to see.

Exhibitor Exclusivity

It's a MASONRY EXPO policy that only exhibiting company personnel are allowed to solicit on the show floor. Violators are asked to cease and desist this activity or be escorted off the show floor.

PT 01467

MASONRY EXPO Virtual Trade Show

MASONRY EXPO's website **www.masonryexpo.com** offers exhibitors the opportunity to enhance their marketing visibility — before, during and after the show.

This Is Only The Beginning!

MASONRY EXPO will offer an expanded educational program for all segments of the industry, from engineers and architects to block and paver producers. It continues to be the most comprehensive exposition, with a long tradition of delivering results to its exhibitors. MASONRY EXPO is combined with the National Concrete Masonry Association's annual convention and the Interlocking Concrete Pavement Institute's annual meeting.

MASONRY EXPO unveils its latest addition to the show, a special area featuring demonstrations on segmental retaining walls and concrete masonry construction. These demonstrations will attract and keep attendees on the exhibit floor. The ever-popular "Fastest Trowel on the Block" competition returns after record breaking participation in the 1999 MASONRY EXPO. This event is sure to attract all facets of the construction industry.

NATIONAL CONCRETE MASONRY ASSOCIATION

ICPI
INTERLOCKING CONCRETE PAVEMENT INSTITUTE

Not yet a member of NCMA? Call (703)713-1900 to learn more about the competitive advantages of joining this growing association.

PT 01468

PREVIOUS EXHIBITORS OF MASONRY EXPO

Is Your Competition Here?

A-1 Plank
ABBY
Aberdeen Group (The)
Abrasive Engr. and Technology
ACECO
Acme Brick & Block Co.
Acromix Systems Corp.
Action Ergonomics, Inc.
Ad Graphic Concepts
Adams Products Company, Inc.
Addiment, Inc.
Advance Machine Company
Advanced Concrete Tech., Inc.
Aegis Coating Technologies
Aeroil Products Co., Inc.
AFCO Products, Inc.
Affiliated Service Group
Agglite Corp.
ALBA, S. A.
Alkon Corporation
Allan Block Corporation
AMCA Machinery Inc.
American Beta
American Bin & Conveyor
American Bldg. & Cement Prod.
American Concrete Equipment
American Keystone
American Material Star
American Polymer Corp.
American Technocrete Corp.
Anasys, Inc.
Anchor Mfg.
Anchor Wall Systems
Anirox Pigments Ltd.
Antipec & Tex Inc.
AP Chem
Archer Products, Inc.
Arizona Oxides
Armstead Masonry Equipment
Arrow Equipment Co.
Arrow International
Articulated Equipment
Auto-Control
Azar Group of Companies

Baraga Products, Inc.
Basement Systems, Inc.
Bayer Corporation
Beavertown Block Co., Inc.
Benner-Nawman, Inc.
Bentac Co., Ltd.
Bergen Machine & Tool Co.
Berger Instruments
Besser Company
Beton Chemie International
Beton-Chemie USA Corp.
Betonwerke Munderkingen
Big River Industries
Bil-Dry Corporation
Blazer Diamond Products
Blocfil Company
Block Joist Company LLC
Blue Circle Cement, Inc.
BMH Systems
Bon Tool Co.
Bonsal (W.R.) Company
Boral Lytag
Border Concepts, Inc.
Brailsford Industries
Brian Industries
Brick Industry Association
Brick Institute of America
Brickstop Corporation
Brock
Browning Metal Products
Builders Notice Corp.
Burlingame Industries

Canoga Equipment
Capitol Cement Corp.
Cargotec, Inc.
Carlisle Ctgs & Waterproofing
Carriage Hill Stone Co.
Carolina Stalite
Cassani Carlo, S.A.S.
Caterpillar, Inc.
Cathay Pigments U.S.A.
Cathedral Stone Products
Cavin Leasing Corp.
Celotex Corporation (The)
Century Steel Products
Ceric USA, Inc.
C.F. Gilco
Champion Elevators
Channel Ease-Ballstadt
Charles W. Weaver, Inc.
Chemical Lime Company
Chemprobe Technologies, Inc.
China National Machinery
Chrisman Mfg. Inc.
C I S Company
Clayson Steel, Inc.
Classic Shapes
Clipper
Cleform Tool Company
CMD & F
Cold Spring Granite Company
Columbia Machine
Command Data
Computer Analysis & Planning
Concrete Accessories
Concrete Block Insulating Sys.
Concrete Designs, Inc.
Concrete Industries Service Co.
Concrete Machinery Systems
Concrete Products Magazine
Concrete Services Network
Concretelle SRL
Concure, Inc.
Concut, Inc.
Condor Architectural Stone
Con-Grind Systems, Inc.
Construction Est. Institute
Construction Technology Lab.
Continental Cast Stone Mfg.
Continental Diamond Tools
Conyers Equipment
Cosella Dorken Products, Inc.
Cougar Batching
Country Flame, Inc.
Creative Paver Marketing
Crick Tool
Crist Corporation (The)
CTI, Inc./MASA/AG
Cultured Stone Corporation
Curv-Rite, Inc.
Cushion Cut
Custom Match Corp.
Dancing Bear
Davis Colors
Dayton Superior Corporation
Deco-Crete International, Inc.
Dec Tech, Inc.
Diamond Blade Warehouse
Diamond Products
Diamond Systems
Di-Coat Corporation
Diedrich Technologies, Inc.
Dimas Industries
Dimex Corporation
Dixie Diamond Mfg.
Dolmar USA
Dorstener Maschinefabrik
Dow Chemical Company (The)
DTN Weather Center
Dunlop Work Platforms, Inc.
Dur-O-Wal, Inc.
Dynamic Color Solutions, Inc.

E & R Mfg. Co., Inc.
Eagle Eye Products, Inc.
Eagle Industries
Eagle-Picher
Earthbase Construction Prod.
Eastern Marble & Granite
Easy Heat, Inc.
Easy Mason Systems
Eirich Machines, Inc.
Eldorado Stone
Elementis Pigments, Inc.
Elmer's Pipe
Engelhard Corporation
Enviro Products Ltd.
E.P. Henry Corp.
ESCSI
Essick/Mayco, a Multiquip Co.
ESSROC Materials, Inc.
Euclid Chemical Co. (The)
EZ Grout Corporation

Fast Masonry Systems
Field Labs
Fi-Foil Co., Inc.
Firestone Building Products Co.
Firl Industries, Inc.
Fleming Manufacturing Co.
Forney, Inc.
Foster (Mel) Company
Free Flow
Froehling & Robertson, Inc.
F.W. Dodge Div./McGraw Hill

Gate System
George Fischer Disa-Goff Div.
Gerrard & Company
Gibco, Inc.
Gift Bricks
Glashaus, Inc.
Glass Block Company, Inc.
Glass Blocks Unlimited
Goepfert Vacuum & Technik
G. R. Ivany & Association, Inc.
Grace Construction Products
Gradall Company
Greenstreak
Greenview Manufacturing Co.
Gulf Systems, Inc.
H.E.R. Sales & Associates
Habel, SE
Haener Block
Halfen Anchoring Systems
Hamburger Color Co.
Hammerhead Hammers
Harris Specialty Chemicals
Heckmann Bldg. Products, Inc.
Helco Company
Helifix Ltd.
Helix Reinforcements/JV Bldg.
Henke-Maschinenfabrik Gmbh
Herrando Industrial, SA
Hertz Equipment Rental
Hess Machinery Ltd.
Hess Maschinenfabrik, Gmbh
Hilti (W.P.) & Company
HMK Stone Care System
Hoffman Diamond Prod., Inc.
Hohmann & Barnard, Inc.
Holnam, Inc.
Holnam Rainbow Products
Huesker, Inc.
Huls America, Inc.
Hutch Manufacturing
Hydraulic Mudpumps, Inc.
Hydro-Turf & Associates, Inc.
Hyload, Inc.
Hyster Company

I & F Equipment, Inc.
ICD Corp./Designer Blocks
Imer USA, Inc.
IMSI
IMSI Insulated Masonry Sys.
Independent Stamping
In-Lite Design Corporation
Infra Pak, Inc.
Ingersoll-Rand Co.
Integrated Computer Systems
International Code Council
International Glass Block Co.
Interstate Brick Co.
ISG Resources
Isokern U.S., Inc.
Ital Mexicana S.A.

J & J Building Supply Co.
JCB, Inc.
Jesco, Inc.
Jim Industries Inc.
Joe Built/DMP Corp.
John Finlay Engineering Ltd.
Johnson Gas Appliance Co.
Jonel Engineering, Inc.
Jopa Plastics Corporation
J. P. Austin Associates
JR Mix (Schuff Steel Co.)

K & W Manufacturing
Karnak Corp.
K-D Manitou, Inc.
Kelly Moore Paint Company
Kemco VE
Kenworth Truck Co.
Kerr Lighting
Kesmac, Inc.
Keystone Retaining Wall Sys.
Kistner Concrete Products
Knoxville Cast Stone Co., Inc.

More Exhibitors . . . .

Kobra Formen GmbH
Koch Minerals
Kraft Tool Co.
Krete Industries, Inc.
Kusel Form Hermann Kusel
KVM Industrimaskiner

Lafarge Corporation
Lehigh Portland Cement Co.
LeSueur Mfg. Co., Inc.
L G T Hydraulic Service Co.
Liftall, Inc.
Lithibar Matik, Inc.
Longer Diamond Tools
Los Angeles Diamond Tools
Luckenhaus N.A., Inc.
Ludwig Manufacturing, Inc.

Machine Technique M-Tec
Mahto Industries
Man Yuen Hing Sdn Hhd
Mandish Research International
Marcantonini and Co.
Marshalltown Trowel Company
Maryland Insurance Group
Masonry Consulting Group
Masonry Reinforcing Corp.
Masonry Society (The)
Masonry Technology, Incl
Masonry Unlimited
Master Builders, Inc.
Max Products Corp.
McCauley Limited
Medusa Cement Company
Megawall Corporation
Merts Concrete Products
Milwaukee Electric Tool Corp.
Mixer Systems, Inc.
MK Diamond Products, Inc.
Monarch Manufacturing Co.
Monsey Bakor
Mortar Net USA, Ltd.
Mutual Industries North, Inc.

NABD
National Diamond, Inc.
National Lime Association
National Insurance Specialists
Nawkaw Corporation
NCMA
NED-TECC Corporation
NEWA Techniek BV
New High Glass
Nikon Inc., Instrument Group
Nissan Forklift Corp.
Nordisk Fasadteknik AB

Okon, Inc.
Olin Engineering, Inc.
Oly-Ola Sales, Inc.
OMAG
Omega Concrete Products
Omega Lift Mfg.
Omega Stucco
Omnia Engineering, Inc.
Orco Block Company
Orgapack, Inc.
Outwater Plastics Industries
Owens Corning

Pacific Adobe, Inc.
Pacific Alloy Casting, Inc.
Pacific Clay Brick
Pacific Coast Building Products
Pacific Precast Products
Pacific Southwest Molds
Paco Corp.
Palfinger Inc.
Park Industries, Inc.
Parker International Ltd.
Partner Industrial Products
Pathfinder Systems
Passive Solar Industries
Pavestone/Hydropave
Pave Tech, Inc.
Pearl Abrasive
Penhall Diamond Products
Peninsula Products, Inc.
Perfect Filtration Systems
Perlite Institute Inc.
Permaloc Aluminum Edging
Pettibone, Inc.
Pettibone-Mercury Corp.
Pettibone Michigan
PFT of America, Inc.
Piedmont Plate Processing
Pioneer Concrete Pumping
Pittsburgh Corning Corp.
Polycycle, Inc.
Polyguard Products, Inc.
Polymaster, Inc.
Poly-Tech, Inc.
Polytite Manufacturing Corp.
Poly-Wall International Inc.
Portland Cement Association
Powers Steel Products
PR Diamond Products Inc.
Precast Products & Equipment
Pre-Mix Products
Pristine Products, Inc.
Probst Handling Equipment
Production Concrete
Professional Prods. of Kansas
Proform Concrete
Proshop, Inc.
ProSoCo, Inc.
Proto II Wall Systems
Proudfoot Company, Inc (The)
Pyrotherm/Texas Industries
Pyzique Stone, Inc.

Quality Corp.-The Donkey
Quikpoint, Inc.
Quikrete Companies (The)
Quikwater

R & G Steel, Inc.
Rainguard Products Co.
Rampf Molds Industries, Inc.
Reed Manufacturing
Remei Gmbh
Reinforced Earth Co. (The)
Rekers International
Reliable Steel Bldg. Products
Renaissance Paving USA
Retaining Wall Technology
RFI Construction Products
RGC Construction Equipment
Rhein-Chemotechnik
Riccobene Masonry Co.
Risi Stone Systems
Riverton Corp. (The)
Riviera Brush Co.
RJS Insurance Services, Inc.
Rockwood Retaining Wall, Inc.
Rodman & Company, Inc.
Rodmaster, Inc.
Rosacometta
Ross Company
R P G Diffusor Systems, Inc.
Royal Insurance
Royal Wire Products, Inc.

Sacramento Precast Stone
Samuel Strapping Systems
Sandell Manufacturing Co., Inc.
Sandkuhl Clay Works
Saw Tec
Scale-Tron, Inc.
Scaninter AG
Schlosser-Pfeiffer GmbH
Schonstedt Instrument Co.
Sealwall Products, Inc.
Sellick Equipment Ltd.
SF Concrete Technology, Inc.
S.F. Kooperation Gmbh
Shaw Technologies, Inc.
Shouldice Antique Profiles
S.I. Technologies
Signet Marketing, Inc.
Sika Corporation
Simem North America
Skako, Inc.
Slip Industries
Snap Edge Corporation
Soil Retention Systems
Solartronix
Solite Corp.
Solomon Colors
Sommer Maschinenfabrik
Sonneborn Bldg. Products Div.
Southdown, Inc.
Southern Construction Products
Southwest Jr. Mix, Inc.
Sparfil Blok Florida, Inc.
Spartan Steel Products, Inc.r
Spec Mix, Inc.
Specco Industries
Specialty Concrete Products
Spectra Industries
Spyder, Inc.
SRW Products
Standley Batch Systems, Inc.
Stanley Proto Industrial Tools
Star Industries
Steelmaster Industries
Steel-Wich, Inc.
Stegmeier Corp.
Stephens Mfg. Co.
Stepstone, Inc.
Sterling Handling Equipment
Stevens Group (The)
Stevenson-Cumflow
Stow Manufacturing Co.
Strapex Corporation
Strata Systems, Inc.
Superchute
Surebond, Inc.
Sutton Diamond Tool
Syteen Technologies, Inc.

TC Mirafi
Tahoe Lighting
Tailored Chemical Prod., Inc.
Tamlyn (R.H.) & Sons, Inc.
TAMMS Industries Co.
Target Products
Tarmac Pumice
Taylor Machine Works
Techcrete Architectural Precast
Techni-Seal, Inc.
Technology Research Corp.
Techo Bloc, Inc.
Teka Equipment Corp.
Teledyne Specialty Equipment
Tennant Company
Tensar Earth Technologies
Texaloy Foundry
Texas Diamond Tools, Inc.
Textured Coatings of America
Thermal Corp. of America
Thin Line Pump
Thompson & Formby Co.
3E Company
Tiffin Parts
Timesavers, Inc.
Tradesmen's Est. Software
Trak International
Trak n Seal
Trend Products, Inc.
Trenwyth Industries, Inc.
Triple Crown Products, Inc.
Trow & Holden Co., Inc.
Trowel Trades
Tuf-Tite Inc.
Tulikivi US, Inc.

Ultra-Tex
Unimetal
Unique Industries/Kem-o-Kleen
United Concrete Products
United Gilsonite Laboratories
Universal Level Co., Inc.
Universal Manufacturing Corp.
U.S.T.C.

Valley View Specialties Co.
Vet-O-Vitz Masonry Sys., Inc.
Vena Machinery
Versa-Lok Retaining Wall Sys.
Vestal Mfg. Co.
Viber-Kelley Company
Vortex Hydra SRL
VR Industries

Wall Firma, Inc.
Ward Equipment Sales, Inc.
Ward Tools
WASA GmbH
Watson Bowman Acme
Weathercap, Inc.
WEBTEC, Inc.
Welden Steam Generators, Inc.
West Materials, Inc.
Western Lime & Cement Co.
Western Mfg.
Whiteman Industries/Multiquip
Williams Products, Inc.
Woolford Engineering, Inc.

York Manufacturing Inc.

Zenith Equipment, Inc.

AM 9:18 AUG31'99

MASONRY EXPO
Las Vegas, Nevada
January 17-18, 2000

(For Office Use Only)
sq. ft. _____ amt. due $ _____
space assigned _____
deposit $ _____ date _____
payment $ _____ date _____
Accepted by: _____
(authorized Masonry Expo representative)

CONTRACT AND APPLICATION FOR EXHIBIT SPACE

We, PAVE TECH, the exhibitor, hereby apply for space at Masonry Expo scheduled to be held January 17-18, 2000 at the Las Vegas Convention Center in Las Vegas, Nevada.

Please reserve a total of 400 square feet of exhibit space with 20 ft. of frontage and 20 ft. of depth.

Location of Space: Concrete Masonry Pavilion _____ Paver/SRW Pavilion X

Please note who your customers are: _____

Choose 6 booths: 1st 705 2nd _____ 3rd _____ 4th _____ 5th _____ 6th _____

BOOTH RENTAL COST IS $19.50 PER SQUARE FOOT. 10% DISCOUNT FOR 500 SQUARE FEET OR LARGER. SPACE APPLICATION FEE OF 50% OF TOTAL FEE MUST ACCOMPANY THIS APPLICATION. AFTER OCTOBER 1, 1999, 100% OF TOTAL FEE MUST ACCOMPANY THIS APPLICATION.

Amount enclosed $ 3900 (U.S. Funds). Make check payable to Masonry EXPO. Balance is due no later than October 1, 1999.

Brief Description (25 words or less) of Company Products and/or Service For Listing in Convention Program: (PLEASE USE UPPER & LOWER CASE) PAVE EDGE PAVER EDGE RESTRAINT SYSTEM, PRCAST TOOLS + EQUIPMENT, PAVE CHEM CHEMICALS + ADHESIVES

Competitors: (List those you do not wish to be near) _____

Return all 3 parts of contract to Masonry Expo. This contract shall not be binding unless and until it is accepted and approved in writing by the signature of Masonry Expo's duly authorized representatives.

The rules and regulations on the reverse side hereof shall constitute part of this contract and the exhibitor agrees to abide and conform thereto.

Contact Name (print) BOB CRAMER
Exhibiting Firm PAVE TECH
Street Address PO BOX 576
City/State/Zip PRIOR LAKE, MN 55372
Country USA
Telephone # 612-226-6400
Fax # 612-226-6406
Signed _____
Title CUSTOMER SERVICE REP.

Product Listing (please indicate *all* that apply)

- ☐ Admixtures
- ☐ Aggregates
- ☒ Block Plant Equipment (other than Block Machines)
- ☐ Block and Paver Making Machines
- ☐ Boom Unloaders for the Block Industry
- ☐ Cement, Portland
- ☐ Colors and Pigments
- ☐ Computer Programs
- ☐ Concrete Brick Making Equip.
- ☐ Concrete Chemicals
- ☐ Concrete Lintel
- ☐ Control Joint Materials
- ☐ Controls Batching and Mixing
- ☐ Curing Systems
- ☐ Flashing Materials
- ☐ Insulation for Blocks
- ☐ Insulation for Cavity Walls
- ☐ Masonry Mortars
- ☐ Material Handling Systems for Bulk Goods
- ☐ Molds, Mold Parts for Block and Pavers
- ☐ Pallets
- ☒ Paver Installation Equipment & Products
- ☐ Plant Design
- ☒ Plant Equipment (other than Block Machines)
- ☐ Prefaced, Prefinished, Glass and Acoustical Masonry Units
- ☐ Retaining Wall Systems
- ☐ Sound Absorbing Block
- ☒ Truck Equipment for Handling Block
- ☐ Wall Making Machines
- ☐ Wall Reinforcing, Ties & Anchors
- ☐ Waterproofing Coatings, Membranes, Bonding Agents, Patching Mortars
- ☒ Other (be specific): PAVER CLEANERS, SEALERS, ADHESIVE

MASONRY EXPO, 2302 Horse Pen Road, Herndon, VA 20171
(703) 713-1900

PT 01472

EXPRESS MAIL EE715596787US
8-31-99

MASONRY EXPO
Las Vegas, Nevada
January 17-18, 2000

(For Office Use Only)
sq. ft. 400 amt. due $ 780
space assigned 705
deposit $ 3900.00 date 4/99
payment $ _____ date _____
Accepted by: _____
(authorized Masonry Expo representative)

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Please reserve a total of 400 square feet of exhibit space with 20 ft. of frontage and 20 ft. of depth.

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Please note who your customers are: _____

Choose 6 booths: 1st 705 2nd _____ 3rd _____ 4th _____ 5th _____ 6th _____

BOOTH RENTAL COST IS $19.50 PER SQUARE FOOT. 10% DISCOUNT FOR 500 SQUARE FEET OR LARGER. SPACE APPLICATION FEE OF 50% OF TOTAL FEE MUST ACCOMPANY THIS APPLICATION. AFTER OCTOBER 1, 1999, 100% OF TOTAL FEE MUST ACCOMPANY THIS APPLICATION.

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The rules and regulations on the reverse side hereof shall constitute part of this contract and the exhibitor agrees to abide and conform thereto.

Contact Name (print) BOB CRAMER
Exhibiting Firm PAVE TECH Street Address PO BOX 576
City/State/Zip PRIOR LAKE, MN 55372 Country USA
Telephone # 612-226-6400 Fax # 612-226-6406
Signed _____ Title CUSTOMER SERVICE REP.

Product Listing (please indicate *all* that apply)

- ☐ Admixtures
- ☐ Aggregates
- ☒ Block Plant Equipment (other than Block Machines)
- ☐ Block and Paver Making Machines
- ☐ Boom Unloaders for the Block Industry
- ☐ Cement, Portland
- ☐ Colors and Pigments
- ☐ Computer Programs
- ☐ Concrete Brick Making Equip.
- ☐ Concrete Chemicals
- ☐ Concrete Lintel
- ☐ Control Joint Materials
- ☐ Controls Batching and Mixing
- ☐ Curing Systems
- ☐ Flashing Materials
- ☐ Insulation for Blocks
- ☐ Insulation for Cavity Walls
- ☐ Masonry Mortars
- ☐ Material Handling Systems for Bulk Goods
- ☐ Molds, Mold Parts for Block and Pavers
- ☐ Pallets
- ☒ Paver Installation Equipment & Products
- ☐ Plant Design
- ☒ Plant Equipment (other than Block Machines)
- ☐ Prefaced, Prefinished, Glass and Acoustical Masonry Units
- ☐ Retaining Wall Systems
- ☐ Sound Absorbing Block
- ☒ Truck Equipment for Handling Block
- ☐ Wall Making Machines
- ☐ Wall Reinforcing, Ties & Anchors
- ☐ Waterproofing Coatings, Membranes, Bonding Agents, Patching Mortars
- ☒ Other (be specific): PAVER CLEANERS SEALERS ADHESIVE

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

STEPHEN R. JONES, PRESIDENT AND CO-OWNER AND F.R.C.P. 30(B)(6) WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 31

EXHIBIT
JONES
31
2/23/04 (09)

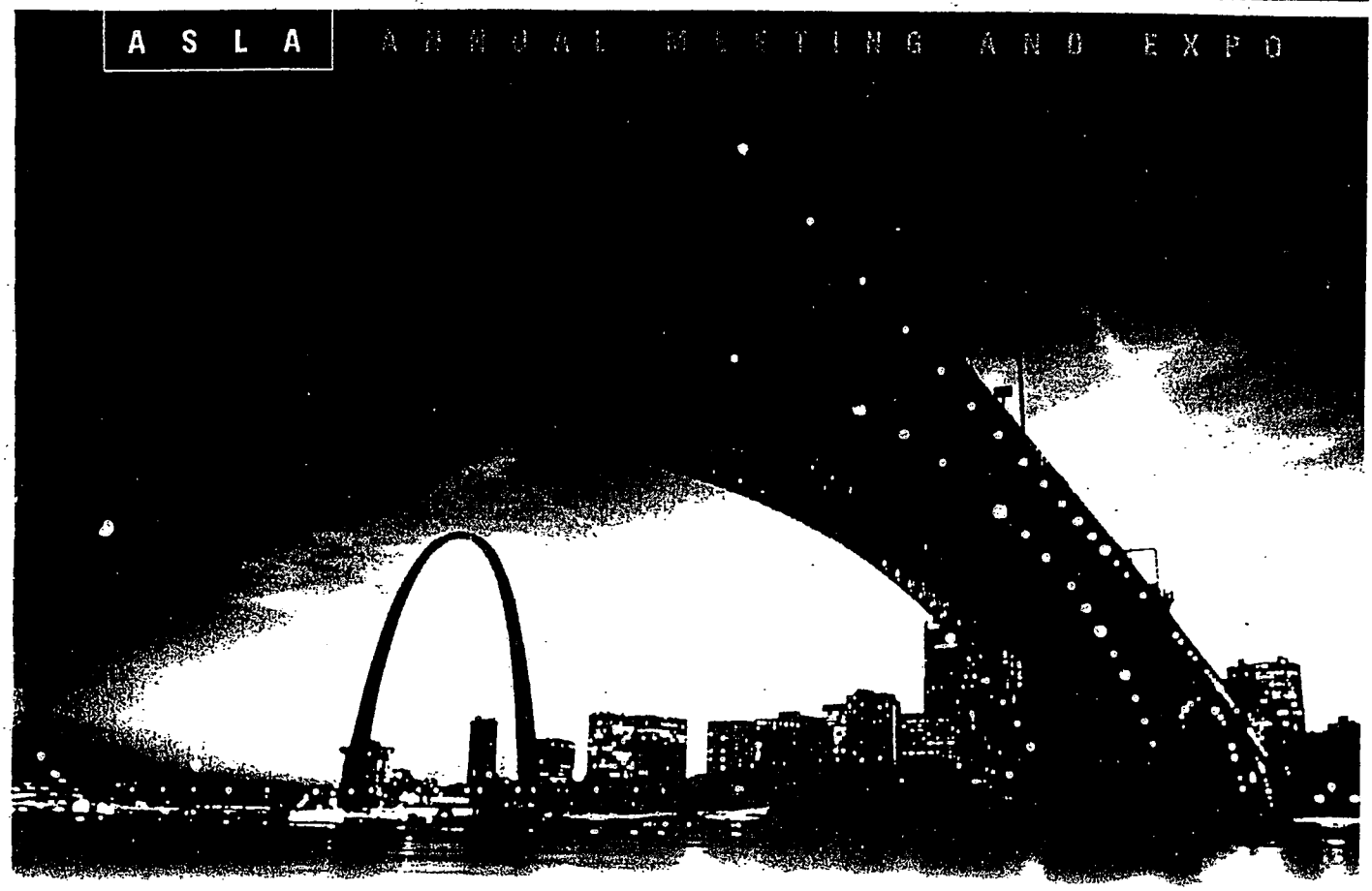
ASLA
2000

PT 03175

2000

2000

ASLA ANNUAL MEETING AND EXPO



GATEWAY TO DISCOVERY

CONFLUENCE OF ENVIRONMENT, HERITAGE, AND COMMUNITY

OCTOBER 27-31

AMERICA'S CENTER

ST. LOUIS, MISSOURI

PT 03191

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Fellows Investiture Dinner .....
Fellows Luncheon .....
Gateway Gala .....
Getting Involved Politically .....
Golf Tournament .....
Hotel Listings .....
HP-PIG Mobile Workshop .....
HP-PIG Reception .....
JobLink .....
LAF Benefit Dinner .....
LAF Summit II .....
LandTech .....
LARE Survival Review Sessions .....
Map .....
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Dear Colleagues,

As we enter the next millennium, the work of landscape architects and their design colleagues has never been more in demand. Through ASLA's public relations efforts – including the 100 Parks/100 Years program, Medallion Award program, the Millennium Grove project, and our activities on Capitol Hill – we are increasing recognition and understanding by legislators and the public of the value of landscape architecture. There has clearly never been a better time to be involved in landscape architecture.

The 2000 ASLA Annual Meeting & EXPO is a time for us to gather and appreciate the significant accomplishments of the past and explore the possibilities of the future. The meeting focuses on the processes, techniques, personalities and projects that make up the vitality and enthusiasm of the landscape architecture profession. The meeting theme, "Gateway to Discovery: Confluence of Environment, Heritage, and Community," reflects St. Louis' heritage as the "gateway to the west" as well as its position at the confluence of the Mississippi and Missouri Rivers.

In keeping with the spirit of Lewis and Clark's Corps of Discovery, the ASLA Executive Committee and Board of Trustees would like to unveil for you a number of new and dynamic expeditions on which it has embarked, including the expanded use of the Internet to advance ASLA's efforts in public affairs, student recruitment, and member services.

This year's education sessions will focus on seven tracks: construction technology; history/historic preservation; parks recreation/greenway/byway planning; practice management; regional/rural landscape planning; urban/community design; and LandTech, a special series involving cutting-edge technology. New to this Annual Meeting will be a compliment of engaging Workshops where participants can share ideas and experiences in an interactive, educational setting. Peer reviewed, these sessions offer valuable information for all practice types and all skill levels.

In addition to the education sessions, the annual meeting provides many opportunities – professional interest group meetings, gala, and alumni reunion to name a few – to see old colleagues, establish business professional contacts, and make new friends.

ASLA's EXPO Hall will once again showcase hundreds of new products and services from the profession's leading manufacturers and suppliers – all in one place at one time. With more than 500 booths, this is a tremendous opportunity for you to ask questions and compare products.

Please join us in St. Louis and celebrate the profession of landscape architecture with your colleagues. Mark your calendar now for October 27-31 at the America's Center. I look forward to seeing you there!

Sincerely,

Janice Cervelli Schach

Janice Cervelli Schach, FASLA

President

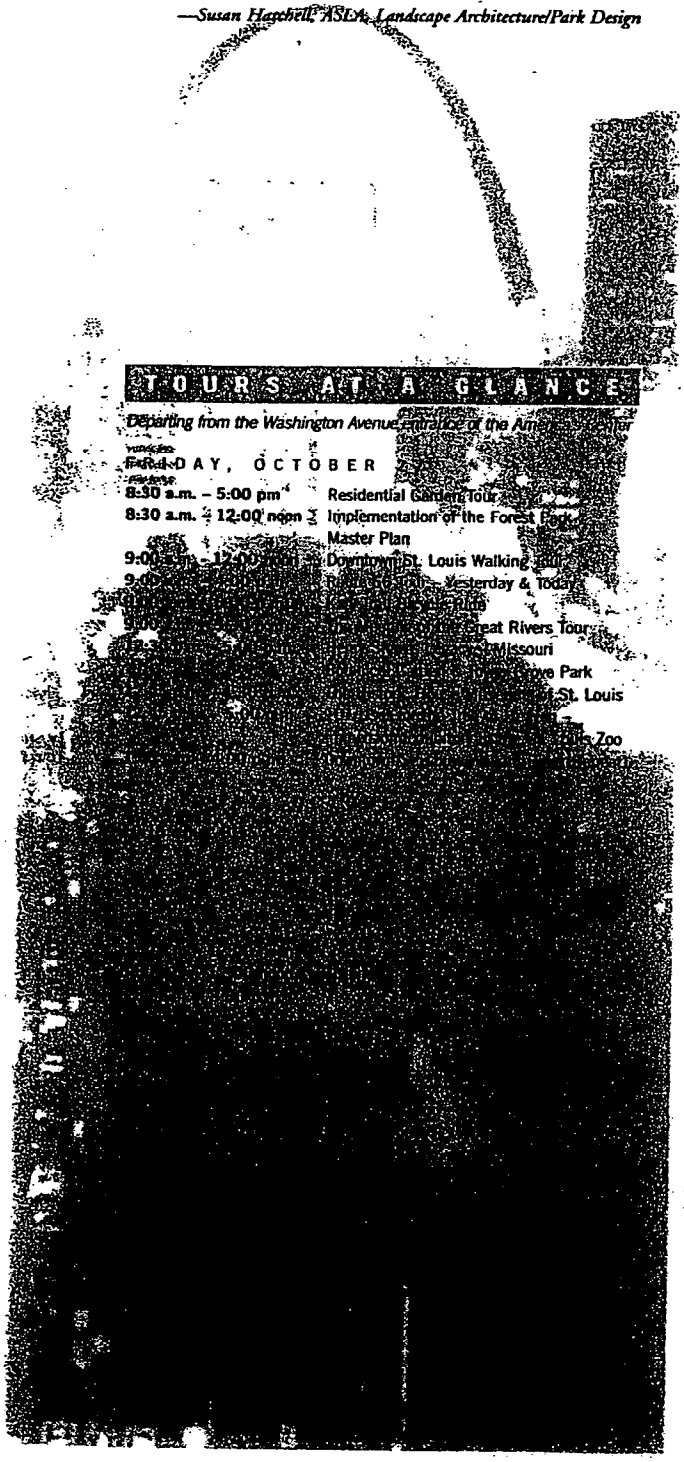
P.S. Don't miss the early bird deadline, August 28!

PT 03192

I have gone to 14 of the past 15 ASLA Meetings. I attend the ASLA Annual Meeting because it is a great opportunity to see a new city, see what is going on in the profession, see all my old friends, and make some new ones.

The greatest value to me is the network of friends and colleagues I have established over the years. I wouldn't want to miss the chance to see everyone! It has helped my business because I have all sorts of contacts -- all across the country.

—Susan Hatchell, ASLA, Landscape Architecture/Park Design



TOURS AT A GLANCE

Departing from the Washington Avenue entrance of the Am[illegible]

FRIDAY, OCTOBER [illegible]

8:30 a.m. – 5:00 pm — Residential Garden Tour
8:30 a.m. – 12:00 noon — Implementation of the Forest Park Master Plan
9:00 a.m. – 12:00 noon — Downtown St. Louis Walking Tour
9:00 [illegible] — Yesterday & Today
[illegible] — Great Rivers Tour: Missouri
[illegible] — Tower Park
[illegible] — St. Louis
[illegible] — Zoo

SCHEDULE AT A GLANCE

FRIDAY, OCTOBER 26

4:00 p.m – 7:00 p.m. Registration Open
4:00 p.m – 7:00 p.m. Conference Information Open

SATURDAY, OCTOBER 27

7:30 a.m. – 5:00 p.m. Registration Open
7:30 a.m. – 5:00 p.m. Conference Information Open
7:30 a.m. – 5:00 p.m. Bookstore Open
8:00 a.m. – 5:00 p.m. Therapeutic Gardens Workshop
8:30 a.m. – 5:00 p.m. Tours
8:30 a.m. – 5:00 p.m. HP-PIG Mobile Workshop
8:30 a.m. – 5:00 p.m. LARE Survival Review Session for Providers
8:30 a.m. – 5:00 p.m. LARE Survival Review Session for Candidates
6:30 p.m. – 10:00 p.m. LAF Benefit Dinner
8:00 p.m. – 11:00 p.m. Alumni Reunion

SUNDAY, OCTOBER 28

7:30 a.m. – 6:30 p.m. Registration Open
7:30 a.m. – 6:30 p.m. Conference Information Open
7:30 a.m. – 7:00 p.m. Bookstore Open
8:30 a.m. – 10:00 a.m. Opening General Session
10:00 a.m. – 6:30 p.m. JobLink Open
10:15 a.m. – 11:45 a.m. Education Sessions
10:30 a.m. – 3:00 p.m. Getting Involved Politically
12:00 noon – 1:30 p.m. Professional Interest Group Luncheon
12:00 noon – 1:30 p.m. Student General Assembly Luncheon
1:45 p.m. – 3:15 p.m. Education Sessions
3:30 p.m. – 6:30 p.m. EXPO Hall Grand Opening Reception
6:30 a.m. – 8:30 p.m. HP-PIG Reception
7:00 p.m. – 11:00 p.m. Fellows Investiture Reception/Dinner

MONDAY, OCTOBER 29

7:30 a.m. – 6:30 p.m. Registration Open
7:30 a.m. – 6:30 p.m. Conference Information Open
7:30 a.m. – 7:00 p.m. Bookstore Open
8:30 a.m. – 9:30 a.m. LAF Summit II
9:30 a.m. – 11:45 a.m. JobLink Open
9:45 a.m. – 11:15 a.m. Education Sessions
11:00 a.m. – 12:30 p.m. Profession Interest Group Meetings (8 of 15)
11:00 a.m. – 3:00 p.m. EXPO Hall Open
11:45 a.m. – 1:30 p.m. Fellows Business Meeting & Luncheon
1:00 p.m. – 2:30 p.m. Professional Interest Group Meetings (7 of 15)
1:15 p.m. – 5:00 p.m. JobLink Open
2:45 p.m. – 4:15 p.m. Education Sessions
4:30 p.m. – 6:00 p.m. Education Sessions
7:00 p.m. – 10:00 p.m. Gateway Gala

MONDAY, OCTOBER 30

7:30 a.m. – 3:30 p.m. Registration Open
7:30 a.m. – 5:00 p.m. Conference Information Open
7:30 a.m. – 5:30 p.m. Bookstore Open
8:30 a.m. – 10:00 a.m. Education Sessions
8:30 a.m. – 5:00 p.m. JobLink Open
10:00 a.m. – 2:00 p.m. EXPO Hall Open
1:45 p.m. – 3:15 p.m. Education Sessions
3:30 p.m. – 5:00 p.m. Closing General Session
7:00 p.m. – 11:00 p.m. Closing Banquet

TUESDAY, OCTOBER 31

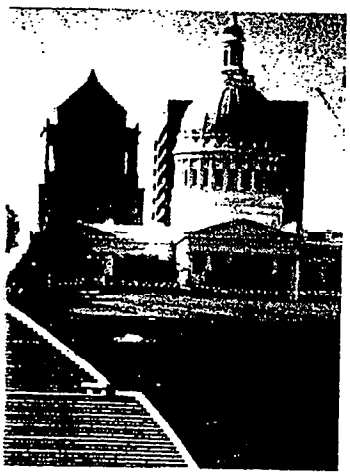
7:15 a.m. – 4:00 p.m. Golf Tournament
8:30 a.m. – 8:00 p.m. Tours

PT 03193

Don't Miss Early-Bird Deadline August 28th!

GATEWAY TO
CONFLUENCE OF ENV
AND CC

This meeting will provide an outstanding opportunity to experience a range of innovations that define the future practice of landscape architecture. The theme, "Gateway to Discovery: Confluence of Environment, Heritage, and Community" reflects St. Louis' heritage as the "Gateway to the West" as well as its position at the confluence of the Mississippi and Missouri Rivers. This annual meeting is a time for landscape architects to appreciate the significant accomplishments of the past and ponder the expanding possibilities of the future. The meeting will explore the processes, techniques, personalities, and projects that contribute to the continued vigor and excitement of the profession.



THE PROGRAM

This year's education sessions will focus on eight tracks: construction technology; history/historic preservation; parks recreation / greenway/byway planning; practice management; regional/rural landscape planning; urban/community design; workshops; and LandTech; a special series involving cutting-edge technology. The meeting theme of environment, heritage, and community will be interwoven into all of the tracks. Attendees from all practice types – private, public, academic, design/build – are sure to find education sessions important for their professional success.

ST. LOUIS

St. Louis, the starting point of the historic Lewis and Clark Expedition to the West, has evolved into a vibrant, friendly metropolis in the heartland of America. It has a look that is all its own in America today: red brick, cobblestone streets, terra cotta friezes and stained glass. The magnificent Gateway Arch — opened in 1965 as a memorial to Thomas Jefferson's dream of a continental United States — stands as a 630-foot-tall reminder of early St. Louis' status as the nation's western gateway. In Forest Park - recently named one of the top ten urban parks in the nation — the Saint Louis Art Museum sits high atop Art Hill, taking its place as one of the area's cultural crown jewels. At Laumeier Sculpture Park, modern art dots peaceful, rolling acreage. And at the Missouri Botanical Garden, visitors stroll the country's largest authentic Japanese garden and learn about rain forest preservation in the geodesic dome of the Climatron greenhouse. St. Louis is alive with activity from its world-class zoo to a spectrum of live entertainment. Don't miss the quiet days in beautiful parks and lively nights at elegant theatres, scenic tours, and memorable encounters with history. See tour descriptions on Friday and Tuesday for additional information on sites in and around St. Louis.

OTHER ATTRACTIONS INCLUDE

once the busiest passenger rail terminal in the nation, the massive train shed has been turned into a festival marketplace filled with more than 100 shops, restaurants and a peaceful lake.

ST. LOUIS IS ALIVE WITH ACTIVITY FROM ITS WORLD-CLASS ZOO TO A SPECTRUM OF LIVE ENTERTAINMENT

PT 03194

DISCOVERY:

RONMENT, HERITAGE,
MUNITY

Laclede's Landing — nine blocks of cobblestone streets and old brick warehouses that serve as St. Louis' hottest nightclub district.

Historic Anheuser-Busch Brewhouse — A guided visit features the Budweiser Clydesdale stables where the famous giant horses are pampered in a stained-glass, chandelier-accented home fit for the King of Beers.

Katy Trail — this 200 mile trail running parallel to the Missouri River, was once the rail bed of the Missouri-Kansas-Texas line and traverses through old German settlements and charming wine country.

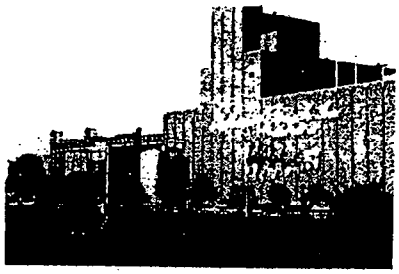
University City Loop — sidewalks connecting the ethnic restaurants, chic art galleries, and eclectic shops are embedded with brass stars that honor famous St. Louisans.

IN-DEPTH EXPO

With more than 500 booths, the ASLA EXPO showcases hundreds of new products and services from the industry's leading manufacturers and suppliers – all in one place at one time. Don't miss out on this opportunity for one-stop shopping! See pages 19-23.

UNPARALLELED NETWORKING OPPORTUNITIES

The ASLA annual meeting is the perfect place to make new business contacts and network with your colleagues. During the education sessions, the EXPO, tours, and social events you'll have the opportunity to see old friends, re-establish existing business relationships, and create new professional contacts.



BREATHTAKING TOURS

Make the most of your stay in St. Louis by taking advantage of the many tours in and around the city. The local chapter created these tours with landscape architects in mind—so they are both enjoyable and educational. See descriptions on Friday (p. 8-11) and Tuesday (p. 42-43) for complete details.

PROCEEDINGS

Member, nonmember, and student registrants will receive a copy of the 2000 Annual Meeting Proceedings. Edited and peer-reviewed, the proceedings contains important information from the education sessions, including a summary and contact names.

LANDTECH

LandTech is a structured two-part technical forum designed to inform and enlighten landscape architects about cutting edge technology and to provide the opportunity to get up close and personal with the latest software. It is an outstanding opportunity to showcase a range of technological innovations that define the future practice of landscape architecture. Formal classroom presentations will be given as part of the regular education session program. A listing of programs to be presented can be found at www.asla.org and in the on-site brochure. Informal hands-on workshops will also be given at the LandTech Pavilion on the EXPO floor.

FUN-FILLED SPECIAL EVENTS

ASLA has put together many events where you'll be able to meet with others who have similar interests, reunite with former classmates and colleagues, and just have fun!

FRIDAY

SATURDAY

SUNDAY

MONDAY

TUESDAY

PT 03195

EDUCATION
PROGRAM SCHEDU

- Construction Technology
- History/Historic Preservation
- Parks Recreation/Greenway/Byway Planning
- Practice Management
- Regional/Rural Landscape Planning
- Urban/Community Design
- Workshops
- Landtech

- Private
- Public
- Academic
- Student

FRIDAY (PRE-MEETING WORKSHOPS)
OCTOBER 27, 2000
8:30 A.M. – 5:00 P.M.

LARE Survival Review Session for Candidates	OD1
LARE Survival for Review Session Providers	OD2

SATURDAY
OCTOBER 28, 2000
10:15 A.M. – 11:45 A.M.

Play Area Accessibility Construction Technology	1A1
Preservation 101: An Introduction to Cultural Landscape Planning, Treatment, and Maintenance	1B1
Designing Groundwater Recharge Facilities for Urban Wildlife Habitat, Recreation and Education	1C1
Strategic Planning for Small Firms	1D1
Context Sensitive Design in Transportation	1E1
New Towns and New Urbanism – Critique from a Landscape Perspective	1F1
Gender Smart: Improving Workplace Communication Between Men and Women	1G1
Digital Charette: Expanding Public Participation through Interactive Digital Media (10:15-10:55 a.m.)	LT1
GIS Applications in the Modern Practice of Landscape Architecture (11:05 -11:45 a.m.)	LT2

SATURDAY
OCTOBER 28, 2000
1:45 P.M. – 3:15 P.M.

Construction Site Erosion Control	2A1
Preserving Modern Landscape Architecture	
The Forest Park Master Plan	2C1
LARE Survival and Mentoring Programs	2D1
Reconnecting People to Rivers: City Designs that Work, Issues to Consider	2E1
Schoolyard Gardens: Aid for America's Youth	F1
Chouteau Island Charrette	2G1
Using Citygreen Software to Quantify the Environmental Benefits of Urban Forests (1:45-2:25 p.m.)	LT3
ESRI Modelbuilder (2:35-3:15 p.m.)	LT4

SUNDAY
OCTOBER 29, 2000
9:45 A.M. – 11:15 A.M.

New Tree Planting Standards: AIA Graphic Standards for Tree Planting and Beyond	3A1
Deception and Authenticity in Landscape Restoration	3B1
Greenways: Moving Beyond Trails and Open Space	3C1
The Fiscal Physical: Seven Steps to Fiscal Fitness	3D1
Process vs. Form in Restoration of Rivers and Streams	3E1
Traffic Calming: Goal and Means	3F1
Speaking Up for Downtown: The Effective Use of Public Participation in Downtown Revitalization	3G1
Designing Computing for the Real World (9:45-10:25 a.m.)	LT5
Moving Bits Around: How to Effectively Work With Digital Files in the Office (10:35-11:15 a.m.)	LT6

PT 03196

SESSIONS AT A GLANCE

SUNDAY

New Esthetics with an Ecological Approach	4A1	
L'Enfant or Banneker: Who Should Get Credit for the Design of Washington, DC?	4B1	
Park Expectations: The Upper Mississippi River in Minneapolis	4C1	
Customizing Computer Technology to Individual Landscape Architectural Practices	4D1	
The Role of the Heritage and Environment in Reshaping a Native American Community	4E1	■
Aesthetics, Community Character and the Law	4F1	●
You Are Your Own Best Commercial Part I Media Training Workshop	4G1	▲
Beyond Plan View: 3D Modeling and Animation in Design (2:45-3:25 p.m.)	LT7	⬬
Practical DFM's: Working Digital Terrain Models (3:35-4:15 p.m.)	LT8	⬬

SUNDAY

OCTOBER 29, 2000

5:30 P.M. - 6:00 P.M.

Suitability Assessment of Bioengineering Techniques for Landscape Architectural Projects	5A1	
Storytelling: Teaching a Conservation Land Ethic and Preserving Our Cultural and Historical Landscapes	5B1	
Northeast Ohio's Emerging Trail and Greenway System	5C1	
Practices in Perpetuity: Will the Next Generation Lead and Survive?	5D1	
Landscape Architecture and its Role in Land Trusts or Non-Profit Conservation Organizations – Defining a Grassroots Advocacy for Land Protection in Growth Impacted Environments	5E1	■
Landmarking American Riversides and Harbor Edges	5F1	●
You are Your Own Best Commercial Part II	5G1	▲ □ ○ △ ⬭
Digital Landscape Visualization: Progress and Prospects (4:30-5:10 p.m.)	LT9	⬬ □ ○ △ ⬭
Computer Aided Design and Virtual Modeling (5:20-6:00 p.m.)	LT10	⬬ □ ○ △ ⬭

MONDAY

OCTOBER 30, 2000 8:30 A.M. - 9:00 A.M.

Getting it Built: Leadership Opportunities for Landscape Architects Through Stormwater Management	6A1	
Landscape Architecture and Vernacular Landscapes: Documentation, Management and Treatment	6B1	
Bikeway Planning and Design	6C1	
Education and the Merging of Disciplines: A Case Study	6D1	
Planning Design and Management for Wildlife Habitat	6E1	■
Creating Therapeutic Gardens for Individuals with Alzheimer's Disease	6F1	●
Time and Stress Management + Secrets to Success	6G1	▲
Combining FHWA and USDA Design Methodologies: A More Accurate, Computerized Approach for the use of Vegetation in Erosion Control (8:30-9:10 a.m.)	LT11	⬬
Golf Course Design and Visualization (9:20-10:00 a.m.)	LT12	⬬

MONDAY

OCTOBER 30, 2000

1:45 P.M. - 3:15 P.M.

Tree Species Selection, Design and Management to Improve Air Quality	7A1	▣ □ ○
The Mineral Springs of Virginia: Virginia's Lost Landscape	7B1	◍ □ ○ △
Plan to Play: Emerging Sports Turf Technologies	7C1	▲ □ ○
Developing the Creative Edge	7D1	◍ □ ○ △ ○
Rural Landscapes: Assessing the Effectiveness of Various Land Protection Strategies	7E1	■ □ ○
EC 101: New Frontiers In The European Community For American Landscape Architects	7F1	● □ ○ △
Growing the Knowledge Base of Landscape Architecture: A Look Toward the New Millennium	7G1	▲ ○ △
The Utilization of Interactive Multimedia in Landscape Architecture Practice (1:45-2:25 p.m.)	LT13	⬬ □ ○ △ ○
Multimedia for Professional Offices (2:35-3:15 p.m.)	LT14	⬬ □ ○ △ ○

PT 03197

F·R·I·D·A·Y

THERAPEUTIC GARDENS FORUM
8:00A.M.- 5:00P.M.
MISSOURI BOTANICAL GARDEN

The ASLA Therapeutic Garden Professional Interest Group will hold the second annual Forum, "Therapeutic Gardens: From Theory to Implementation," at the beautiful Missouri Botanical Garden in St. Louis. This event will bring together academicians and practitioners to present and discuss the role therapeutic gardens play in enriching people's lives. Presenting the research and benefits of therapeutic gardens will include Roger Ulrich (Texas A&M University), Joanne Westphal (Michigan State University), Jean Kavanagh (Texas Tech University), horticultural therapist Patricia Owen, children's therapeutic playground designer Sonja Johansson, and landscape designer Dennis Winters. The Certificates of attendance will be provided." Buses will depart from the Washington Avenue entrance of the America's Center promptly at 8:00am.

$40 per person. Fee includes handouts and bus transportation. Lunch not included but will be available on your own at the botanical garden. Tickets will be collected as you board the bus. Space is limited. Please register in advance.

HISTORIC PRESERVATION
PROFESSIONAL INTEREST GROUP
MOBILE WORKSHOP
8:30 A.M. - 5:00 P.M.

Join fellow members and preservation colleagues at the Historic Preservation Professional Interest Group (HP-PIG) Mobile Workshop, which this year highlights three wonderful types of historic landscapes in St. Louis, and their preservation work: a modern-designed landscape, 19th-century urban neighborhoods, and a Victorian park landscape. Beginning in the modern landscape of the St. Louis Arch and Jefferson National Expansion Memorial, Gina Bellavia, author of the Cultural Landscape Report for the landscape, will discuss the Dan Kiley and Eero Saarinen design, and the identification, analysis and preservation of modern landscapes. Soulard and Benton Park, two in-town historic neighborhoods, are featured at the second stop, where St. Louis City cultural resources staff will discuss the history of their development, and mechanisms used in their preservation. The final stop is at the circa-1868, 289-acre Tower

Grove Park, an elegant Victorian walking-park, and just one of four urban parks in the United States designated a National Historic Landmark. Director John Karel will describe the park's history and development, along with the implications of NHL status for landscape preservation.

$35 per person. Fee includes handouts and bus transportation. Lunch on own. Tickets will be collected. Tour will depart from the Washington Avenue entrance of the America's Center promptly at 8:30am. Workshop Leaders are Cari Goetcheus, ASLA, Co-Chair and Susan Dolan, ASLA, Past-Chair. Guest Speakers Gina Bellavia, Historical Landscape Architect, Olmsted Center for Landscape Preservation, National Park Service, Jan Cameron, St. Louis City Cultural Resources staff, John Karel, Director, Tower Grove Park.

LARE WORKSHOPS
8:30 A.M.-5:00 P.M.
ADAM'S MARK HOTEL

Code: OD1 LARE SURVIVAL REVIEW SESSION FOR CANDIDATES

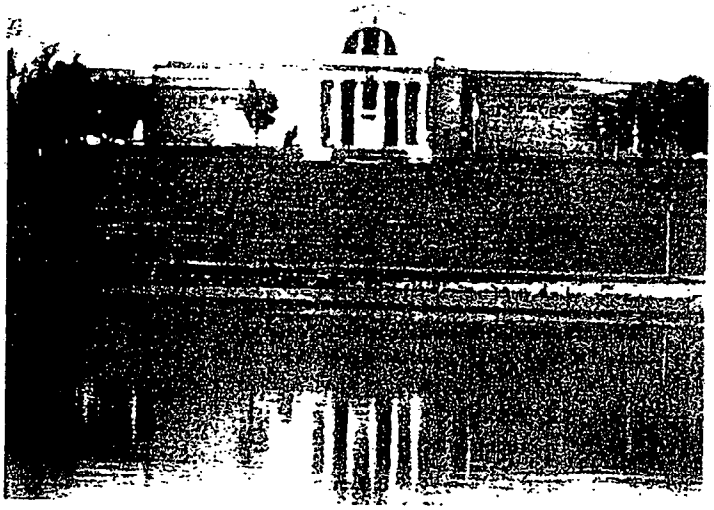
This workshop will give candidates an opportunity to take the most difficult sections of the LARE under simulated exam conditions, with feedback to identify each candidate's strengths and weaknesses. This review session was developed as a national model with input from exam candidates and review session instructors from all over the country, and enrollment will be limited to insure plenty of one-on-one assistance. Members of the ASLA LARE Preparation Committee, who wrote the book *LARE: A Guide to Professional Development* (ASLA Press, 1999) and guest instructors will give candidates step-by-step strategies for exam success. Participants will be expected to bring their own simple kit of drafting equipment and a calculator. Performance problems and handouts will be provided. Don't miss this chance to get the best expert coaching available!

Learning Outcomes:

1. Candidates will receive an overview of the objective and performance sections of the LARE, their basis in the CLARB Task Analysis and the evaluation criteria for each session
2. Candidates will receive instruction in stress reduction techniques, the examination and evaluation environments and studying tips and resources.
3. Candidates will take practice performance problems and receive performance evaluation and feedback in a method that simulates the examination environment.

The LARE Preparation Committee began as an ASLA Task Force in 1996 to study the need for providing up-to-date and consistent information about the Landscape Architecture Registration Examination (LARE). As a standing committee, this group of review session providers, exam graders, and CLARB advisors has the mission to provide information through its book, *LARE: A Guide to Professional Development* (ASLA Press, 1999), to provide updated information in a collaborative presentation with CLARB at ASLA Annual Meetings, and to train review session providers as part of the ASLA Continuing Education Program.

$100 per person. Fee includes two breaks and handouts. Lunch on own. Space is limited; pre-registion is required. Tickets will be collected.



Code: OD2 LARE SURVIVAL REVIEW SESSION FOR PROVIDERS

Since the UNE was revamped to become the LARE, state chapters and schools have had a difficult time keeping up with the frequent changes to the LARE for their review sessions. This workshop is intended to resurrect review sessions in each state or cooperative region where they have been abandoned, and to refresh existing review sessions with the latest information from CLARB, the ASLA Continuing Education Program, and the ASLA LARE Preparation Committee. State chapters and university programs should identify people who, with training from the ASLA, can manage review sessions as a service to entry-level practitioners and to support licensure efforts. Contact your ASLA state chapter president if you are interested in being sponsored to attend this important information-packed workshop! Sponsorship is not required, but this is an opportunity for chapters to coordinate their own or regional review sessions. Anyone committed to providing the best and most accurate information to LARE candidates should attend to get the training from members of the LARE Preparation Committee, and to observe the concurrent LARE Review Session.

LEARNING OUTCOMES:

1. State chapters that currently provide review sessions will send their instructors for up-to-date and uniformly accurate information about the exam and the ASLA Continuing Education quality standards.
2. LARE Preparation Committee members will form relationships with providers who can contribute to the committee's efforts.
3. Attendees will be trained in the administration of the LARE Review Sessions to meet the LARE Preparation Committee's goal to discourage misinformation and lower quality review sessions, and to coordinate all ASLA chapter review sessions under the ASLA Continuing Education Program quality standards.

The LARE Preparation Committee began as an ASLA Task Force in 1996 to study the need for providing up-to-date and consistent information about the Landscape Architecture Registration Examination (LARE). As a standing committee, this group of review session providers, exam graders, and CLARB advisors has the mission to provide information through its book, *LARE: A Guide to Professional Development* (ASLA Press, 1999), to provide updated information in a collaborative presentation with CLARB at ASLA Annual Meetings, and Continuing Education Program.

$100 per person. Fee includes two breaks and handouts. Lunch on own. Space is limited; pre-registion is required. Tickets will be collected.

TOURS

All tours leave from America's Center, Washington Avenue entrance. Space is extremely limited; please register early. Tickets will be collected.

Code: T01 RESIDENTIAL GARDEN TOUR

8:30 a.m. – 5:00 p.m.

The central suburbs of St. Louis have some of the nations most expensive and opulent residences. Experience brilliant fall colors in the garden of these private estates and houses. Lots sizes vary from less than 1/4 acre to more than 5 acres. Gardens will feature expansive lawns, swimming pools and spas, fountains, gazebos, Koi ponds, woodland, perennial and rose gardens, elegant green houses and conservatories. Though most gardens are in private subdivisions they rival many public institutions. Each tour will feature different gardens.

$50 per person. Fee includes handouts, bus transportation, lunch and morning and afternoon snack. Tour led by Tom Saunders, ASLA, Saunders & Associates, Inc., and Michael Flad, ASLA St. Louis County Parks.

Code: T02 IMPLEMENTATION OF THE FOREST PARK MASTER PLAN

8:30 a.m. – 12:00 Noon

With national significance and over 12 million annual visitors, the 1293-acre Forest Park is one of St. Louis' most unique and treasured resources. It is home to St. Louis' major cultural institutions, special events, recreation activities, and some of the regions' oldest forested areas. This tour will showcase the 1995 Forest Park Master Plan and the resultant phase one improvements -- the $86 million "RIVER RETURNS PROJECT" -- scheduled to be complete by 2004.

The tour will begin with an orientation drive through the park and highlighting its major facilities and landscapes together with a brief history of the Forest Park Master Plan as well as the techniques and programs being used in its implementation. Thereafter, the tour will walk the 1.5-mile River Returns project discussing the key design features and viewing the project in various stages of construction. Key landscapes to be viewed and discussed include the new Steinberg savannah with boardwalks and stone bridges; Deer Lake wet meadow; Pagoda Circle and Missouri History Museum addition; and Grand Basin and Post Dispatch Lake.

$25 per person. Fee includes handouts and bus transportation. Lunch will be on your own at the zoo. Tour leaders are Austin Tao, ASLA, Austin Tao and Associates, Inc. John Hoal, Washington University.

Code: T03 DOWNTOWN ST. LOUIS WALKING TOUR

9:00 a.m - 12:00 noon

Wear your walking shoes for a fall stroll through the historic heart of the Gateway City! You'll depart from the convention center and begin heading to the banks of the Mighty Mississippi at the foot of Laclede's Landing at the 1874 Eads Bridge, and finish with a return ride on the MetroLink, St. Louis' 21st century mass transit system. Highlights will include: the Jefferson Expansion Memorial

LA BOOKSTORE

AMERICA'S CENTER

Expand your professional library at the LA Bookstore. All annual meeting registrants are eligible for special member prices. Open throughout the meeting, the LA Bookstore contains more than 350 of both the new and classic titles on landscape architecture, planning, garden design, environmental issues and much more. From accessibility to zoo design, the LA Bookstore has books on almost every type of project that comes across your desk.

Start your holiday shopping early! Browse between sessions, meet authors at book signings and visit the special sale table for some real bargains. Carry your books home, or use our mail order service to ship books anywhere in the world!

HOURS

Friday
7:30 a.m. – 5:00 p.m.
Saturday
7:30 a.m. – 7:00 p.m.
Sunday
7:30 a.m. – 7:00 p.m.
Monday
7:30 a.m. – 5:30 p.m.

PT 03200

grounds and the Gateway Arch (1965); the Old Cathedral (1834); the Old Courthouse (1839-1862), site of the Dred Scott Decision; the Wainwright Building (1890-92) by Adler & Sullivan; Kiener Plaza; Union Station (1894); and the "Meeting of the Waters" fountain (1940) by Carl Milles. The tour is approximately 3.5 miles and will end at Union Station, where everyone will have the opportunity to purchase a meal or snack at the Station's food court. Participants will return to the convention center upon the Metrolink Light Rail System. Wear comfortable shoes and a jacket or sweater appropriate to the season.

$10 per person. Fee includes handouts and any metrolink token needed. Tour organizer is Rick Kacenski, ASLA, the HOK Planning Group.

Code: T04 ROUTE 66 TOUR - YESTERDAY & TODAY

9:00 a.m – 4:00 p.m.

Get your kicks on Route 66 or see, smell and touch the evolution of Route 66 to Interstate Highway 44. This tour comprises both natural and formal landscapes along this 24-mile corridor. The tour will feature a nature center, corporate campus, an arboretum, the Route 66 State Park (developed over the former community of Times Beach where dioxin tainted soil was reclaimed for use as a park), and remnants of the original Route 66 still in use. This part of Metro St. Louis has taken its historical connections and presented them under the contemporary moniker: the Henry Shaw Ozark Corridor.

$45 per person. Fee includes handouts, bus transportation, a box lunch and afternoon snack. Tour led by John Bell, ASLA, Henry Shaw Ozark Corridor Foundation.

Code: T05 KATY TRAIL BICYCLE RIDE

9:00 a.m. – 5:00 p.m.

Ride a section of Missouri's KATY Trail State Park, which is America's longest rails-to-trails project. An overview of the development of the trail will be provided in transit to the site. Part of the Lewis & Clark Trail, the route follows the Missouri River along rock bluffs, past cultivated fields and through quaint towns that have found new commercial opportunities growing from the trail. The late October fall colors should be stunning and bikes will be provided as part of the tour for an approximately 23-mile ride. A box lunch and refreshments will be provided, after which participants can finish the ride or climb on-board the bus. The tour will end at a Missouri Winery where refreshments and snacks will be available for purchase.

$50 per person. Fee includes handouts, bus transportation,

bicycle rental, morning snack and a box lunch. Tour led by Jill Spaid, ASLA, Spaid Associates.

Code: T06 THE MEETING OF THE GREAT RIVERS TOUR

9:00 a.m. – 5:30 p.m.

Departing downtown St. Louis, you will journey to where the Mississippi, Missouri and Illinois rivers converge in one of the most spectacular river corridors in the world. The first stop is at the historic departure site of the Lewis and Clark Expedition, followed by the Melvin Price Lock and Dam 26. Upstream two miles is the Clark Bridge, an artistic statement that dominates the landscape and is the subject of an award winning PBS documentary on the construction of this modern marvel of engineering. As a result of these billion dollar public works projects, the City of Alton, Illinois, regained their riverfront and the river's charm over the community. Here you will witness the transformation in progress, experience the river, view the marina or try your luck at the Alton Belle Casino. After lunch in Alton you will tour the COE's Riverland project, created as a part of the Lock & Dam construction project, and one of the largest environmental restoration projects in the Midwest. The Great River Road will take you to Pere Marquette State Park and along the way you will see why this area has been designated the Meeting of the Great Rivers National Scenic Byway. At Pere Marquette State Park the visitor center will provide insight to the great rivers mysteries as well as a lesson in natural history. Upon your return to downtown St. Louis you will have a greater understanding and appreciation for the term "meeting of the great rivers."

10

$50 per person. Fee includes handouts, bus transportation, lunch and afternoon snack. Tour led by Wayne Freeman, Executive Director, Great Rivers Land Trust; Daniel Bockert, ASLA, Parsons Harland Bartholomew & Associates, Inc.

F

Code: T07 HENRY SHAW'S LEGACY - MISSOURI BOTANICAL GARDEN & TOWER GROVE PARK

R

12:30 p.m. - 5:00 p.m.

I

Visit two treasures left to St. Louis by Henry Shaw over a hundred years ago. The first stop will be Tower Grove Park, considered the finest surviving example of the Victorian pleasure garden/park in the "gardenesque" style, where the 260-acre park includes four principal "carriage" entrances, historic palm house, music stand and nine historic pavilions depicting architecture from around the world. (For more information, log onto http://stlouis.missouri.org/parks/tower-grove). The next stop is the Missouri Botanical Garden, the oldest public botanical garden in the nation. Founded in 1859, the 79-acre Garden is an urban oasis, located only 6-miles from downtown. The tour will include an overview walking tour of the garden highlighting the Ridgeway Center; Climatron; Japanese Garden; Kemper Center for Home Gardening; Chinese Garden; English Woodlands Garden; Victorian Gardens; Rose Gardens; and Tower Grove House, Henry Shaw's historic home. "Seiwa-En," the 14-acre Japanese Garden considered by many to be the finest outside Japan, includes waterfalls, streams, and four-acre lake, which embody a strong sense of Oriental symbolism and philosophy. The Kemper Center for Home Gardening overlooks twenty-three distinct residential demonstration gardens and provides stimulating examples for home gardeners. After the overview tour, you will be free to explore the garden yourself or partake in a smaller detail tour of the Japanese Garden, English Woodland Garden or Victorian Garden. (More info at www.mobot.org)

D

A

Y

$35 per person. Fee includes handouts, admission fees, bus transportation, and afternoon snack. Tour is coordinated by Noel Fehr, ASLA, Parsons, Harland, Bartholomew & Associates, Inc.

Code: T08 THE HISTORIC HOUSE MUSEUMS OF ST. LOUIS

12:45 p.m. - 4:30 p.m.

The tour features houses built between 1845 and 1888, including urban row houses, elegant townhouses and Country Villas, each within 15 minutes of the arch. See the "mountain man-turned-millionaire," Robert Campbell's home, the only surviving townhouse of one of St. Louis' earliest private streets, and the millionaire merchant Samuel Cupples 42-room Romanesque country mansion, featuring European crafted carved stone and wood and Tiffany Studio designed windows. Visit the the Greek Revival Chatillon-DeMenil country villa (1848), the opulent "country" home of St. Louis' original founder and Tower Grove house, home of Henry Shaw, founder of the Missouri Botanical Garden.

$30 per person. Fee includes handouts, bus transportation and afternoon snack. Tour led by Tom Saunders, ASLA, Saunders & Associates, Inc.

Code: T09 101 USES FOR THE TREE OF HEAVEN - IMMERSION EXHIBITORY IN THE ST. LOUIS ZOO

12:45 p.m. – 5:00 p.m.

The St. Louis Zoological Park in Forest Park, one of the most respected in the country, is home to an outdoor aviary (dating back to the 1904 Worlds Fair), Primate House, Big Cat Country, a Children's Zoo, train and more. This tour will feature the new River's Edge project (10 acres) that is transforming the western portion of the zoo into a series of unique ecosystems featuring over 500 plant species. Visitors will follow a winding waterway to find exciting animals that interact with water from around the world. The Zoo seeks

to create a setting that reflects the native habitat through immersion exhibitory, enhancing the experience with the sights and sounds of the animal's natural setting. Area one is comprised of the elephant, hyena, and cheetah exhibits. To imitate a natural setting, much of the plant material has compound foliage and is densely planted to simulate a lush setting similar to those found in the jungles and rainforest areas. Grasses and other woody plant material were used to create the feel of the African savanna. Area two features a Missouri Stream and Meadow Area, as well as Insectariums with a butterfly dome, and a banquet facility. This consists primarily of native plant material that reflects the vegetation found in specific Missouri ecosystems. Area three (under construction) is the most extensive project and will feature black rhinos, bush dogs, capybara, warthogs, giant anteaters, carmine bee-eaters, and the underwater viewing of the hippopotamus. The landscape architect's role in the project involved research, exhibit area landscape design, locating the plant material to be used, and construction supervision.

$20 per person. Fee includes handouts, bus transportation and afternoon snack. Tour is led by Ted Spaid, ASLA, Spaid Associates.

Code: T10 DOWNTOWN ST. LOUIS WALKING TOUR
1:00 p.m. - 4:00 p.m.

Repeat of 9:00 a.m. Tour

$10 per person. Fee includes handouts and any metrolink tokens needed. Tour organizer is Rick Kacenski, ASLA, the HOK Planning Group.

LAF BENEFIT DINNER
GALLERY GALA
6:30 P.M. TO 10:00 P.M.
SAINT LOUIS ART MUSEUM

ONE FINE ARTS DRIVE
FOREST PARK

An evening of fabulous food and fine art! Support the Landscape Architecture Foundation by attending the LAF Gallery Gala at the Saint Louis Art Museum. Located in the middle of Forest Park, the museum is known for its remarkable collection of modern art including forty-one masterpieces by German Expressionist artist, Max Beckman. The permanent collection also includes important works by Monet, Cezanne, Gauguin, Kandinsky, Matisse and Picasso. Cocktail attire.

$150 per person. Tickets will be collected at the door.

ALUMNI REUNIONS
8:00 P.M. - 11:00 P.M.
ADAM'S MARK HOTEL

This evening presents an opportunity for current students of landscape architecture to meet and interface with their school's graduates in a casual environment accompanied by food and drink. This year's reunion promises to be one of the best ever! Don't miss a great opportunity to see old classmates and meet this year's students. Schools are encouraged to show their spirit by decorating their area of the event and a winner will be selected from the participating schools.

Don't Miss Early-Bird Deadline August 28th!

ASLA NEEDS EDUCATION SESSION MONITORS

PT 03203

S·A·T·U·R·D·A·Y

OPENING GENERAL SESSION
8:30 A.M. - 10:00 A.M.
BALLROOM, AMERICA'S CENTER

The opening general session will begin with a procession of past ASLA presidents. Following the procession, ASLA's Executive Vice President will speak and President Janice Cervelli Schach will give her "State of the Profession." The 2000 ASLA Professional Awards, the Landscape Architecture Award, and the Classic Award will also be presented. Daniel Botkin, one of the world's leading environmental scientists, will address the history of Lewis and Clark as natural historians and contemporary issues related to man-made changes to the Missouri River and its surrounding environments.

Botkin is a pioneer in the study of ecosystems and wilderness and in the application of advanced technologies to environmental issues. He has conducted research in may parts of the world, and directed studies on the effects of forest practices on salmon and their habitats, and was in charge of a project to develop ecosystem management on the nation's military bases. He developed the first computer model of forest growth, now used throughout the world, and was one of the first to use satellite remote sensing and computer-based geographic information for ecological research.

Botkin is best known for *Discordant Harmonies: A New Ecology for the 21st Century*, an influential book which is helping to change the way citizens, corporations and government agencies view environmental issues. In a more recent publication, *Our Natural History: The Lessons of Lewis and Clark* he uses the adventures of these explorers to demonstrate that change is essential to the natural world.

EDUCATION SESSIONS
10:15-11:45 AM
AMERICA'S CENTER

Code: 1A1 PLAY AREA ACCESSIBILITY

Intermediate

The United States Architectural and Transportation Barriers Compliance Board (The Access Board) has developed a set of guidelines for play areas to become federal law, anticipated completion for early 2000. Once adopted as law, all new constructions for play areas will require compliance with accessibility criteria. The presentation is in lecture format, and it intended for landscape architects and designers of play areas who will be required to have a knowledgeable base for compliance.

Learning Outcomes:

1. Understand the Americans with Disabilities Act (ADA) as applied to play areas
2. Evaluate existing and proposed designs for compliance
3. Design compliant play area design

Lani Wollwage is the accessibility specialist for KOMPAN, Inc., selected as the official contractor to develop and produce technical assistance and training guidelines for the US Access Board. Her involvement with the guideline development includes play facility meeting attendance from 1996 through 1998, and workgroup participation to assist in developing the proposed rules. Lani is an Industrial Designer who develops new product designs for KOMPAN, Inc.

Code: 1B1 PRESERVATION 101: AN INTRODUCTION TO CULTURAL LANDSCAPE PLANNING, TREATMENT, AND MAINTENANCE

Introductory

The National Park Service has taken an aggressive position in understanding, documenting, and protecting cultural landscapes. This panel session will define cultural landscapes and outline the NPS approach to planning, treatment, and maintenance. Cases exemplifying landscape

preservation practice at various NPS properties, including local sites like the Jefferson National Expansion Memorial, will be highlighted. Participants will be introduced to the basic knowledge and tools necessary to identify, document, and maintain significant cultural landscape resources.

Learning Outcomes:

1 Understand terminology used in cultural landscape preservation
2 Understand the steps in the preservation process
3. Understand where to find resources to assist them during the process

J. Tracy Stakely, Associate ASLA, is a Historical Landscape Architect working with the National Park Service, Olmsted Center for Preservation. His work focuses on the preservation of significant landscape through research, planning, stewardship and education. Shaun Eyring is the Cultural Landscape Program Leader for the National Park Service in Philadelphia, PA. Cari Goetcheus, ASLA and Margie Coffin are Historical Landscape Architects for the National Park Service in Washington, DC and Boston, MA respectively. Gina Bellavia is a Historical Landscape Architect for the Olmsted Center in Boston.

Code: 1C1 DESIGNING GROUNDWATER RECHARGE FACILITIES FOR URBAN WILDLIFE HABITAT, RECREATION AND EDUCATION

Introductory

One western community is taking an innovative approach to conserving and managing its water resources in a sustainable way, and, in the process, providing multiple benefits for the community and environment. Rather than disposing of its municipal wastewater, the community is reusing it to recharge and sustain groundwater supplies and create rare desert riparian forests and wetlands that provide valuable wildlife habitat, open spaces, recreation and environment opportunities.

Learning Outcomes:

1 Wastewater disposal and reuse requirements provide unique opportunities to develop multiple-use facilities that provide broad benefits for communities.
2. Creative solutions for reusing wastewater promoting urban ecosystem health and sustainability by providing valuable urban wildlife habitat, recreation and environmental education opportunities.
3 Create successful multi-purpose projects that balance requirements for wastewater reuse, urban wildlife, public use, and aesthetics.

Joseph J. Donaldson, ASLA is a Natural Resource Planner and Associate Principal at Jones & Stokes, Associates in Sacramento, CA. His expertise is in environmental planning and design, emphasizing ecological considerations in landscape analysis and planning, habitat restoration, site analysis and feasibility studies, recreation and park planning, design in ecologically sensitive areas, environmental education and visual assessment. Alice McKee, ASLA is a Landscape Architect for Jones & Stokes in Sacramento. Faye Samson, ASLA is a landscape designer for C.F. Shuler in Scottsdale, AZ.

Code: 1D1 STRATEGIC PLANNING FOR SMALL FIRMS

Intermediate

Though the value of strategic planning is often heard, small firms and single practitioners rarely take the time of effort to undertake a strategic plan. The argument can be made that these small firms and start up firms are indeed the circumstance to which the strategic plan is best suited. The presentation outlines a planning process especially adapted to the small firms. The session will cover the self-analysis, competitive analysis, market analysis as well as flexibility and problem solving within the plan. Participants will be encouraged to undertake a planning exercise as part of the program.

10:15 a.m. - 11:45 a.m., continued

Learning Outcomes:

1. To understand the value of strategic planning and its ole in form and personal success
2. Undertake and manage the strategic planning process for the firm
3. Understand the limitations and how to problem solve within the context of a strategic plan

Thomas H. Russ, ASLA, REM, has been the principal in three consulting engineering firms and has written numerous papers and articles on environmental and site development issues. He is the author of Planning and Developing Brownfields, published by McGraw-Hill. Throughout his career, Mr. Russ has been involved in or responsible for the strategic planning, most recently as a consultant to various small and start up firms. Registered as a landscape architect in Maryland and Pennsylvania, he is a full-time Professor at the Community college of Baltimore County (MD) and an independent consultant.

Code: 1E1 CONTEXT SENSITIVE DESIGN IN TRANSPORTATION

Intermediate

The session focus is on recent top down effort to change the process of designing transportation projects. The effort is being led be American Association of State Highway & Transportation Officials (AASHTO), FHWA and other major organizations and it is important that landscape architects understand this change and participate in developing the new process

Learning Outcomes

1. Understand shifting attitude toward project development process by AASHTO
2. Understand where practice opportunities exist in trans agencies
3. Understand the importance of getting landscape architects into transportation practice

Harlow Landphair, ASLA is a Professor and Research Scientist at Texas A & M University. He directs a research program for the Texas Transportation Institute with focus on "transportation and environment." Tom Warne is President of AASHTO and Executive Director of Utah DOT. Jim Byrnes is Executive Director for Connecticut DOT (CONNDOT) and David Fasser, FASLA is the Chief of Landscape Architecture Bureau for the New York state DOT. David Ekern is an engineer for for the Minnesota DOT.

Code: 1F1 NEW TOWNS AND NEW URBANISM – CRITIQUE FROM A LANDSCAPE PERSPECTIVE

Intermediate

The New Town Planning movement and New Urbanism can be understood as a utopian response to the perceived physical and cultural fragmentation of suburban sprawl. The presenters suggest that New Urbanism, has overlooked valuable landscape planning and environmental planning innovations reflected in the New Towns of America, and that they are not necessarily incompatible models, and that a hybridized conceptual approach which draws from the strengths of each might yield developments of enhanced ecological health and social infrastructure.

Learning Outcomes:

1. New Towns and New Urbanism will be compared from a landscape perspective.
2. Understand the similarities and differences in their historic backgrounds, planning methodologies, ecological considerations, assumptions about transportation, social considerations and landscape strategies.

Michael David Martin received his RLA from the University of Georgia and his MLA fro the University of Oregon. He is a former partner of the Landscape Architecture firm Reece, Hoopes and Fincher in Atlanta, GA. He is currently on the faculty of Iowa State University in Ames, IA. Glenn A. Acomb, ASLA is a Planner and Landscape Architect with over 25 years experience, and President of Glenn Acomb Associates, Inc in Winter Park, FL. His experience includes community design for new towns and smaller communities.

Don't Miss Early-Bird Deadline August 28th!

Code: 1G1 GENDER SMART: IMPROVING WORKPLACE COMMUNICATION BETWEEN MEN AND WOMEN

Limited seating available, pre-registration is required for this session. Tickets will be collected.

Introductory

Learn and laugh in this light-hearted yet insightful presentation! Many personal and professional relationship problems go unrecognized as gender communication differences. If you want to maximize the effectiveness of your communication with your clients, prospects, co-workers, supervisor, staff, spouse and family, *this enlightening, educations and humorous* program is for you. Have fun in this down-to-earth, gender-neutral, no male-bashing program while learning how to recognize and work successfully with the many communication differences between men and women.

Learning Outcomes

1. Increase awareness of stereotypes and assumptions and of biological and social differences
2. Accept that differences are just differences, not good or bad
3. Acknowledge language and perception differences as well as Learn how these differences translate to conflicts and confusion

Jane Sanders of Empowerment Enterprises in Los Angeles, CA, is a powerful and respected speaker and trainer with twenty years of successful business experience. Audiences describe her as a highly inspirational, results-oriented, down-to-earth, fun and passionate about her topics. Jane's expertise includes gender communication, facilitation and presentation skills. She is a member of the National Speaker Association and Meeting Professionals International. She is a published author and has appeared on television and radio programs.

LANDTECH EDUCATION SESSIONS AMERICA'S CENTER

Code: LT3 DIGITAL CHARETTE: EXPANDING PUBLIC PARTICIPATION THROUGH LANDSCAPE ARCHITECTURE
10:15 a.m.-10:55 a.m.

Code: LT4 GIS APPLICATIONS IN THE MODERN PRACTICE OF LANDSCAPE ARCHITECTURE
11:05 a.m.-11:45 a.m.

Complete session descriptions available at www.asla.org and in the on-site directory.

TOURS

Code: T11 SPOUSE TOUR
10:15 a.m. – 3:15 p.m.

First stop on the tour will be the Missouri Conservation Departments, Powder Valley Nature Center and trails. The next stop will provide free time for lunch in the antique and teahouse row area of Kirkwood. Next the tour will proceed through the charming Victorian neighborhoods of Kirkwood and Webster Groves and onto Grant's Farm, a 281-acre wildlife preserve park, which is the home of the Anheuser-Busch Clydesdales. This tour will include a tram ride passing the Busch mansion to the Ulysses S. Grant log cabin "Hardscrabble", through Deer Park and on to the "tier garten" animal viewing area and the Bauernhof, which houses the Busch family's world-renowned carriage collection and stables (more info at www.grantsfarm.com).

$10 per person. Fee includes handouts, bus transportation, and all admission charges. Tickets will be collected Lunch on own. Tour leaves from the America's Center, Washington Avenue entrance. Space is extremely limited; please register early.

GETTING INVOLVED POLITICALLY 10:30 A.M. · 3:00 P.M. AMERICA'S CENTER

Every day in city halls, county courthouses, state capitals and in Washington, DC, decisions are made that affect your life and your business. Studies show that less than 5% of Americans are involved politically by volunteering or contributing their time or money. Are you part of the 5%? If not, then you can continue to do nothing and let others decide for you. However, if you want to learn how to get involved in your community to make the American landscape to *your* liking, then this is a session for you. This will be an interactive presentation involving experts in the

PT 03207

field including elected officials and candidates who will tell you how one person getting involved can make a difference.

Learning Outcomes:

1. How the political system affects your life and profession
2. Understanding how, when and where to get involved in the political process
3. Being effective after an election

Paul DeGregorio is with the University of Missouri-St. Louis and an international expert in the political process. A former director of elections in St. Louis County, Missouri, which has 92 municipalities, 37 legislative districts, and 3 congressional districts, he has worked with candidates from local alderman to the White House. DeGregorio has traveled extensively to Eastern Europe and Asia to promote the necessity for political participation in emerging democracies and is a frequent speaker in the U.S. on elections and politics.

$50 per person. Fee includes handouts, lunch and afternoon break. Tickets will be collected.

PROFESSIONAL INTEREST GROUP LUNCHEON
12:00 NOON - 1:30 P.M.
AMERICA'S CENTER

This luncheon offers a structured, yet informal opportunity to make new contacts and exchange information and ideas in specific practice areas. All meeting registrants are invited to attend and participate. Students: The luncheon is a great way for you to meet practitioners in your area of interest. Please indicate the letter code for your topic of interest on the registration form.

A. Campus Planning and Design
B. Computing
C. Design-Build
D. Historic Preservation
E. Housing and Community Design
F. International Practice
G. Landscape/Land Use Planning
H. Parks and Recreation
I. Reclamation and Restoration
J. Residential Landscape Design
K. Rural Landscape Design
L. Water Conservation
M. Therapeutic Garden Design
N. Urban Planning and Design
O. Women in Landscape Architecture

$25 per person. Tickets will be collected.

STUDENT GENERAL ASSEMBLY LUNCHEON
12:00 NOON - 1:30 P.M.
AMERICA'S CENTER

This year's Student General Assembly includes a lunch (complimentary to all registered students) and the program features the recognition of the winners of the 2000 ASLA National Student Design Competiton. There will also be a presentation geared towards students. Look for an announcement in a future Members Monthly and on the ASLA web site for program details.

$20 for lunch if you are not a registered student. You may attend the assembly without purchasing lunch. Tickets will be collected.

EDUCATION SESSIONS
1:45-3:15 PM
AMERICA'S CENTER

Code: 2A1 CONSTRUCTION SITE EROSION CONTROL

Introductory

Sponsored by the International Erosion Control Association. This session will cover the basic principals of controlling erosion on construction sites. We will start off by looking at what steps should be taken the first day a site is opened. Then we will look at the differences between erosion control and sediment control, what are some sediment control practices, and how they should be installed. Next we will cover the soft armor erosion control practices (straw mulch, hydromulches, & erosion control blankets), where they should be used, and how they should be installed. Then we will look at the different hard armor system (rip rap, gabions, & concrete products) and the cost of the different systems.

JOBLINK WWW.ASLA.ORG

Do you need a landscape architect? Are you seeking a position in the profession?

AMERICA'S CENTER

HOURS:

PT 03208

Kevin Van Tuyl C.P.E.S.C. is an Erosion Control Specialist for A.S.P. Enterprises Inc., working out of the St. Louis office. He spent six years working for North American Green (erosion blanket manufacturer) as their central territory Regional Manager, covering seventeen states and part of Canada. He is a graduate of Southwest Missouri State University and has been working in the erosion control business since 1988. Edward T. Austin P.E., is a Sales Engineer for A.S.P. Enterprises, Inc. He has worked in the geosynthetic industry for over 15 years providing technical support to owners and contractors for geosynthetic and erosion control materials. Guy Litteken is an Erosion Control Specialist for A.S.P. Enterprises, Inc. in St. Louis. For close to nine years Guy has been involved in many erosion control projects and is a 1989 graduate from the University of Missouri-St. Louis.

Code: 2B1 PRESERVING MODERN LANDSCAPE ARCHITECTURE

Intermediate

From the New York City playgrounds of M. Paul Friedberg to Dan Kiley's design for the Jefferson National Expansion Memorial in St. Louis, we must have a commitment to understanding and preserving seminal modern works of landscape architecture that followed WWII. To date, landscape architects, historians and the public have rarely come together to protect this unique collection of public and private places that collectively represent a significant chapter in the profession's evolution. If we allow these losses and modifications to continue, unmonitored by the profession and allied communities, we run the risk of editing-out a significant chapter in the evolution of the profession.

Charles Birnbaum, FASLA is the coordinator of the Historic Landscape Initiative, a program of the National Park Service Heritage Preservation Services Program. Invited Panelists: Peter Walker, FASLA, Peter Walker and Partners, Berkeley, CA; and Cornelia Hahn Oberlander, FASLA, Vancouver, BC.

Code: 2C1 THE FOREST PARK MASTER PLAN

Introductory

With national significance and over twelve million annual visitors, the 1,293 acre Forest Park in one of St. Louis' most unique and treasured resources. It is home to St. Louis' major cultural institutions, special events, recreation activities, and some other the regions' oldest forested areas. This case study session will outline the 1995 Forest Park Master Plan and the resultant phase one improvements, the $86 million "River Returns Project," to be completed by 20004, as well as the implementation, financial and construction structure.

Learning Outcomes:

1. Understanding the components of a comprehensive design approach to park restoration
2. Understanding the implementation mechanisms and issues
3. Specific information on the restoration of forest Park, St. Louis, MO.

John Hoal practices architecture, urban design and community based planning in the United States and Southern Africa, and has lectured nationally on the design and development of sustainable, livable cities. Hoal is currently an Associate Professor and Director of the Master's of Architecture and Urban Design Program at Washington University in St. Louis, MO. Eric Groft, ASLA is Principal at Oheme, van Sweeden & Associates in Washington, DC. Jim Mann is Executive Director of Forest Park Forever, Anabeth Calkins is the Forest Park Manager in the Parks Department and Saun Devoy is Program & Construction Manager for O'Brien Kretizberg all in the city of St. Louis.

Code: 2D1 LARE SURVIVAL AND MENTORING PROGRAMS

Introductory

This session will focus on the entry-level professional's development, with the latest information about the Landscape Architects Registration Examination (LARE) and opportunities for mentoring. Representatives of the ASLA LARE Preparation Committee and CLARB will describe strategies for taking the exam and the most recent revisions to exam content and format. Representatives of ASLA state chapters and private practice will describe model mentoring programs. Virginia L. Russell, FASLA, is the panel moderator.

1:45 p.m. - 3:15 p.m., continued

Learning Outcomes:

1. Learn about changes to the exam content and format
2. Receive exposure to exam content and format to help attendees prepare for the exam
3. Exam candidates will have an opportunity to ask questions and get reliable answers, and learn about preparation techniques and important resources for assistance.

The LARE Preparation Committee began as an ASLA Task Force in 1996 to study the need for providing up-to-date and consistent information about the Landscape Architecture Registration Examination (LARE). As a standing committee, this group of review session providers, exam graders, and CLARB advisors has the mission to provide information through its book, *LARE: A Guide to Professional Development* (ASLA Press, 1999), to provide updated information in a collaborative presentation with CLARB, and to train review session providers as part of the ASLA Continuing Education Program. Virginia Russell, FASLA is the National Chair of the LARE Preparation Committee. Lou Miceli, FASLA of Rutherford, NJ and Jason Uyeda of EDAW-San Francisco will discuss mentoring programs.

Code: 2E1 RECONNECTING PEOPLE TO RIVERS: CITY DESIGNS THAT WORK, ISSUES TO CONSIDER

Intermediate

Many communities talk about reconnecting to their riverfronts. Some have done it more successfully than others. Daniel Botkin will look at communities along the path of Lewis and Clark's Voyage of Discovery. He will explore the use of modern environmental science to enhance the design of cities, especially the connection between urban design and riverfronts. Anne Weekes will address the importance of understanding stream and river hydrology in riverfront planning and design. She will show the impact of urbanization on natural river channel morphology. And she will describe how natural river hydrology must be incorporated into successful river restoration and future development projects.

Learning Outcomes:

1. Differences in the way river communities relate to Lewis & Clark cultural and Missouri River natural heritage.
2. How new ideas arising from environmental sciences can be helpful to landscape architects, both in the design of cities along major rivers and communities or homes within those cities.
3. A general understanding of the natural hydrology of river systems, including different channel types, and ways in which hydrology must be taken into account in plans to restore and develop riverfronts.

Daniel Botkin is one of the world's leading environmental scientists. He is a pioneer in the study of ecosystems and wilderness and in the application of advanced technologies to environmental issues. Anne Weekes is a Stream Research Associate for the Ohio Department of Natural Resources and a Project Manager/Landscape Architect for Myers Schmalenberger, Inc. Betsy Otto, the Director of Riverfront Restoration for American Rivers in Washington, DC will moderate this session. She works with communities to help them integrate ecological and economic goals to revitalize their riverfronts.

Code: 2F1 SCHOOLYARD GARDENS: AID FOR AMERICA'S YOUTH

Intermediate

Our country must address the crisis of America's youth as manifested through school violence. Hostile "factory-like" schools with "prison-like" schoolyards may be contributing factors. This session will explore the implementation of schoolyard gardens as tools for refocusing student rage toward more productive outcomes. For example, one Tucson school created a garden as a memorial to a fifth grade boy who died from a random gang shooting on the day of his 11th birthday. Through the creation of a garden called Ochoa Peace Patio, a new community spirit was created. An historic overview, design methods, learning theories and case studies of schoolyard gardens will be presented.

PT 03210

Learning Outcomes:

1. To learn the history of place design for children including playgrounds, schoolyard gardens and vernacular designs.
2. To learn theories including *Howard Gardner's Multiple Intelligence Theory* -seven intelligences- linguistic, logical/mathematical, spatial, bodily-kinesthetic, interpersonal, intrapersonal and *Integrated Learning Theory* – multi disciplinary curricula, curriculum webs, and place-based learning.
3. To be exposed to new directions in school (K-12) campus design - case studies will be presented to include concepts that simulate regional ecology, reflect cultural heritage and create avenues for fine and applied art.

Lauri Macmillan Johnson, ASLA is an Associate Professor at the University of Arizona's School of Landscape Architecture, and has written a book entitled, *Schoolyard Habitat Design*, sponsored by the Arizona Game and Fish Department. She has coordinated schoolyard garden design projects and workshops with themes focusing on multiple intelligence theory and integrated learning. She has authored articles, given national lecture, and participated in a National Public Radio interview regarding place design for children.

Code: 2G1 CHOUTEAU ISLAND CHARRETTE

Limited seating available. Pre-registration is required for this session. Tickets will be collected.

Intermediate

Two simultaneous master plans are occurring on Chouteau Island in St. Louis – one by the US Army Corp of Engineers and one by the City of Madison, IL. This charrette is designed to allow participants to understand the diverse issues involved in large-scale, regional planning assignments of this kind. Through SmithGroup JJR-led role playing exercises and other consensus building techniques, we intend to assist both planning teams in crafting a single vision for this Mississippi River Island. More information on this session will be available at www.asla.org this fall.

Learning Outcomes:

1. Learn how to build consensus on a complex, multi-jurisdictional, multi-disciplinary project
2. Learn how to quickly develop broad-brush concepts in an open forum
3. Learn how to listen to others and accommodate those with different, and sometimes conflicting perspectives and agendas.

Gregg Calpino, ASLA is a landscape architect with the Chicago office of SmithGroup JJR, Inc. with over eleven years of professional experience. He has served as lead designer and project manager for major master planning and park design and renovation projects throughout the Midwest, including Forest Park and the River Des Peres Open Space Plan in St. Louis. Mike Fries is from Trailnet, Inc. in St. Louis. Gene Matlock is the Park and Recreation Manager for the City of Madison, IL. Michelle Brown is a Project Manager for the US Army Corp of Engineers in St. Louis, MO.

LANDTECH EDUCATION SESSIONS AMERICA'S CENTER

Code: LT3 USING CITYGREEN SOFTWARE TO QUANTIFY THE ENVIRONMENTAL BENEFITS OF URBAN FORESTS
1:45 p.m.-2:25 p.m.

Code: LT4 ESRI MODELBUILDER
2:35 p.m.-3:15 p.m.

Complete session descriptions are available at www.asla.org and in the on-site program.

2000 EXPO HALL GRAND OPENING RECEPTION 3:30 P.M. - 6:30 P.M. AMERICA'S CENTER

ASLA's EXPO allows you to visit more than 500 booths – all in one place at one time. You'll see hundreds of new products and services from the leading manufacturers. This is a tremendous opportunity for you to touch, ask questions, and compare products. You'll meet exhibitors eager to discuss their full line of products, services, and technologies – with no hard sell. Exhibit hours are held each day of the meeting and are non-conflicting with education sessions. And, ASLA's bar-coded badges allow exhibitors to quickly scan your badge if you'd like follow-up information – no fumbling for business cards or filling out mailing information – so you can make the most of your visit to the exhibit hall.

With a variety of food and plenty of seating, the EXPO hall is also a great place to grab a bite to eat and meet with your friends. All full conference registrants will receive $5 lunch coupons good Sunday and Monday in the EXPO hall.

Join us today, Saturday, as we kick-off the 2000 EXPO with a grand-opening reception. With food, drinks, and entertainment, it is sure to be a great party!

PT 03211

Keller Fence

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Cherry Lake Tree Farm
Child Safe Products
Classic Garden Ornaments
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Conwed Fibers
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Coranite Dumas & Voyer Inc
Corbin's Baled Pine Straw, Inc
Corbitt Mfg Co Inc
Coronado Stone
Cost of Wisconsin
CPMA Inc
Curv-Rite
Davisson Golf, Inc
Decorations for Gererations, Inc
Deep Root Partners, L.P.
Dewitt Company
Douglas Sport Nets & Sports Equipment
Driwater, Inc
DuMor Inc
Dura Art Stone
Dura Plastic Products
Duraedge the JD Russell Company
Eagle Bronze Foundry and Gallery
Eagle Point Software
Eaglebrook Products, Inc.
e-Greenbiz.com
Electric Time Company Inc
Eljen
Enameltec
Endicott Clay Products
Environmental Systems Research Institute (ESRI)
EP Aeration
Erosion Control Magazine
Evergreen Wall Systems N.A.
EZ Dock, Inc
EZ Plant Software
F.A.A.C.
FairWeather Site Furnishings
Firestone Building Products
Flo-Well Water Management Systems, Inc
Flowtronex PSI - Floboy
Focus Industries, Inc
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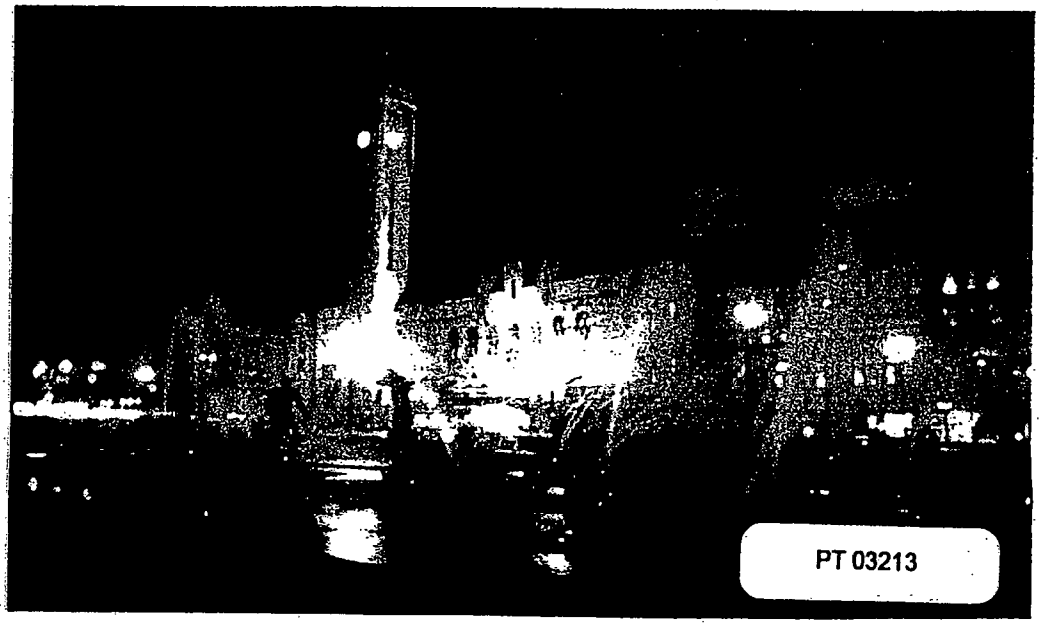
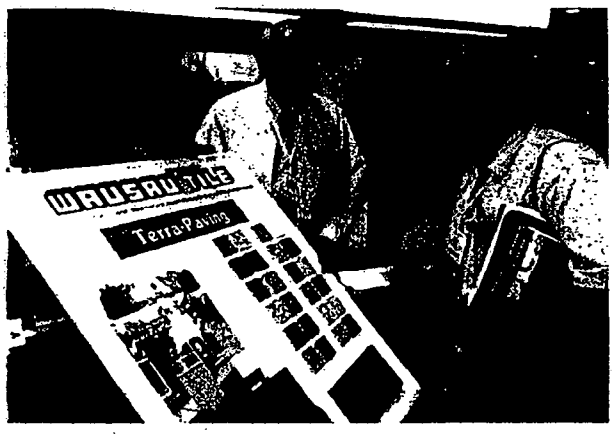
Fountain People, Inc, The
FX Luminaire Inc
Gametime a Playcore Company
Georgia-Pacific Corp.
Global Plant
Goric Marketing Group USA, Inc
Graber Products
Grace Construction Products
Grate Technologies, Inc.
Greenlee
Greenscreen
Gro-Power, Inc.
Ground Cover Industries, Inc
Hadco / Bronzelite
Haddonstone (USA) Ltd
Halquist Stone Co. Inc
Hammer's Plastic Recycling
Henri Studio, Inc
Hinkley Lighting
Hobbs Architectural Fountains
Holophane Outdoor Architectural Lighting
Horticultural Alliance, Inc
Humane Society of the United States, The
Hunter Industries
HydroDramatics
Integrated Paving Concepts
Intellisight (Akropolis.net)
International Plant Brokers
Interstate Rock Products Inc
Invisible Structures, Inc
Ironsmith
J. Frank Schmidt & Son Co.
Jordan's Outdoor Fun
JRM Chemical Inc
Keystone Retaining Wall Systems
Kichler Landscape Lighting
Kim Lighting
King Safety Products
Kompan Inc
Kroy Building Products, Inc
L.R. Nelson Corporation
Lake Fountains & Aeration
Landscape Forms Inc
Landscape Structures Inc
Lasco Fittings, Inc
LASN
Lawson Products, Inc
Leatzow & Associates
Lebanon Turf Products
Leisure Woods Inc
Litchfield Industries
Little Tikes Commercial Play Systems
Lockinox USA, Inc
Louis Poulsen
Luck Stone Corp
Lumec
Lumenton Lighting
Lumiere
Maccaferri Gabions
Maglin Furniture Systems Ltd
Materials International
Mea Josam
Metal Tech (N-A) inc. Omega Fence System Division
Mexico Porphyry & Stones
Miracle Recreation
Molok North America, Ltd
Moon Nurseries
Most Dependable Fountains
Murdock, Inc
NC Granite Corp
NCMA (National Concrete Masonry Assoc)
NDS
Neenah Foundry Company
Netafim Irrigation, Inc
Newmark International
Nichols Bros Stoneworks Ltd
North American Green
Oase Pumps, Inc
Oldcastle, Inc
Oly-Ola Sales, Inc
Otterbine Barebo Inc

PT 03212

LIST as of 4/18/2000

Outerspace/LEGI/Erlau
Pannier Graphics
Park Structures
Patterned Concrete
Paveloc Industries
Pave Tech
Pavestone Co
Payne Metal Works, Inc
Pencell Plastics
Pepco - A Division of Waterain
Permaloc Aluminum Edging
Petersen Concrete Leisure
Pin Foundations, Inc
Pinecrest, Inc
Pilot Rock / R.J. Thomas Mfg, Co Inc
Pine Hall Brick
Planter Technology Inc
Plastic Lumber Company, Inc, The
Playworld Systems, Inc
PLP Composite Technologies, Inc
Poligon
Pond Supplies of America
Porphyry USA Inc
Pottery Time
Precision Fountains
Presto Products Co.
Primescape Products
Profile Prod. LLC
Pyzique Wall Systems, Inc
QC Construction
Quartzitec Inc
Quick Crete Products Corp
Rain Bird Sales, Inc
Rain Drop Products
Rain Master Irrigation
Ray Rogers + Associates / Stoneworks
Recreation Creations Inc
Recreonics, Inc
Redwood Stone
Riverside Plastics, Inc
RK Mfg - Grassy Pavers
Rock & Waterscape Systems, Inc
Rockwood Retaining Walls
RoLanka International, Inc
Roman Fountains
Roots Inc
Rootwell Inc
Rotocast Plastic Products of NV
Rubber Impact Technologies
Schluter Systems, LP
Scofield
Scott Aerator Co., Inc.
Security Fence Mfg Co. Inc
Seibert & Rice
SelecTech, Inc
Shade Concepts
Shade Structures
Shakespeare C & E
Sitecraft
Sof' Fall Incorporated
Solomon Colors
Southern Pine Council
Southwest Recreational Industries, Inc
Spears Manufacturing Company
Specrail
SPJ Lighting
Sportable Scoreboards
SportsEdge
Spring City Electrical Mfg Co
Stabilizer Solutions, Inc
Steadfast Bridges
Stegmeier Corp
Sternberg Vintage Lighting
Stewart Iron Works Company
Stonelight
Sun Valley Lighting
Superior Concrete Products
Super Secure
Superdeck Systems (div of Agressive ind inc).
Surebond Inc
Sure-Loc
Surface America, Inc
Surfacing Systems
Symons Corporation
TC Mirafi
Tensar Earth Technologies, Inc
Texas Greenhouse Co Inc
Thundering Hurd Exchange
Todd Valley Farm
Toro Co, The
Treated Products Communication Council
Tree Care Associates
Trilary, Inc
Trugreen - Landcare
Trystan
Tucor
Turf-Tek
Unilock Inc.
Union Tools
Unique Lighting Systems
United Ocean Products
Universal Surfacing Systems, Inc
URBACO USA, Inc
Urban Accessories
U.S. Composting Council, The
US Filter Aerator Products
Valley Crest
Varicore Technologies
Verdin Company, The
Versa-Lok
Vertex Water Features
Victor Stanley
Vista Professional Outdoor Lighting
Vitamin Institute
Vitricon Inc
Vixen Hill Gazebos
Vortex Aquatic Structures Int'l Inc
W.J. Whatley Inc
Wabash Valley Mfg., Inc
Walpole Woodworkers
WaterShapes
Waterworks International
Watts Regulator
Wausau
Wesnic
Western Wood Structures
Wheeler Lumber LLC
Whitacre Greer
Winsor Graphics, LLC
Wonder Tree Tie Inc
www.findplants.com
Zeager Bros. Inc.





EXPO Hall, continued

WHY YOU NEED TO ATTEND THE ASLA EXPO:

Conduct product research
See special products
Evaluate new products
See new products demonstrated
Identify new product applications
Follow up on products seen in advertisements
Discover product/service benefits
Collect production information and samples
Meet sellers face-to-face
Compare suppliers
Discuss needs with technical personnel
Qualify suppliers
See more suppliers in a short period of time
Assess sales force knowledge
Make purchases
Give suppliers product/service feedback
Shorten buying process
Expose new employees to the industry
Create vendor lists
Support ASLA and the annual meeting

EXHIBITOR PRODUCTS & SERVICES

Benches, bleachers, & site furnishings
Bicycle lockers/racks
Bird cages & aviaries
Chemical automation
Clocks
Balustrades, decking, bridges & gazebos
Bollards, columns & moldings
Computer hardware & software/services
Concrete
Decorative stone
Design consulting
Drainage
Drinking Fountains
Erosion Control
Edging & curbing
Fences, gates, arches & arbors
Fertilization
Fitness trails & sports equipment
Gazebos
Garden ornaments/accessories
Hydrants/water service equipment
Insurance
Interiorscape products and services
Irrigation/control equipment
Landscape contractors
Lattice/trellis
Lighting & accessories
Mailboxes
Mulches & ground cover
Nurseries & plant material
Outdoor furniture
Paving, surfacing & patio products
Planters
Playground equipment
Ponds, waterfalls & waterscapes
Recycling & trash receptacles
Restrooms and sanitation systems
Rock & water environments
Roofing
Root control & barriers
Security systems
Sculptures/statuary, fountains & art
Seed
Shelters & Pavilions
Signage
Site amenities
Speakers
Swimming pools/spas
Tile
Topiary
Tree supports, grates, anchoring products
Walls – retaining & structural geogrids
Other landscape products and services

ASLA FAMILY BOOTH IN THE EXPO HALL

Have questions about an ASLA program or service? Interested in joining ASLA? Be sure to stop by ASLA's Family Booth to have all your questions answered by ASLA staff.

LANDTECH PAVILION IN THE EXPO HALL

See Sunday and Monday for additional demonstrations.

Saturday:

3:45 pm. -4:15 pm Digital Charette

4:45 pm - 5:15 pm Using Citygreen Software

5:45 pm - 6:15 pm Using Citygreen Software

LandTech is a structured two-part technical forum designed to inform and enlighten landscape architects about cutting edge technology and to provide the opportunity to get up close and personal with the latest software. It is an outstanding opportunity to showcase a range of technological innovations that define the future practice of landscape architecture.

New in 2000, LandTech will take shape in the form of both formal classroom presentations and informal hands-on workshops. The formal presentations will be given as part of the regular education session format and will be held outside of the EXPO Hall. While the hands-on workshops will be given at the LandTech Pavilion located on the EXPO floor. The complete listing of sessions and descriptions can be found at www.asla.org and in the on-site brochure. Please plan on attending these informative and enlightening sessions to see what is happening in the world of technology.

For more information on presenting a LandTech session in future years, please contact Diane Scheu, Manager of Education Programs at 202-216-2358.

HISTORIC PRESERVATION PROFESSIONAL INTEREST GROUP ANNUAL RECEPTION 6:30 P.M. - 8:30 P.M.

Spend a lovely autumn evening at The Stupp Center of Victorian Tower Grove Park with fellow members and preservation colleagues at the Historic Preservation Professional Interest Group (HP-PIG) Annual Reception. Enjoy strolling through the historic landscape while meeting old friends and making new acquaintances. Sample fine wines and hors d'oeuvres and participate in the recognition of a fellow landscape preservation colleague with the HP-PIG annual award.

$30 per person. Fee includes reception food and bus transportation. Tickets will be collected. Buses will depart from the Washington Avenue entrance of the America's Center promptly at 6:30pm.

FELLOWS INVESTITURE RECEPTION AND DINNER 7:00 P.M. - 11:00 P.M. ADAM'S MARK HOTEL

All Annual Meeting participants are invited to attend the Fellows Investiture Reception and Dinner to honor ASLA's new class of Fellows. Join friends and colleagues for an elegant evening, celebrating and highlighting the careers and accomplishments of the 2000 Class of Fellows. Formal attire is appropriate, but not required, for attendees.

$60 per person. Tickets will be collected at the door. Advance reservations are recommended. Guest of Fellows-Elect should contact their host regarding ticket purchases and table seating.

LACLEDE'S LANDING ST. LOUIS' HOTTEST NIGHTCLUB DISTRICT

In lieu of a Pub Crawl, annual meeting attendees are encouraged to visit the nearby Laclede's Landing. In the evening and into the early hours of the morning, the Landing features something for everyone. Live music from local blues bands to national recording artists can be found on any given night. Laclede's Landing also boasts:

- One of the city's finest microbreweries.
- Pubs with ample billiard tables and dart boards.
- Roof-shaking clubs featuring the best DJ's in the Midwest.
- Bars filled with unique St. Louis nostalgia.
- Restaurants / bars with a quieter atmosphere and wonderful views of the district.
- Feeling lucky? Laclede's Landing offers easy access to one of the area's riverboat gaming facilities.

Laclede's Landing is a great example of mixed-use development in a highly urban setting. It has become one of the most vibrant locales in the City of St. Louis and a popular social destination. The incorporation of the historical significance and charm of this area with the many available social outlets makes "The Landing" a must-see for convention attendees.

Don't Miss Early-Bird Deadline August 28th!

PT 03215

S·U·N·D·A·Y

LAF SUMMIT II
8:30 A.M. - 9:30 A.M.
AMERICA'S CENTER

Last year's Summit on the Profession showcased four leading landscape architects discussing key issues that will shape the profession into the next century.

Summit speaker Ignacio Bunster-Ossa, ASLA, provided a broad analysis of these key issues:

"There are forces at work that are straining the link between what we learn and what we need to do. Information technologies, computerization, mobility, increased longevity, and global regionalization, to name a few, are demanding a constant updating in professional skills and approaches to practice. Under such fluidity, what should future landscape architects be learning?

This year, the Summit II will begin to address these broader issues. The Joint Task Force of the Landscape Futures Initiative has identified six drivers of landscape change that will be the subjects of upcoming symposia, including urbanization, connectivity, demographics and health, social equity, arts and culture, and the environment.

Building the 1999 summit, this year experts from outside the profession will talk about the forces that are shaping the landscape, and as a result, will shape our practices and education.

The Summit II will introduce landscape architects to the Landscape Futures Initiative and some of the symposia topics. Far-sighted thinkers in key areas will expand on their predictions about the forces of change and the opportunities that will result. Please join us for this challenging session and engaging give-and-take on the global landscape and the forces that are changing it.

EDUCATION SESSIONS
9:45 A.M.-11:15 A.M.
AMERICA'S CENTER

Code: 3A1 NEW TREE PLANTING STANDARDS: AIA GRAPHIC STANDARDS FOR TREE PLANTING AND BEYOND

Advanced

The American Institute of Architects has rewritten the pages in Architectural Graphic Standards that cover tree and shrub planting. This work includes significant modifications to the accepted standards of practice for planting trees and shrubs. Practitioners will learn about the changes to planting practices and how to design landscapes that reflect the new standards.

Learning Outcomes:

1. Learn basic tree biology
2. Learn the latest methods of urban tree planting
3. Learn basic soil and drainage modifications

James Urban, FASLA, has been studying and working with urban trees for 15 years. He has written and lectured on the subject for ASLA as well as other horticultural interest groups. He conducts research on the issues related to urban trees and was the recipient of a National Endowment for the Arts Grant to investigate the validity of standard tree planting details in urban areas. Mr. Urban is a practicing landscape architect and is the author of the revised pages on planting in the latest addition to *Architectural Graphic Standards.*

Code: 3B1 DECEPTION AND AUTHENTICITY IN LANDSCAPE RESTORATION

Intermediate

Two perspectives on landscape restoration will be presented; one from the United States and one from Europe. The challenges faced in interpreting the traditional concept of 'restoration' to the dynamic qualities inherent in a landscape will be explored. Case studies will highlight the importance of understanding a landscape's significance, the need for sufficient information for decision-making, and how other site management goals, such as visitor access and contemporary use, can impact on a restoration project. Additionally, the manner in which alterations, additions or related new construction are designed within the context of a landscape's historic character, and the need to ensure that the public understands what is authentic and what is not will be discussed.

Learning Outcomes:

1. True restoration is seldom feasible, the level is variable and subject to personal judgment.

PT 03216

2. The concept of the design is more important than the detail.
3. Need to provide information as to what is original vs. invented and why.

Edward Bennis, ASLA is the Head of the School of Landscape at Manchester Metropolitan University in England, and the coordinator of a European project, Paradisos: New Life for Old Gardens. This involves site s and professionals in Great Britain, Portugal and Italy and is an experiment in providing new design ideas within historic landscapes. Bob Page, ASLA is with the National Park Service in Boston, MA.

Code: 3C1 GREENWAYS: MOVING BEYOND TRAILS AND OPEN SPACE

Advanced

Greenways for livable communities require more than just open space and trails. This case study of a forty-two mile greenway planning process will provide session attendees with a new model for the conceptualization and implementation of greenways. Are greenways an "object" or are they the "social glue" that binds communities together? How do greenways serve as catalysts for joint planning and inter-municipal cooperation? Why must the private sector be an integral part of greenway planning and maintenance? Why must 21st century greenways provide opportunities for mixed-use development?

Learning Outcomes:

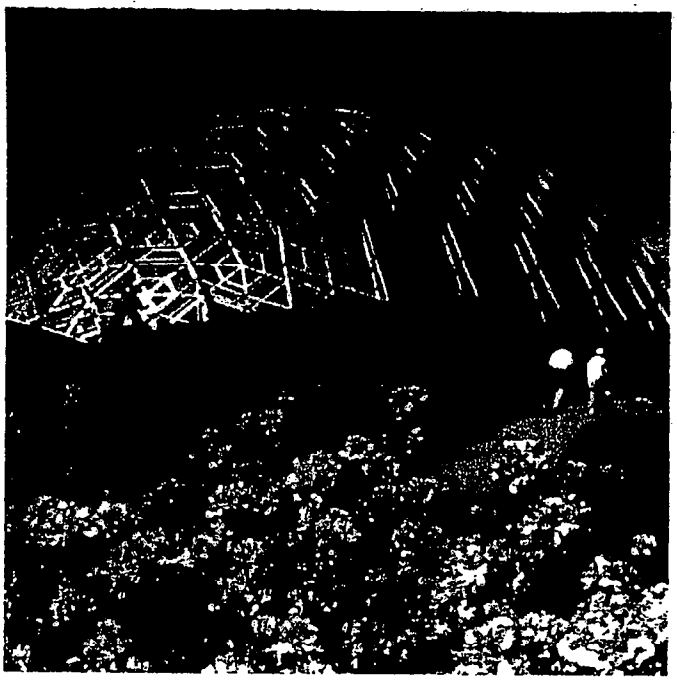
1. There are "other" models for greenway planning
2. How to move through a complicated public process successfully
3. Greater implications of greenways for livable communities

Peter M. Simone, ASLA, RLA is a registered landscape architect and founding principal of Simone Jaffe Collins, which was founded in 1990. Peter is a 1975 graduate of Rutgers University and he lives in Philadelphia with his wife and two children. William Collins, ASLA, RLA is principal at Simone Jaffe Collins who has been working in the Schuylkill River Valley for the last four years on a commuter rail project that is an integral component of the Schuylkill River Greenway System.

Code: 3D1 THE FISCAL PHYSICAL: SEVEN STEPS TO FISCAL FITNESS

Introductory

In this introductory presentation, participants learn the primary causes of business failures and how to avoid them. Understanding the importance of monitoring you financial position is stressed, along with an action plan for achieving and maintaining the key steps to "fiscal fitness."



Learning Outcomes:

1. Learn what financial statements really tell you about performance
2. Learn to price for profit and growth by using break-even analysis
3. Understand the differences between profits and cash flow, plus much more.

Carl Forsen is a Senior Vice President for Business Resource Services (BRS) in Seattle, WA. He has gained recognition as founding President and CEO of a successful start-up bank in the Pacific Northwest. With over 20 years of commercial banking experience, he brings BRS an in-depth understanding of the financial challenges that confront a business owner. He is a graduate of the University of Washington and he has instructed and advised small businesses through SBA classes, vocational-education institutions and professional associations.

Code: 3E1 PROCESS VS. FORM IN RESTORATION OF RIVERS AND STREAMS

Intermediate

Many river and stream restoration projects attempt to physically create forms seen as suitable for habitat without consideration of geomorphic processes operating at the site. The popular notion that there is an inherently stable channel geometry for every stream is incorrect. Ecologically there is nothing inherently desirable about a stable channel,

9:45 a.m. - 11:15 a.m., continued

as native flora and fauna are adapted to periodic disturbance. Where possible, we should restore geomorphic and ecological processes, rather than form, as the latter may not be sustainable without the former. In urban areas we often cannot restore process because of infrastructure constraints, but our restoration designs can benefit from understanding process and how is has changed.

Learning Outcomes:

1. Imposing an ideal from on a stream is rarely sustainable
2. To restore the stream, first understand to processes
3. Sound approaches to river restoration

G. Mathias Kondolf is a Fluvial Geomorphologist whose research concerns environmental river management, especially geomorphic influences on habitat for salmon and trout, effects of mining and dams on river systems, interactions of riparian vegetation and channel form, alternative flood management strategies, and assessment of ecological restoration. He has published over one hundred technical journal articles, book chapters and reports on these and related topics. He is an Associate Professor on Environmental Planning Geography at the University of California at Berkeley.

Code: 3F1 TRAFFIC CALMING: GOAL AND MEANS

Intermediate

In recent years, traffic calming has become the mantra of many neighborhoods and alternate mode users. Public projects now routinely add traffic calming features such as speed humps and roundabouts to improve both traffic flow and safety. Increasingly, public officials are finding that quality-of-life can be significantly improved as a result of traffic calming. This session will illustrate two case study examples where creating a safer, more attractive pedestrian environment was the key to success, and public participation played a major role in identifying challenges and developing solutions.

Learning Outcomes:

1. Identify communities negatively impacted by automobile traffic and understand how to use infrastructure improvements for economic development
2. Work with the community to raise awareness, identify goals, build consensus and identify and understand the changing and expanding roles of landscape architects
3. Develop a plan for the implementation of traffic calming measures

Jackson Wandres, Associate ASLA, is a registered landscape architect in NY who has worked as an urban designer in New York City for the past fifteen years. He has worked for the NYC Departments of City Planning and Parks and Recreation. Currently, he works for the RBA Group where he specializes in the design of facilities for cyclists and pedestrians. Nanette Gerstenberger, ASLA has worked on the Fourth Avenue Revitalization Project for four years. Hired by the engineering consulting firm for her expertise, she now manages the firm's landscape division. Her rapid rise from designer/planner to department manager reflects the industry's expanding focus. She has over 18 years experience in business management.

Code: 3G1 SPEAKING UP FOR DOWNTOWN: THE EFFECTIVE USE OF PUBLIC PARTICIPATION IN DOWNTOWN REVITALIZATION

Limited seating available. Pre-registration is required for this session. Tickets will be collected.

Intermediate

How can public participation be used to gain meaningful insight to develop a vision, goals and objectives for a downtown plan? This session highlights experiences in communities where public participation was a critical element of downtown planning. Participants will have the opportunity to engage in a variety of innovative exercises that can be used to reach out to the broader community. There will be brief case study presentations, followed by mini-workshop where the participants will be involved in interactive workstations.

Learning Outcomes:

1. Understand through the use of case studies how to establish and use a successful public participation process as part of a downtown revitalization plan.
2. Understand how to interpret the results of different public participation techniques and how to sue those interpretation s in developing a downtown plan
3. Learn how to solicit feedback and involvement from all of downtown's constitutes including citizens of the larger community.

Scott Siefker, ASLA is an urban designer and graduate landscape architect at the Indianapolis office of HNTB, a national architecture, engineering and planning firm. He has prepared a variety of master plans and site designs for downtown's throughout the mid-west. Laurel S. Harrington, RLA, ASLA, is a Senior Associate for Camiros, Ltd. in Chicago, IL. Cynthia A. Bowen, AICP, is an Urban Planner for HNTB, Inc. in Indianapolis. Jill Owens is a Planner/Architect for Development Concepts, Inc. in Indianapolis, IN.

LANDTECH EDUCATION SESSIONS AMERICA'S CENTER

Code: LT5 DESIGN COMPUTING FOR THE REAL WORLD
9:45 a.m.-10:25 a.m.

Code: LT6 MOVING BITS AROUND: HOW TO EFFECTIVELY WORK WITH DIGITAL FILES IN THE OFFICE
10:35 a.m.-11:15 a.m.

Complete session descriptions available at www.asla.org and in the on-site directory.

PROFESSIONAL INTEREST GROUP MEETINGS 11:00 A.M. - 12:30 P.M. AMERICA'S CENTER

Members of Professional Interest Groups and prospective members are invited and encouraged to attend these informal meetings. Agendas vary by group and will likely include discussions of current issues in specific areas of practice as well as planning for the 2001 group activities. (See 1:00 –2:30 p.m. for additional meetings.)

A. Campus Planning & Design
B. Computing
C. Design-Build
D. Historic Preservation
E. Housing and Community Design
F. International Practice
G. Landscape/Land Use Planning
H. Parks and Recreation

EXPO HALL 11:00 A.M. - 3:00 P.M. AMERICA'S CENTER

All member, nonmember and student registrants will receive $5 lunch coupons good Sunday and Monday in the exhibit hall. See pages 19-23 for complete details.

LANDTECH DEMONSTRATIONS:

11:15 - 11:45 am	ESRI Model Builder
12:15 - 12:45 pm	ESRI Model Builder
1:15 - 1:45 pm	Evans & Sutherland Rapid Site Demonstration
2:15 - 2:45 pm	Evans & Sutherland Rapid Site Demonstration

FELLOWS BUSINESS MEETING & LUNCH 11:45 A.M. - 1:30 P.M. ADAM'S MARK HOTEL

All Fellows are encouraged to attend the annual business meeting of the COF which includes a luncheon. This annual business meeting is open to Fellows and invited guests only.

$35. Tickets will be collected at the door.

PROFESSIONAL INTEREST GROUP MEETINGS 1:00 P.M. - 2:30 P.M. AMERICA'S CENTER

Members of Professional Interest Groups and prospective members are invited and encouraged to attend these informal meetings. Agendas vary by group and will likely include discussions of current issues in specific areas of practice as well as planning for the 2001 group activities. (See 11:00 a.m. –12:30 p.m. for additional meetings.)

I. Reclamation and Restoration
J. Residential Landscape Design
K. Rural Landscape Design
L. Water Conservation
M. Therapeutic Garden Design
N. Urban Planning and Design
O. Women in Landscape Architecture

Don't Miss Early-Bird Deadline August 28th.

PT 03219

EDUCATION SESSIONS
2:45 P.M.-4:15 P.M.
AMERICA'S CENTER

Code: 4A1 NEW ESTHETICS WITH AN ECOLOGICAL APPROACH

Intermediate

Today landscape architects have a crucial role to play in mitigating the impact of environmental degradation of our planet earth. Based on general principles of sustainability we must develop site-specific solutions to environmental concerns on each one of our projects. This illustrated lecture will explore recent environmentally responsible projects that encourage the use of recycled materials, water conservation and limiting footprints. By example, landscape architects will learn elements of this new approach, especially to saving water.

Learning Outcomes:

1. Understand advantages of teamwork with other professionals
2. Understand benefits of research and networking with experts
3. Value goal setting to achieve high standards

Cornelia Hahn Oberlander, C.M. LL.D. (Hon), FCSLA, BCSLA, FASLA has, for the past 40 years, been involved as a landscape architect in a wide range of projects with noted international architects and public agencies in Canada and the US. She is the Principal of Cornelia Hahn Oberlander Landscape Architect located in Vancouver, British Columbia, Canada. Eva Matsuzaki, (Hon) FAIA, (Hon) FCARM, FRAIC, MAIBC, is the Principal of Matsuzaki Architects, Inc in Vancouver, Canada. She is the immediate past president of the Royal Architectural Institute of Canada.

Code: 4B1 L'ENFANT OR BANNEKER: WHO SHOULD GET CREDIT FOR THE DESIGN OF WASHINGTON, DC?

Introductory

Very little is known about he early history of black Americans of the significance of the contributions that they made to our heritage. Benjamin Banneker, a free African American, was an astronomer, surveyor and inventor. Along with the French engineer Pierre Charles L'Enfant and American cartographer Andrew Ellicott, Banneker was charged with the responsibility of the design and layout of the nation's capital. This presentation will discuss who should get the credit for the design.

Learning Outcomes:

1. Learn Banneker's key role in the design of our nation's capital
2. Understand the significance/importance of Black history in America in the 18th/19th century
3. Learn of Jefferson's controversial attitudes toward Black Americans

E. Lynn Miller, FASLA is a Professor Emeritus of Landscape Architecture at the Pennsylvania State University where he taught for 35 years and is presently a member of the Business Faculty at the University of Phoenix. He is the recipient of the Bradford Williams Award for Professional Writing, co-author of *The Classic McHarg: An Interview*, recipient of the Outstanding Teaching Award from the Penn State Student Body in 1985, and is the recipient of the 1995 Outstanding Educators Award of the Council of Educators of Landscape Architecture.

Code: 4C1 PARK EXPECTATIONS: THE UPPER MISSISSIPPI RIVER IN MINNEAPOLIS

Intermediate

The Upper Mississippi River Master Plan addressed the desire to change land use along the Mississippi above St. Anthony Falls from heavy industry with barge terminals to a continuous park corridor. The plan investigates conflicts in public policy and a succession of land uses over the last 125 years, from sawmills to scrap yards to light industry, and proposes a Fourth Era of land use focuses on development of new riverfronts parks and neighborhoods.

Learning Outcomes:

1. Exploration of shifts in cultural values regarding riverfronts, commercial navigation and land use
2. Understanding of influence of economic trends on public policy and land-use change
3. Insight into the role of landscape architects in shaping expectations for future land use transformation

Barry Gore is a community planner and urban designer with BRW, Inc. in Minneapolis, MN. Mr. Gore has a Master of Arts in Landscape Architecture from the University of Wisconsin. Project experience includes neighborhood revitalization, housing redevelopment, parkway design, recreation trails, waterfront planning, transit planning and historic preservation. Steve Durrant, ASLA is the Director of Planning and Urban Design and David Showalter, AIA, AICP are also from BRW, Inc in Minneapolis.

Code: 4D1 CUSTOMIZING COMPUTER TECHNOLOGY TO INDIVIDUAL LANDSCAPE ARCHITECTURAL PRACTICES

Intermediate

Four presenters, representing a range of landscape architectural practice, offer information on individualizing computer technology to expand the reach, productivity, and cost-effectiveness of both the practical and innovative office. Included are examples of the computer as an analytical and design tool, from concept to presentation in 2, 3, and 4D; creating affordable, innovative digital tools; information management utilizing internet and available databases; integrating CAD and other databases with GIS in smaller scale projects; and web-based project management.

Learning Outcomes:

1. Full strength CAD can be incorporated into GIS, along with other information systems such as BG-BASE, to expand GIS design, mapping and information management capabilities
2. It is thus possible to create, in-house, a flexible, suitably scaled tool, customized to an institution's or agency's particular needs
3. The session will update specific "how-to" information, and discuss the problems and costs that occur.

Ann Milovsoroff, FASLA is the Landscape Architect at Royal Botanical Gardens in Hamilton, Ontario. Her responsibilities include design and construction of new gardens, editing or redesigning of old gardens, and master planning and design for the nature sanctuary areas. Madis Pihlak, ASLA is Associate Professor and Director for the Stuckeman Center for Design Computing at Pennsylvania State University in University Park, PA. Tom Barratt, ASLA is the President of Tom Barratt Ltd. in Whistler British Columbia. Jim Sipes, ASLA is a Senior Associate landscape architect with Jones & Jones Architects & Landscape Architects, PSC, in Seattle, WA.

Code: 4E1 THE ROLE OF THE HERITAGE AND ENVIRONMENT IN RESHAPING A NATIVE AMERICAN COMMUNITY

Intermediate

Landscape architects have a unique capability to assist Native Americans and other cultural minorities to create contemporary environments that express their heritage and values and strengthen their communities. Their confluence of environment, heritage and community is captured in a case study that assisted a Midwestern Indian Tribe to see opportunities for emphasizing traditional and environmental values in a master plan for the tribal community and a site plan for a government, cultural and educational campus.

Learning Outcomes:

1. See the potential to translate traditional Native American values into community and site design decisions.
2. Get a feel for the decision-making context in a Tribe recently empowered by a substantial increase in financial resources
3. Be inspired to assist cultural minorities to reflect their values in the landscape of their communities.

Constance Dimond is a Principal at SmithGroup JJR, Incorporated with over twenty years of experience in planning for communities, college and university campuses and downtown and urban neighborhood revitalization. She is co-author of the ULI publication Designing the *Successful downtown.* She serves as a liaison between the client and multidisciplinary consultant teams to ensure that site planning and design solutions are responsive, well understood and broadly supported. Brian Charlton is an Associate with SmithGroup JJR, Inc. in Ann Arbor, MI. William Mrdeza, is the Community and Economic Development Director for the Saginaw and Chippewa Indian Tribe of Michigan.

CONTINUING EDUCATION CREDIT

You may earn continuing education credit toward maintenance of state licensure where mandated by attending education sessions during the ASLA Annual Meeting.

PT 03221

2:45 p.m. - 4:15 p.m., continued

Code: 4F1 AESTHETICS, COMMUNITY CHARACTER AND THE LAW

Introductory

This highly visual session will provide an overview of how local communities can regulate the aesthetic attributes of new development in order to protect their distinct community character. Speakers will discuss key drafting rules for local regulations that apply to a number of different topics, including view protection, design review, tree protection, sign controls and control of telecommunications facilities. A planning director from one of the nation's most well-regarded planning programs will discuss his department's experiences in regulating aesthetics.

Learning Outcomes:

1. Identify a variety of techniques that local communities may use to regulate aesthetics
2. Understand the key legal principles governing local regulation of aesthetics
3. Discuss some of the practical difficulties inherent in adopting and implementing regulations to control aesthetics

Meg Maguire, President of Scenic America, will moderate this session. Tom Vosburg works for the Department of City Planning for the City of Fort Collins, CO. Chris Duerksen is Managing Director of Clarion Associates, LLC, a real estate development consulting firm in Denver, CO.

Code: 4G1 YOU ARE YOUR OWN BEST COMMERCIAL PART I

This is a two part session, please plan on staying for part II. Limited seating available. Pre-registration is required for this session. Tickets will be collected.

Introductory

Every time you speak - whether to a professional group or to a potential client - you have a chance to sell yourself and your ideas. This fast paced workshop will give you the tools you need to do that effectively. Presenter, Michael Sampson, is an experienced communications consultant and professional broadcaster. Over the last ten years, Michael and his company have taught thousands of people how to tell their side of the story, whether to one person, to a group, or to the media. Mixing solid information with humor, Michael will teach you how to present like a pro.

Learning Outcomes:

1. Who to target in your audience
2. The five rules of better communication
3. How to identify your key messages and how to support them with facts
4. How to anticipate and answer questions; and the best way to practice
5. How to use non-verbal elements - your face, voice, body, and clothing - to support your message

Michael Sampson is an experienced communications consultant and corporate trainer. For many years, he also worked in radio and television as a news reporter, anchorman, and program host. Michael is the owner of WORDS & PICTURES, a St. Louis firm that helps individuals and organizations improve their public images. As a speaker, he shares the insights gained from ten years of workshops and consulting sessions to help audiences be their best in any public setting.

LANDTECH EDUCATION SESSIONS AMERICA'S CENTER

Code: LT7 BEYOND PLAINVIEW: 3D MODELING AND ANIMATION IN DESIGN

2:45 p.m.-3:25 p.m.

Code: LT8 PRACTICAL DTM'S: WORKING DIGITAL TERRAIN MODELS

3:35 p.m.-4:15 p.m.

Complete session descriptions are available at www.asla.org and in the annual meeting on-site program.

EDUCATION SESSIONS
4:30 P.M.-6:00 P.M.
AMERICA'S CENTER

Code: 5A1 SUITABILITY ASSESSMENT OF BIOENGINEERING TECHNIQUES FOR LANDSCAPE ARCHITECTURAL PROJECTS

Introductory

This presentation provides an introduction to bioengineering practices and an introduce an evaluation process developed to determine the suitability of nine specific bioengineering construction techniques to any site based on a preliminary site investigation and client input.

Learning Outcomes:

1. Develop a better understanding of bioengineering techniques applicable to landscape architecture
2. Develop an attitude to consider bioengineering for professional services and practices
3. Increase an awareness of job opportunities through bioengineering

Sadik C. Artunc, ASLA, CELA holds an MLA from the University of Michigan and a MS and BS in Forest Engineering and Forestry from the University of Istanbul. He is a Professor and Graduate Program Coordinator for the School of Landscape Architecture at Louisiana State University in Baton Rouge, LA. Robert Neil Thomas, ASLA works with TBG Partners in Dallas, TX.

Code: 5B1 STORYTELLING: TEACHING A CONSERVATION LAND ETHIC AND PRESERVING OUR CULTURAL AND HISTORICAL LANDSCAPES

Intermediate

The discussion of how to teach a land ethic for conservation has come up continually especially to those who practice landscape architecture as well as teach. The storytelling vehicle is an old tradition that can be a model for many settings and many situations throughout America. It can be used in the schools for the young and also in community settings as part of a planning process. The lecture format would target educators and practitioners.

Learning Outcomes:

1. How a conservation land ethic can be taught through telling of old stories or passing on an ancient skill
2. How to breathe life into a place by including in the design intent a cultural connection and historical framework
3. How to use stories from the native community as a vital part of the planning process

Robin K. Lee, ASLA holds a MLA degree from the University of Oregon, a BA in Studio Art from Mt. Holyoke College and is a licensed landscape architect. Currently, she is the Scenic Byways Coordinator for the Deschutes National Forest in Oregon, and the Chairman for the Oregon Board of Architect Examiners. She has authored two books, *Legends of the Hawaiian Forest* and *Legends of the Hawaiian Waters.*

Code: 5C1 NORTHEAST OHIO'S EMERGING TRAIL AND GREENWAY SYSTEM

Intermediate

The regional effort in Northeast Ohio to establish a trail and greenway system focuses on cultural awareness, economic revitalization and open space preservation. This effort expands on traditional approaches to trail development that focus primarily on recreational benefits. This interactive session describes the efforts to define the character of the region through a trail and greenway system, and to establish a cooperative framework for success among the dozens of communities affected. It compares these efforts with Heritage Areas elsewhere.

Learning Objectives:

1. The value of cultural precedents to community identity
2. The role trail and greenway systems can play in focusing on cultural values
3. The economic benefits of regional trail and greenway systems.

Dennis J. Mersky, ASLA and Patricia J. Stevens, ASLA, principals of Environmental Design Group, Inc. and Schmidt Copeland Stevens, lead their firm's planning efforts. The two firms have built the collaboration for trail and greenway planning projects that have lead to an ASLA Merit Award in 1999. David Whited, ASLA is the Chief of Planning and Development for Metro Parks serving Summit County, Ohio. Daniel M. Rice is the Executive Director and Chair of the Alliance of National Heritage Areas of the Ohio and Erie Canal Corridor Coalition in Akron, OH.

PT 03223

4:30 p.m. - 6:00 p.m., continued

Code: 5D1 PRACTICES IN PERPETUITY: WILL THE NEXT GENERATION LEAD AND SURVIVE?

Intermediate

Many of the professional practices in landscape architecture founded in the 50's, 60's, and 70's are (or should be) transitioning to a new generation of leaders. At stake is not only the financial interests of old and new partners, but perhaps more importantly the successful transfer of a knowledge base, the continuation of design innovation, and the ability to lead often associated with founding principals. This panel will explore the issues of transition from the perspective of firms who have faced the challenge as well as young firms for whom the subject has not matured.

Learning Outcomes:

1. Learn how established firms have dealt with transition of knowledge and design innovation.
2. Learn about the financial ramifications of transitioning a firm from one generation to the next.
3. Learn how newer firms are preparing for future transitions.

Ken Bassett, FASLA is the President of Sasaki Associates in Watertown, MA. Joe Brown, FASLA is the President and CEO of EDAW in San Francisco, CA, a 300-person international firm with nine domestic and eight overseas offices. He is a seasoned planner and landscape architect and a graduate of Catholic University and Harvard University School of Design.

Code: 5E1 LANDSCAPE ARCHITECTURE AND ITS ROLE IN LAND TRUSTS OR NON-PROFIT CONSERVATION ORGANIZATIONS — DEFINING A GRASSROOTS ADVOCACY FOR LAND PROTECTION IN GROWTH IMPACTED ENVIRONMENTS

Intermediate

When Charles Eliot lead the Commonwealth of Massachusetts to approve a bill know as Chapter 352 of the Acts of 1891, it established The Trustees of Reservations that still exists today. This session will enlighten one to land trusts' role to save sensitive and arable landscapes in perpetuity and how landscape architects can play even a stronger role in the non-profit conservation organization movement addressing urban revitalization, urban sprawl and growth management issues.

Learning Outcomes:

1. Know your landscape architectural capabilities have the potential to enhance a land trust's or non-profit conservation organization's program
2. Gain historical appreciation of our profession's legacy for laying the legislative foundation for today's land trusts across America
3. Become aware of land protection tools one can utilize creatively in curbing urban and rural sprawl which impact our landscape's resources

Stephen Wesley Goltry, ASLA, AICP, is a landscape architect and planner who provides independent consulting services specifically for planned conservation communities. Mark Ackelson, ASLA is President of the Natural Heritage Foundation in Des Moines, IA. Elizabeth Brabec, ASLA is a Professor of Landscape Architecture in the School of Natural Resources and Environment at the University of Michigan in Ann Arbor, MI.

Code: 5F1 LANDMARKING AMERICAN RIVERSIDES AND HARBOR EDGES

Intermediate

This session will begin with slides and verbal guidance through approximately 25 US and Canadian instances of riverside and harbor edge landmarking. We will then analyze and conclude on the make-up of heritage in natural (sacred place), cultural, historic and other contexts, and focus on the building blocks of heritage landmarking suitable for the 21st century river park, plaza, and other water edge environments, whatever the design paradigm may be.

Learning Outcomes:

1. Learn that heritage expression can be manifested in any riverside design
2. Learn that communities in the US and Canada are landmarking waterfronts with increasing interest
3. Learn that heritage landmarking can be achieved through an infinite variety of design, planting, preservation and kinetic means

Roy B. Mann, ASLA, graduated with a BS in Horticulture from the College of Agriculture at the University of California at Davis with highest honors. He earned a Masters in Landscape Architecture at the Harvard Graduate School of Design and was awarded a Fulbright-Hays Scholarship to study river corridors and open space systems in the United Kingdom. Ronald Lee Fleming is the President of Townscape Institute, author, and member of the board of trustees for the National Trust for Historic Preservation. David Stea is a Professor in the Department

PT 03224

of Geography at Southwest Texas State University, and an author of works on environmental cognition and cultural expression.

Code: 5G1 YOU ARE YOUR OWN BEST COMMERCIAL - PART II

Introductory

Limited seating available. Pre-registration is required for this session. This session is a continuation of session 4G1, please plan on attending both parts I and II. Tickets will be collected.

Every time you speak - whether to a professional group or to a potential client - you have a chance to sell yourself and your ideas. This fast paced workshop will give you the tools you need to do that effectively. Presenter, Michael Sampson, is an experienced communications consultant and professional broadcaster. Over the last ten years, Michael and his company have taught thousands of people how to tell their side of the story, whether to one person, to a group, or to the media. Mixing solid information with humor, Michael will teach you how to present like a pro.

Learning Outcomes:

1. Who to target in your audience
2. The five rules of better communication
3. How to identify your key messages and how to support them with facts
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LANDTECH EDUCATION SESSIONS AMERICA'S CENTER

Code: LT9 DIGITAL LANDSCAPE VISUALIZATION: PROGRESS AND PROSPECTS
4:30 p.m.-5:10 p.m.

Code: LT10 COMPUTER AIDED DESIGN AND VIRTUAL MODELING
5:20 p.m.-6:00 p.m.

Complete session descriptions are available at www.asla.org and in the annual meeting on-site program.

GATEWAY GALA
7:00 P.M.-10:00 P.M.
MISSOURI HISTORY MUSEUM

The Gala site for the new millennium will be the Missouri History Museum. You will have the opportunity to bring St. Louis' complete history to your fingertips as well as dance the night away to the beat of "Motown Sound." Velvet and The Impact Horns have performed together for over 25 years and many of the members have played with The four Tops, The Temptations, The Coasters, The Drifters, Martha Reeves, Natalie Cole and many other Motown favorites. You will also have the opportunity to sample the variety of foods St. Louis has to offer, from Midwestern roast beef and ribs to St. Louis' own Little Italy. To top it off you will make your own sundae with the famous Ted Drewes Vanilla Frozen Custard. This is an evening you won't want to miss.

$35 per person, $25 per student with valid student ID. Fee includes one complimentary drink ticket, and roundtrip shuttle transportation to all five ALSA Convention Hotels. Tickets will be collected on-site. Anyone not presenting a ticket will be required to purchase a ticket prior to admission.

Don't Miss Early-Bird Deadline August 28th!

PT 03225

M·O·N·D·A·Y

EDUCATION SESSIONS
8:30 A.M.-10:00 A.M.
AMERICA'S CENTER

Code: 6A1 GETTING IT BUILT: LEADERSHIP OPPORTUNITIES FOR LANDSCAPE ARCHITECTS THROUGH STORMWATER MANAGEMENT

Intermediate

Three of the nation's recognized leaders in sustainable stormwater management discuss opportunities for leadership. Participants will learn how to educate themselves on regenerative design, how to gain credibility with clients and other consultants, and how to get projects successfully built.

Learning Outcomes:

1. How to lead in complex groups and projects
2. How to use expertise in sustainable systems as a tool for enhanced influence
3. How to get project built with innovative designs

Tom Richman, ASLA, AICP is the president of Tom Richman & Associates, a landscape architecture and urban design firm located in Palo Alto, CA. Tom's practice focuses on civic space and the public realm, with a special interest in the emerging practice area of regenerative stormwater management. Bruce Ferguson, FASLA is a Professor at the University of Georgia in Athens, GA. William Wenk, ASLA is with Wenk Associates in Denver, CO.

Code: 6B1 LANDSCAPE ARCHITECTURE AND VERNACULAR LANDSCAPES: DOCUMENTATION, MANAGEMENT AND TREATMENT

Intermediate

Our panel will define, describe and explore the important preservation issues pertaining to the planning, design and stewardship of vernacular landscapes. The focus will be on the methods used in the documentation, management and treatments of these landscapes. We will draw upon case studies from such diverse locations as rural areas, planning districts, battlefields and historic transportation corridors. We will also examine practical challenges presented by vernacular landscapes.

Learning Outcomes:

1. Methods and application of research in the study of landscapes
2. Possible solutions to the issues associated with the contemporary management of vernacular landscapes
3. How to apply treatment standards to vernacular landscapes

Perry Carpenter Wheelock is the regional landscape historian and coordinator of the cultural landscape inventory in the National Capital Region of the National Park Service. She has authored landscape studies on parks and historic sites, including Harpers Ferry, the C & O Canal, Rockcreek Park, and the Lincoln Memorial. Cari Goetcheus, ASLA is a Historical Landscape Architect for the Park Historic Structures & Cultural Landscape Program at the National Park Service in Washington, DC. Susan Trail is the Assistant Superintendent for the Antietam National Battlefield for the National Park Service in Sharpsburg, MD.

Don't Miss Early-Bird Deadline August 28th!

Code: 6C1 BIKEWAY PLANNING AND DESIGN

Intermediate

The presentation will give participants with a real-life community through which they will need to plan and design a bikeway using information on safety, design requirement, standards and user preferences presented during the session. The presentation will end with a discussion of routes selected and the applicability of solutions and information to other projects.

Learning Outcomes:

1. Understand AASHTO for bicycle facilities
2. Know what site conditions help or hinder creation of successful bike facilities
3. Design correct, user-friendly, low maintenance bikeways

Jim Donovan, ASLA an avid cyclist and walker himself, practices landscape architecture in Essex Junction, Vermont. In his work at Lamoureux & Dickinson, he plans and designs bicycle and pedestrian facilities in a continually expanding portion of the northeastern USA, either as lead designer or as a special consultant to other offices. His other professional interests range from wetland creation or restoration to park planning and design. He is currently serving as ASLA Trustee for the New Vermont Chapter.

Code: 6D1 EDUCATION AND THE MERGING OF DISCIPLINES: A CASE STUDY

Intermediate

Our professional practice is increasingly dependent on the merging and teaming of various disciplines, as well as the need to incorporate this approach in our educational institutions. Recognizing this trend, our session focuses on a specific case study involving professionals, students, and educators that has succeeded in providing a valuable educational experience while integrating multi-disciplinary expertise and talent. The conference theme and location could not be more appropriate and timely as they pertain to our case study – the EDAW Summer Student Program 2000: An Expedition.

Learning Outcomes:

1. Understand the value of a multi-disciplinary approach to developing solutions to overlapping and complex design, planning and ecological problems.
2. Realize the need to push our educational nstitutions/programs toward this approach to problem solving.
3. Become engaged in out nation's commemoration of the 200th anniversary of the Lewis & Clark Expedition.

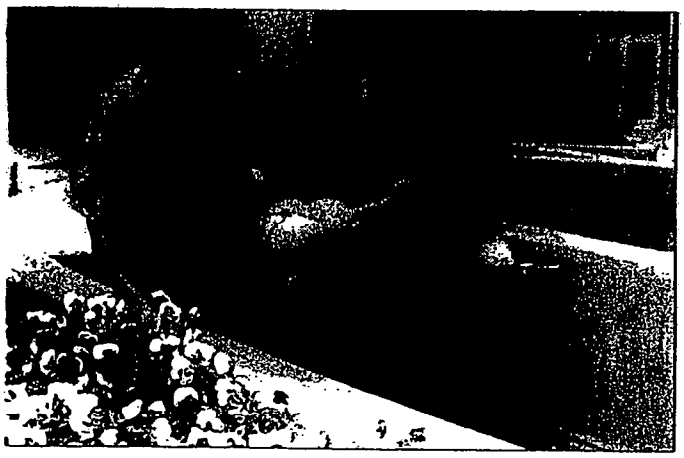
Kevin Butterbaugh has an undergraduate degree in Agricultural and Resource Economics and a Master's in Landscape Architecture. Mr. Butterbaugh is a Senior Associate with EDAW's Seattle office, where his work focused on resource management planning and associated environmental analysis. Mike Marxen is a Supervisory Landscape Architect for the US Fish and Wildlife Service in charge of the Pacific Northwest Planning Team, and Colleen McShane is a Wildlife Biologist and Senior Associate in charge of biological services with EDAW in Seattle, WA.

Code: 6E1 PLANNING DESIGN AND MANAGEMENT FOR WILDLIFE HABITAT

Intermediate

Landscape fragmentation is the principle cause of the decline in wildlife species diversity. Suburban and exurban development, is a major cause of fragmentation. Adverse impacts associated with development can be prevented, minimized, or partially mitigated by understanding and applying principles from the fields of landscape ecology and conservation biology. This presentation illustrates the

PT 03227



8:30 a.m. - 10:00 a.m., continued

aforementioned principles and demonstrates how they can be used in planning and design to conserve wildlife species diversity.

A new generation of Colorado Division of Wildlife Master Management Plans is being developed to address the convergence of uses on our public land within the goal of protecting Colorado's wildlife treasures. Taking a second look at these state wildlife areas through a master management plan process will ensure we are providing critical wildlife habitats while meeting the recreation needs of an ever-changing population.

Learning Outcomes:

1. The process of landscape fragmentation and its impact on wildlife; ecological principles as they apply to wildlife conservation
2. Application of ecological principles to large-scale and site planning projects to preserve, enhance or restore species diversity.
3. Understand an approach to developing a master management plan for state wildlife areas.
4. Understand the issues surrounding competing used within state wildlife areas and understand how we can better protect the critical habitat of Colorado.

Craig W. Johnson has been a professor of landscape architecture and environmental planning at Utah State University for 33 years. He has authored four books, most recently *A Wildlife Conservation Manual for Urbanizing Areas in Utah (UDWR) and Conservation Corridor Planning at the Landscape Level: Managing for Wildlife Habitat* (NRCS). Craig Taggart, is a Senior Associate with EDAW, Inc. in Fort Collins, CO.

Code: 6F1 CREATING THERAPEUTIC GARDENS FOR INDIVIDUALS WITH ALZHEIMER'S DISEASE

Intermediate

The American Society of Landscape Architects, as part of the centennial celebration combined efforts with the National Alzheimer's Association to Design and develop eight model therapeutic Alzheimer's gardens throughout the United States. These gardens exemplify the benefits of the outdoor environment and how the interaction of nature can positively affect quality of life for a person. Preliminary data will also be presented from the study of a recently completed Alzheimer's Garden. An essential component of any garden is measuring the effectiveness of the garden upon the intended user.

Learning Outcomes:

1. Understand the role of therapeutic gardens for individuals with Alzheimer's disease
2. Demonstrate a variety of settings to include therapeutic gardens
3. Learn to incorporate activities based experiences into Alzheimer's therapeutic gardens

Jack Carman, ASLA, is President of Design for Generations in Medford, NJ. He has specialized in creating therapeutic exterior environments for older adults, including assisted living, Alzheimer residents an adult day health care centers. He has lectured at various national conferences on the "benefits of nature and the older adult." Betsy Brawley, ASID, IIDA, is with Design Concepts Unlimited in Sausalito, CA. Joanne Westphal, ASLA is a landscape architect and licensed practicing physician in Michigan. She is a member of the Michigan State University Landscape Architecture faculty.

Code: 6G1 TIME AND STRESS MANAGEMENT + SECRETS TO SUCCESS

Limited seating available. Pre-registration is required for this session. Tickets will collected.

Introductory

An entertaining and humorous, yet information-packed presentation on stress and time management, including: the difference between positive and negative stress, 20 effective ways to reduce negative stress, dealing with angry employees and clients, when "very good" is better than "best", 12 ways to let positive stress be your friend, the three primary goals of time management, picking the right time of day to plan, conducting more powerful and effective meetings in shorter time frames, how to make the most effective use of your time, traits of people who are successful, six common excuses for not being creative and how to overcome them; and much more. This is an audience interactive presentation where the attendees will be asked to share their ideas and experiences as well. It is a talk with a lot of power. The information you take back to your office can be practiced by anyone with immediate results.

Thomas Hudgin is President of Wilmington Quality Associates located in Wilmington, NC. He earned his degree from Muskingum College. After 29 years working in pharmaceuticals, he formed his own company in 1990. Wilmington Quality is a business management training and consulting firm with a focus on helping individuals and companies improve their performance and helping employees develop pride in workmanship.

LANDTECH EDUCATION SESSIONS AMERICA'S CENTER

Code: LT11 COMBINING FHWA AND USDA DESIGN METHODOLOGIES: A MORE ACCURATE, COMPUTERIZED APPROACH FOR THE USE OF VEGETATION IN EROSION CONTROL.
8:30 a.m.-9:10 a.m.

Code: LT12 GOLF COURSE DESIGN AND VISUALIZATION
9:20 a.m.-10:00 a.m.

Complete session descriptions available at www.asla.org and in the annual meeting on-site program.

EXPO HALL 10:00 A.M. - 2:00 P.M. AMERICA'S CENTER

All full conference registrants will receive $5 lunch coupons good Sunday and Monday in the exhibit hall. See pages 19-23 for complete details.

LANDTECH DEMONSTRATIONS:

10:15 - 11:45 am Beyond Plan View: 3D Modeling and Animation in Design

11:15 - 11:45 am Practical DTM's: Working Digital Terrain Models

12:15 - 12:45 pm Computer Aided Design and Virtual Modeling

EDUCATION SESSIONS 1:45 P.M.-3:15 P.M. AMERICA'S CENTER

7A1 MANAGEMENT TO IMPROVE AIR QUALITY

Introductory

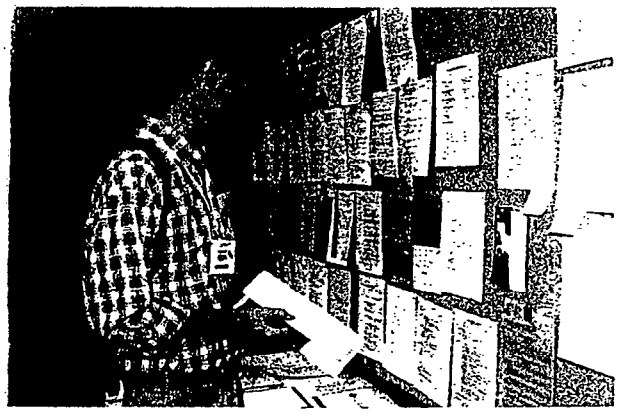
This lecture with questions and answers is targeted toward landscape architects and design professionals to help them in understanding the numerous, interactive way that urban trees both positively and negatively affect air quality. Data will be presented and discussed related to species selection landscape designs, and management/maintenance practices to provide practical information that landscape professionals can incorporate in their daily practice to improve air quality in cities.

Learning Outcomes:

1. Understand the interactive ways by which trees affect air quality
2. Select proper species to improve air quality
3. Create landscape designs and management practices to improve air quality

David J. Nowak is a project leader with the USDA Forest Service, Northeastern Research Station in Syracuse, NY. Dr. Nowak received a BS and MS from SUNY College of Environmental Science & Forestry, and a Ph.D. from the University of California at Berkeley. He was a principal scientist on the Chicago Urban Forest Climate Project and is a recipient of the American Forests Urban Forest Medal recognizing outstanding national contributions in urban forest research.

PT 03229



1:45 p.m. - 3:15 p.m., continued

Code: 7B1 THE MINERAL SPRINGS OF VIRGINIA: VIRGINIA'S LOST LANDSCAPE

Intermediate

J.B. Jackson stated: "One final southern landscape feature deserves much more study that it has so far received: The watering place or spa or mineral springs." This presentation will demonstrate the nineteenth century Mineral Springs of Virginia and elsewhere as particularly significant, yet long neglected landscapes. Mineral springs will be revealed as places of convergence and interest to landscape historians, historical landscape architects, preservationists, and contemporary designers interested in heritage landscapes, healing landscapes and tourism.

Learning Objectives:

1. Knowledge of a significant 'missing' piece of the Virginia landscape
2. Understand the importance of the springs on a regional and national scale
3. Appreciate the potential the springs have to inform contemporary design and tourism strategies.

Brian Katen, ASLA is an Assistant Professor of Landscape Architecture at Virginia Tech. His work and research focuses on understanding historic landscapes as agents of change and understanding: places that both engage the present and inform the future. From 1993-1997, Professor Katen served as Garden Advisor for Dumbarton Oaks. He has over 15 years of professional experience in education, landscape architectural design, heritage landscapes and historic landscape preservation.

Code: 7C1 PLAN TO PLAY: EMERGING SPORTS TURF TECHNOLOGIES

Intermediate

As sports facilities and fitness have become integral aspects of American life, athletic and recreation facilities have attained comparable importance within the community setting. This session will offer an overview of high performance sport field concepts including such issues as liability litigation, safety performance evaluations, agronomic drainage technologies and new proficiency standards for design and maintenance of sport fields.

Learning Outcomes:

1. Learn the emerging trends and new technologies in new professional and NCAA sports fields
2. Understand the future impact of these technologies in the Parks and recreation industry
3. Learn basic design concepts for high-performance sport field systems

Jeffrey L. Bruce, FASLA is the preferred agronomic consultant for the design, implementation, operation and diagnostic evaluation of high-performance sports turf systems in the United States and international markets. He has worked exclusively in golf and sports turf agronomy for ten years, and is an authority on the design, construction and management of these systems. He sits on the ASTM Committee for the review of the 1993 USGA Recommendations for Putting Green Construction and was instrumental in the generation of the new guidelines and USGA Laboratory Protocol. Charles Dixon is with Jeffrey L. Bruce and Company in North Kansas City, MO.

HE ASLA ANNUAL MEETING & EXPO IS A CHANCE TO GET AS MUCH NEW INFORMATION THAT REFLECTS THE PROFESSION – IN ONE PLACE AT AN ECONOMICAL PRICE.

– Stephen Carter, ASLA, U.S. Army Corps of Engineers

PT 03230

Code: 7D1 DEVELOPING THE CREATIVE EDGE

Introductory

The workshop will introduce the cultivation of deliberate efforts to enhance and increase creative flow and outputs by using the creative Problem-Solving Process (CPS). Each of the phases of CPS is deliberately alternate between divergent and convergent thinking. Activities are designed to break through barriers to positive change and to increase flow of design ideas. It will introduce those in attendance to the Creative Problem-Solving Process and through an application to a design problem will permit active participation in its use. The process is applicable to enhancing and enriching the traditional design process. It is designed for practitioners, educators and students.

Learning Outcomes

1. Understanding roadblocks to creativity
2. Obtaining new tools for generating ideas and evaluating them
3. Developing new strategies for solving design problems

Dr. Alon Kvashny, ASLA is a professor and chairman of landscape architecture at West Virginia University where he completed a major study of teaching and testing the Creative Problem-Solving Process in landscape architecture. He has been attending the Creative Problem-Solving Institute in Buffalo, NY since 1976. Frank Maraviglia, ASLA is a professor at the State University of New York, College of Environmental Science and Forestry. He is involved in teaching graduate courses in Creativity for the Department of Landscape Architecture.

Code: 7E1 RURAL LANDSCAPES: ASSESSING THE EFFECTIVENESS OF VARIOUS LAND PROTECTION STRATEGIES

Intermediate

In urbanizing areas of the United States, the desire to protect farms is often rooted in the desire to protect visual quality of the landscape, rather than to protect the land for the production of food. This session will compare the effects of the most common forms of agricultural land preservation – cluster, TDR and acquisition – in terms of the viability of the protected land for framing and the impact on the rural scenic quality of the landscape.

Learning Outcomes:

1. Understand the strengths and limitations of the three land protection programs
2. Be able to revise existing programs/craft effective programs
3. Understand the shortcomings of incentive-based programs

Elizabeth Brabec, ASLA, is an Associate Professor in the School of Natural Resources and Environment at the University of Michigan, and President and founder of Land Ethics, Inc. Land Ethics specializes in developing resource conservation strategies and development in a manner that makes open space and watersheds, integrating conservation and development in a manner that makes good ecological as well as economic sense. Chip Smith is also with Land Ethics, Inc. in Ann Arbor, MI.

Code: 7F1 EC 101: NEW FRONTIERS IN THE EUROPEAN COMMUNITY FOR AMERICAN LANDSCAPE ARCHITECTS

Intermediate

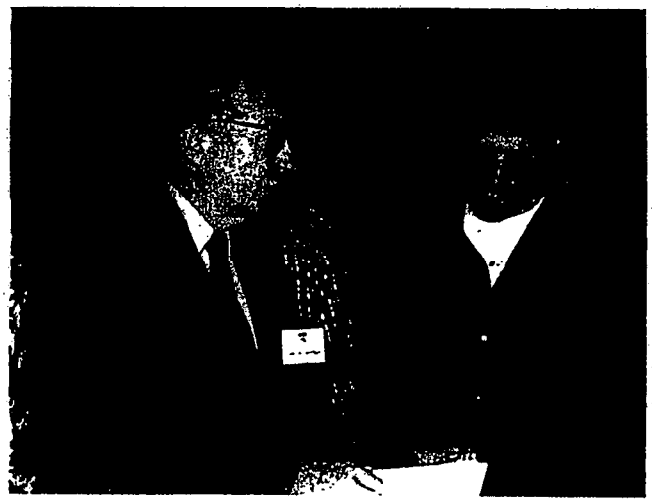
Underdeveloped member countries of the European Community (EC, also known as the European Union or EU) are receiving EC grants for improvements like sewage treatment plants, transportation networks, tourism subsidies, dams, and other regional scale projects. The majority of these countries have no resident experts in land use planning, site design, or environmental assessment, which makes them a new frontier for landscape architects.

Participants will learn about the EC and it's funding, how to get work in EC countries, and the difficulties of applying sustainable design principles in countries where no such term exists. International projects of landscape architecture programs in American universities will be presented as templates for partnerships between faculty, students, and practitioners, as a means to create work for landscape architects where no work previously existed.

Learning Outcomes:

1. Understand the parameters of EC funding and the implications for American designers and planners
2. Learn about the barriers to practice in the EC and how to overcome them
3. Learn about the application of sustainable design and ecotourism principles in Crete

PT 03231



1:45 p.m. - 3:15 p.m., continued

Virginia L. Russell, FASLA, principal coordinator of this panel session, was selected to spend the summer of 1999 in Crete, working with an interdisciplinary team to compose a Sustainable Development Plan for the Hersonisos region (LAND, November 1999). Professor Russell is on the faculty of the School of Architecture and Interior Design at the University of Cincinnati, and has served in several offices of the ASLA, including Vice President of Membership (1996-1998).

Code: 7G1 GROWING THE KNOWLEDGE BASE OF LANDSCAPE ARCHITECTURE: A LOOK TOWARD THE NEW MILLENNIUM

Introductory

A panel of leading scholars in landscape architecture will discuss the state of research in landscape architecture — where we have journeyed from and where we are going? Based on white papers covering different domains of the landscape architecture, the panelists will examine the role that research should play in advancing landscape design, planning and management. What are the challenges that need to be overcome? What are the implications for the practice of landscape architecture? And, how should our professional organizations and educational institutions respond?

Learning outcomes:

1. Understand why research is important to landscape architecture.
2. Understand the types of the types of research and scholarly inquiry that are necessary to advance the discipline of landscape architecture.
3. Understand how the profession (practitioners, educational institutions and professional organizations) needs to respond to advance the knowledge base of the discipline.

Prof. Robert Brown, BS, MLA, PhD is a Professor in the School of Landscape Architecture at the University of Guelph. Prof. Patrick Condon, ASLA, BS, MLA is an Associate Professor in the Landscape Architecture Program at the University of British Columbia. Prof. Bruce Ferguson, FASLA, MLA, is a Professor and Graduate Studies Coordinator in the Landscape Architecture Program at the University of Georgia. Prof. Kristina Hill, BS, MLA, PhD is an Assistant Professor in the Department of Landscape Architecture for the University of Washington. Prof. Patrick Miller, FASLA, BSLA, MLA, PhD is a Professor and Head of the Landscape Architecture Department at the Virginia Polytechnic Institute and State University. Prof. Frederick Steiner BS (Design), MCP, MRP, MA, PhD, is a Professor and Director in the School of Planning and Landscape Architecture at the Arizona State University.

LANDTECH EDUCATION SESSIONS AMERICA'S CENTER

Code: LT13 THE UTILIZATION OF INTERACTIVE MULTIMEDIA IN LANDSCAPE ARCHITECTURE PRACTICE

1:45 p.m.-2:25 p.m.

Code: LT14 MULTIMEDIA FOR PROFESSIONAL OFFICES

2:35 p.m.-3:15 p.m.

Complete session descriptions available at www.asla.org and in the annual meeting on-site program.

CLOSING GENERAL SESSION
3:30 P.M. - 5:00 P.M.
BALLROOM, AMERICA'S CENTER

Dr. Peter H. Raven, one of the world's leading botanists, will tell landscape architects what he thinks they can do to promote biodiversity and sustainable design principles. He will address how landscape architects, as world citizens, with one foot in the ecological camp and the other in the development camp, respond to pressure to develop? And, how he feels landscape architects and others are doing in this area (including the good, the bad and the ugly). He will also give a "pep talk" on the importance of plants in the global environment, and how landscape architects can make plants more visible and publicly understood.

Dr. Raven has dedicated nearly three decades to conservation and biodiversity as Director of the Missouri Botanical Garden, where he has cultivated a world-class institution of horticultural display, education and research. He has also served as Director of the Missouri Botanical Garden and Engelmann Professor of Botany at Washington University since 1971. Under his leadership, the Missouri Botanical Garden has become a leader in botanical research in Latin America, Africa and Asia, with strong programs in North America as well. The Garden's education program in the St. Louis region reached more than 100,000 students each year and provides professional visitors to the Garden annually, including tourists to St. Louis from around the United States and the world.

Following Dr. Raven, Maryland Governor Parris N. Glendening will discuss Maryland's landmark "Smart Growth and neighborhood Conservation" program, which is the nation's first comprehensive, incentive-based program to address issues raised by growth. Induction of 2000-2001 ASLA officers as well as remarks from the current ASLA President, Janice Cervelli Schach, and ASLA President-Elect, Leonard Hopper, will also occur at this time.

CLOSING BANQUET
7:00 P.M.-11:00 P.M.
ADAM'S MARK HOTEL

Tickets will be collected at the door. Anyone not presenting a ticket will not be admitted.

Culminate your St. Louis experience by celebrating with old and new friends at the Closing Banquet. You'll delight in good food while experiencing ASLA's first variety show. Everyone is urged to sit with his or her fellow chapter members. New Recipients of the ASLA Medal, President's Medal, Olmsted Medal, LaGasse Medal and President's Cup will be honored.

In celebration of the new millenium, one complimentary ticket voucher is included with each Member, Non-Member & Spouse Conference Registration You must exchange your voucher for an actual ticket no later than 12:00 noon on Sunday, October 29 at the ticket exchange desk located in the ASLA registration area at the America's Center (Convention Center). Additional tickets may be purchased for $55 per person until noon on Sunday.

The ASLA convention was a chance to step away from focusing on day to day tasks and become reinvigorated by taking stock of the big picture of landscape architecture. I gathered volumes of information about new technologies and products, and the free sharing (and open debate) of important ideas was exciting. But the best part of the meeting was the synergy of it all.

Not really was a sense of the size of the ASLA and the breadth of work we all are doing. With all of these landscape architects gathered together sharing the pursuit of design excellence and environmental responsibility, you feel you're a part of something important, growing, and moving in a very positive direction. It confirms who we are and how far we've come as a profession. It made me want to take hold of the momentum our profession has achieved, and get back to the office to go on to do more.

Oh yes, and LOTS of my best friends were there, too.

–JP Shadley, ASLA, Carol R Johnson Associates Inc.

PT 03233

T·U·E·S·D·A·Y

2000 GOLF CLASSIC
7:15 A.M. - 5:00 P.M.

The Golf Classic will be held at the Annbriar Golf Course in Waterloo, Illinois, just 25 minutes from downtown St. Louis, Missouri. The beautiful 226 acre course, designed by Michael Hurdzan, was built in 1990. Annbriar is rated in America's top 500 by Golf Digest. The front nine is extensively graded and exhibits a Scottish "links type appearance" while the back nine is hilly with great views and abundant topography. The format will be a foursome scramble. Golfers may request teammates, or will be assigned a foursome. All levels and abilities of golfers are welcome.

$105.00 per person. The entry fee includes bus transportation, range balls, one sleeve of balls, golf cart, and lunch. Trophies and great prizes will be awarded. Rental clubs will be available for an additional cost. Buses will leave the Adam's Mark Hotel at 7:15am. Tee time will start at 9 am. Advance reservations are required and tickets will be collected.

Detailed event information will be sent to all Golf Classic participants after the reservations are received.

TOURS

All tours leave from America's Center, Washington Street entrance. Space is extremely limited; pre-registration is required. Tickets will be collected.

T12 HENRY SHAW'S LEGACY – MISSOURI BOTANICAL GARDEN & TOWER GROVE PARK

8:30 a.m. - 1:00 p.m.

Repeat of Friday 12:30 p.m. tour.

$35 per person. Fee includes handouts, admission fees, bus transportation and mid-morning snack. Tour is coordinated by Noel Fehr, ASLA, Parsons, Harland Bartholomew & Associates, Inc.

T13 GRAND CENTER & ST. LOUIS UNIVERSITY TOUR

8:30 a.m. - 12:00 noon

Grand Boulevard, once the home of 20 theaters and movie houses has been restored into St. Louis' premier arts and entertainment district and is now home to cultural institutions. The Saint Louis Theater, modeled after the Chapel of Louis XIV at the Palace of Versailles has been magnificently restored as Powel Hall, home of the St. Louis Symphony. The opulent Fox Theater has been restored along with its giant pipe organ. Visit other restored theaters including the acoustically superb Sheldon Auditorium; the Grandel, home of the Black Repertory Company; and one of the latest architectural creations of Tadeo Andr, the Pulitzer Art Museum. The tour will continue through the adjacent Saint Louis University, an urban campus that has undergone major restoration in the last twenty years. Landscape and urban design elements have been successfully used to define the campus and streets have been closed to create a pedestrian oriented environment. Facilities highlighted will be St. Francis Xavier Church and the historic Cupples House.

$20 per person. Fee includes handouts and bus transportation.

T14 HISTORIC CHURCH TOUR

8:30 a.m. - 12:00 noon

Early St. Louis witnessed strong rivalries amongst its different religious denominations and ethnic groups with church buildings seeming to vie for attention. Churches on the tour include Christ Church Cathedral (Episcopal), Old St. Louis Cathedral 1834 (next to the arch grounds), the New St. Louis Cathedral (containing the world's most extensive collection of mosaics), Cathedral St. Paul's 1840 (Evangelical), and the Eric Mendelsohn designed B'nai Amoona Synagogue 1946 (Jewish).

$30 per person. Fee includes handouts, bus transportation and church donations. Mid morning break on own at Soulard Farmers Market. Tour led by Esley Hamilton.

T15 MISSOURI STATE PARK

8:30 a.m. – 8:00 p.m.

This tour will feature four Missouri State Parks clustered in the St. Francois Mountains area 1-hour southwest of St. Louis. See how swift waters of the Black River flowing around some of the oldest exposed rocks in the nation have formed a series of canyon like gorges or "shut-ins" at Johnson Shut-Ins State Park, where most of the 8,470-acre park has been left as wilderness and serves as a major trailhead for the 500-mile Ozark Trail. Be amazed at giant granite rocks a billion years old standing end-to-end like a train of red circus elephants at Elephant Rocks State Park. Visit Fort Davidson State Historic Site, site of the bloody Battle

of Pilot Knob, and Taum Sauk Mountain State Park featuring Mina Sauk Falls, and the Devils toll Gate, where wooded igneous rock knobs are dotted with glades covered in thick mantels of prairie grass. Route 66 State Park contains a former landmark roadhouse and segment of the historic road. This park also contains a former superfund site, Times Beach, which after clean-up is now a valuable and highly used recreational sites.

$60 per person. Fee includes handouts, bus transportation. a box lunch and morning afternoon snack. Tour led by Jim Crabtree, Associate ASLA, Jones-Mauer, Inc., Lisa Dillon ASLA; Mark Hohengasser, ASLA; Steve Klence, ASLA; and Gary Barkhaus, ASLA; all with the Missouri Division of Parks.

T16 MISSOURI WINE COUNTRY

9:00 a.m. – 3:30 p.m.

The Missouri River Valley provides the landscape for a tour through Missouri's Wine Country where the broad river valley of forested hills, river bottoms and vineyards is home to many historic villages and wineries. The tour will travel Highway 94, the Weinstrasse (Street of Wine), to the historic towns of Augusta and Hermann. In each of these picturesque villages, the tour will visit wineries, shops and restaurants. The history of the river valley will be showcased including presentations on the history of the region, the first designated wine district in the United States. The tour will also present the current issues of the rural landscape, including ex-urban sprawl, flood mitigation, scenic byways, and small town downtown renewal.

$20 per person. Fee includes handouts and bus transportation. Lunch on own in Hermann. Tour led by Russell Volmert, ASLA, HNTB.

T17 DOWNTOWN ST. LOUIS WALKING TOUR

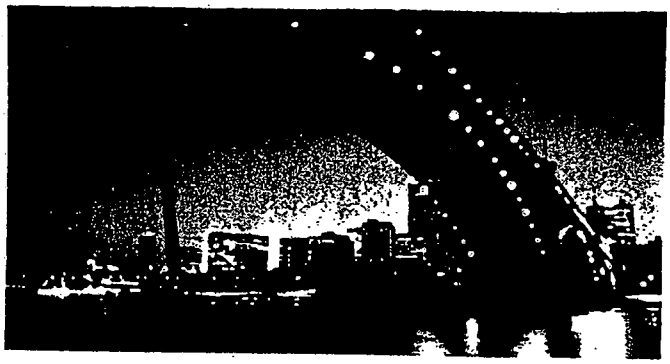
9:00 a.m. - 12:00 noon

Repeat of Friday, October 27 9:00 a.m tour.
$10 per person. Fee includes handouts and any metrolink tokens needed. Tour organizer is Rick Kacenski, ASLA, the HOK Planning Group.

T18 CONFLUENCE GREENWAY TOUR

9:00 a.m. – 3:30 p.m.

The Confluence Greenway project is a collaboration of regional non-profit organizations and government agencies. The tour will primarily highlight the area Lewis & Clark began their historic journey and will feature the Missouri side of the 40-mile riverfront corridor, encompassing the confluence of the Mississippi, Missouri and Illinois Rivers. Walk across the world's longest pedestrian/bicycle bridge -



the Old Chain of Rocks Bridge. See part of the historic Route 66, abandoned for 30 years and recently renovated. See Chouteau Island, a potential site for ecological restoration, nature areas and active recreation and the Lewis & Clark Memorial with great view of the Mississippi/Missouri confluence and site of new interpretive center. Visit the historic communities of Alton, IL and St. Charles, MO. Tour the St. Charles flood plain, site of some of the worst flooding in '93, and new parks/nature areas in Portage Des Sioux and West Alton.

$20 per person. Fee includes handouts, bus transportation and afternoon snack. Lunch will be available for purchase on your own. Tour led by Ralph Rollins, Associate ASLA, St. Louis County Parks.

T19 CENTRAL WEST END

1:00 p.m. - 5:00 p.m.

The Central West End comprises some of St. Louis' most vital and cosmopolitan real estate. For those taking the Grand Center tour in the morning, you can have the noon hour for lunch on you own in a variety of fine restaurants among shops and antique stores. Then the entire tour will view neighboring private gated streets lined with sumptuous late 19th, early 20th century houses designed by such notable architects as McKim, Mead and White, Jens Jensen, Henry Wright and Theodore Link – designer of St. Louis Union Station. Of interest are many fine carriage houses and gatehouses offering unique abodes for students, architects and landscape architects.

$15 per person. Fee includes handouts and bus transportation. Tour led by Tom Saunders, ASLA, Saunders & Associates, Inc.

T20 CEMETERY TOUR

1:00 p.m. – 5:00 p.m.

St. Louis' Bellefontaine and Calvary Cemeteries occupy 750 acres of rolling hills overlooking the Mississippi River. They contain hundreds of large and intriguing tombs, mausoleums and markers of some of St. Louis' most notable individuals and families. Visit the ornate gothic chapel of the Anheuser and Busch families and the Wainwright tomb designed by Louis Sullivan. See the delicately carved and nearly eroded tombstone of a famous steamboat captain.

$15 per person. Fee includes handouts and bus transportation.

ANNUAL MEETIN

2000 ANNUAL MEETING ADMINISTRATIVE COMMITTEE

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Royal Botanical Gardens

Louis Beaupré
2001 Host Chapter
Committee Co-Chair
Beaupré & Associés

Alton Barnes, Jr., FASLA
2000 Program Committee
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Scott Emmelkamp, ASLA
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FASLA
ASLA President
University of Kentucky

James Shadley, ASLA
1999 Host Committee
Co-Chair
Carol R. Johnson
Associates, Inc.

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Ohio Arts and Sports
Facilities Commission
Committee Co-Chair

Alton Barnes, FASLA
Kansas State University
Committee Co-Chair

Stephen Carter, ASLA
US Army Corp of Engineers

David Fasser, FASLA
NYS Department of
Transportation

Perry Howard, FASLA
NCA & TSU

Mary Hughes, ASLA
University of Virginia

Peter Jacobs, FASLA
University of Montreal

Mary Ann Lasch, FASLA
HLW International, LLP,
Engineers Architects and
Planners

Cameron Man, FASLA
Mississippi State University

Marion Pressley, FASLA
Pressley & Associates, Inc.

J.A. Rusty Saunders, ASLA
Loomis Associates

James. P. Shadley, ASLA
Carol R. Johnson Associates,
Inc.

Jim Sipes, ASLA
Jones & Jones Architects &
Landscape Architects, PSC

Pat D. Taylor, ASLA
Landscape Architecture
Program
University of Texas at
Arlington

Austin P. Tao, ASLA
Austin Tao & Associates,
Inc.

Lynn Wolff, ASLA
Lynn Wolff Associates Inc.

Ex Officio Members
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FASLA
University of Kentucky
1999-2000 ASLA President

Patrick Miller, FASLA
Virginia Tech
1999-2001 Continuing
Education Committee Chair

Ann Milovsoroff, FASLA
Royal Botanical Garden
Annual Meeting Admin
Committee Chair

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The Toro Company
Booth #:907

Lloyd Reeder
Greenlee Lighting, L.P.
Booth #:600

Vicki Bohnhoff
Invisible Structures, Inc.
Booth #:1314, 1316

Ian McAskile
Maglin Furniture Systems
Inc
Booth #:1235, 1337

Larry Olson
Oly-Ola Sales, Inc
Booth #:1152

Christine Spaulding
TruGreen - Landcare
Booth #:819

Bill Gilbert
Wesnic
Booth #:711

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Gerard Biedenstein, ASLA
Host Committee Co-Chair
Public Relations Committee
Co-Chair
St. Louis County Parks

Scott Emmelkamp, ASLA
Host Committee Co-Chair
Public Relations Committee
Co-Chair
PGAV, Inc

Noel Fehr, ASLA
Tours Committee Co-Chair
Parsons, HBA, Inc.

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Tours Committee Co-Chair
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Gala Committee Co-Chairs
Thalden Corporation

Kathy McKnight Thalden, FASLA
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Floyd Zimmerman, FASLA
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Independent Consultant

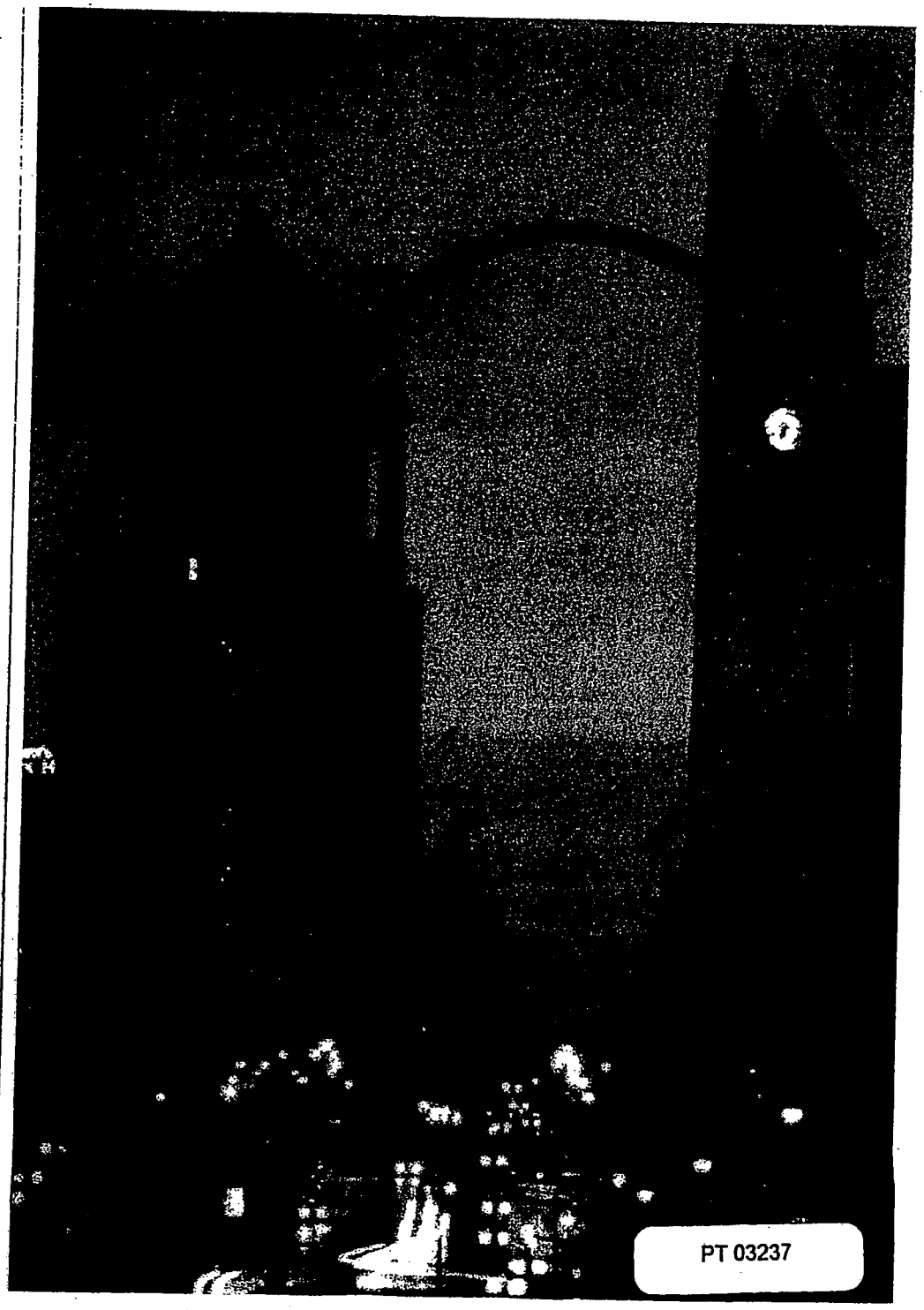
Greg Bernosky, Associate ASLA
Pub Crawl Committee Co-Chair
Spaid Associates

Jay Wohlschaeger, Associate ASLA
Pub Crawl Committee Co-Chair
Spaid Associates

D. Anne Lewis, ASLA
Fund Raising Committee Chair
Lewisites

John O. Bell, ASLA
Chapter Demonstration Project Chair

Henry Shaw
Ozark Corridor Foundation



PT 03237

PERSONAL ANNUAL MEETING SCHEDULE

Please use this schedule to plan your itinerary at the ASLA Annual Meeting.

FRIDAY, OCTOBER 27

8:00 a.m.
9:00 a.m.
10:00 a.m.
11:00 a.m.
12:00 noon
1:00 p.m.
2:00 p.m.
3:00 p.m.
4:00 p.m.
5:00 p.m.
6:00 p.m.
7:00 p.m.
8:00 p.m. – 11:00 p.m. Alumni Reunion

SATURDAY, OCTOBER 28

8:00 a.m.
8:30 a.m. – 10:00 a.m. Opening General Session
9:00 a.m.
10:00 a.m.
10:15: a.m. – 11:45 a.m. Education Session:
11:00 a.m.
12:00 noon
1:00 p.m.
1:45 p.m. – 3:15 p.m. Education Session:
2:00 p.m.
3:00 p.m.
3:30 p.m. – 6:30 p.m. EXPO Grand Opening
4:00 p.m.
5:00 p.m.
6:00 p.m.
7:00 p.m. – 11:00 p.m. Fellows Investiture Reception / Dinner

SUNDAY, OCTOBER 29

8:00 a.m.
8:30 a.m. – 9:30 a.m. LAF Summit II
9:00 a.m.
9:45 a.m. – 11:15 a.m. Education Session:
10:00 a.m.
11:00 a.m. – 3:00 p.m. EXPO Open
12:00 noon
1:00 p.m.
2:00 p.m.
2:45 p.m. – 4:15 p.m. Education Session:
3:00 p.m.
4:00 p.m.
4:30 p.m. – 6:00 p.m. Education Session:
5:00 p.m.
6:00 p.m.
7:00 p.m. – 10:00 p.m. Gateway Gala

MONDAY, OCTOBER 30

8:00 a.m.
8:30 a.m. – 10:00 a.m. Education Session:
9:00 a.m.
10:00 a.m. – 2:00 p.m. EXPO Open
11:00 a.m.
12:00 noon
1:00 p.m.
1:45 p.m. – 3:15 p.m. Education Session
2:00 p.m.
3:00 p.m.
3:30 p.m. – 5:00 p.m. Closing General Session
4:00 p.m.
5:00 p.m.
6:00 p.m.
7:00 p.m. – 11:00 p.m. Closing Banquet

TUESDAY, OCTOBER 31

8:00 a.m.
9:00 a.m.
10:00 a.m.
11:00 a.m.
12:00 noon
1:00 p.m.
2:00 p.m.
3:00 p.m.
4:00 p.m.
5:00 p.m.
6:00 p.m.
7:00 p.m.

JOIN ASLA AND SAVE $280 OF YOUR ANNUAL MEETING REGISTRATION!

ASLA

American Society of Landscape Architects

Membership Application Form

❑ New Membership ❑ Upgrade (For associates joining before 2/1/99)

❑ Ms. ❑ Mr. Name_____

Title_____

Name of Business_____

Business Address_____

City_____ State_____ Zip_____

Business Phone_____ FAX_____

E-mail_____

Internet Address: http://www._____

Home Address_____

City_____ State_____ Zip_____

Home Phone_____

For all ASLA mailings, use my: ❑ business address ❑ home address

Date of birth_____ Sex ❑ M ❑ F

❑ U.S. Citizen ❑ Other_____

Office Use Only
Mbr#.....
Chapter.....
Processing Code.....
Ref#AM60.....

Current practice type:
❑ Academic ❑ Campus Planner ❑ Federal Gov't ❑ State Gov't ❑ Local/Regional Gov't
❑ L.A. Firm ❑ Architectural, Engineering, or Multidisciplinary firm
❑ Other Private Sector org. ❑ Design/Build ❑ Private Non-Profit

47

Number of employees in company ❑ 1-5 ❑ 6-10 ❑ 11-20 ❑ 21 & up

Do you currently subscribe to *Landscape Architecture* magazine? ❑ Yes ❑ No

To determine membership category, please complete the following:

Do you have a degree or certificate from an accredited landscape architecture program?
❑ Yes ❑ No

If yes, school attended:_____

Years of professional experience:_____

Are you licensed to practice landscape architecture? ❑ Yes ❑ No

If yes, please list states you currently are licensed in:_____

Are you CLARB certified? ❑ Yes ❑ No

Please Select Appropriate Category:

❑ **Full Member:** Has graduated from an accredited landscape architecture program and/or is state licensed in landscape architecture or CLARB certified and has 3 or more years of professional experience. **National membership dues: $230.**

❑ **Associate Member:** Has graduated from an accredited landscape architecture program and/or is state licensed in landscape architecture or CLARB certified and has less than 3 years of professional experience. Associates pay $105 their first year of membership and follow the graduated dues structure, as determined by BOT, through the third year of membership. After the third year of membership, associates are automatically upgraded to full members and pay full member dues. **First year national membership dues: $105.**

❑ **Affiliate Member:** Is not licensed or CLARB certified and has not graduated from an accredited landscape architecture program. Open to those in related professions such as planning, architecture, civil engineering, etc. **National membership dues: $230.**

FORM VALID THROUGH OCTOBER 31 2000 PT 03239

To complete this application read the following code and sign.

I hereby agree to abide by the principles contained in the Society's Constitution, Bylaws, and Code & Guidelines for Professional Conduct and that the information contained in this application is true to the best of my knowledge.

Members should understand and honestly obey laws governing their professional practice and business matters and conduct their professional duties within the art and science of landscape architecture, and the professional society, with honesty, dignity and respect.

Members should seek to make full disclosure of relevant information to the clients, public and other interested parties who rely on their advice and professional work product.

Members should endeavor to protect the interests of their clients and the public through competent performance of their work; participate in continuing education, education research, and development and dissemination of technical information relating to planning, design construction and management of the physical environment.

Members should understand and endeavor to practice the objectives and strategies of the Declaration on the Environment and Development.

Members should work to insure that they, their employees or supervisees, and other members adhere to this code of conduct and to the Bylaws of ASLA.

Members are encouraged to serve on elected or appointed boards, committees or commissions dealing with the arts, environment and land use issues.

SIGNATURE (MUST BE SIGNED FOR APPLICATION TO BE PROCESSED)

ASLA's Constitution, Bylaws, and Code & Guidelines for Professional Conduct may be viewed at ASLA's website, <www.asla.org>. Copies of the complete Code & Guidelines for Professional Conduct may also be obtained by contacting ASLA National.

Dues Payment

This application must be accompanied by your first year's national and your local chapter dues. Dues are billed yearly. Dues include subscription to LAND ($32) and Landscape Architecture magazine ($49). Members may not deduct these amounts from their dues.

$_____ National Dues

$_____ _____ Chapter Dues
(Chapter name) (required if applicant resides in US)

$_____ TOTAL

❑ Enclosed is my check made payable to ASLA. (U.S. funds)

Charge my dues to:

❑ MasterCard ❑ Visa ❑ American Express

Account #_____

Name as listed on card:_____

Expiration Date:_____

_____
Authorized signature

Return your completed application with payment to:

American Society of Landscape Architects
636 Eye Street NW Washington, DC 20001-3736
Tel: 888-999-ASLA or 202-898-2444
Fax: 202-898-1185

Chapter membership is a requirement for U.S. members at a cost determined by each chapter. Chapter membership is assigned by residential or employment address.

State	Associate Member	Full Member	Affiliate Member
Alabama	50.00	50.00	50.00
Alaska	50.00	50.00	25.00
Arizona	30.00	30.00	30.00
Arkansas	35.00	35.00	35.00
Boston [2]	50.00	65.00	50.00
California Central Valley [1]	27.00	58.50	58.50
California Northern [1]	84.00	96.00	84.00
California Southern [1]	82.00	103.00	62.50
Colorado	30.00	50.00	50.00
Connecticut	35.00	45.00	35.00
Florida [7]	97.00	115.00	88.50
Georgia	30.00	50.00	25.00
Great Plains [3]	30.00	30.00	15.00
Hawaii	45.00	45.00	45.00
Idaho/Montana	50.00	50.00	50.00
Illinois	70.00	70.00	70.00
Indiana	57.50	57.50	18.75
Iowa	50.00	50.00	25.00
Kentucky	50.00	60.00	50.00
Louisiana	25.00	45.00	25.00
Maryland	35.00	60.00	40.00
Michigan	65.00	65.00	65.00
Minnesota	48.00	58.00	48.00
Mississippi	50.00	50.00	50.00
Nevada Southern [6]	50.00	50.00	50.00
New Jersey	30.00	50.00	25.00
New Mexico	40.00	50.00	40.00
New York [1]	40.00	50.00	50.00
New York UpState [1]	40.00	50.00	40.00
North Carolina	40.00	50.00	25.00
Ohio	55.00	55.00	55.00
Oklahoma	48.00	48.00	28.00
Oregon	22.50	48.75	31.25
Pennsylvania/Delaware	33.00	65.00	45.00
Potomac [5]	30.00	50.00	30.00
Prairie Gateway [4]	47.50	57.50	57.50
Rhode Island	35.00	45.00	50.00
San Diego [1]	55.00	85.00	65.00
South Carolina	25.00	45.00	25.00
St. Louis	50.00	60.00	70.00
Tennessee	50.00	50.00	50.00
Texas	37.00	37.00	20.00
Utah	65.00	75.00	55.00
Vermont	50.00	65.00	50.00
Virginia	45.00	65.00	45.00
Washington	50.00	60.00	60.00
West Virginia	40.00	50.00	35.00
Wisconsin	57.00	57.00	52.00

1 For questions regarding chapter boundaries call 1-888-999-ASLA.
2 Includes Massachusetts, Maine, and New Hampshire.
3 Includes South Dakota, North Dakota and Nebraska.
4 Kansas, and Missouri zip codes 64000-64599 and 64700-64899.
5 Washington, DC
6 Nevada zip codes 89000-89199
7 Includes Puerto Rico.

Office Use Only
Payment Information

PT 03240

DETAILS

You may also call your own agency, airlines or Avis directly and refer to the following I.D. numbers:

TWA	1-800-325-4933	V18105
United:	1-800-521-4041	558 DV
Avis:	1-800-331-1600	J952837

DRESS CODE

This year's suggested conference dress is business casual. This includes khaki slacks, polo-type shirts, blazers, or sweaters for men; slacks, skirts, polo-type shirts or blouses, blazers or sweaters, and comfortable shoes for women. Suits, ties, nine-to-five dresses, and high heels are not required. Those attending tours should wear comfortable clothes and walking shoes.

The Fellows Investiture Dinner is black tie optional. For your convenience, discounted rental fees are available at Gingiss Formal Wear. For more details on rates and other information, contact Danny Brown at 314-241-2664.

WEATHER

St. Louis weather varies by season. The average high for the month of October is 69.1 degrees and the average low is 46.7 degrees.

RESPONSIBLE DRINKING POLICY

Recognizing the emphasis on receptions and the potential for alcohol abuse, ASLA has issued a statement encouraging responsible drinking. Supporting this policy, all ASLA - sponsored receptions will offer non-alcoholic beers and soft drinks. Alcohol will not be served to anyone under the age of 21.

TICKET COLLECTION

Tickets will be collected for all ticketed events. Anyone not presenting a ticket will be asked to purchase a ticket at the door (pending availability); any resulting double payments will be resolved after the meeting.

CLOSING BANQUET TICKET VOUCHER EXCHANGE

Member, Non-Member & Spouse Conference Registration Attendees will receive a complimentary closing banquet ticket voucher in the on-site registration packet. You must exchange this voucher for a ticket no later than noon on Sunday, October 29. All seats are on a first-come, first-served basis. This year chapters are encouraged to sit together. For groups wishing to sit together, it is recommended that one person collect the group's banquet vouchers and bring them to the ticket exchange booth, located in the conference registration area of the America's Center (Convention Center), as early as possible to ensure seating availability. The dinner floor plan will be available during registration hours.

AUDIO TAPING

Many sessions will be taped and will be available for purchase, See the Audio Cassette sales booth in the registration area.

ELECTRONIC MESSAGE CENTER

This message center system will allow you to leave personalized electronic messages for fellow attendees. Located in the registration area of the America's Center (Convention Center); be sure to stop by and check for your messages throughout the meeting. You will have access during regular registration hours. *Sponsored by the HOK Planning Group.*

SHUTTLE TRANSPORTATION

SHUTTLE TRANSPORTATION TO AMERICA'S CENTER FOR ADAM'S MARK, DRURY PLAZA HOTEL & RADISSON HOTEL AND SUITES ONLY. *SHUTTLES WILL DEPART EVERY 20 MINUTES.*

Thursday, October 26 — Round Trip Service
First bus pick-up from hotels is at 4:00 p.m. until 7:00 p.m.
Last bus leaves the convention center at 7:30pm

Friday, October 27 — Round Trip Service
First bus pick-up from hotels is at 7:30 a.m. until 4:30 p.m.
Last bus leaves the convention center at 5:00p.m.

NOTE: TOUR BUSES ARE SEPARATE FROM CONFERENCE TRANSPORATION AND WILL DEPART PROMPTLY AT THEIR SCHEDULE TIME FROM THE WASHINGTON AVENUE ENTRANCE OF THE AMERICA'S CENTER.

Saturday, October 28 — Round Trip Service
First bus pick-up from hotels is at 7:30 a.m. until 6:00 p.m.
Last bus leaves the convention center at 7:00 p.m.

Sunday, October 29 — Round Trip Service
First bus pick-up from hotels is at 7:30 a.m. until 5:00 p.m.
Last bus leave the convention center at 6:30 p.m.

Monday, October 30 — Round Trip Service
First bus pick-up from hotels is at 7:30 a.m. until 4:30 p.m.
Last bus will return to hotels at 5:30 p.m.

Tuesday, October 31— Limited Service for Tours
First bus pick-up from hotels is at 8:00 a.m. until 12:45 p.m. Buses will drop off at convention hotels at conclusion of tours.

Gala Transportation from all 5 ASLA Convention Hotels — Round Trip Service
Buses will begin loading at 6:30 p.m. and run continuously until 10:00 p.m.
Last bus leaves for hotels at 10:15 p.m.

ASLA REGISTRATION CATEGORIES

ASLA Member & Non Member
Fee includes:
- Complimentary ticket for the conference proceedings
- Complimentary ticket for the closing banquet
- Three day exhibit hall admission including opening reception and two lunch coupons
- Admission to daily general sessions
- Admission to all education sessions

Student (eligibility requires current or 1999 – 2000 school year student ID)
Fee includes:
- Complimentary ticket for the conference proceedings
- Luncheon ticket for Student General Assembly on Saturday, October 28
- Three day exhibit hall admission including opening reception and two lunch coupons
- Admission to daily general sessions
- Admission to all education sessions

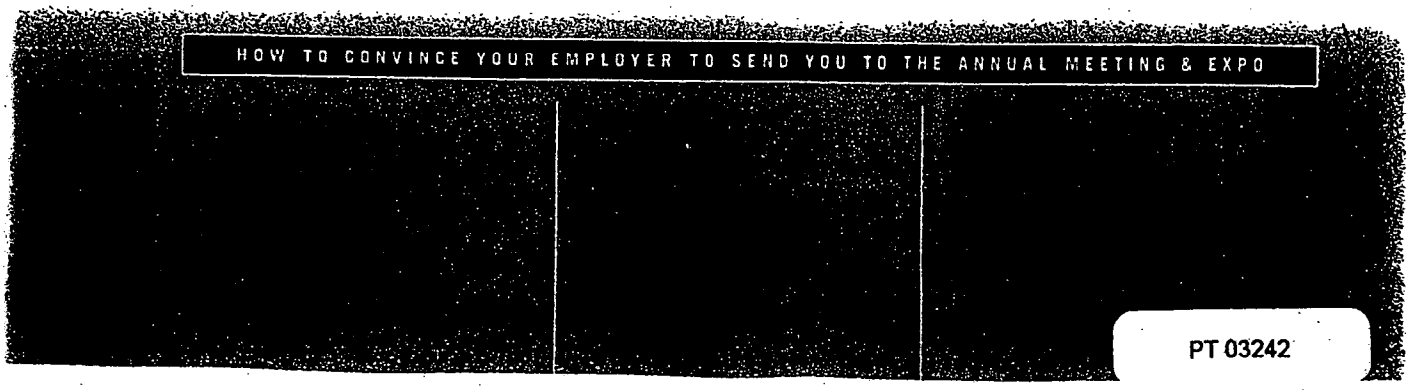
Spouse (all tickets will be listed under the primary registrant)
Fee includes:
- Complimentary ticket for the closing banquet
- Three day exhibit hall admission including opening reception and two lunch coupons
- Admission to daily general sessions
- Admission to all education sessions

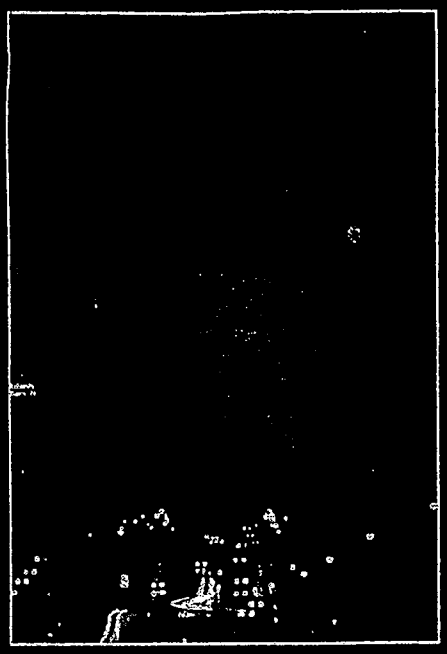
One Day (Member, Nonmember, Student, Spouse)
Fee includes for day registered only:
- Admission to exhibit hall (no lunch coupon)
- Admission to education sessions
- Admission to general session

REGISTER ON-LINE AT [illegible] AND FOLLOW THE INSTRUCTIONS

Junior notebooks sponsored by The Toro Company - Toro Irrigation and Irritrol Systems.

Badge Lanyards sponsored by The Aaron Group.





TO DISCOVERY

Confluence of Environment, Heritage, and Community

OCTOBER 27-31 • AMERICA'S CENTER • ST. LOUIS, MISSOURI

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636 Eye St., NW, Washington, DC 20001
Phone: 202-898-2444 Fax: 202-898-1185
www.asla.org

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Merrifield, VA

PT 03244

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

STEPHEN R. JONES, PRESIDENT AND CO-OWNER AND F.R.C.P. 30(B)(6) WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 32 (DVD)

EXHIBIT
JONES
32
2/23/04
Tools of the
V.2
PT 01445

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 33

ASLA
2001

2/24/04 PT 03245 CRAMER
DATE
33
EXHIBIT
ANN M. HOLLAND

ASLA Exhibitors in Order of Booth Number	
As of 6/13/01	
Company	Booth #
Granite Dumas & Voyer	101
Aquascape Designs Inc	103
TruGreen Companies	105
Focus Industries Inc	108
National Precast Concrete Association	110
A & T Iron Works, Inc	111
Vista Professional Outdoor Lighting	112
Paramount Stone Co.	117
McGraw Hill / Sweets	118
Firstake Capital Corp	122
FX Luminaire	123
Canfor	126
AIA Trust, The	128
Backflow Prevention Device InnClosures	200
Netafim USA	201
JRP Nutri-Pak	202
Oldcastle, Inc	204
Waterworks International	207
SNOC (1992) Inc	211
Garden Iron	213
Recreation Creations Inc	216
Firestone Building Products	217
Pine Hall Brick	221
GE - Westport Insurance Group	225
Surface America	300
Century Tube Corporation	301
Spacemaker Press	302
Sun Ports International	303
Porphyry USA Inc	304
Maglin Furniture Systems	305
Granicor inc	306
Duraedge / The JD Russell Company	310
Goric Marketing Group USA Inc	311
Leisure Woods	312
Whitacre Greer	316
Brick Markers USA, Inc	317
Quick Crete Products Corp	318
Grace Construction Products	319
Skate Park Systems by Spohn Ranch	323
Buckner by Storm	324
BBA Nonwovens-Reemay, Inc. - Biobarrier	325
Anchor Fence - Div of Master-Halco	400
Pave Tech	401
Union Metal Corporation	404
Lake Fountains & Aeration Inc	407

Eljen Corp / Master Distributions	409
Treated Products Communications Council	411
Oly-Ola Sales, Inc	413
Ameristar Fence Products	416
Kompan Inc	417
Profile Products	420
Anchor Wall Systems	423
Vitamin Institute	429
Titan Manufacturing	431
BCI Burke Co., LLC	500
Dura Art Stone	503
Hunter Industries	504
Versa-Lok Retaining Walls	508
Landscape Forms	509
Belton Industries Inc	510
Brickstop Corporation	512
Poligon	517
Walpole Woodworkers, Inc	525
Landscape Architect & Specifier News	527
Cold Spring Granite	528
Delgard Premier Aluminum Fencing	529
Lock + Load Retaining Walls Ltd	530
King Fibre Corporation	531
Ametek Access Boxes (US Filter/Plymouth Prod)	532
Petersen Concrete Leisure	533
NDS, Inc	607
Aquamaster Fountains & Aerators	611
Scofield	617
Architectural Pottery	624
Steadfast Bridge Co	625
Trilary Inc	626
Corbin's Baled Pine Straw, Inc	627
Sternberg Vintage Lighting	629
Homeland Vinyl Products Inc	630
J. Frank Schmidt + Son Co.	702
Toro Company, The	703
Braun Nurseries	704
Horticultural Materials/Systems	706
Sheridan Nurseries Limited	708
GameTime	709
Sitecraft, Inc	710
Valley Crest	717
Wausau Tile	723
DeepRoot Partners, L.P.	724
Mee Industries	726
Planter Technology	727
Hobbs Architectural Fountains	729
Corbitt MFG	730
FertiGator, Inc	731

Electric Time Company	733
Classic Garden Ornaments	801
Greenlee Lighting	807
Victor Stanley	811
USPL, Ltd	822
L.R. Nelson Corporation	823
Skydex	825
Carderock Stone / Tri-State Stone Co.	826
Zeager Bros., Inc.	828
Rock & Waterscape Systems, Inc	829
American Hydrotech, Inc	831
Plastic Recycling of Iowa Falls	832
Rain Bird Sales	900
Little Tikes Commercial Play Systems	901
Ornamental Growers Association	904
ARCOM Master Systems	906
N.C. Granite Corp	908
Keystone Retaining Wall Systems	910
Canterbury International	911
Trystan	916
Leatzow & Associates	917
Kichler Lighting	918
Dura Plastic Products	921
Viresco, International Plant Brokers	924
Solomon	925
JRM Chemical Inc	926
Wheeler Consolidated , Inc	927
Bomanite Corporation	928
Sportsedge	929
SPJ Lighting Inc	930
RISI Stone Systems	931
Stalite - PermaTill	933
PermaLoc Corp	1001
Holophane Architectural Outdoor Lighting	1007
ACO Polymer	1011
Continental Bridge	1013
Presto Products Company	1016
Landscape Structures	1017
The Fountain People Inc	1020
Murdock, Inc	1024
PenCell Plastics, Inc.	1026
Enameltec Porcelain Signage	1029
Stabilizer Solutions, Inc	1030
Wabash Valley Mfg., Inc	1031
AT Plastics Inc	1032
Foresight Products LLC	1100
National Concrete Masonry Association	1101
Pavestone Co	1102
Ravensforge	1103

Carson / Turf-Tek Drainage	1105
Texas Greenhouse Co Inc	1106
Litchfield Industries, Inc.	1108
Skateparks 2 Playgrounds	1109
Plastic Lumber Co	1110
Cedar Forest Products	1117
Chemical Specialties, Inc	1121
Lion Lighting Products (A.J. Giacmmanco)	1123
Pavestone Plus	1125
DuMor, Inc	1127
Benner's Gardens	1128
Eurocobble	1130
EZ-Dock Inc	1131
Arroyo Craftsman	1201
Greenscreen	1206
Private Garden Greenhouse Systems	1207
Keeton Industries	1208
Wonder Tree Tie Inc	1210
Shakespeare C&E	1211
RK Mfg - GrassyPavers	1212
Oase Pumps	1217
Natural Fertilizer of America	1218
Playworld Systems	1223
C.W. Cole & Co. Inc	1224
Miracle Recreation	1231
C.I.M. Industries, Inc	1301
Roots Inc	1302
Jamestown Advanced Products Corporation	1303
SofSURFACES, Inc	1303
Superdeck Systems (Aggressive Ind. Inc.)	1304
Smith and Hawken	1305
Lebanon Turf Products	1306
Bridge Builders	1310
BRP Enterprises, Inc	1311
B-K Lighting	1317
Amereq, Inc	1323
Redi-Rock International	1325
Environmental Design	1329
Riverside Plastics, Inc	1400
Unique Lighting Systems	1404
Hadco / Bronzelite	1407
Otterbine, Inc	1411
Dabmar Lighting Inc	1416
Rain Drop Products	1417
Pepco - A Division of Waderain	1420
Fossil Graphics	1422
Park Structures	1423
Tensar Earth Technologies, Inc	1431
Progressive Playgroups Inc	1433

Cyclone Lighting Inc		1438
Cooper Lighting		1502
RMI Rotronics		1506
Americana Building Products		1507
Boulderscape, inc.		1510
Garsy - Garden Systems		1511
Haws Corporation		1512
Limestone Trail		1513
Lasco Fitting, Inc		1517
Vitricon Inc		1519
Roman Fountains		1525
Spring City Electrical Mfg. Co.		1530
Increte Systems Inc		1606
Fieldturf		1609
Rafco Products		1610
Ace Surfaces		1613
Atlas Track + Tennis		1615
APChem		1616
Go Plastics		1617
Eagle-Picher Minerals Inc		1618
Monrovia Growers		1619
F & S Manufacturing Inc.		1621
Hubbell Lighting,Inc Sportsliter Solutions		1623
Unity Surfacing Systems		1626
Dalen Products, Inc		1627
American Society of Irrigation Consultants		1629
Unilock		1633
Distribution Richard Tessier / Urbain Design		1701
Canplas Industries Ltd		1707
Erosion Control		1708
Council of Landscape Architectural Registraion Boards		1709
Landscape Ontario		1712
Stoneage Lighting Creations Ltd		1715
Sandra Liotus Lighting Design, LLC		1717
Etera		1801
Logical Decisions, Inc		1805
Musco Lighting Inc		1806
Pepiniere Cramer Nursery Inc		1807
Scotia Slate Products Ltd.		1808
Valmont Poles		1809
Allograph Inc		1810
Bolduc		1814
Hummer Sports Surfaces, LLC		1815
Takasho North America Inc		1821
Integrated Paving Concepts		1900
American Fence Assoiation		1901
Todd Valley Farms Inc		1904
Pond Supplies of America		1905
Newmark International, Inc		1906

Neenah Foundry Co.	1908
Milestone, Inc / Mexico	1919
Cemrock Landscapes	1923
Stegmeier Corporation	2001
Aquamats (Meridian Aquatic Technology, LLC)	2002
US Composting Council	2003
Hydro Dramatics	2004
Seibert & Rice	2005
Gryphon Global Granite Marble	2018
Gro-Power, Inc	2019
Tree Care Associates	2020
Villa Landscape Products Inc	2021
PRZ Consulting	2022
Child Safe Products	2023
Collier Metal Specialties / COL-MET	2100
Vortex Aquatics Structures Intl	2101
Se'lux Corp	2102
Verdyol Plant Research LTD	2107
Lumec Inc	2111
MetalTech / Omega Fence Systems	2117
Interstate Rock Products	2118
Bamboo Hardwoods	2120
Agrikan	2121
Pebble Techlology, Inc.	2122
Amesco, Inc	2201
URBACO U.S.A.	2205
EP Aeration	2206
Winona Lighting	2207
Aqua Design Systems, Inc	2209
Humane Society of the United States, The	2211
Interlock Concrete Products	2216
Dinoflex Manufacturing Ltd	2217
Les Installations Sportives Defargo Inc.	2219
Technomarine International Management	2220
Central Precast Inc.	2221
Utility Structures inc	2223
Western Wood Structures	2300
Keystone Ridge Designs	2301
Northern Alberta Institute of Technology	2302
Sport Court	2304
Elmich Australia Ltd	2306
Invisible Structures	2308
Boody Fine Arts, Inc	2310
Lumca, Inc	2311
Eagle Point Software	2316
Architectural Area Lighting	2320
Hardscape Materials, Inc	2400
Webster & Sons Ltd	2401
Redford Gardens (Jardins de Metis)	2402

Decorcable Innovations		2403
Evans & Sutherland		2404
Gallery Gora		2405
Stone Yard Inc		2407
Marders		2409
Brooklin Concrete Products Limited		2500
Technodynamo		2501
The F.A. Bartlett Tree Expert Company		2505
Lawn & Landscape Media		2508
PEM Fountain Co		2510
ESRI		2511

Application and Contract for Exhibit Space

American Society of Landscape Architects • September 22-24, 2001–Palais de Congres de Montreal • Montreal, Canada

Please print neatly below

Company Name PAVE TECH

Street Address PO Box 576

City, State, Zip Price Lake, MN 55372

Phone 952.226.6400 Fax 952 226 6406

E-Mail dale@PAVEEDGE.com Web-Site www.PAVETECH.com

Name Dale Safkow Title Sales Mgr Date 10/26/00

Authorized Signature

By signature above, the individual signing this contract represents and warrants that he/she is duly authorized to execute this binding contract.

Correspondence and Billing Contact (if other than signer) and Address

SPECIAL ON-SITE RATE

$1800 per 10' x 10' booth

REGULAR PRICE

$2000 per 10' x 10' booth

NUMBER OF BOOTHS: 1

TOTAL AMOUNT PAID: $

Booth # choices: 1. 401 2. 3.

We prefer not to be located next to or near the following companies:

CANCELLATION POLICY

In the event that an exhibitor cancels all or part of the exhibit space contracted for, the exhibitor must do so in writing and will be obligated to pay ASLA fees based on the following cancellation schedule:

December 1, 2000 - May 1, 2001: 50% of exhibit space rental due

May 1, 2001, or after: 100% of exhibit space rental due

DESCRIPTION OF YOUR COMPANY (Type 25 words or less—for inclusion in the on-site program, or attach separate sheet):

A copy of this application will be returned to you after it is accepted by ASLA and booth space has been assigned.

FOR ASLA USE ONLY:

Exhibit Space Assigned: 401 Date Received: 11/3 Date of Assignment: 11/3

American Society of Landscape Architects by:

The terms and conditions of this contract are contained on both sides herein.

MONTREAL, 2001

ALL APPLICATIONS MUST BE MADE ON THIS FORM.

Please complete, sign and mail this application with payment to:

American Society of Landscape Architects
Angela Wilson
636 Eye (I) Street, NW
Washington, DC 20001-3736
(202) 216-2336
(202) 363-3339 FAX

We hereby apply for exhibit space for our use at the ASLA EXPO. If our choices of space have been assigned, we request ASLA to assign us what it considers best of available remaining space.

We understand that this application becomes a contract when signed by us and accepted by ASLA. We agree to pay 100% of the exhibit space fee upon submission of this application. **50% payment is due by December 1, 2000 for contracts received on or before December 1, 2000. Thereafter 50% payment must accompany this application. Balance must be paid by May 1, 2001.**

We agree to comply with the exhibit regulations, instructions and conditions as published on the front and back of this application and in the official exhibitor manual which will be forwarded at a later date, and with all conditions under which facilities at the Palais de Congres de Montreal have been rented to ASLA.

PT 03267

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 34

EXPO

2001

PT 02861

2/24/04 DATE CRAMER

34

EXHIBIT

ANN M. HOLLAND

2001

INTERNATIONAL LAWN, GARDEN & POWER EQUIPMENT EXPOSITION

RECEIVED
APR 24 2001

July 20 - 22, 2001

Exhibit Space Contract

This contract is entered into between Pave Tech, Inc.

hereinafter referred to as the Exhibitor, and The 18th International Lawn, Garden and Power Equipment Expo hereinafter referred to as Expo 2001.

1. Space: For and in consideration of the rental sum outlined below, Expo 2001 agrees to reserve for the Exhibitor the following space, providing that the Exhibitor returns signed contract along with the required deposit on or before the due date listed below, after which date the below assigned space will be considered rejected.

BOOTH NUMBER 1055, 1057, 1059	Dimension 10 x 30
Total Size (sq. ft.) 300	Rate per square foot $16.10
Due Date 4/23/01	Deposit Required $ $2,415.00
Code - Official Use Only 914	Total Cost $ $4,830.00

2. Payment of Total Cost: Exhibitor agrees to pay the total cost shown above and will pay the deposit required with the return of this contract and balance on or before May 1, 2001. If this contract is issued after May 1, 2001, Exhibitor shall pay 100% of the total cost on return of contract.

If final payment is not received by May 1, 2001, Show Management reserves the right to resell the aforementioned exhibit space.

Exhibitor agrees to pay the cost of all utilities consumed by display and any other ancillary charges incurred on its behalf, including but not limited to extra installation costs, additional moving costs, etc.

3. Terms and Conditions: Exhibitor agrees to abide by the Official Terms and Conditions on the reverse of this agreement and attached hereto and made a part thereof as if copied in full herein.

Make checks payable to: EXPO 2001

Please complete and return ALL COPIES of the Contract to:
Outdoor Power Equipment Institute, Inc.
Department 94337
Louisville, KY 40294-4337 USA

Tel: (502) 582-1962 / (800) 558-8767
Fax: (502) 582-1970

4. TO BE COMPLETED BY EXHIBITOR

Exhibiting Company PAVE TECH

Trade Show Coordinator BOB CRAMER - FIELD SERVICES MGR

Address PO Box 576

City PRIOR LAKE

State MN Zip 55372

Telephone 800-728-3832

Fax 952-226-6406

Signed Bob Cramer
(Contract must be signed by a person with authority.)

Print name of person above BOB CRAMER

Position FIELD SERVICES MANAGER

Date 4-9-01

Products to be exhibited PAVE EDGE PAVER EDGE RESTRAINT SYSTEM, PROOST TOOLS & EQUIPMENT, PAVECHEM CHEMICALS & ADHESIVES, ENVIROPAVE PAVER SPACERS, DEEP ROOT ROOT BARRIER

5. TO BE COMPLETED BY SHOW MANAGEMENT

Accepted for and on behalf of The 18th International Lawn, Garden & Power Equipment Expo

Signed J. Scholl
Show Management

Date 4/25/01

FOR OFFICIAL USE ONLY

Contract Number 507

1970.7 4-24-01 $4,830.00 CC

PT 02867

TOTAL P.02

EXPO 2001 Official Directory Listing

Please type or print clearly.

Deadline: June 7, 2001
Fax to: 502-562-0083

Your company name as listed on the EXPO 2001 contract PAVE TECH Indoor Booth # 1055, 1057, 1059

Your Name: BOB CRAMER Your Phone: 952-226-6400 (in case of questions)

Please indicate **exactly** the way you would like your company's listing to appear in the EXPO 2001 show directory. **(Use upper & lower case letters.)** Company Name: PAVE TECH

(Write here P the letter under which your company should be alphabetized.)

Address: PO Box 576

City/State/Zip: PRIOR LAKE, MN 55372

Phone 952-226-6400 Toll-free # if applicable 800-728-3832

Fax: 952-226-6406 Toll-free fax # if applicable

E-mail: sales@paveedge.com Website: www.pavetech.com

Contact name(s) to appear in directory (no titles): BOB CRAMER

List here the products you will be exhibiting (no brand names): PAVE EDGE & PAVER EDGE RESTRAINT, PAVE CHEM CLEANERS, SEALERS, ADHESIVES AND SAND STABILIZERS, DEEP ROOT ROOT BARRIER SYSTEM, PROBST TOOLS AND EQUIPMEN

Do you want to be listed as an international exporter? Yes ____ No X

International business transactions of interest: ____ direct sales ____ joint venture/licensing agreement ____ distributor/agent/representative ____ other ____

Do you want to be listed as ISO certified (International Standards Organization)? Yes ____ No X

Will you be exhibiting/introducing new products at EXPO 2001? Yes X No ____

Will you be exhibiting products that are for consumer use ____, commercial use ____, or both X? For rental use X?

Will you offer discounts or specials on items purchased during or as a result of EXPO 2001? Yes X No ____

Will you be exhibiting any nonpower lawn and garden products? Yes X No ____

So we can cross-reference your products appropriately, indicate the categories under which your company should be listed:

____ aerators (fountain)
____ aerators (turf)
____ aerial lifts
____ associations
____ augers, drills
____ back hoes
____ bagging systems
____ barbecue grills & accessories
____ bird feeders, food, houses, baths
____ blades, snow blades, sharpeners, grinders
____ blowers & accessories
____ brakes, clutches
____ brush cutters & accessories
____ business services, extended warranties; financial services, marketing, other business products
X carts (nonpower), wheelbarrows, wagons, utility vehicles
____ chain saws & accessories
____ chipper/shredders, grinders
____ Christmas decorations & supplies
____ commercial equipment
____ component parts
____ composters
____ computer hardware & software
____ cultivators
____ decorative supplies & accessories for lawn & garden, patios, decks
____ de-thatchers
X edgers & accessories
____ engines, generators, batteries, supplies
____ fencing
____ fertilizers, weed control
____ flower pots & planters
____ fountains for home & garden
____ fuel additives, lubricants, gas cans
____ furniture for the patio
____ garden tools/supplies
____ grass seed, turf
____ greenhouses, portable & permanent
X hand tools
____ heaters
____ hose, sprinklers
____ ice-control products
____ independent suspensions
____ irrigation equipment
____ karts, vehicles (motorized)
X landscaping supplies, equipment
____ lawn mowers
____ lawn mower attachments
____ lighting
____ loaders
____ log splitters, stump routers
____ mulchers
____ packaging, displays
X paving/curbing equipment & supplies
____ pest control, insecticides
____ planters, caddies
____ plants, nursery stock, mulch
____ play equipment, swings
____ pools/spas, accessories & chemicals
____ pressure washers
____ product identification
____ pruners, shears & clippers
____ publications
____ pumps
____ rakes, power
____ ramps
____ replacement parts
____ safety gear & clothing
____ seats
____ service equipment
____ shop tools, equipment
____ snowthrowers & snow handling products
____ sprayers, spreaders, seeders
____ statuary
____ storage buildings/portable buildings
X sweepers, vacuums
____ tillers
____ tires, wheels, accessories
____ tractors & attachments for lawns, yards & gardens
____ trailers, hitches, related items
____ transmission products
____ tree care equipment
____ trenchers
____ trimmers & accessories
____ trucks
____ turf handling equipment & accessories

Revised 12/00

PT 02868

EXPO 2001 preview video

A brief video will take you inside and outside at EXPO for a preview of what participation could mean for your company. Call Kirk Sagebiel or Richard Corbett at Sellers Expositions now for your free copy – 800-558-8767 or 502-562-1962.

Kirk Sagebiel

Richard Corbett

EXPO 2001

International Lawn, Garden & Power Equipment Exposition
July 20–22, 2001 / Friday, Saturday and Sunday

Rates

Booth sizes are based on increments of 10' x 10'.

Members of the Outdoor Power Equipment Institute, Inc. (OPEI)
$13.60 per sq. ft. for more than 400 sq. ft.
$14.40 per sq. ft. for 100 – 400 sq. ft.

Non-eligible, non-member of OPEI*
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$16.10 per sq. ft. for 100 – 400 sq. ft.

Non-members who are eligible for regular membership in OPEI*
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$17.80 per sq. ft. for 100 – 400 sq. ft.

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*For information on eligibility, see next page.

Exhibitors' Schedule for EXPO 2001

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February	You will receive your Services Manual
February – July	EXPO ads appear
May	You will receive your Outdoor Demo Area Manual
July 17 – 19	Move-in
July 19	Reception for exhibitors and pre-show social events
July 20 – 22	EXPO 2001 Indoor exhibits: 9 am–5 pm, Friday & Saturday; 9 am–3 pm, Sunday Outdoor exhibits: 8 am – 5 pm, Friday & Saturday; 8 am – noon, Sunday
July 23	Move-out
July 23 – Spring, 2002	Follow up on EXPO leads and fill orders

Application For Space

Booth # 1055, 1057, 1059

Please reserve 300 square feet of exhibit space at EXPO 2001.

PAVE TECH — 4-6-01
COMPANY — DATE

PO Box 576
ADDRESS

PRIOR LAKE, MN 55372
CITY — STATE — ZIP

800-728-3832
952-226-6400 — 952-226-6406
TELEPHONE — FAX

PAVE EDGE PAVER EDGE RESTRAINT, PROBST TOOLS, PAVECHEM CHEMICALS + ADHESIVES, ENVIROPAVE PAVER SPACERS, DEEPROOT ROOT BARRIER
PRODUCT(S) TO BE DISPLAYED

Bob Cramer — BOB CRAMER — bob@pavedge.com
SIGNED — CONTACT — E-MAIL

Dimension preference: 10 x 30

Rate per square foot: $ 16.10

Amount Due: $ 4830.00

☐ Visa ☐ MasterCard ☐ American Express
☐ Other: _____

Signature: _____

Name on card: _____

Card number: _____

Exp. date: _____

TENDING TO BUSINESS

PT 02869

YOUR INVITATION TO EXHIBIT

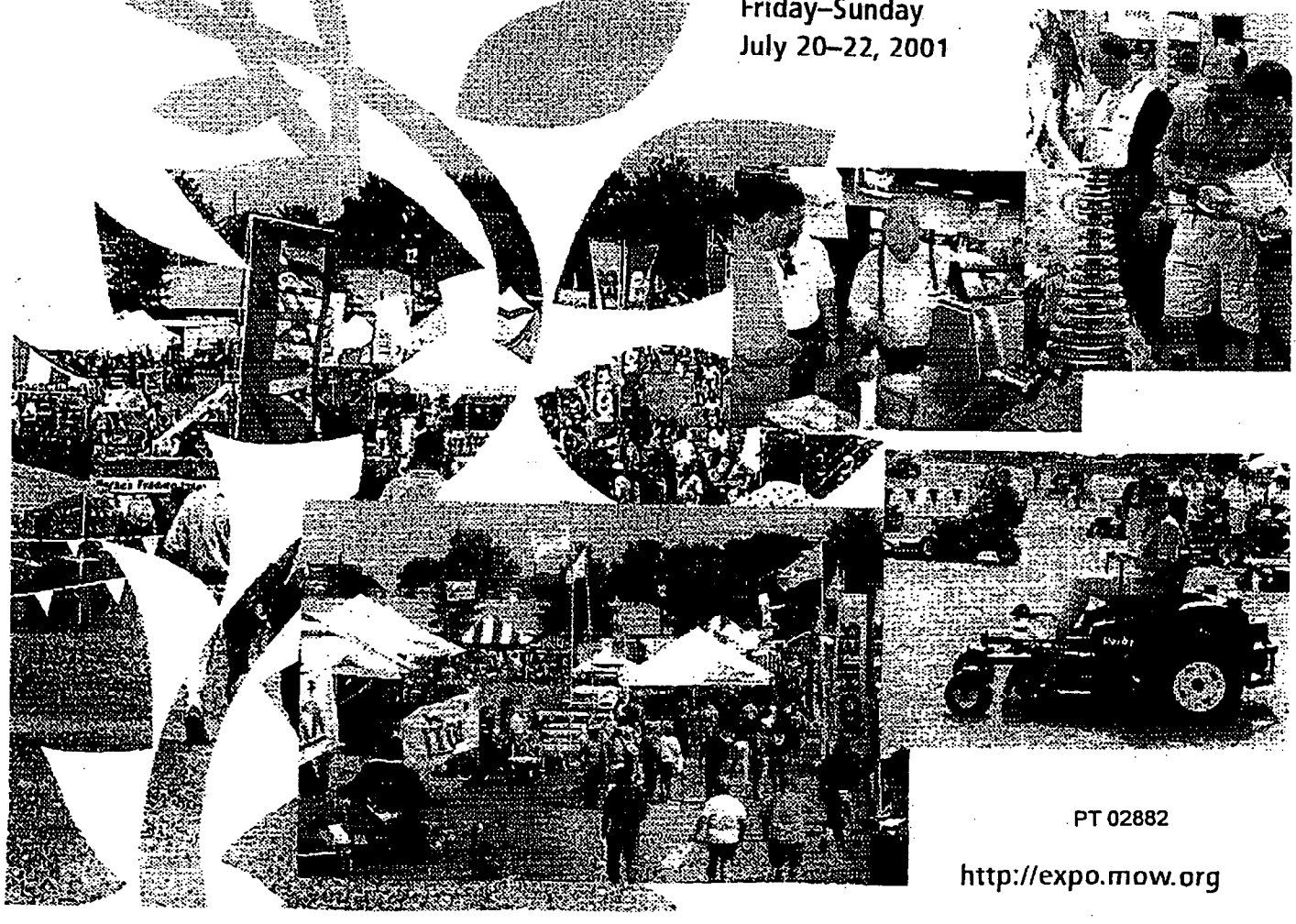
Space Application Enclosed

Grow Your Business

EXPO 2001

INTERNATIONAL LAWN, GARDEN & POWER EQUIPMENT EXPOSITION

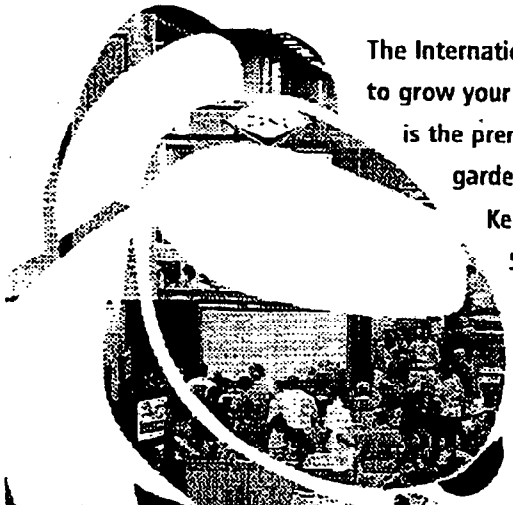
Kentucky Exposition Center
Louisville, Kentucky USA
Friday–Sunday
July 20–22, 2001



PT 02882

http://expo.mow.org

Fertilizer for Your Business



The International Lawn, Garden & Power Equipment Expo is your No. 1 opportunity to grow your business. The unique combination of showroom and demonstration space is the premier place to showcase the newest in lawn, garden and outdoor power equipment. Inside the Kentucky Exposition Center during EXPO 2000, 561 exhibits covered 222,000 net square feet of landscaped, carpeted space, all on one level. 149 companies demonstrated their products throughout 20 acres outdoors. Visitors from 41 countries showed up to see new products.

Sponsored by the Outdoor Power Equipment Institute, Inc.

Produced by
Sellers Expositions
550 S. 4th Street, Suite 200
Louisville, KY 40202-2504
Phone: 800-558-8767
502-562-1962
FAX: 502-562-1970

After December 15, 2000:
222 Pearl Street
New Albany, IN 47150
Phone: 800-558-8767
812-949-9200
FAX: 812-949-9600

Check out EXPO's web site at http://expo.mow.org

THE NO. 1 SHOWCASE FOR:

Outdoor power equipment, distributed through dealers, retailers and distributors for consumer, professional and rental use;

Lawn and garden products/outdoor leisure items, distributed through home centers, dealers, and retailers.

Distributors at EXPO 2000

51%	Handled both consumer and commercial products
32%	Handled only commercial products
17%	Handled only consumer products

Dealers and Retailers at EXPO 2000

61%	Carried both consumer and commercial products
4%	Carried only commercial products
35%	Carried only consumer products

561 exhibitors
used 222,000 net sq. ft. indoors

149 exhibitors
used 642,000 net sq. ft. in the outdoor demonstration area

Breakout of 2000 Buying Audience
20,923 attendees (excluding exhibitors) registered for EXPO 2000 with this breakdown:

42% servicing dealers, retailers, merchandisers/ buyers, rental dealers, lawn & garden centers

17% distributors and manufacturers' reps

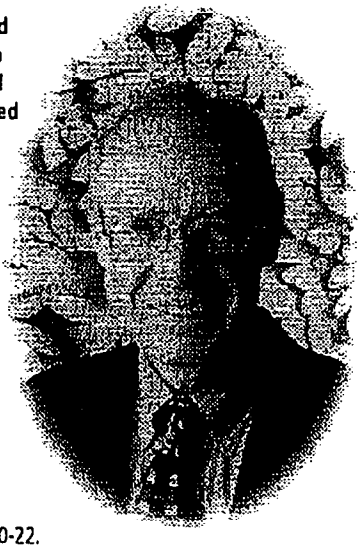
+1% lawn and landscape pros and general contractors (*General contractors was a new registration category in 2000.*)

22% of EXPO 2000 attendees were first-timers

PT 02883

"At EXPO, we can get eyeball to eyeball and provide essential data to get a customer to buy a product. Our company saw very good growth this year, which in large part resulted from a good show last year when we introduced a number of new products."

Mike Ariens,
Ariens, Gravely, Stens
Riding and walk-behind mowers, trimmers, rotary tillers, snow throwers, garden tractors, replacement parts



Root your company in success.

1) The right mix of related products and services.
See page 4 for a list of what you'll see in Louisville July 20-22.

2) A captured audience of decision-makers. 98% of EXPO attendees have buying influence, according to a visitor survey. Engine technician testing, certification and the Tech Center attract dealers and their top personnel.

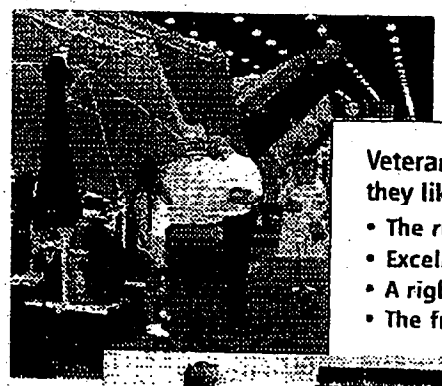
3) The proper timing for getting your products on dealers' and retailers' floors next spring. Be prepared to take orders at the show!

4) Free demonstration space. Open each day, right outside the indoor exhibit space.

5) A site that is within a day's drive of 60% of America's population. 22% of the buying audience are first-time attendees.

6) International drawing power. Visitors from 41 countries and throughout the U.S. in 2000.

7) A forum for the industry's hot topics. Seminars, news conferences, workshops and networking opportunities to address topics such as manufacturer/dealer relationships, technician training, certification, professionalism, EDI, environmental regulations, mergers and consolidations. Your customers have to be at EXPO to stay up-to-the-minute.



8) A showcase for your new products. Visitors' No. 1 reason for attending EXPO is to see new products.

Veteran exhibitors report these reasons they like Louisville:

- **The reasonable cost of doing business**
- **Excellent facilities**
- **A right-to-work rule at the Kentucky Exposition Center**
- **The free availability of the huge demo area**

NO ADDITIONAL CHARGE FOR DEMO SPACE

The massive outdoor demonstration area lets visitors dig in and test your equipment on natural turf. This is your chance to show 'em what your equipment can do.

FERTILIZER FOR YOUR BUSINESS

PT 02884

Whether your company is well-rooted or just sprouting, EXPO is the place to showcase your latest innovations. It's the premier tradeshow for outdoor products and services.

Your Competition at EXPO

"EXPO is a great place for business leads, sales and developing business relationships. The action at our booth was non-stop. We got a lot of leads and wrote some good orders. The show exceeded our expectations."

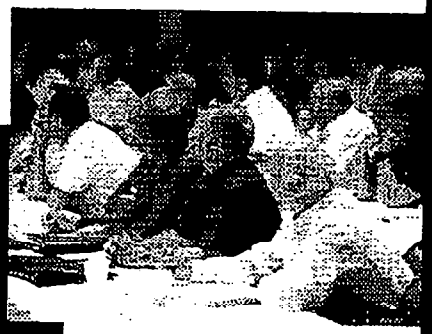
Rudy Garcia, Decorations for Generations Inc.
Water coil hoses, yard art, Christmas tree stands

- Aerators
- Augers
- Back hoes
- Bagging systems
- Barbecue grills
- Bird feeders, food, houses, baths
- Blades, snow blades, sharpeners, grinders
- Blowers
- Boats
- Brakes and clutches
- Brush cutters
- Business services, extended warranties
- Carts, wagons, utility vehicles
- Chain saws
- Chipper/shredders
- Christmas decorations and supplies
- Commercial equipment
- Compaction equipment
- Component parts
- Composters, bins
- Computer hardware and software
- Cultivators
- Decorative lawn ornaments
- De-thatchers
- Drills
- Edgers
- Engines, generators, batteries, supplies
- Excavators
- Fencing/edging
- Fertilizers, seed
- Flower pots and planters
- Fountains for home and garden
- Fuel additives, lubricants, gas cans
- Furniture for the patio
- Garden tools and supplies
- Grass seed and turf
- Greenhouses, portable and permanent
- Grinders
- Hand tools
- Heaters
- Holiday products
- Hooks and hangers
- Hose, sprinklers
- Ice-control products
- Irrigation equipment
- Insect repellents
- Ladders
- Landscaping equipment
- Landscaping supplies
- Lawn and garden/ patio decorative supplies
- Lawn mowers and attachments
- Lifts
- Lighting
- Loaders
- Log splitters
- Motorized carts and vehicles
- Mulchers
- Nursery stock
- Outdoor furniture, storage and accessories
- Packaging, displays
- Patio accessories and decorative supplies
- Pest control
- Plants, planters, caddies
- Play equipment, swings
- Pools, spas, chemicals and accessories
- Pots and pottery
- Power equipment replacement parts and accessories
- Power rakes
- Pressure washers
- Pruners, shears and clippers
- Pumps
- Ramps
- Reel mowers
- Rental products
- Replacement parts
- Safety gear and clothing
- Shop and service equipment and tools
- Skid-steer loaders
- Snow throwers and snow handling equipment
- Sod cutters
- Sprayers, spreaders, seeders
- Statuary
- Storage buildings/ portable buildings
- Stump removers
- Sunscreens
- Sweepers
- Tillers
- Tires, wheels
- Tractors and attachments for lawns, yards, gardens
- Trailers, hitches
- Transmission products
- Tree care equipment
- Trenchers
- Trimmers
- Trucks
- Turf handling equipment
- Vacuums
- Weed control
- Wheelbarrows

and much, much more

Your Day in the Sun

Special features planned and promoted by exhibitors draw the right mix of buyers. During the show, exhibitors unveil new products, announce acquisitions and host celebrities in their booths for autographs; trade associations host annual meetings and mixers; and exhibitors schedule dealer meetings. In 2000 three truck manufacturers, along with Power Equipment Trade and Turf magazines, sponsored the Trucks of the Industry Giveaway.



EXPO is branching out.

Related products are finding a niche (and customers) at EXPO:

- light construction
- irrigation
- tree care
- O.E.M. supplies
- off-season
- tools and service equipment
- tractors and other farm equipment
- portable power equipment
- spraying equipment
- rental products

A substantial number of surveyed attendees said they would like to see more of these products at future EXPOs.

YOUR COMPETITION AT EXPO

PT 02886

Cultivate Your Business

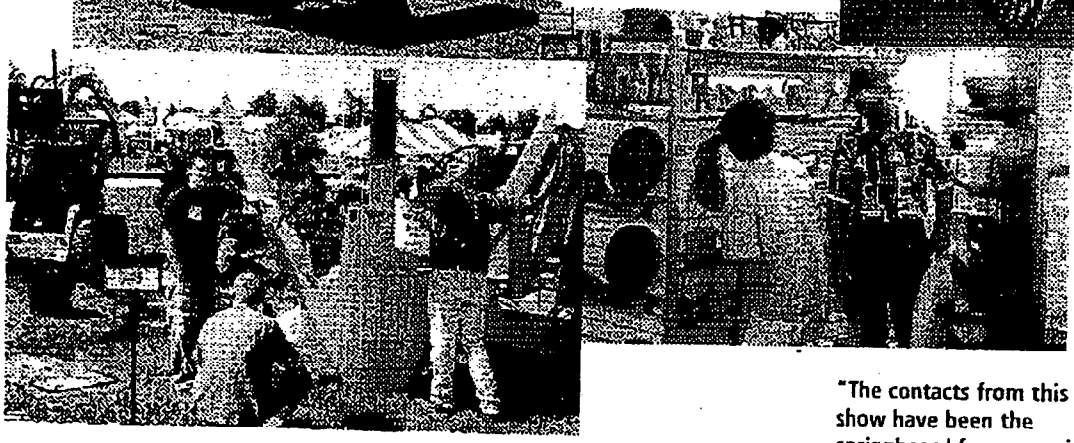
EXPO creates a fertile environment to help your business grow.

- **Demonstrate products on natural turf.** Space allotment is determined by amount of indoor space. As an exhibitor, you will receive, automatically, a reservation form for outdoor space.
- **Collect leads from throughout the U.S.,** thanks to Louisville's location at the heart of the industry and the eleven industry associations that participate.
- **Use 25 uninterrupted exhibit hours** to reach 21,000 customers in three days. Only limited hours are shared with seminars.
- **Participate, free, in EXPO's Tech Center.**
- **Highlight your latest innovations,** in the New Products Showcase.
- **Link your company's web site to EXPO's.**
- **Profit from Louisville's low per diem rates,** hotel and airline discounts and free hotel shuttles.
- **Take advantage of networking opportunities** like the international reception where you will meet overseas distributors and agents and a new dealer/retailer reception.

- **Capitalize on an international marketing campaign** that includes direct mail to a targeted audience of 300,000, an international advertising program, and Internet promotions. A full-scale advertising campaign is conducted in major trade publications.
- **The International Center, International Reception** and translators are available to help you build profitable overseas business relationships.
- **A bar-coded lead-retrieval system** helps exhibitors track booth attendance and create a database for follow-up.
- **In 2000 reporters from 47 trade and consumer magazines** attended to write about exhibitors' latest innovations. As an exhibitor you will receive a free media list and you will have an opportunity to schedule a free news conference.

EXPO 2000 marketing campaign:

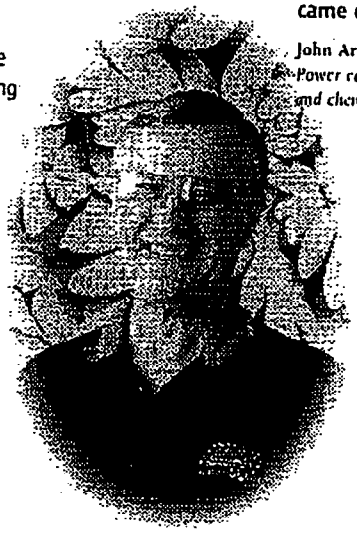
- V.I.P. passes provided to exhibitors
- 378,000 registration brochures distributed
- $400,000 ad campaign in trade magazines, which appeared in 40 issues of dealer and retailer publications, 38 issues of publications for lawn & landscape professionals
- 335,000 registration forms inserted in 10 trade magazines.



- **Exhibitors receive a free "Promotion Tool Kit"** with all the materials needed to maximize visibility.
- **Exhibitors receive free publicity** through the show directory, EXPO's pre-show press kit, and on-site press operations.
- **Exclusive opportunities for exhibitors:** on-site sponsorships; promotional materials displayed in the registration lobby; the purchase of segmented mailing lists after the show; and advertising in the Show Daily, on closed circuit TV, and ir the Directory.
- **Exhibitors reserving at least 600 square feet** get the company name on the directory floor plan for greater visibility.
- **Low-cost weekend activities and entertainment** include NASCAR racing and the Louisville RiverBats baseball games. Caesars Palace's riverboat casino is just minutes from downtown Louisville. Sight-seeing tours and the proximity of Six Flags - Kentucky Kingdom make EXPO a family destination for your customers.

"The contacts from this show have been the springboard for us getting international distribution. Our power equipment lubricant and chemical line is being distributed by some major international distributors. And that all came out of the show."

John Arne, Champion Brands, LLC
Power equipment lubricants and chemicals



Call now to capitalize on all this and more! 800-558-8767 or 502-562-1962
(After December 15, call 812-949-9200)

CULTIVATE YOUR BUSINESS

PT 02888

Reap What You Sow

Does the opportunity to reach 21,000 customers within three days – and purchase mailing lists of attendees – offer the potential to boost your sales?

Before you decide to exhibit, ask yourself these questions:

- ❑ Do your target customers carry outdoor products for consumer, commercial or rental use or do they use commercial-quality outdoor power equipment in their work?
- ❑ Would your potential customers be more likely to buy your product if they could do a hands-on comparison in a natural setting?
- ❑ Are you seeking export opportunities?
- ❑ Would industry suppliers, lawn & landscape professionals, and/or major home centers benefit from a relationship with your company?
- ❑ Does your product provide off-season or related-item profit centers for power equipment for dealers and lawn & garden centers?

If you answered "yes" to any one of these questions, then participants at EXPO 2001 will want to meet with you on the show floor July 20–22 in Louisville.

"EXPO gives us the opportunity to meet a large number of people in a short period of time. Our distributors, dealers and end users can see our complete assortment of products, meet our staff and get answers to any question they may have on our products. In the demo area, commercial landscapers can touch, feel and run our products and can begin to visualize how they can help them increase their profits."

David Navroth, Little Wonder/Mantis
Hedge trimmers, walk-behind blowers, edgers, tillers, sprayers, composters

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Kirk Sagebiel

Richard Corbett

EXPO 2001

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July 23 – Spring, 2002	Follow up on EXPO leads and fill orders

Application For Space

Please reserve _____ square feet of exhibit space at EXPO 2001.

COMPANY _____ DATE _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ FAX _____

PRODUCT(S) TO BE DISPLAYED _____

SIGNED _____ CONTACT _____ E-MAIL _____

Dimension preference: _____ x _____

Rate per square foot: $ _____

Amount Due: $ _____

☐ Visa ☐ MasterCard ☐ American Express
☐ Other: _____

Signature: _____

Name on card: _____

Card number: _____

Exp. date: _____

PT 02890

Please return to: EXPO 2001, c/o Sellers Expositions, 550 S. 4th Street, Suite 200, Louisville, KY 40202-2504 USA.
Phone: 1-800-558-8767 or 502-562-1962. Fax: 502-562-1970.
After December 15, 2000: 222 Pearl Street, New Albany, IN 47150 / Phone: 800-558-8767 or 812-949-9200. FAX: 812-949-9600.

Eligibility definition for membership in the Outdoor Power Equipment Institute, Inc.

1) Any individual, firm, corporation or subsidiary or division thereof engaged in the manufacture, fabrication, assembly, or engaged in the distribution or sale at the primary level of the manufacturer of outdoor power equipment or component products which are incorporated in or used with outdoor power equipment and any manufacturer of the products so designated. Such component products associated with outdoor power equipment must be sold predominantly to original equipment manufacturers.

For trade show fee program implementation, outdoor power equipment is defined as constituting the following classes of finished products being either self-contained units or attachments:

- Walk-behind mowers (push, reel and rotary)
- Walk-behind rotary snow throwers
- Lawn tractors and riding mowers
- Garden tractors
- Flexible line trimmers
- Brush cutters
- Hedge trimmers
- Powered sprayers
- Edger/trimmers
- String cutters
- Shredder/grinders
- Commercial turf care equipment
- Walk-behind or hand-held leaf blowers and lawn vacuums
- Engines, motors and generators
- Walk-behind rotary tillers
- Power rakes and thatchers
- Mower, tillage and snow thrower attachments
- Pulleys
- Stump cutters
- Chain saws
- Lawn sweepers
- Sand trap rakes
- Log splitters
- Chippers
- Self-propelled aerators

2) Non-eligible, non-members: Those exhibitors whose firms, corporations, subsidiaries, divisions, etc., do not meet OPEI regular membership criteria.

3) Non-members who are eligible for regular memberships: Those individuals, firms, corporations, subsidiaries, or divisions who meet OPEI regular membership criteria, but are not association members. Should any portion of exhibit space be devoted to any product represented by the association, the entire exhibit space will be at the eligible, non-member rate.

For purposes of EXPO fees, only those non-member companies that manufacture finished products will be placed in the highest fee category of eligible non-members.

Buyers Attend EXPO

Ace Hardware
Agway
Ames Department Store
Army/Air Force Exchange Service
Associated Distributing
Big Blue
Boscovs Department Stores
Canadian Tire
Central Purchasing
Chase Pitkin
Consolidated Stores
Costco
Distribution America
Do It Best Corporation
Fingerhut Cos.
Fleet Supply
Four Season Lawn
Fred Meyer
Hammacher Schlemmer
Hoffmeier Assoc. Int'l
Home Base
The Home Depot
Home Hardware
Lowe's Companies inc.
Meijer
Menard's
Mid-States Distributing
National Home Centers
Orchard Stores
Payless Cashways
Pro Hardware
Sam's Club
Scotty's
Sears
Snow Hill Nursery
Supply One
Target
TruServe
Timber Country Products
Trail Saw & Mower
United Farm Ag.
United Hardware
Walmart
Warren Dist. Co.
Western Auto
Yardbirds Homecenter
YardWorks

EXPO 2001

"There's no question about EXPO being the industry's premier show. There's nothing else like it. This is the best place for dealers and end-users to find new lines of equipment. They all come to see what's new."

Pat Curtiss, American Honda Motor Company, Power Equipment Division
Mowers, tillers, tractors, riders, trimmers, generators, water pumps, snow throwers

Sellers Expositions
550 S. 4th Street, Suite 200
Louisville, KY 40202-2504
Phone: 800-558-8767
502-562-1962
FAX: 502-562-1970

After December 15, 2000:
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812-949-9200
FAX: 812-949-9600

http://expo.mow.org

Sponsored by the Outdoor Power Equipment Institute, Inc.

Participating Associations:
American Society of Agricultural Engineers
Engine Service Association
Equipment & Engine Training Council
Lawn & Garden Dealers Association
North American Equipment Dealers Association
Ohio-Michigan Equipment Dealers Association
Outdoor Power Equipment Distributors Association
Outdoor Power Equipment Aftermarket Association
Professional Lawn Care Association of America
The Service Dealers Association

YOUR INVITATION

Space Appr

2001

INTERNATIONAL LAWN, GARDEN & POWER EQUIPMENT EXPOSITION

Kirk Sagebiel
Sales

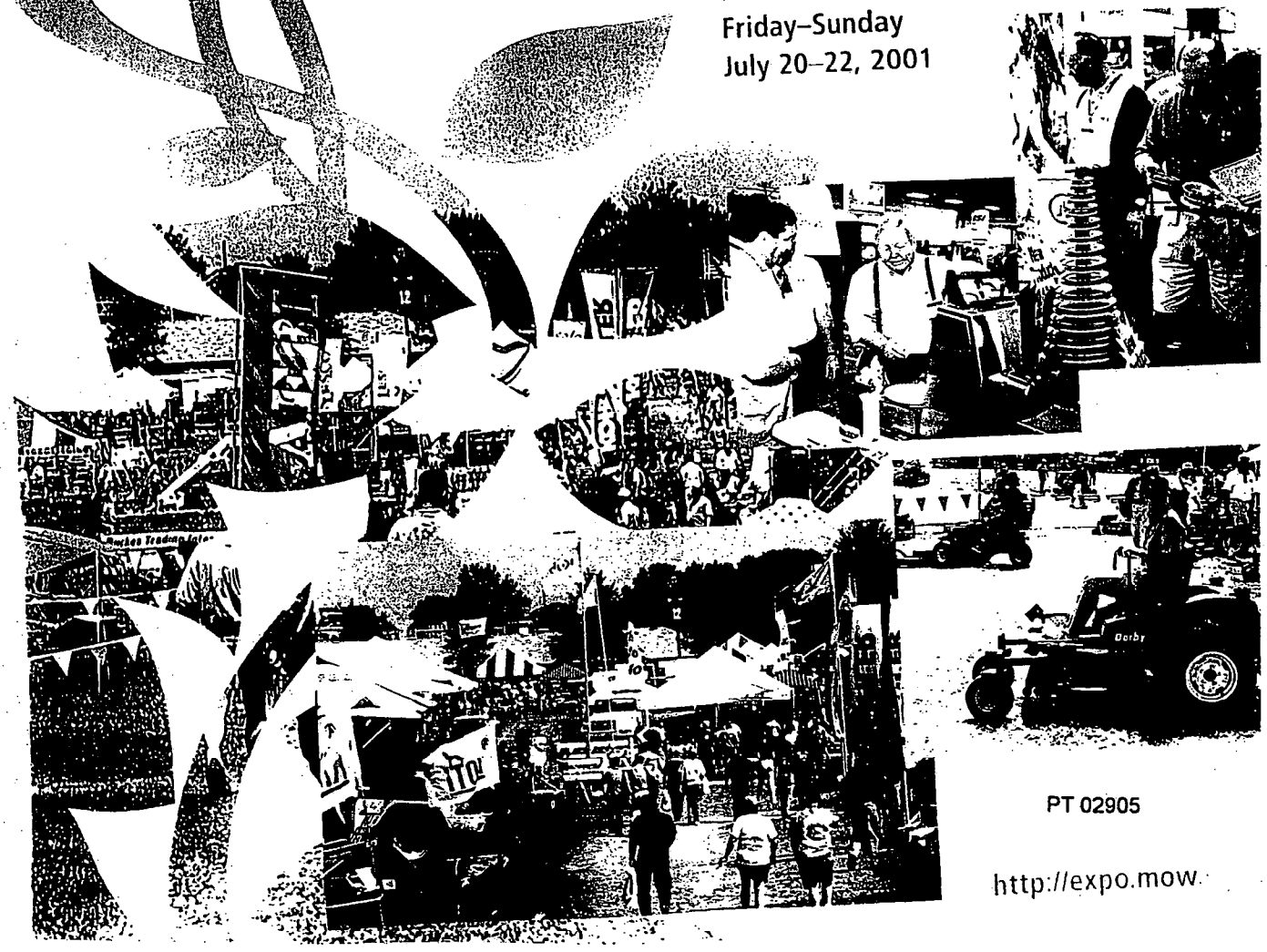
Produced by:
Sellers Expositions
222 Pearl St.
New Albany, IN 47150
Phone:
812-949-9200
800-558-8767
Fax:
812-949-9600
http://expo.mow.org
kirk@sellersexpositions.com

Grov Business

2001

INTERNATIONAL LAWN, GARDEN & POWER EQUIPMENT EXPOSITION

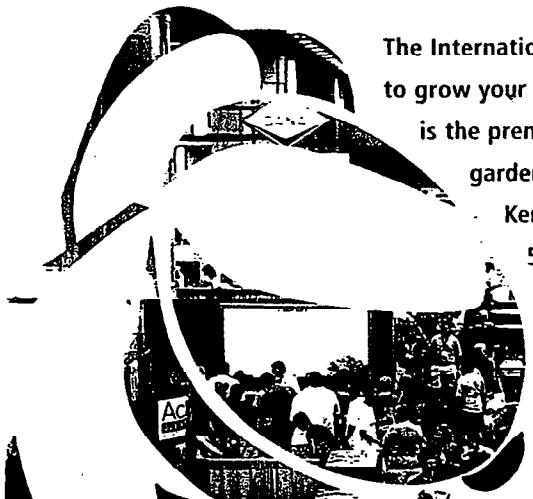
Kentucky Exposition Center
Louisville, Kentucky USA
Friday–Sunday
July 20–22, 2001



PT 02905

http://expo.mow.

Fertilizer for Your Business



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2001

PT 02906

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Produced by Sellers Expositions
550 S. 4th Street, Suite 200
Louisville, KY 40202-2504
Phone: 800-558-8767
502-562-1962
FAX: 502-562-1970

After December 15, 2000:
222 Pearl Street
New Albany, IN 47150
Phone: 800-558-8767
812-949-9200
FAX: 812-949-9600

Check out EXPO's web site at http://expo.mow.org

THE NO. 1 SHOWCASE FOR:

Outdoor power equipment, distributed through dealers, retailers and distributors for consumer, professional and rental use;

Lawn and garden products/outdoor leisure items, distributed through home centers, dealers, and retailers.

Distributors at EXPO 2000

51%	Handled both consumer and commercial products
32%	Handled only commercial products
17%	Handled only consumer products

Dealers and Retailers at EXPO 2000

61%	Carried both consumer and commercial products
4%	Carried only commercial products
35%	Carried only consumer products

561 exhibitors
used 222,000 net sq. ft. indoors

149 exhibitors
used 642,000 net sq. ft. in the outdoor demonstration area

Breakout of 2000 Buying Audience
20,923 attendees (excluding exhibitors) registered for EXPO 2000 with this breakdown:

42%
servicing dealers, retailers, merchandisers/ buyers, rental dealers, lawn & garden centers

17%
distributors and manufacturers' re

41%
lawn and landscape pros and general contractors (*General contractors was a new registration category in 2000.*)

22% of EXPO 2000 attendees were first-timers

"At EXPO, we can get eyeball to eyeball and provide essential data to get a customer to buy a product. Our company saw very good growth this year, which in large part resulted from a good show last year when we introduced a number of new products."

Mike Ariens,
Ariens, Gravely, Stens
Riding and walk-behind mowers, trimmers, rotary tillers, snow throwers, garden tractors, replacement parts

Root your company in success.

1) The right mix of related products and services. See page 4 for a list of what you'll see in Louisville July 20-22.

2) A captured audience of decision-makers. 98% of EXPO attendees have buying influence, according to a visitor survey. Engine technician testing, certification and the Tech Center attract dealers and their top personnel.

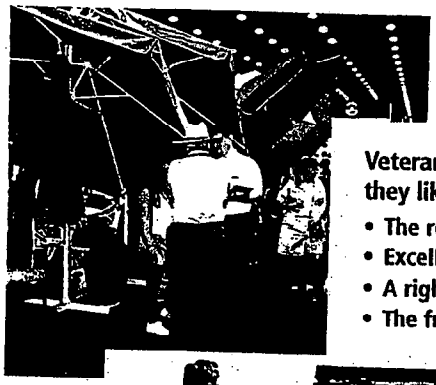
3) The proper timing for getting your products on dealers' and retailers' floors next spring. Be prepared to take orders at the show!

4) Free demonstration space. Open each day, right outside the indoor exhibit space.

5) A site that is within a day's drive of 60% of America's population. 22% of the buying audience are first-time attendees.

6) International drawing power. Visitors from 41 countries and throughout the U.S. in 2000.

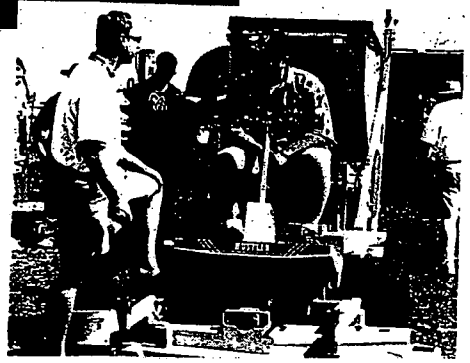
7) A forum for the industry's hot topics. Seminars, news conferences, workshops and networking opportunities to address topics such as manufacturer/dealer relationships, technician training, certification, professionalism, EDI, environmental regulations, mergers and consolidations. Your customers have to be at EXPO to stay up-to-the-minute.



8) A showcase for your new products. Visitors' No. 1 reason for attending EXPO is to see new products.

Veteran exhibitors report these reasons they like Louisville:

- **The reasonable cost of doing business**
- **Excellent facilities**
- **A right-to-work rule at the Kentucky Exposition Center**
- **The free availability of the huge demo area**



NO ADDITIONAL CHARGE FOR DEMO SPACE

The massive outdoor demonstration area lets visitors dig in and test your equipment on natural turf. This is your chance to show 'em what your equipment can do.

PT 02907

Whether your company is well-rooted or just sprouting, EXPO is the place to showcase your latest innovations. It's the premier tradeshow for outdoor products and services.

Your Competition at EXPO

"EXPO is a great place for business leads, sales and developing business relationships. The action at our booth was non-stop. We got a lot of leads and wrote some good orders. The show exceeded our expectations."

Rudy Garcia, Decorations for Generations Inc.
Water coil hoses, yard art, Christmas tree stands

- Aerators
- Augers
- Back hoes
- Bagging systems
- Barbecue grills
- Bird feeders, food, houses, baths
- Blades, snow blades, sharpeners, grinders
- Blowers
- Boats
- Brakes and clutches
- Brush cutters
- Business services, extended warranties
- Carts, wagons, utility vehicles
- Chain saws
- Chipper/shredders
- Christmas decorations and supplies
- Commercial equipment
- Compaction equipment
- Component parts
- Composters, bins
- Computer hardware and software
- Cultivators
- Decorative lawn ornaments
- De-thatchers
- Drills
- Edgers
- Engines, generators, batteries, supplies
- Excavators
- Fencing/edging
- Fertilizers, seed
- Flower pots and planters
- Fountains for home and garden
- Fuel additives, lubricants, gas cans
- Furniture for the patio
- Garden tools and supplies
- Grass seed and turf
- Greenhouses, portable and permanent
- Grinders
- Hand tools
- Heaters
- Holiday products
- Hooks and hangers
- Hose, sprinklers
- Ice-control products
- Irrigation equipment
- Insect repellents
- Ladders
- Landscaping equipment
- Landscaping supplies
- Lawn and garden/ patio decorative supplies
- Lawn mowers and attachments
- Lifts
- Lighting
- Loaders
- Log splitters
- Motorized carts and vehicles
- Mulchers
- Nursery stock
- Outdoor furniture, storage and accessories
- Packaging, displays
- Patio accessories and decorative supplies
- Pest control
- Plants, planters, caddies
- Play equipment, swings
- Pools, spas, chemicals and accessories
- Pots and pottery
- Power equipment replacement parts and accessories
- Power rakes
- Pressure washers
- Pruners, shears and clippers
- Pumps
- Ramps
- Reel mowers
- Rental products
- Replacement parts
- Safety gear and clothing
- Shop and service equipment and tools
- Skid-steer loaders
- Snow throwers and snow handling equipment
- Sod cutters
- Sprayers, spreaders, seeders
- Statuary
- Storage buildings/ portable buildings
- Stump removers
- Sunscreens
- Sweepers
- Tillers
- Tires, wheels
- Tractors and attachments for lawns, yards, gardens
- Trailers, hitches
- Transmission products
- Tree care equipment
- Trenchers
- Trimmers
- Trucks
- Turf handling equipment
- Vacuums
- Weed control
- Wheelbarrows

and much, much more

PT 02908

Your Day in the Sun

Special features planned and promoted by exhibitors draw the right mix of buyers. During the show, exhibitors unveil new products, announce acquisitions and host celebrities in their booths for autographs; trade associations host annual meetings and mixers; and exhibitors schedule dealer meetings. In 2000 three truck manufacturers, along with Power Equipment Trade and Turf magazines, sponsored the Trucks of the Industry Giveaway.

EXPO is branching out.

Related products are finding a niche (and customers) at EXPO:

- light construction
- irrigation
- tree care
- O.E.M. supplies
- off-season
- tools and service equipment
- tractors and other farm equipment
- portable power equipment
- spraying equipment
- rental products

A substantial number of surveyed attendees said they would like to see more of these products at future EXPOs.

PT 02909

Cultivate Your Business

EXPO creates a fertile environment to help your business grow.

- **Demonstrate products on natural turf.** Space allotment is determined by amount of indoor space. As an exhibitor, you will receive, automatically, a reservation form for outdoor space.
- **Collect leads from throughout the U.S.,** thanks to Louisville's location at the heart of the industry and the eleven industry associations that participate.
- **Use 25 uninterrupted exhibit hours** to reach 21,000 customers in three days. Only limited hours are shared with seminars.
- **Participate, free, in EXPO's Tech Center.**
- **Highlight your latest innovations,** in the New Products Showcase.
- **Link your company's web site to EXPO's.**
- **Profit from Louisville's low per diem rates,** hotel and airline discounts and free hotel shuttles.
- **Take advantage of networking opportunities** like the international reception where you will meet overseas distributors and agents and a new dealer/retailer reception.

- **Capitalize on an international marketing campaign** that includes direct mail to a targeted audience of 300,000, an international advertising program, and Internet promotions. A full-scale advertising campaign is conducted in major trade publications.
- **The International Center, International Reception** and translators are available to help you build profitable overseas business relationships.
- **A bar-coded lead-retrieval system** helps exhibitors track booth attendance and create a database for follow-up.
- **In 2000 reporters from 47 trade and consumer magazines** attended to write about exhibitors' latest innovations. As an exhibitor you will receive a free media list and you will have an opportunity to schedule a free news conference.

PT 02910

EXPO 2000 marketing campaign:

- V.I.P. passes provided to exhibitors
- 378,000 registration brochures distributed
- $400,000 ad campaign in trade magazines, which appeared in 40 issues of dealer and retailer publications, 38 issues of publications for lawn & landscape professionals
- 335,000 registration forms inserted in 10 trade magazines.

- **Exhibitors receive a free "Promotion Tool Kit"** with all the materials needed to maximize visibility.
- **Exhibitors receive free publicity** through the show directory, EXPO's pre-show press kit, and on-site press operations.
- **Exclusive opportunities for exhibitors:** on-site sponsorships; promotional materials displayed in the registration lobby; the purchase of segmented mailing lists after the show; and advertising in the Show Daily, on closed circuit TV, and in the Directory.
- **Exhibitors reserving at least 600 square feet** get the company name on the directory floor plan for greater visibility.
- **Low-cost weekend activities and entertainment** include NASCAR racing and the Louisville RiverBats baseball games. Caesars Palace's riverboat casino is just minutes from downtown Louisville. Sight-seeing tours and the proximity of Six Flags - Kentucky Kingdom make EXPO a family destination for your customers.

"The contacts from this show have been the springboard for us getting international distribution. Our power equipment lubricant and chemical line is being distributed by some major international distributors. And that all came out of the show."

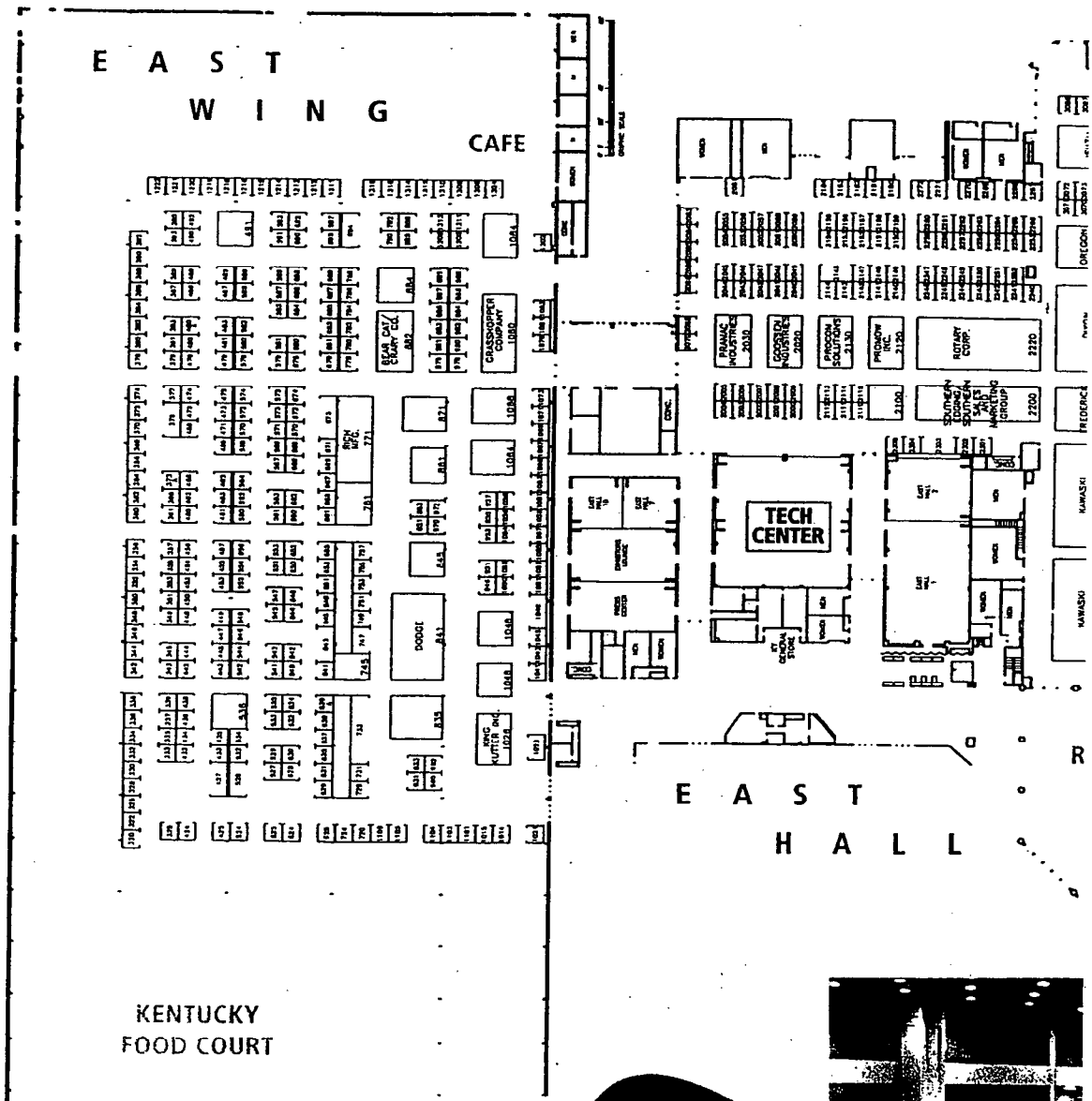
John Arne, Champion Brands, LLC
Power equipment lubricants and chemicals

PT 02911

Call now to capitalize on all this and more! 800-558-8767 or 502-562-1962
(After December 15, call 812-949-9200)

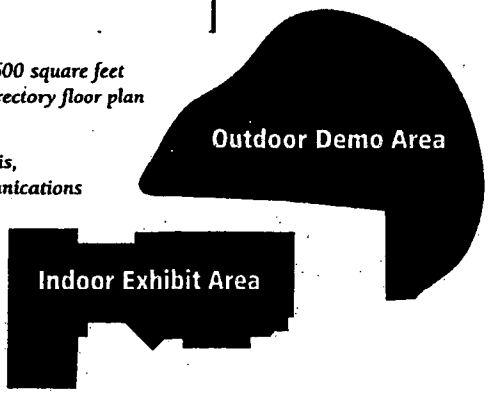
CULTIVATE YOUR BUSINESS

Plant your company in the center of th



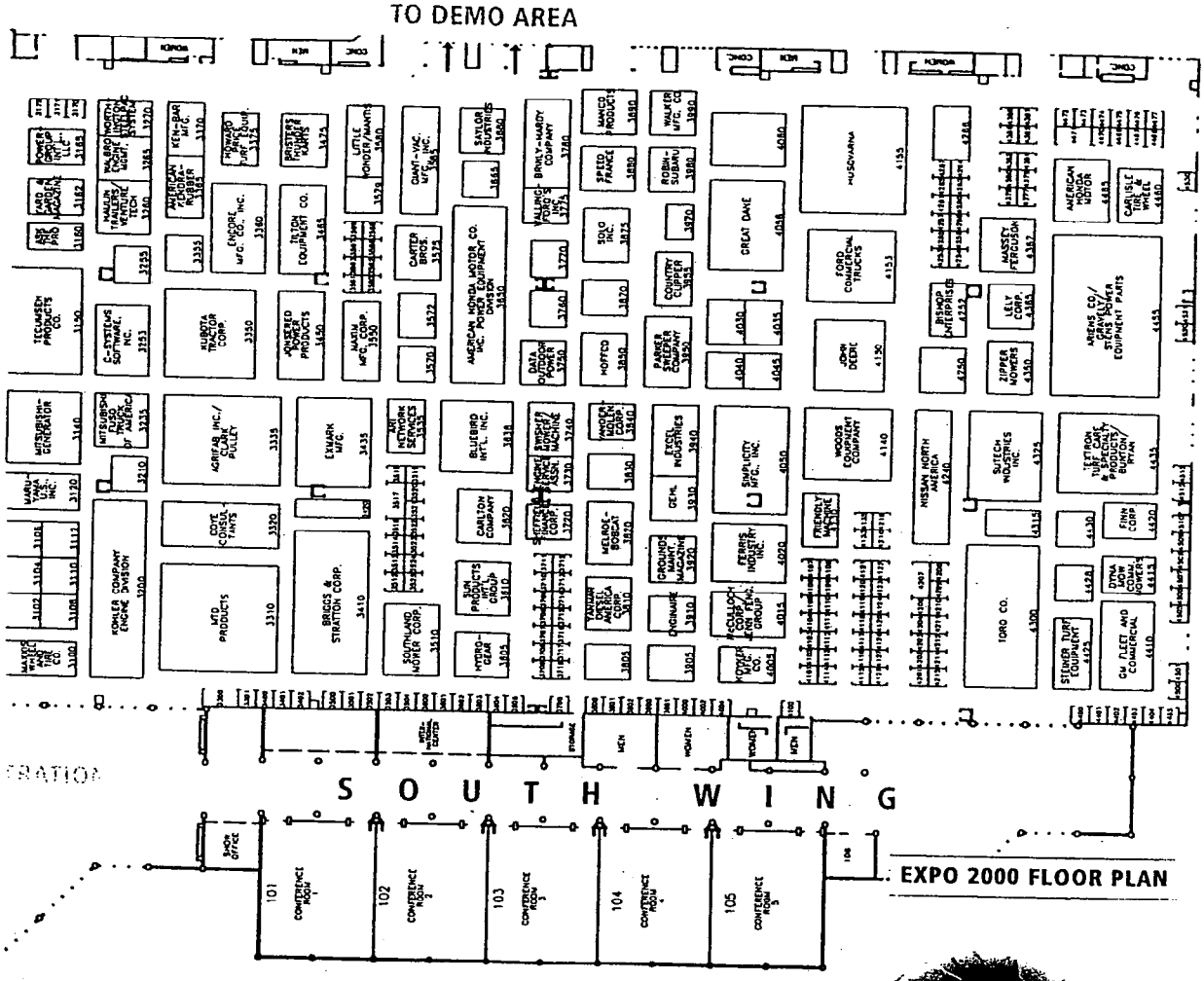
Companies that reserve at least 600 square feet indoors are highlighted on the directory floor plan for easy spotting by attendees.

On a first-come, first-served basis, exhibitors with high-tech communications products and services can have an additional 10' X 10' exhibit, for no additional charge, in NAEDA's Tech Center in the East Hall. Included will be software, bar-code scanning, and web development.

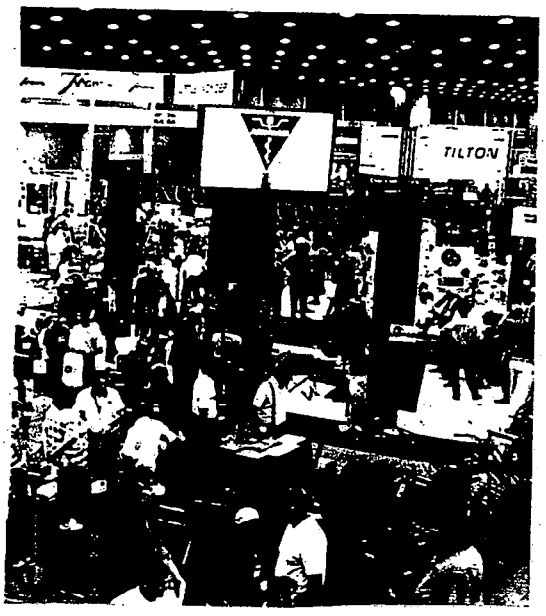


PT 02912

action. Reserve your space today.



FLOOR PLAN & SITE PLAN



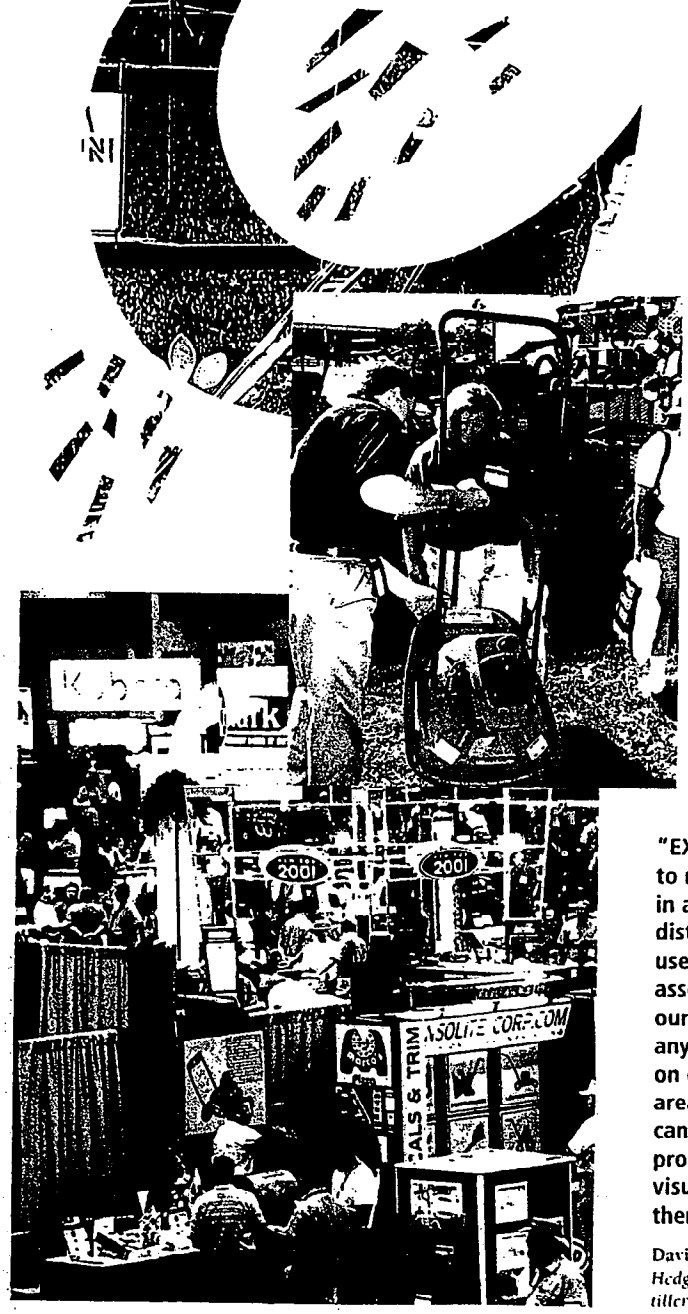
"This is our 16th year at EXPO, and it's definitely helped our business grow. We've picked up the largest part of our international business here. And, we always enjoy exhibiting in Louisville. The facility and show staff make it a user-friendly show for exhibitors."

Teri McClain, American Lawn Mower Company
Hand-push reel lawn mowers, gang reel mower systems, grass catchers

PT 02913

Reap What You Sow

Does the opportunity to reach 21,000 customers within three days – and purchase mailing lists of attendees – offer the potential to boost your sales?



Before you decide to exhibit, ask yourself these questions:

- ❑ Do your target customers carry outdoor products for consumer, commercial or rental use or do they use commercial-quality outdoor power equipment in their work?
- ❑ Would your potential customers be more likely to buy your product if they could do a hands-on comparison in a natural setting?
- ❑ Are you seeking export opportunities?
- ❑ Would industry suppliers, lawn & landscape professionals, and/or major home centers benefit from a relationship with your company?
- ❑ Does your product provide off-season or related-item profit centers for power equipment for dealers and lawn & garden centers?

If you answered "yes" to any one of these questions, then participants at EXPO 2001 will want to meet with you on the show floor July 20–22 in Louisville.

"EXPO gives us the opportunity to meet a large number of people in a short period of time. Our distributors, dealers and end users can see our complete assortment of products, meet our staff and get answers to any question they may have on our products. In the demo area, commercial landscapers can touch, feel and run our products and can begin to visualize how they can help them increase their profits."

David Navroth, Little Wonder/Mantis
Hedge trimmers, walk-behind blowers, edgers, tillers, sprayers, composters

PT 02914

EXPO 2001 preview video

A brief video will take you inside and outside at EXPO for a preview of what participation could mean for your company. Call Kirk Sagebiel or Richard Corbett at Sellers Expositions now for your free copy – 800-558-8767 or 502-562-1962.

Kirk Sagebiel

Richard Corbett

2001

International Lawn, Garden & Power Equipment Exposition
July 20–22, 2001 / Friday, Saturday and Sunday

Rates

Booth sizes are based on increments of 10' x 10'.

Members of the Outdoor Power Equipment Institute, Inc. (OPEI)
$13.60 per sq. ft. for more than 400 sq. ft.
$14.40 per sq. ft. for 100 – 400 sq. ft.

Non-eligible, non-member of OPEI*
$14.70 per sq. ft. for more than 400 sq. ft.
$16.10 per sq. ft. for 100 – 400 sq. ft.

Non-members who are eligible for regular membership in OPEI*
$16.50 per sq. ft. for more than 400 sq. ft.
$17.80 per sq. ft. for 100 – 400 sq. ft.

Consumer and commercial outdoor demonstration space is available to all exhibiting companies at no extra charge. Space allotment is determined by amount of indoor space.

**For information on eligibility, see next page.*

Exhibitors' Schedule for EXPO 2001

January	You will receive your Promotion Tool Kit
February	You will receive your Services Manual
February – July	EXPO ads appear
May	You will receive your Outdoor Demo Area Manual
July 17 – 19	Move-in
July 19	Reception for exhibitors and pre-show social events
July 20 – 22	EXPO 2001 Indoor exhibits: 9 am–5 pm, Friday & Saturday; 9 am–3 pm, Sunday Outdoor exhibits: 8 am – 5 pm, Friday & Saturday; 8 am – noon, Sunday
July 23	Move-out
July 23 – Spring, 2002	Follow up on EXPO leads and fill orders

TENDING TO BUSINESS

Application For Space

Please reserve _____ square feet of exhibit space at EXPO 2001.

COMPANY _____ DATE _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ FAX _____

PRODUCT(S) TO BE DISPLAYED _____

SIGNED _____ CONTACT _____ E-MAIL _____

Dimension preference: _____ x _____

Rate per square foot: $ _____

Amount Due: $ _____

❑ Visa ❑ MasterCard ❑ American Express
❑ Other: _____

Signature: _____

Name on card: _____

Card number: _____

Exp. date: _____

PT 02915

Please return to: EXPO 2001, c/o Sellers Expositions, 550 S. 4th Street, Suite 200, Louisville, KY 40202-2504 USA.
Phone: 1-800-558-8767 or 502-562-1962. Fax: 502-562-1970.
After December 15, 2000: 222 Pearl Street, New Albany, IN 47150 / Phone: 800-558-8767 or 812-949-9200. FAX: 812-949-9600.

Eligibility definition for membership in the Outdoor Power Equipment Institute, Inc.

1) Any individual, firm, corporation or subsidiary or division thereof engaged in the manufacture, fabrication, assembly, or engaged in the distribution or sale at the primary level of the manufacturer of outdoor power equipment or component products which are incorporated in or used with outdoor power equipment and any manufacturer of the products so designated. Such component products associated with outdoor power equipment must be sold predominantly to original equipment manufacturers.

For trade show fee program implementation, outdoor power equipment is defined as constituting the following classes of finished products being either self-contained units or attachments:

- Walk-behind mowers (push, reel and rotary)
- Walk-behind rotary snow throwers
- Lawn tractors and riding mowers
- Garden tractors
- Flexible line trimmers
- Brush cutters
- Hedge trimmers
- Powered sprayers
- Edger/trimmers
- String cutters
- Shredder/grinders
- Commercial turf care equipment
- Walk-behind or hand-held leaf blowers and lawn vacuums
- Engines, motors and generators
- Walk-behind rotary tillers
- Power rakes and thatchers
- Mower, tillage and snow thrower attachments
- Pulleys
- Stump cutters
- Chain saws
- Lawn sweepers
- Sand trap rakes
- Log splitters
- Chippers
- Self-propelled aerators

2) Non-eligible, non-members: Those exhibitors whose firms, corporations, subsidiaries, divisions, etc., do not meet OPEI regular membership criteria

3) Non-members who are eligible for regular memberships: Those individuals, firms, corporations, subsidiaries, or divisions who meet OPEI regular membership criteria, but are not association members. Should any portion of exhibit space be devoted to any product represented by the association, the entire exhibit space will be at the eligible, non-member rate.

For purposes of EXPO fees, only those non-member companies that manufacture finished products will be placed in the highest fee category of eligible non-members.

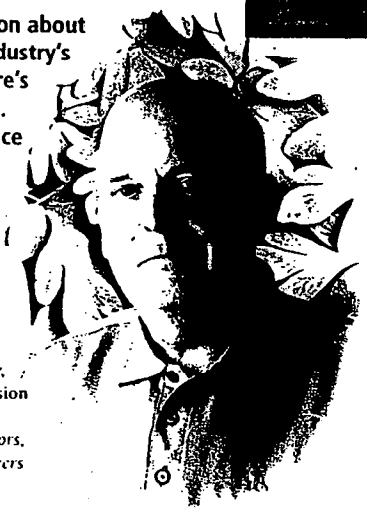
2001

Buyers Attend EXPO

Ace Hardware
Agway
Ames Department Store
Army/Air Force Exchange Service
Associated Distributing
Big Blue
Boscovs Department Stores
Canadian Tire
Central Purchasing
Chase Pitkin
Consolidated Stores
Costco
Distribution America
Do It Best Corporation
Fingerhut Cos.
Fleet Supply
Four Season Lawn
Fred Meyer
Hammacher Schlemmer
Hoffmeier Assoc. Int'l
Home Base
The Home Depot
Home Hardware
Lowe's Companies Inc.
Meijer
Menard's
Mid-States Distributing
National Home Centers
Orchard Stores
Payless Cashways
Pro Hardware
Sam's Club
Scotty's
Sears
Snow Hill Nursery
Supply One
Target
TruServe
Timber Country Products
Trail Saw & Mower
United Farm Ag.
United Hardware
Walmart
Warren Dist. Co.
Western Auto
Yardbirds Homecenter
YardWorks

"There's no question about EXPO being the industry's premier show. There's nothing else like it. This is the best place for dealers and end-users to find new lines of equipment. They all come to see what's new."

Pat Curtiss, American Honda Motor Company, Power Equipment Division
Mowers, tillers, tractors, riders, trimmers, generators, water pumps, snow throwers



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http://expo.mow.org

Sponsored by the Outdoor Power Equipment Institute, Inc.

Participating Associations:
American Society of Agricultural Engineers
Engine Service Association
Equipment & Engine Training Council
Lawn & Garden Dealers Association
North American Equipment Dealers Association
Ohio-Michigan Equipment Dealers Association
Outdoor Power Equipment Distributors Association
Outdoor Power Equipment Aftermarket Association
Professional Lawn Care Association of America
The Service Dealers Association

PT 02916

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 35

MASONRY
EXPO
2001

2/24/04 DATE CRAMER
35
EXHIBIT
ANN M. HOLLAND

MASONRY EXPO

San Antonio, Texas
January 26-27, 2001

(For Office Use Only)
sq. ft. 2.0 amt. due $ 29
space assigned 163
deposit $ _____ date _____
payment $ 2100.00 date 1/11/00
Accepted by: [illegible]

CONTRACT AND APPLICATION FOR EXHIBIT SPACE

We, (company name) PAVE TECH, the exhibitor, hereby apply for space at Masonry Expo scheduled to be held January 26-27, 2001 at the Henry B. Gonzalez Convention Center in San Antonio, Texas.

Please reserve a total of 200 square feet of exhibit space with 20 ft. of frontage and 10 ft. of depth.

Location of Space: Concrete Masonry Pavilion _____ Paver/SRW Pavilion 243

Please note who your customers are: _____

Choose 6 booths: 1st _____ 2nd _____ 3rd _____ 4th _____ 5th _____ 6th _____

Requirements: Compressed Air _____ Water _____ Electric X Other _____
(See floor plan for utility locations)

BOOTH RENTAL COST IS $19.50 PER SQUARE FOOT WITH A MINIMUM OF 100 SQUARE FEET. 10% DISCOUNT FOR 500 SQUARE FEET OR LARGER. SPACE APPLICATION FEE OF 50% OF TOTAL FEE MUST ACCOMPANY THIS APPLICATION. AFTER OCTOBER 1, 2000, 100% OF TOTAL FEE MUST ACCOMPANY THIS APPLICATION.

Amount enclosed $ 3900.00 (10%) (U.S. Funds). Make check payable to MASONRY EXPO. Balance is due no later than October 1, 2000.

Brief Description (25 words or less) of Company Products and/or Service For Listing in Convention Program: (PLEASE USE UPPER & LOWER CASE)
PAVE EDGE PAVER EDGE RESTRAINT SYSTEM. PROBST TOOLS + EQUIPMENT. PAVE CHEM CLEANERS, SEALERS + ADHESIVES. ENVIROPAV.

Competitors: (List those you do not wish to be near) PAVER JOINT SPACERS.

RETURN ALL 3 PARTS OF CONTRACT TO MASONRY EXPO. This contract shall not be binding unless and until it is accepted and approved in writing by the signature of Masonry Expo's duly authorized representatives.

The rules and regulations on the reverse side hereof shall constitute part of this contract and the exhibitor agrees to abide and conform thereto.

Contact Name (print) BOB CRAMER

Exhibiting Firm PAVE TECH Street Address 15354 FLAS AVENUE

City/State/Zip PRIOR LAKE, MN 55372 Country USA

Telephone # 952 226-6466 Fax # 952-226-6466 Email ~~[illegible]~~ alesa@paveedge.com Web www.pavetech.com

Signed [signature] Title FIELD SERVICES MANAGER

Product Listing (please indicate *all* that apply)

- ☐ Admixtures
- ☐ Aggregates
- ☒ Block Plant Equipment (other than Block Machines)
- ☐ Block and Paver Making Machines
- ☒ Boom Unloaders for the Block Industry
- ☐ Cement, Portland
- ☐ Colors and Pigments
- ☐ Computer Programs
- ☐ Concrete Brick Making Equip.
- ☒ Concrete Chemicals
- ☐ Concrete Lintel
- ☐ Control Joint Materials
- ☐ Controls Batching and Mixing
- ☐ Curing Systems
- ☐ Flashing Materials
- ☐ Insulation for Blocks
- ☐ Insulation for Cavity Walls
- ☐ Masonry Mortars
- ☒ Material Handling Systems for Bulk Goods
- ☐ Molds, Mold Parts for Block and Pavers
- ☐ Pallets
- ☒ Paver Installation Equipment & Products
- ☐ Plant Design
- ☒ Plant Equipment (other than Block Machines)
- ☐ Prefaced, Prefinished, Glass and Acoustical Masonry Units
- ☐ Retaining Wall Systems
- ☐ Sound Absorbing Block
- ☒ Truck Equipment for Handling Block
- ☐ Wall Making Machines
- ☐ Wall Reinforcing, Ties & Anchors
- ☐ Waterproofing Coatings, Membranes, Bonding Agents, Patching Mortars
- ☒ Other (be specific): PAVER EDGE RESTRAINT

MASONRY EXPO, 2302 Horse Pen Road, Herndon, VA 20171
(703) 713-1900

PT 01493

FAX: 703 713-1910

INVOICE

MASONRY EXPO

INVOICE NO: EXPO2001-25-2
DATE: October 12, 2000

To: Pave Tech
Bob Cramer
PO Box 576
Prior Lake, MN 55372

Remit to: MASONRY EXPO
2302 Horse Pen Road
Herndon, VA 20171

DESCRIPTION	TOTAL COST	AMOUNT RECEIVED	AMOUNT DUE
MASONRY EXPO 2001 Booth #243	$7,800.00		
Deposit		$0.00	
Payment		$3,900.00	
TOTAL AMOUNT DUE			$3,900.00

Please note invoice number on check and submit with a copy of the invoice.
Make all checks payable to: MASONRY EXPO
Mail to: MASONRY EXPO, 2302 Horse Pen Road, Herndon, VA 20171
If you have any questions concerning this invoice, call: Pamela L. Bolls, 703-713-1900

PAST DUE—FINAL INVOICE
PAYMENT DUE UPON RECEIPT

THANK YOU!

CHECK FOR #3900.00 AND CONTRACT REMAILED TODAY (10-12-00) BY PRIORITY MAIL.

BOB CRAMER
PAVE TECH

MASONRY EXPO

INVOICE

INVOICE NO: EXPO2001-25
DATE: August 7, 2000

To: Pave Tech
Bob Cramer
PO Box 576
Prior Lake, MN 55372

Remit to: MASONRY EXPO
2302 Horse Pen Road
Herndon, VA 20171

DESCRIPTION	TOTAL COST	AMOUNT RECEIVED	AMOUNT DUE
MASONRY EXPO 2001 Booth #243	$7,800.00		
Deposit		$0.00	
Payment			
TOTAL AMOUNT DUE **(Please pay 50%)**			$7,800.00

Please note invoice number on check and submit with a copy of the invoice.
Make all checks payable to: MASONRY EXPO
Mail to: MASONRY EXPO, 2302 Horse Pen Road, Herndon, VA 20171
If you have any questions concerning this invoice, call: Pamela L. Bolls, 703-713-1900

PAYMENT DUE UPON RECEIPT

THANK YOU!

8/23/00
PAID #3,900.00
CK #

PT 01497

MASONRY EXPO

INVOICE

INVOICE NO: EXPO2001-25-2
DATE: September 19, 2000

To: Pave Tech
Bob Cramer
PO Box 576
Prior Lake, MN 55372

Remit to: MASONRY EXPO
2302 Horse Pen Road
Herndon, VA 20171

DESCRIPTION	TOTAL COST	AMOUNT RECEIVED	AMOUNT DUE
MASONRY EXPO 2001 Booth #243	$7,800.00		
Deposit		$0.00	
Payment		$0.00	
TOTAL AMOUNT DUE			$7,800.00

Please note invoice number on check and submit with a copy of the invoice.
Make all checks payable to: MASONRY EXPO
Mail to: MASONRY EXPO, 2302 Horse Pen Road, Herndon, VA 20171
If you have any questions concerning this invoice, call: Pamela L. Bolls, 703-713-1900

PAYMENT DUE BY OCTOBER 2, 2000

THANK YOU!

PT 01499

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 36

GIE
2001

PT 02594
2/24/04 DATE CRAMER
36
EXHIBIT
ANN M. HOLLAND

GREEN INDUSTRY EXPO

November 10-13, 2001
Tampa Convention Center
Tampa, Florida

2001 Exhibit Contract

Return contract and payment to:
GIE, 1000 Johnson Ferry Road, NE
Suite C-135, Marietta, GA 30068-2112
Phone: (770) 973-2019 ❖ Fax: (770) 578-6071

Rate Schedule:	(Member discounts apply)	Payment Schedule:	
Exhibit Rental Rate:	$ 1,295.00 / 10' x 10' booth	Minimum deposit with application:	50% of booth fees
Corner Assignments:	$ 75.00 / corner	Priority Point period ends:	February 28, 2001
Outdoor Demonstration:	$ 295.00	Remaining balance due:	August 1, 2001

Application for Space

Exhibiting company (exhibitor) agrees to pay a lease fee at the established rate (plus $75 per corner booth assignment) which must be paid by August 1, 2001. If exhibitor holds a company membership to a GIE sponsor association (ALCA, PGMS, PLCAA), a $100 discount per 10' x 10' booth may be applied. Exhibitor further agrees to comply with the Rules and Regulations for Exhibitors which are included in the prospectus. Booth assignments will be based on a priority point system for contracts received prior to February 28, 2001, as noted in the exhibitor prospectus information. After that date, assignments will be made in order of date payment is received with contract.

Company Information

IMPORTANT: Directory Listing for Show Program - *List your company exactly as you want it to appear in the trade show guide.*

Company PAVE TECH — Direct Phone 952-226-6400
Address PO Box 576 — Toll Free 800-728-3832
City / State / Zip PRIOR LAKE, MN 55372 — FAX 952-226-6406
Contact DALE SUFKOWIAK — Title ~~[illegible]~~ SALES MANAGER
E-mail Address sales@paveedge.com — Web Site www.pavetech.com
Authorized Signature [signature] — Date 2-18-01

Exhibit Contact Person if different from above. *All further 2001 information will be sent to this person.*

Name BOB CRAMER — Title FIELD SERVICES MANAGER
Address (if different) — E-Mail Address bob@paveedge.com
City / State / Zip — Phone — Fax

Cost of Exhibit Space

Exhibit Rental Rate: $1,295 / 10' x 10' booth (Member discounts apply)

Number of 10' x 10' Booths: 3 — If they form an island, indicate size (minimum 10' x 20'):

**Exhibitors of 10 booths or more are entitled to a discount. Call GIE for details.*

Corner Assignments: $75.00 / corner. Number of corners: 1 (1 booth has 2)

**Exhibits of 4 booths or more (10' x 40' or 20' x 20') are not charged corner fees.*

Exhibit Space Preferences

Selected booth locations must be scattered.

1st Choice: 400, 402, 404 — 2nd Choice: 410, 412, 414 — 3rd Choice: 830, 832, 834
4th Choice: 630, 632, 634 — 5th Choice: 1539, 1541, 1543 — 6th Choice:

*Organizations exhibitor desires NOT to be near.

** Every effort will be made to honor your space and location preferences, but GIE cannot guarantee your requests.*

Outdoor Equipment Demonstration

The Outdoor Equipment Demonstration is scheduled for November 11, 2001, and is optional at $295.00. A proportionate amount of space will be allocated to exhibitors based on their indoor space rental.

Exhibitor desires to participate in the Outdoor Equipment Demonstration. ☐ Yes ☒ No

COMPLETE REVERSE SIDE

Priority Booth Assignments begin February 28, 2001

PT 02597

Payment Calculation

			GIE Use Only
Space Rental Rate (per 10' x 10' booth)	$ 1,295.00 x 3 # of booths	= $ 3885.00	
Corner Assignment Fee	$ 75.00 x 1 # of corners	= $ 75.00	
Outdoor Equipment Demonstration	$ 295.00 x 1 demonstration	= $ [redacted]	
SUBTOTAL	SUBTOTAL	= $ 3960.00	
MINUS: Association Member Discount (indicate association)	$ 100.00 x ____ # of booths	= - $ ____	
☐ ALCA ☐ PGMS ☐ PLCAA	*ADJUSTMENTS*	= $ ____	
	TOTAL BALANCE DUE	= $ 3960.00	
	50% INITIAL DEPOSIT REQUIRED	= $ 1980.00	

Payment Options

☒ Check Enclosed
Remit in U.S. Funds Only...

I authorize GIE to charge the remainder of the balance on August 1, 2001.

INITIAL HERE

FOR FASTEST SERVICE!

☐ Charge my Credit Card (add 3% processing fee to the total cost)
☐ MasterCard ☐ VISA

Card # _____

Expiration Date _____

Print Cardholder's Name _____

Cardholder's Signature _____

For Green Industry Expo Use Only ☐ EB 2/28/01 Date Received _____

COST BASIS		DEPOSITS	AMT.	DATE	Ck #
# Booth(s)	____	50% Initial	____	____	____
cost / booth	____	Balance	____	____	____
corner	____		____	____	____
demo / net	____	PAID	____	____	____
Total cost	____		____	____	____

PTS. _____ Rank _____

Booth(s) assigned _____

Accepted by _____ for Green Industy Expo

Date _____

2001 GREEN INDUSTRY EXPO ..... Exhibitor Product Listing

Check all that apply for complete listing in the Official Conference Guide and GIE Show Directory

- ☐ Accessories
  - ☐ Landscaping (Hoses & Reels)
  - ☐ General
- ☐ Adjuvants/Colorants/Dyes
- ☐ Aerators
- ☐ Arborist Supplies
- ☐ Bedshapers
- ☐ Biological Pest & Disease Control
- ☐ Bird Control Products
- ☐ Blades/Blade Sharpening
- ☐ Blowers
- ☐ Brushcutters
- ☐ Chippers
- ☐ Commercial Ground Prep/ Grading
- ☐ Communication Equipment (Radios, Phones)
- ☐ Computers *(Indicate Type)*
  - ☐ Business/Accounting
  - ☐ Design Imaging
  - ☐ Software
- ☐ Consultants
  - ☐ Technical ☐ Business
- ☐ Container
- ☐ De-thatchers
- ☐ Edging Equipment
- ☒ Edging Supplies
- ☐ Educational Services/Supplies
- ☐ Employment Services
- ☐ Engines
- ☐ Environmental Storage/ Containment
- ☐ Erosion Control Products
- ☐ Fencing
- ☐ Fertilizers
- ☐ Finance, Commercial
- ☐ Fountains
- ☐ Franchise
- ☐ Fuel Additives
- ☐ Fungicides
- ☐ Generators
- ☐ Grinders
- ☐ Ground Prep/Grading/ Renovation
- ☐ Herbicides
- ☐ Horticultural & Turf Tools
- ☐ Hour Meters/Tachometers
- ☐ Hydro Sprayers
- ☐ Insecticides
- ☐ Insurance
- ☐ Interiorscape (Live & Preserved Foliage)
- ☐ Irrigation Products & Supplies
- ☐ Laboratories
- ☐ Lime Products
- ☐ Loaders
- ☐ Management Staffing
- ☐ Marketing Services
- ☐ Micronutrients
- ☐ Mobile Service
- ☐ Mowing Equipment
- ☐ Mower Attachments
- ☐ Mulch & Soil Amendments
- ☐ Nursery Goods
  - ☐ Woody Ornamentals
  - ☐ Herbaceous plants/Bulbs
- ☐ Organic Fertilizers & Amendments
- ☐ Organic Pest & Disease Control
- ☐ Outdoor Lighting
- ☐ Parts, Equipment/Vehicle
- ☐ Pavers
- ☐ Plant Growth Regulators
- ☐ Plant Handling Systems
- ☐ Planters
- ☐ Playground Equipment
- ☐ Posting Supplies (Flags & Signs)
- ☐ Printing
- ☐ Publication
- ☐ Pumps
- ☐ Retaining Walls
- ☐ Retirement Plans
- ☐ Safety Clothing & Personnel Equipment
- ☐ Saws, Power
- ☐ Seed
  - ☐ Grass ☐ Wildflower
- ☐ Seeding Equipment
- ☐ Service Lifts
- ☐ Service Supplier
- ☐ Signs
- ☐ Sod
- ☐ Snow Removal/Deicing Compounds
- ☐ Snow Removal Equipment (Plows)
- ☐ Soil Wetting Agents
- ☐ Spraying Equipment
- ☐ Spreaders
- ☒ Sweepers
- ☐ Tanks
- ☐ Tires/Tire Sealants
- ☒ Tools
  - ☒ Hand Tools
  - ☐ Garden & Landscaping
- ☐ Tractors
- ☐ Trade Association
- ☐ Trailers, Hitches & Related Items
- ☐ Trenchers/Tillers
- ☐ Tree Care Products
- ☐ Trimmers
- ☐ Trucks, Other Vehicles
- ☐ Uniforms
- ☐ Vacuums
- ☐ Water Gardening Supplies
- ☐ Weather Information
- ☒ Other [illegible]

To exhibit call 770/973-2019

[illegible]

PT 02598

2001 Green Industry Expo Exhibitors

AS OF 5-29-2001

Adams Business Media
Americalist/Division of Haines
American Honda Motor Company, Inc.
Amigos Labor Solutions, Inc.
The Andersons Lawn Products
Aquascape Designs, Inc.
Aquatrols
ArborSystems, L. L. C.
Associated Landscape Contractors of America
ASV, Inc.
Bachtold Bros., Inc.
Bahco Tools
Barenbrug Southeast
Barreto Manufacturing, Inc.
BASF
Bayer Corporation
BBA/Reemay
Becker Underwood, Inc.
Billy Goat Industries, Inc.
BlueBird International, Inc.
Bob-Cat Textron
Borderline Stamp, USA
Briggs & Stratton Corporation
Brown Mfg. Corp./Trenchmaster
Bunton Textron
C & P Press, Inc.
C & S Turf Care Equipment, Inc.
CDS-John Blue Company
Century Rain Aid
CHIPCO Professional Products
Christmas Decor/Nite Time Decor
Classen Mfg., Inc.
Cleary Chemical Corporation
CLIP-Sensible Software, Inc.
CNA Commercial Insurance
The Concrete Edge Co.
Conseco Finance
Construction Site News
Corbin's Baled Pine Straw, Inc.
Corbitt Manufacturing Co., Inc.
Cub Cadet Commercial
Curv-Rite
Design Imaging Group
Diamond Precision Products
DJR'S New Leaf Apparel
DOLMAR
Dow AgroSciences
drafix.com LLC
DTN Weather Center
E-Z Trench, Inc.
Earthway Products, Inc.
Eastman Industries/Hover Mower
Echo, Inc.
Elvex Corporation
Encore Mfg. Co., Inc.
Exmark Mfg. Co., Inc.
EXXONMOBIL Corporation
Ferris Industries, Inc.
FertiGator, Inc.
Finn Corporation
First Products, Inc.
Floral Pesonnel, Inc.
Florists' Mutual Insurance Co.
FMC Corporation
Focal Point Communications
Foley Enterprises
Foliage Design Systems
Forestry Suppliers, Inc.
FX Luminaire, Inc.
Garden Graphics Inc.
Garick Corporation
Gehl
Gempler's, Inc.
General Motors Isuzu Commercial Truck
Giant-Vac Mfg. Co., Inc.
Glenmac, Inc.
GM Fleet & Commercial
GNC Industries, Inc.
Gowan Company
Graham Lawn Equipment, Inc.
Grasshopper Company
Gravely-an Ariens Company
Green Touch Industries, Inc.
Greenline
GreenSearch
Gregson-Clark
Griffin L.L.C.
Grounds Maintenance Magazine
Growtech, Inc.
Hannay Reels, Inc.
HD Hudson Mfg. Co., Green Garde Division
Helena Chemical Company
Highway Equipment Company
Homeowners Marketing Services
Husqvarna
Hustler Turf Equipment
Hypro Corporation
Include Software Corporation
International Labor Management Corp.
Irrigation & Green Industry
J. Thomas Distributors
John Bean Sprayers
John Deere Commercial & Consumer Equipment
JRCO, Inc.
Jungle Jim's Accessory Products, Inc.
Kanga Loaders USA
Kawasaki Motors Corp., U.S.A.
Kichler Landscape Lighting
Knox Fertilizer Company
Kohler Engines
Kubota Tractor Corporation
Kwik Kerb
L.R. Nelson Corporation
Landscape Contractor Magazine
Landscape Management Magazine
Landscapers Supply
Lawn & Landscape Media Group
Lawn Doctor, Inc.
LESCO, Inc.
Lion Lighting Products
Little Wonder/Mantis
Makita
Maruyama U.S.
Maxim Manufacturing Corporation
Mid-Atlantic Resources Association
Midwest Industries, Inc.
Minuteman Parker
Monsanto
Monterey Chemical Company
Morral Companies
Multi Seal Tire Sealant
National Insurance Programs
NDS, Inc.
Nissan North America
Nu-Gro Technologies, Inc.
Oly-Ola Sales, Inc.
Pave Tech, Inc.
PBI Gordon Corporation
Perfco Printing
Permaloc Aluminum Edging
Plant Health Care, Inc.
Planter Technology
Polecat Industries, Inc.
Poulenger USA Inc.
Power Equipment Trade Magazine
Power Planter, Inc.
Power Trac
Practical Solutions, Inc.
Praxis Corporation
Preferred Capital, Inc.
Pro - Tech Sno Pusher
PRO Magazine
Professional Grounds Management Society
Professional Lawn Care Association of America
Professional Tree & Turf Equipment
PSB Company, A Div. Of White Castle Sys.
Pumptec, Inc.
R.N.D. Signs
RACK'EM INDUSTRIES
Rain Bird, Inc.
Ramrod Equipment/ Div. of Leon's Mfg. Co.
Real Green Systems
Regal Chemical Company
Rexius Express Blowers
River Bend Industries
Riverdale
Riverside Plastics, Inc.
Robin Outdoor Power Equipment
Rock Solid
Rogers Innovative Inc.
Rohm and Haas Company
ROOTS, Inc.
RotaDairon Emrex, Inc.
Ryan Textron
Salsco, Inc.
Scag Power Equipment
Scotts Lawn Service
Service First Irrigation
Sheffield Financial Corporation
Shindaiwa, Inc.
Skinner Nurseries
Slice Technologies
Snapper, Inc.
Snow & Ice Management Association
Southdown, Inc.
Spanish Training Services, Inc.
Spectrum Analytic, Inc.
Sports Turf Managers Association
Spring Valley
Spyker Spreaders
Steiner Turf Equipment Inc.
Stellar Industries, Inc.
Stihl Incorporated
Super Lawn Trucks
Sure-loc Edging Corporation
Syngenta Professional Products
Tanaka Power Equipment
Terradek Lighting, Inc.
Tessenderlo Kerley, Inc.
Titan Products, Inc.
The Toro Company
Toyota Motor Sales, USA, Inc.
Trailmate, Inc.
Transworld Systems, Inc.
Tree Tech Microinjection Systems
Tru-Cut, Inc.
Tuflex Manufacturing Company
Turbo Technologies, Inc.
Turf Magazine
Turf Products
Turfco Manufacturing, Inc.
Turfmaker Corporation
U.S. Lawns, Inc.
UDOR U.S.A., Inc.
Unico Spray Products Corporation
Unique Lighting Systems, Inc.
United Horticultural Supply
Van Bloem Gardens
Vander Kooi & Associates Inc.
Visual Impact Imaging
Vopak USA, Inc.
Walker Manufacturing Company
Wanner Engineering, Inc.
Weed Man
Weisburger Green Insurance
Wells Cargo, Inc.
Westheffer Company Inc.
Woods Equipment Company
Wright Manufacturing, Inc.
Yazoo/Kees Power Equipment

2000 Green-Industry Expo Exhibitors

4 Mower $ Products
AA-Tach, Inc.
ACRT, Inc.
Adams Business Media
Agro-Chem, Inc.
ALCA Interior Landscape Council
Americalist/Division of Haines
American Honda Motor Company Power Equip
American Honda Motor Company, Inc.
Amigos Labor Solutions, Inc.
Ampel Corporation
The Andersons Lawn Products
Aqua Design Systems, Inc.
Aquamatic Systems / American Granby
Aquascape Designs, Inc.
ArborSystems, L. L. C.
Architectural Supplements
Associated Landscape Contractors Of Am.
ASV, Inc.
Advanced Tracking Technologies Inc.
Autograph Foliages
Aventis Environmental Science
AW Pottery Atlanta Inc.
Backsaver Inc.
Bahco Tools
Ballard, Inc.
Banjo Corporation
Banks Trailer Group
Barenbrug Southeast
BASF
Bayer Corporation
Bear Cat Crary Co.
Becker Underwood, Inc.
Bedshaper/Mainline
Bernecker's Nursery Inc.
BidMgr.com
Billy Goat Industries, Inc.
Bio-Green
Bishop Enterprises, Inc.
Blizzard Corp.
BlueBird International, Inc.
Borderline Stamp, USA
Borderscapes
Briggs & Stratton Corporation
Brown Mfg. Corp./Trenchmaster
C & P Press, Inc.
C & S Turf Care Equipment, Inc.
CDS-John Blue Company
Century Rain Aid
Christmas Decor, Inc.
Classen Mfg., Inc.
CLC LABS
Cleary Chemical Corporation
CLIP-Sensible Software, Inc.
CNA Commercial Insurance
The Concrete Edge Co.
Construction Site News
Contree Sales
Corbin's Baled Pine Straw, Inc.
Creative Sales, Inc.
Cub Cadet Commercial
Curv-Rite
D & G Products
Dawn Industries, Inc.
DeLeon's Bromeliads
Design Imaging Group
DeWitt Company
Diamond Precision Products
Dixie Chopper
DJR'S New Leaf Apparel
DOLMAR
Dosatron International Inc.
Dow AgroSciences
drafix.com LLC
DTN Weather Center
Dultmeier Sales
E-Z Trench Mfg. Co.
Eagle Point
Earth & Turf
Earthway Products, Inc.
Easy Lawn, Inc.
Echo, Inc.
eFrenzy
Electric Tractor Coporation
Encore Mfg. Co., Inc.
Enginaire
Equipment & Engine Training Council
Exmark Mfg. Co., Inc.
EXXONMOBIL Corporation
F.F.C.
Farm Life Tropical Foliage
Ferris Industries, Inc.
FertiGator, Inc.
Finn Corporation
First Products, Inc.
FMC Corporation
FMI
Focal Point Communications
Foley Enterprises
Forestry Suppliers, Inc.
Gainey
Garick: A Division of Fairmount Minerals
Gehl
Gempler's, Inc.
General Motors Isuzu Commercial Truck
Giant-Vac Mfg. Co., Inc.
Glenmac, Inc.
GM Fleet & Commercial
GNC Industries, Inc.
Goossen Industries
Gowan Company
Graham Lawn Equipment, Inc.
Grasshopper Company
Gravely-an Ariens Company
Great Dane Power Equipment, Inc.
Great Lakes Products
GreenIndustryJobs.com
Green Industry Innovators, Ltd.
Green Touch Industries, Inc.
Green2go.com
Greenline
GreenSearch
Greensuccess.com
Greentrac.com
GreenZebras, Inc.
Gregson-Clark
Griffin L.L.C.
Grounds Control Products
Grounds Maintenance Magazine
Growcareer.com
Growtech, Inc.
Growzone
Hannay Reels, Inc.
Harmony Products, Inc.
HD Hudson Mfg. Co., Green Garde Division
Heftee Industries LLC
Helena Chemical Company
Hi-Way
Homeowners Marketing Services
Horticopia, Inc.
Howard Johnson's Enterprises, Inc.
Hunter Agri-Sales Inc.
Husqvarna Forest & Garden
Hustler Turf Equipment
Hydro Seed Innovations
Hypro Corporation
Include Software Corporation
Indiana Nursery and Landscape Assoc.
Indiana State Lawn Care Association
Interior Business
Interlock Concrete Products
International Labor Management Corp.
Irrigation & Green Industry
J. Thomas Distributors
J. J. Mauget Company
John Bean Sprayers
John Deere Commercial & Consumer Equip.
JRCO, Inc.
Jungle Jim's Accessory Products, Inc.
Kaddy Products
Kanga Loaders
Kasco Mfg. Co., Inc.
Kawasaki Motors Corp., U.S.A.
Kenney Outdoor Solutions
Kichler Landscape Lighting
Knox Fertilizer Company
Kohler Co. - Engine Division
Komatsu Zenoah America, Inc./ Red Max
Kubota Tractor Corporation
L.R. Nelson Corporation
L.T. Rich Products Inc.
Labor Consultants International, LTD
LandPro
Landscape Lingo
Landscape Management Magazine
Landscapers Supply
Lawn & Landscape Media Group
Lawn Monkey Software
Lawson Products, Inc.
Lebanon Turf Products
LESCO, Inc.
Little Wonder/Mantis
Makita
Maruyama U.S.
Maxim Manufacturing Corporation
Mertz, Inc.
Mid-Atlantic Resources Association
Midwest Arborist Supplies
Midwest Control Products
Midwest Coast Transport
Midwest Industries, Inc.
Milford Welding &-Mfg.
Millcreek Manufacturing
Milorganite Marketing-MMSD
Monsanto
Monterey Chemical Company
Morral Companies
Motz Enterprises, Inc.
Multi Seal, Inc.
National Lime and Stone Co.
NDS, Inc.
Nissan North America
Novartis Turf & Ornamentals
Nu-Gro Technologies, Inc.
Oly-Ola Sales, Inc.
Oregon Cutting Systems Div. Blount Inc.
Osslan, Inc./Dow Chemical
Pace Inc.
Palkar Inc.
Palmor Products, Inc.
Pave Tech, Inc.
PBI Gordon Corporation
PECO
Perfco Printing
Performance Software Technologies, Inc.
Perma-Green Supreme, Inc.
Permaloc Corporation
Pine Hall Brick Co., Inc.
Plant Marvel Laboratories Inc.
Plant Health Care, Inc.
Polecat Industries, Inc.
Portable Power Equip. Manufacturers Assn
Power Equipment Trade Magazine
Power Planter, Inc.
Power Trac
Powerhouse Equipment
Practical Solutions, Inc.
Praxis Illinois Corp.
Preferred Capital
Primescape Products Co.
Pro - Tech Sno Pusher
PRO Magazine
Pro Tour Greens International
Professional Grounds Management Society
Professional Lawn Care Assoc. of America
Professional Tree & Turf Equipment
Proforma Engle Printing
Prolawn Commercial Turf Equipment
Prosource One
PSB Company, A Div. Of White Castle Sys.
Pumptec, Inc.
Pyro Media Inc.
R.N.D. Signs
Rain Bird, Inc.
Ramrod Equipment
Real Green Computers
Realty Innovations/ Fouts Bros. Isuzu
Reemay, Inc.
Regal Chemical Company
Rexius Express Blowers
River Bend Industries
Riverdale
Riverside Plastics, Inc.
Rock Solid
Rock Vac
Rogers Innovative Inc.
Rohm and Haas Company
ROOTS, Inc.
Rotadairon Emrex, Inc.
Ruud Lighting, Inc.
Salsco, Inc.
Saylor Industries, Inc.
Scag Power Equipment
Scotts Lawn Service
Service Communication Software
Service First Irrigation
Sheffield Financial Corporation
Shindaiwa, Inc.
Silver Vase
Simplot Partners
Simplot Turf and Horticulture
Ski Landscape Corp.
Slice Technologies
Snapper, Inc.
Snow & Ice Management Association
Southdown, Inc.
SpectracidePRO
Spectrum Analytic, Inc.
Sports Turf Managers Association
Spring Valley
Spyker Spreaders
SQM North America
Steiner Turf Equipment Inc.
Stellar Industries, Inc.
Stihl Incorporated
Sunbelt Rentals
Suncoast Nursery, Inc.
Super Lawn Trucks
Sure-loc Corporation
Swede-Way Attachments
Tampa Convention & Visitors Association
Tanaka Power Equipment
Terracare Products Co., Inc.
Terra Dek Lighting, Inc.
Tessenderlo Kerley, Inc.
Textron Golf, Turf & Specialty Products
TGMI, Inc.
Tidwell Nurseries, Inc.
Titan Products, Inc.
The Toro Company
Toyota Motor Sales
Transamerica Distribution Finance
Transworld Systems, Inc.
Tree Tech Microinjection Systems
Trench 'N Edge Trencher
Tri-County Stockdale
Tropical Ornamentals
Tru-Cut, Inc.
Tuflex Manufacturing Company
Turbo Technologies, Inc.
Turf Gold Software - TMS Inc.
Turf Magazine
Turf Products
Turfco Manufacturing, Inc.
Turfmaker Corporation
U.S. Lawns, Inc.
UDOR U.S.A., Inc.
Underground Technologies Inc.
Unico Distributing Company
United Horticultural Supply
US Chemical Storage
US Clubhouse
Van Bloem Gardens
Van Waters & Rogers, Inc.
Vander Kool & Associates Inc.
Visual Impact Imaging
Walker Manufacturing Company
Wall Enterprises, Inc.
Wanner Engineering, Inc.
W.E. Chapps, Inc.
Weed Man
Weisburger Green Insurance
Wells Cargo, Inc.
Western Industries Inc.
Westheffer Company Inc.
WoodCo U.S.A., Inc.
Wright Manufacturing, Inc.
Yazoo/Kees Power Equipment
Yes, marketing, Inc.
York Distributors

PT 02612

PT 02613

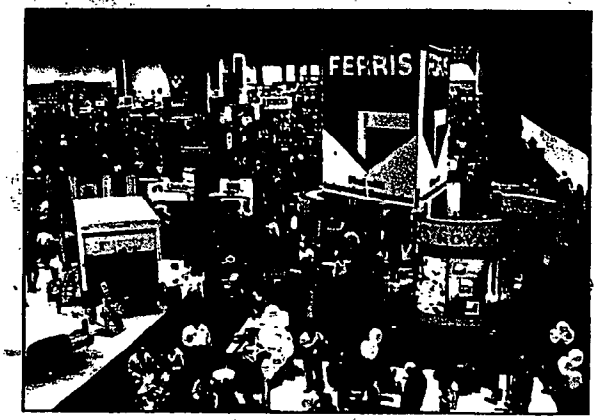
The Super Show for Lawn and Landscape Professionals

The Green Industry Expo—sponsored by the Professional Grounds Management Society (PGMS), Associated Landscape Contractors of America (ALCA) and Professional Lawn Care Association of America (PLCAA)— offers a show floor filled with over 6,000 industry professionals, outstanding educational conferences, and a popular Product Field Day. A perfect environment to display your latest products, meet new contacts, and learn what the industry's top professionals need in their business.

Over 80% of the 2000 GIE attendees were owners, presidents, managers and supervisors. You can expect to see attendees at the GIE that play a key role in purchasing new equipment and services making your overall experience a great value.

The GIE is constantly striving to grow our show in a way that best suits our exhibitors. The 2000 GIE welcomed the ALCA interior conference and brought many new attendees to the show. Once again in 2001, we anticipate this area of the GIE to continue to grow and become a large part of the success.

We invite you to be a part of the 12th Annual Green Industry Expo, November 10-13, 2001, at the Tampa Convention Center in Tampa, Florida. Send in your contract for exhibit space today! Please call the GIE offices with any questions that you may have at 770-973-2019 or toll free 888-303-3685. You may also visit our website: www.gieonline.com for more information.



20% OF ATTENDEE COMPANIES HAVE A SALES VOLUME OVER $7 MILLION.

41% OF COMPANIES SELL BETWEEN $1 MILLION & $7 MILLION.

31% OF COMPANIES SELL BETWEEN $500,000 & $1 MILLION.

17% OF COMPANIES SELL BETWEEN $100,000 & $500,000.

11% OF COMPANIES SELL UNDER $100,000.

Services Performed by GIE Attendee Companies

- Lawn & Landscape Maintenance ★
- Landscape Installation ★
- Landscape Design & Build ★
- Interior Landscaping ★
- Equipment Service/Sales ★
- Pest Control & Fertilization ★
- Seasonal Color Installation ★
- Hardscape Installation ★
- Snow Removal ★
- Irrigation Installation ★
- Wildflower Plantings
- Nursery Garden Center

★ A substantial number of surveyed attendees said they would like to see more of these products at future GIEs.

2001 GIE Conference & Trade Show Schedule

CONFERENCE ACTIVITIES
Saturday, November 10 - Tuesday, November 13

PRODUCT FIELD DAY
Sunday, November 11

GIE TRADE SHOW
Monday, November 12 - Tuesday, November 13

To exhibit call toll-free: 1-888-303-3685 / www.gieonline.com

PT 02614

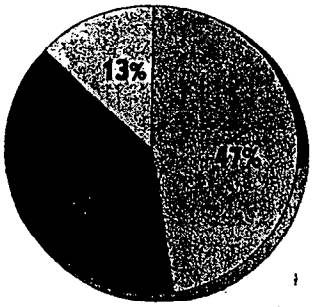
Extensive Educational Sessions Attract Your Desired Audience

Thousands of green industry professionals attend GIE each year to discover what's new in the industry, learn the latest technology, and grasp business management techniques that will boost your bottom line. GIE's sponsor associations—PGMS, ALCA and PLCAA—conduct their nationally recognized professional and educational conferences in conjunction with GIE. The Green Industry Conferences attract top-quality buyers who are leaders and trendsetters in the industry.

With the addition the interior conference, ALCA has created additional attendee interest from both exterior and interior members. As a result, the GIE debuted the Interior Showcase at the 2000 GIE. This area was designated for the interior landscape suppliers looking to capitalize on the newly expanded GIE.

In order to market your products and services prior to the trade show, a pre-registered list of conference attendees will be provided to exhibitors at no charge. In addition, GIE will now be processing advance registration for trade-show-only attendees. We recognize that your pre-show marketing efforts to these individuals will help to make your show experience more productive.

PURCHASING ROLE OF GIE ATTENDEES



47% = Final Decision
39% = Recommend
13% = No Role

Marketing and Advertising Opportunities

❖ Marketing Campaign - GIE places national advertisements in key professional trade publications and distributes frequent press releases on the events and activities planned for the trade show. Special feature articles appear in regional lawn care and landscape magazines. A direct mail campaign to more than 30,000 professionals in driving range of the Convention City begins each summer.

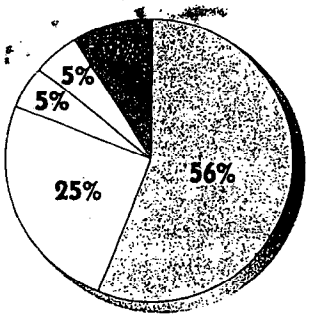
❖ GIE's Sponsors - PGMS, ALCA and PLCAA complement the trade show marketing with their year-long membership campaigns. The sponsors provide an added incentive to attendees to attend their Green Industry Conference held in conjunction with the GIE.

❖ Free Advance Show Promotion - GIE offers large quantities of trade show passes *free* to exhibitors to send to their customers. Each pass has a $15 value. In addition, GIE will provide exhibitors with a trade show brochure and an advance list of registered conference attendees.

❖ The Official Conference Guide and Trade Show Directory - The Guide is provided to all trade show attendees as they register. It includes resources such as a complete supplier directory, an exhibit hall map, and the educational program handbook. This year-round resource is referred to often by convention delegates and is an excellent advertising value to participating exhibitors.

❖ Conference Sponsorships - PGMS, ALCA, and PLCAA offer a wide range of activities in conjunction with their Green Industry Conferences. Sponsoring these activities demonstrates your company's dedication to the industry, boosts name-brand awareness and increases customer patronage. Call the association of your choice directly to receive information on reserving a sponsorship.

JOB FUNCTIONS OF GIE ATTENDEES



56% = Owner/President
25% = Manager/Supervisor
9% = Student & Other
5% = Sales/Marketing
5% = Operations

PGMS (800) 609-7467

ALCA (800) 395-2522

PLCAA (800) 458-3466

GIE GREEN INDUSTRY EXPO November 10-13, 2001 TAMPA

The National EXPO for Lawn & Landscape Professionals

"Overall, the GIE Show in Indianapolis was the smoothest run, friendliest staffed show I had done in five years! There were no problems from start to finish. Thank you."

Bob Cramer, Pave Tech

Priority Booth Assignments begin February 28, 2001

PT 02615

GREEN INDUSTRY
GIE EXPO
November 10-13, 2001
TAMPA

The National EXPO for
Lawn & Landscape Professionals

Exhibitor Show Schedule

Exhibitor Set-Up

Targeted Move-In Appointments:
Friday, November 9 ..... 8 a.m. - 5 p.m.

All Exhibits:
Saturday, November 10 ..... 8 a.m. - 6 p.m.
Sunday, November 11 ..... 8 a.m. - 10 p.m.

Trade Show Hours
Monday, November 12 .....10 a.m. - 4 p.m.
Tuesday, November 13 ..... 9 a.m. - 2 p.m.

Exhibitor Move-Out
Tuesday, November 13 ..... 2 p.m. - 6 p.m.
Wednesday, November 14 ..... 8 a.m. - 5 p.m.

PRODUCT FIELD DAY
(formerly the Outdoor Equipment Demo)
Sunday, November 11 .....12 p.m. - 4:30 p.m.

Exhibitor Set-Up:
Saturday, November 10 ..... 8 a.m. - 5 p.m.
Sunday, November 11 ..... 8 a.m. - 12 p.m.

Field Day Event Hours:
Sunday, November 11 ..... 12 p.m. - 4:30 p.m.
Buffet Lunch ..... 12 p.m. - 2:30 p.m.

Exhibitor Move-Out:
Sunday, November 11 ..... 4:30 p.m. - 6 p.m.
Monday, November 12 ..... 8 a.m. - 12 p.m.

GIE'S OFFICIAL SERVICE CONTRACTOR

Shepard Exposition Services
1531 Carroll Drive, NW, Atlanta, GA 30318
Phone: (404) 720-8600 • Fax: (404) 720-8750

Green Industry Expo ❖ Mission Statement

Through our trade show, we create the leading national forum between lawn and landscape professionals and their suppliers by:

- ❖ Providing unlimited networking opportunities for today's and tomorrow's industry leaders.
- ❖ Assuring the highest quality educational and learning experiences through the combined efforts of partner organizations.
- ❖ Being committed to long-term profit and growth for our exhibitors, lawn and landscape professionals, and independent partner organizations.

Shepard people were again, excellent. I cannot say enough good things about them.

Bob Meister, Lesco, Inc.

Priority Booth Assignments begin February 28, 2001

PT 02616

Meet Our Sponsors!

Professional Grounds Management Society
720 Light Street
Baltimore, MD 21230
Phone: (800) 609-7467
Fax: (410) 752-8295
Web Site: www.pgms.org
E-Mail: pgms@assnhqtrs.com

PGMS—The Professional Grounds Management Society is a professional society, established in 1911, of approximately 1500 managers of grounds of all specialties and disciplines who have joined together for the purpose of educational and economic advancement. Members are individuals, not organizations. PGMS serves the total range of professionals in the industry, though primary focus is on the nation's institutional grounds managers.

Members serve colleges and universities, companies, government and public works, recreation and parks, sports concerns, botanical and horticultural interests, theme parks, hotels and resorts, cemeteries, hospitals and medical centers, land developers, publications, museums and historical sites. The ultimate goals of PGMS are to assist the individual manager in developing techniques and management skills to assure an outstanding grounds management program for his or her organization. "We're Professionals On The Cutting Edge."

Associated Landscape Contractors of America
150 Elden Street
Suite 270
Herndon, VA 20170
Phone: (800) 395-2522
FAX: (703) 736-9668
Web Site: www.alca.org
E-Mail: information@alca.org

ALCA—The Associated Landscape Contractors of America is the official trade association for the landscape contracting industry representing over 2,000 member firms. ALCA members are comprised of exterior and interior landscape firms specializing in maintenance, installation and design/build serving both commercial and residential clients. Founded in 1961, ALCA initiates competitive business practices and services, provides exceptional education and training and is an industry benchmark for standards and service.

Recognized for outstanding education and networking, ALCA develops and maintains active programs for its membership in the areas of business management, technical assistance, industry publicity, safety and insurance, publications, certification, inter-industry relations with the green industry and legislative affairs. ALCA is the resource for related industries, institutions and governmental agencies regarding the green industry. ALCA's nationally recognized Green Industry Conference and the ALCA Executive Forum draw the leaders and experts of the interior and exterior landscape contracting industry.

Professional Lawn Care Association of America
1000 Johnson Ferry Rd., NE
Suite C-135
Marietta, GA 30068
Phone: (800) 458-3466
FAX: (770) 578-6071
Web Site: www.plcaa.org
E-Mail: plcaa@plcaa.org

PLCAA—The Professional Lawn Care Association of America represents lawn and landscape companies, industry suppliers and grounds managers in the U.S., Canada and abroad. Organized in 1979, PLCAA develops education and safety programs, defines industry standards, and serves as the voice of the lawn care industry. A technical and business management resource for its members, PLCAA offers workshops, public awareness campaigns, publications, a management conference, an annual conference at GIE and Legislative Day on the Hill. PLCAA promotes the Symbol of Good Practice, and national turf and ornamental certification programs. In addition to its association responsibilities, PLCAA manages the GIE.

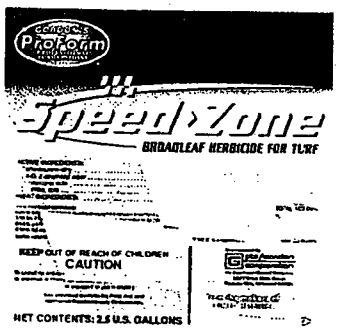
PLCAA members include companies that range in size from small enterprises to large public corporations and franchise operations. Services to commercial, industrial, governmental and residential customers include fertilizer and pest control applications, mowing, seeding, sodding, aeration, dethatching, trimming, ornamental shrub and small tree care, landscaping, irrigation and renovation.

Priority Booth Assignments begin February 28, 2001

Speed•Zone™

BROADLEAF HERBICIDE FOR TURF

THE FASTEST WEED CONTROL—*EVER.*



GET READY FOR RESULTS

- Super fast control of clover, ground ivy and dandelions
- Cool-weather results, even below 50° F
- Rain fast in as little as 3 hours

STOP BY OUR BOOTH #244

pbi/gordon corporation

An Employee-Owned Company

1-800-821-7295

pbigordon.com

Speed-Zone™ is a trademark of PBI/Gordon.

GIE

Green Industry

Expo 2001

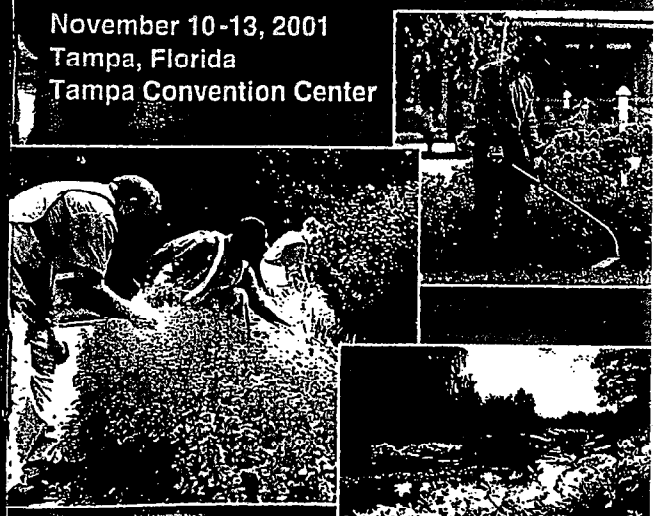
Conference Guide

and Trade Show Directory

November 10-13, 2001

Tampa, Florida

Tampa Convention Center

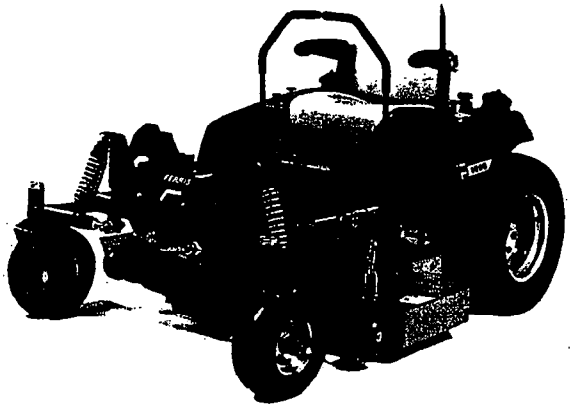


PGMS ALCA PLCAA

Pocket Guide Published by Landscape Management

PT 02640

Cuts More Lawns. Makes More Money.



Introducing the Ferris Compact IS® 1000Z

Ride Ferris to more acres per hour. From our introduction of the first hydro walk-behind mowers to developing independent suspension for the riding mower, Ferris innovation has revolutionized the industry. And we've always built tough, reliable mowers that run faster and longer so you can make more money. Now with the introduction of the IS® 1000Z, we have the most complete line-up of rugged commercial mowers available anywhere. There's a Ferris mower to fit any mowing task, big or small. To learn more about how Ferris can help you make more money on every mowing job, call 1-800-933-6175 or visit www.ferrisindustries.com. We'll answer your questions and send you the latest product information and match you up with your nearest Ferris dealer. And we'll show you how you can Cut More Lawns and Make More Money with Ferris.

FERRIS

See the complete line-up of new Ferris mowers at GIE booth #1201 indoors. Test ride a new Ferris outdoors and get a FREE hat.

Ferris Industries • 5375 N. Main St. • Munnsville, NY 13409
www.ferrisindustries.com • 1-800-933-6175

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SATURDAY, NOVEMBER 10

TCC - Tampa Convention Center • Ticketed events

PGMS

7:00 a.m. - 12:30 p.m.
Pre-Conference Tour*
Lobby, Tampa Marriott Waterside

Making Your Landscape More Drought Resistant
TCC Room 1
Athletic Field Maintenance: Turning Your Fields Into Fields of Dreams
TCC Room 3
Turf Systems for the 21st Century
TCC Room 18

2:30 p.m. - 3:30 p.m.
Development & Maintenance of Centennial Olympic Park
TCC Room 1
Facility Liability from an Insurers Prospective: What You Need to Know
TCC Room 3
Making the Most of Your Water
TCC Room 18

3:40 p.m. - 4:30 p.m.
Stress Physiology of Southern Turfgrass
TCC Room 1
Don't Play Liability Roulette
TCC Room 3
Secrets of an Award Winning Landscape
TCC Room 18

4:40 p.m. - 5:30 p.m.
Southern Perennials
TCC Room 1
Staying Out of Trouble with OSHA
TCC Room 3
Reaching for the Green Star
TCC Room 18

5:00 p.m. - 7:00 p.m.
PGMS Welcoming Reception
Pool area of Tampa Waterside Marriot

ALCA

8:00 a.m. - 11:30 a.m.
Optional "Managing a Successful Design/Build Lanscape Company" *
Florida Salons V and VI,Tampa Marriott Waterside
Optional "The Joy of Selling" *
Grand Salons G - J, Tampa Marriott Waterside
Optional "Hire the Best, Fire the Rest, and Stay Out of Court" *
Meeting Rooms 8-10, Tampa Marriott Waterside
Optional "The PRO Training Challenge" *
Florida Salons V and VI, Tampa Marriott Waterside
Optional "Creating and Maintaining Successful Maintenance Systems" *
Grand Salons A - D, Tampa Marriott Waterside
Optional "Pricing Interiorscapes for Profit"
Meeting Room 12, Tampa Marriott Waterside

10:00 am - 6:00 p.m.
GIC Resource Room Open
Meeting Rooms 3 - 4, Tampa Marriott Waterside

ALCA KEYNOTE
"Get R... Not Excuses"
Grand Ballroom, Tampa Marriott Waterside
3:45 p.m. - 5:30 p.m.
Financial/Business
"Financial Gauges for the Landscape Contractor"
Florida Salons I - IV, Tampa Marriott Waterside
Sales/Customer Service
"Managing Customer Relationships"
Grand Salons G - J, Tampa Marriott Waterside
Human Resources
"The New Supervisors Workshop"
Meeting Rooms 8 - 10, Tampa Marriott Waterside
Leadership Development
"Secrets of Champion Communicators"
Florida Salons V - VI, Tampa Marriott Waterside
Exterior Landscape Specific
"Off-Season Work - Planning and Preparing"
Grand Salons A - D, Tampa Marriott Waterside
Interior Landscape Specific
"Is It Alive?"
Meeting Room 12, Tampa Marriott Waterside

5:30 p.m. - 6:30 p.m.
ALCA One-on-One Mentor Reception
Meeting Room 11, Tampa Marriott Waterside
5:30 p.m. - 7:30 p.m.
Gals in Green Industry Cocktail Reception
Meeting Room 11, Tampa Marriott Waterside
6:00 p.m. - 7:30 p.m.
ALCA Student/Contractor Networking Reception
Grand Salons G - J, Tampa Marriott Waterside
7:30 p.m. - 11:00 p.m.
Green Room Nightclub (Optional) *
Grand Ballroom, Tampa Marriott Waterside

PLCAA

8:00 a.m. - 12:30 p.m.
Lawn Care Pesticide Recertification Workshop*
TCC Room 22
- New Products for Weed Control Program
- Water Quality Protection Practices
- Winning the Ware on Fire Ants and Othe Problem Lawn Pests

Tree & Shrub Pesticide Recertification Workshop*
TCC Room 24
- Controlling Mites and Other Ornamental Pests
- New Pest Threats to Trees and Shrubs
- Intelligent Plant Care

CONCURRENT EDUCATIONAL SESSIONS

Conference registrants may attend any educational session offered by PGMS, ALCA or PLCAA

1:... p.m. - ...
Building Team Motivation Through Everyday Communications
TCC Room 16
From Green to Keen: Presentation Skills You Can Use
TCC Room 14

5:30 p.m. - 6:30 p.m.
New & Prospective Member Reception
Hyatt Regency—Esplanade Suite

6:30 p.m. - 10:00 p.m.
Annual Dinner & Awards Presentation*
Hyatt Regency—Regency Ballroom

PT 02642

SUNDAY, NOVEMBER 11

TCC - Tampa Convention Center * Ticketed events

PGMS

6:45 a.m. - 8:00
Business Over Breakfast *
(Optional ticketed event)
Meeting Room II, Tampa Marriott Waterside

8:00 a.m. - 12:00 p.m.
GIC Resource Room Open
Meeting Rooms 3 & 4, Tampa Marriott Waterside

5:30 p.m.
Dinner on Own

ALCA

7:00 a.m. - 8:15 a.m.
Optional Breakfast with Champions*
Grand Ballroom, Tampa Marriott Waterside

PLCAA

7:00 a.m. - 8:15 a.m.
Power Breakfast Roundtables
TCC - Rotunda

CONCURRENT EDUCATIONAL SESSIONS

Conference registrants may attend any educational session offered by PGMS, ALCA or PLCAA

8:30 a.m. - 9:30 a.m.
Stress Physiology of Southern Turfgrass
TCC Room 1
Effective Leadership Principles for Success
TCC Room 3
Turf Systems for the 21st Century
TCC Room 15

9:40 a.m. - 10:40 a.m.
Southern Perennials
TCC Room 1
Budgeting for Athletic Fields
TCC Room 3
Making the Most of Your Water
TCC Room 15

10:50 a.m. - 12:00 p.m.
Insects and Disease Issues of Southern Trees
TCC Room 1
How to Avoid An OSHA Nightmare and Keep Your Workers Safe
TCC Room 3
Don't Play Liability Roulette
TCC Room 15

8:30 a.m. - 10:00 a.m.
Financial Business
"Getting the Right Price for Your Services"
Florida Salons I - IV, Tampa Marriott Waterside
Sales/Customer Service
"Grow Your Business: Prepare and Sales and Marketing Plan"
Grand Salons G - J, Tampa Marriott Waterside
Human Resources
"Coaching Employees for Peak Performance"
Meeting Rooms 8 - 10, Tampa Marriott Waterside
Leadership Development
"Creating Leaders"
Florida Salons V - VI, Tampa Marriott Waterside
Exterior Landscape Specific
"Design/Build — A 'Sane' Approach" (Part 1)
Grand Salons A - D, Tampa Marriott Waterside

10:15 a.m. - 12:00 p.m.
Financial/Business
"High Profit Items: How Do they Do It?"
Florida Salons I - IV, Tampa Marriott Waterside
Sales/Customer Service
"Sales That Make $$ — Selling Commercial Accounts"
Grand Salons G - J, Tampa Marriott Waterside
Human Resources
"Incentives Work!"
Meeting Rooms 8 - 10, Tampa Marriott Waterside
Leadership Development
"Moving Your Company to the Next Level"
Florida Salons V - VI, Tampa Marriott Waterside
Exterior Landscape Specific
"Design/Build — A 'Sane' Aproach" (Part 2)
Grand Salons A - D, Tampa Marriott Waterside
Interior Landscape Specific
"Selling Interior Landscape Services"
Meeting Room 12, Tampa Marriott Waterside

8:30 a.m. - 10:00 a.m.
New Weed and Insect Control Technology
TCC Room 18
Do You Know What Your Customers Really Expect?
TCC Room 20
Navigating the Waters of Workers' Compensation
TCC Room 22
Estimating for Landscape Contractors (Part 1)
TCC Room 24

10:15 a.m. - 12:00 Noon
How Poor Interviews Result in Bad Hiring Decisions
TCC Room 18
Using Your Financial Statements in the Effective Management of Your Business
TCC Room 20
Sales—It's Everybody's Job
TCC Room 22
Estimating for Landscape Contractors (Part 2)
TCC Room 24

GREEN INDUSTRY EXPO EVENTS:

12:00 p.m. - 2:30 p.m. **Tampa Bay BBQ** Florida State Fairgrounds *(shuttle services provided)*
12:00 p.m. - 4:30 p.m. **GIE Product Field Day** Florida State Fairgrounds *(shuttle services provided)*

5:00 p.m. - 6:00 p.m.
Faculty Forum
Meeting Room 5, Tampa Marriott Waterside

5:30 p.m. - 7:30 p.m.
ALCA New Member Focus Group
Grand Salons G - J, Tampa Marriott Waterside

5:30 p.m. - 7:30 p.m.
Live Auction
Hyatt Regency—Regency Ballroom

PT 02643

MONDAY, NOVEMBER 12

TCC - Tampa Convention Center * Ticketed events

PGMS

6:45 a.m. - 8:00 a.m.
PGMS Annual Business Meeting
Meeting Room 5-6, Tampa Marriott Waterside

ALCA

7:00 a.m. - 8:15 a.m.
Breakfast with Champions (Optional) *
Grand Ballroom, Tampa Marriott Waterside

8:00 a.m. - 10:00 a.m.
GIC Resource Room Open
Meeting Rooms 3 & 4, Tampa Marriott Waterside

PLCAA

7:00 a.m. - 8:15 a.m.
Power Breakfast Roundtables
TCC - Rotunda

CONCURRENT EDUCATIONAL SESSIONS

Conference registrants may attend any educational session offered by PGMS, ALCA or PLCAA

8:30 a.m. - 10:00 a.m.
Tree Selection and Maintenance: Proper Pruning
TCC Room 1
Understanding the People Around You - Why Other People Are So Weird
TCC Room 3
Understanding Your Behavioral Communication Style
TCC Room 15

12:00 p.m.
Past Presidents' Luncheon
Tampa Waterside Marriott

8:30 a.m. - 10:00 a.m.
Financial/Business
"Planning for a High Profit Year"
Florida Salons I - IV, Tampa Marriott Waterside
Sales/Customer Service
"Effective Presentations"
Grand Salons G - J, Tampa Marriott Waterside
Human Resources
"Developing Hispanic Leaders"
Meeting Rooms 8 -10, Tampa Marriott Waterside
Leadership Development
"Creating a Culture of Success"
Florida Salons [illegible]
Exterior Landscape Specific
"Secrets o[illegible]cessful and Profitable Project Management"
Grand Salons A - D, Tampa Marriott Waterside
Interior Landscape Specific
"Plants At Work - Putting the Initiative to Work in Your Local Market

8:30 a.m. - 10:00 a.m.
Ten Reasons Why I Won't Work For You
TCC Room 18
Awesome, You're Upset? Strategies to Handle Customers' Tragedies
TCC Room 20
How New Pesticide Products Will Change Your Business
TCC Room 22
Winning the Recruiting Game
TCC Room 24

GREEN INDUSTRY EXPO EVENTS:

10:00 a.m. - 4:00 p.m. - Green Industry Expo Exhibits Open - Tampa Convention Center

6:00 p.m. - 10:00 p.m.
PGMS Green Star Awards Banquet & Reception *
(Optional Ticketed Event)
Tampa Waterside Marriott

6:00 p.m. - 10:30 p.m.
ALCA Awards Reception and Banquet (Optional) *
Grand Ballroom, Tampa Marriott Waterside

4:00 p.m. - 6:00 p.m.
Special Town Hall Meeting
TCC Room 22

TUESDAY, NOVEMBER 13

TCC - Tampa Convention Center * Ticketed events

PGMS

6:45 a.m. - 8:15 a.m.
Optional Business Over Breakfast*
Meeting Room 11, Tampa Marriott Waterside

6:45 a.m. - 8:00 a.m.
CGM Breakfast
TBA

ALCA

7:00 a.m. - 8:15 a.m.
Breakfast With Champions (Optional) *
Grand Ballroom, Tampa Marriott Waterside

PLCAA

7:00 a.m. - 8:15 a.m.
Power Breakfast Roundtables
TCC - Rotunda

CONCURRENT EDUCATIONAL SESSIONS
Conference registrants may attend any educational session offered by PGMS, ALCA or PLCAA

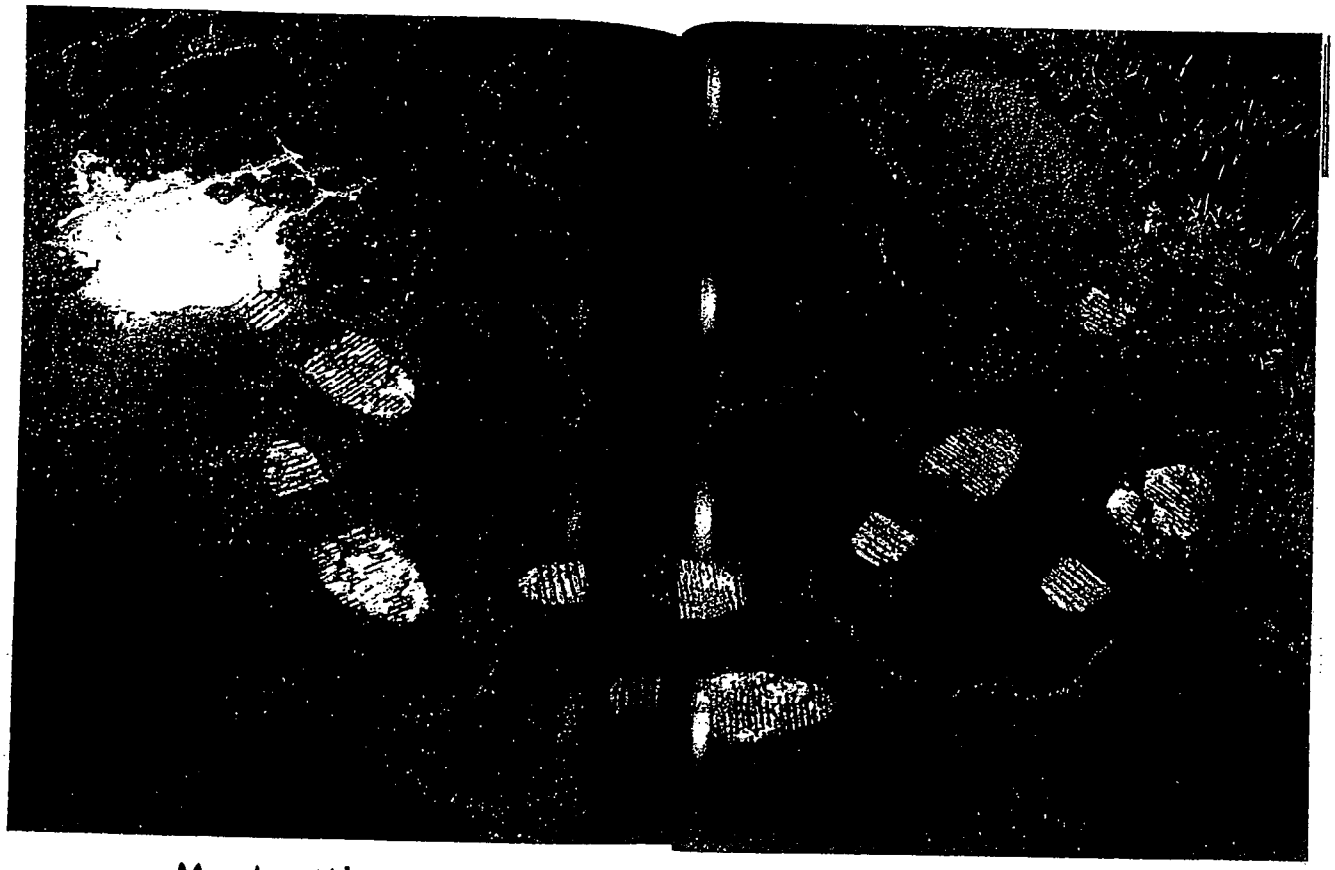
8:30 a.m. - 10:00 a.m.
Assigning Tasks in Spanish
TCC Room 1
How to Become a CGK and CGM/CGM Test
TCC Room 3
Flexing Your Behavioral Style to Achieve Maximum Results
TCC Room 15

8:30 a.m. - 10:00 a.m.
Financial/Business
"Power Up Profits with Open Book Management"
Florida Salons I - IV, Tampa Marriott Waterside
Sales/Customer Service
"Service our Customers with Upsells!"
Grand Salons G - J, Tampa Marriott Waterside
Human Resources
"Working Together: Cultural Differences Between the Hispanic/Anglo Workforce"
Meeting Rooms 8 - 10, Tampa Marriott Waterside
Leadership Development
"Increase Your Effectiveness"
[redacted]
Exterior Landscape Specific
"Making Snow Plowing Profitable"
Grand Salons A - D, Tampa Marriott Waterside
Interior Landscape Specific
"The Balancing Act"
Meeting Room 12, Tampa Marriott Waterside

8:30 a.m. - 10:00 a.m.
Five Key Principles of Professional Lawn Care
TCC Room 18
It Takes More Than Turf Skills
TCC Room 20
Communications and Vehicle Tracking: Finding Your Trucks Before They Get Lost
TCC Room 22
Winning Pesticide Exposure Lawsuits
TCC Room 24

GREEN INDUSTRY EXPO EVENTS:
9:00 a.m. - 2:00 p.m. Green Industry Expo Exhibits Open - Tampa Convention Center
12:00 p.m. - 2:00 p.m. GIE Grand Prize Drawings
2:00 p.m. - 3:30 p.m. GIE General Session "Dealing With Risk" - Tampa Convention Center, Rooms 13-16

PT 02645



Maybe it's good other premergence herbicides stain. It helps applicators retrace their steps during callbacks.

Actually, choosing Dimension* specialty herbicide is a whole lot better for your bottom line. It is, after all, the only option that won't leave filthy, yellow stains on people, pets and equipment. And while Dimension never stains, it always delivers long-lasting prevention of crabgrass, goosegrass, *Poa annua* and several broadleaf weeds, including spurge and oxalis – all with an application window so wide, it even includes early postemergent crabgrass control. Only Dimension has the new technology to do all that. Which means there's really no reason to filthy-yellowness with anything else.

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Dimension*

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PT 02646

Sponsoring Associations GIE

Professional Grounds Management Society
720 Light Street
Baltimore, MD 21230
Phone: (800) 609-7467
FAX: (410) 752-8295
Email: pgms@assnhqtrs.com
Website: www.pgms.org

Associated Landscape Contractors of America
150 Elden Street
Suite 270
Herndon, VA 20170
Phone: (800) 395-2522
FAX: (703) 736-9668
Email: information@alca.org
Website: www.alca.org

Professional Lawn Care Association of America
1000 Johnson Ferry Road, NE
Suite C-135
Marietta, GA 30068-2112
Phone: (800) 458-3466
FAX: (770) 578-6071
Email: plcaa@plcaa.org
Website: www.plcaa.org

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PAST PRESIDENTS OF THE GREEN INDUSTRY EXPO

Many thanks to the following people who gave their time and energy serving the green industry as president of the GIE.

1990 - 1992	Earl Wilson, Thornton-Wilson, Inc.
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GIE SHOW MANAGEMENT COMPANY

Professional Lawn Care Association of America
1000 Johnson Ferry Road, NE, Suite C-135
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President's Welcome GIE

Welcome to Tampa!

This year has been very rewarding working with three wonderful Associations, PGMS, ALCA and PLCAA. It has proved that although we are very different, this Board of Directors has kept the best interest of the Green Industry Expo first and foremost.

What goes on behind the scenes of our Board meetings is nothing short of fantastic. The GIE Board meets three times per year and is made up of nine members — three from each Association. A Board member serves a three-year term with a maximum of two consecutive terms. A new member from PGMS, ALCA and PLCAA rotates onto the Board each year.

It can be very difficult at times for the GIE Directors to look three to five years into the future and make decisions that may not always be in the best interest of their individual Associations, but rather decisions that are best for our wonderful "Green Industry" and the Expo. In our meetings, we call this "putting on your GIE hat." I can honestly say this Board has taken off their "Association hats" and made decisions based on the best interest of GIE.

Our industry is extremely large and diverse. As well, the Green Industry Expo is very large and successful, but we know that we cannot rest on our laurels. We must increase not only the number of exhibitors represented at our show, but also the number of people on the floor (the buyers).

In addition, GIE is addressing the following challenges:

1. Selecting future sites - As GIE has grown in size, the selection of potential sites is reduced.
2. Integrating Marketing - The three Associations need to unify their marketing for a concise message.
3. Building Alliances - The potential of finding and/or building new alliances with other groups to insure healthy growth.
4. Increasing Design/Build Elements – The need for greater participation from design/build suppliers.

In closing, the GIE Board would like to ask for your help, suggestions and even advice on how you would like to see things move forward. Together, we will chart a course to provide the benefits and growth that this industry deserves.

Rick Doesburg, CCLP
President, Green Industry Expo

GREEN INDUSTRY EXPO MISSION STATEMENT

The Green Industry Expo is the leading national forum for Lawn, Landscape and Grounds Professionals.

Providing unlimited networking opportunities for today's and tomorrow's industry leaders.

Assuring the highest quality educational and learning experiences through the combined efforts of partner organizations.

Being committed to long-term profit and growth for our exhibitors, lawn, landscape and grounds professionals, and independent partner organizations.

Trade Show Schedule GIE

For specific details on Green Industry Conference (GIC) educational events presented by PGMS, ALCA and PLCAA, please refer to the color-coded matrix contained in this directory. Green - PGMS; Blue - ALCA; Red - PLCAA.

SATURDAY, NOVEMBER 10

8:00 a.m. - 6:00 p.m. — **Exhibitor Set-Up**
Exhibit Hall, Tampa Convention Center

8:00 a.m. - 12:00 p.m — **Pre-Conference Seminars**
(Separate registration required)
Tampa Convention Center/Marriott Waterside Hotel

1:30 - 5:30 p.m. — **GIC Concurrent Educational Sessions**
Tampa Convention Center/Marriott Waterside Hotel

SUNDAY, NOVEMBER 11

8:00 a.m. - 10:00 p.m. **Exhibitor Set-Up**
Exhibit Hall, Tampa Convention Center

8:30 a.m. - 12:00 p.m. **GIC Concurrent Educational Sessions**
Tampa Convention Center/Marriott Waterside Hotel

12:00 p.m. - 2:30 p.m. **Tampa Bay Barbecue at the Product Field Day**
Tampa State Fairgrounds

12:00 p.m. - 4:30 p.m. **Product Field Day**
Tampa State Fairgrounds

MONDAY, NOVEMBER 12

8:30 a.m. - 10:00 a.m. **GIC Concurrent Educational Sessions**
Tampa Convention Center/Marriott Waterside Hotel

10:00 a.m. - 4:00 p.m. **Green Industry Expo Exhibits Open**
Tampa Convention Center

TUESDAY, NOVEMBER 13

8:30 a.m. - 10:00 a.m. **GIC Concurrent Educational Sessions**
Tampa Convention Center/Marriott Waterside Hotel

9:00 a.m. - 2:00 p.m. — **Green Industry Expo Exhibits Open**
Tampa Convention Center

12:00 p.m. - 2:00 p.m. **GIE Grand Prize Drawings - Five $100 Prizes**
Association Plaza, Ballroom Exhibit Level, Tampa Convention Center

2:00 p.m. - 3:30 p.m. — **GIE General Session**
Rooms 13-16, Ballroom Level, Tampa Convention Center

2:00 p.m. - 6:00 p.m. — **Exhibitor Move-Out**
Tampa Convention Center

PT 02648

General Information GIE

Special Thanks!
Company logos throughout this directory give credit to organizations that have invested in more than exhibit space. The financial contribution and donation of resources by these companies help bolster the green industry conferences and trade show activities, which benefit the entire industry. Please show these companies your appreciation with "thank you's" and your patronage.

Registration
Name badges are required at all functions. In addition, tickets are required for many special events. If you need assistance or have questions, please check with the information desk in the Registration Lobby, Tampa Convention Center.

GIE Registration Desk Hours

Saturday, Nov. 10	7:30 a.m. - 6:00 p.m.
Sunday, Nov. 11	7:30 a.m. - 6:00 p.m.
Monday, Nov. 12	7:30 a.m. - 3:00 p.m.
Tuesday, Nov. 13	7:30 a.m. - 2:00 p.m.

(In addition to the hours noted above, registration for the Product Field Day will also be available from 11:00 a.m. to 3:00 p.m. Sunday, Nov. 11, at the Florida State Fairgrounds.)

GIE Shuttle Bus Service
Continuous round-trip bus service is provided daily between the Holiday Inn City Centre, Hyatt Regency Tampa, Marriott Waterside, Radisson Riverwalk, Wyndham Harbour Island Hotel and the Tampa Convention Center.
(Product Field Day: Continuous shuttle service will be provided from 12:00 to 5:00 p.m. on Sunday to the Product Field Day located at the Florida State Fairgrounds. The busses will service the Tampa Convention Center as well as the convention hotels mentioned above.)

Shuttle Bus Schedule

Saturday, Nov. 10	7:30 a.m. - 6:00 p.m.
Sunday, Nov. 11	6:30 a.m. - 5:00 p.m.
Monday, Nov. 12	6:30 a.m. - 6:30 p.m.
Tuesday, Nov. 13	6:30 a.m. - 4:00 p.m.

Directions to the Product Field Day
From I-4, take Exit #5 Orient Road. Enter the Fairgrounds and you will be directed to the parking area for the GIE Product Field Day.

Exhibitor Lounge
A lounge open exclusively to exhibitors is located in Room 7, Ballroom Level. Tampa Convention Center. The lounge opens each day one hour prior to the exhibits. Beverage refreshments are sponsored by:

Exhibitor Lounge Hours:

Monday, Nov. 12	9:00 a.m. - 3:00 p.m
Tuesday, Nov. 13	8:00 a.m. - 1:00 p.m.

First Aid
During all conference and trade show hours, a paramedic will be on duty. In the event of an emergency, please call security from any house phone or contact show management.

General Information GIE

Lost & Found
Bring any found items to the GIE Registration Desk. At the close of the event, all unclaimed items will be turned over to Tampa Convention Center Security.

Message Service
message center is located in the Registration Lobby adjacent to the GIE Registration Desk. Personal paging services are available only in the event of an emergency.

Speaker Ready
A speaker ready room is located in Room 35, Third Level, Tampa Convention Center. The Ready Room will be open from 7:30 a.m. to 4:30 p.m., Saturday, Nov. 10 through Monday, Nov. 12, and 7:30 a.m. to 10:00 a.m., Tuesday, Nov. 13.

Conference Session Recordings
Recordings of ALCA and PLCAA educational sessions are available through Chesapeake Communications. A service desk to purchase recorded sessions is located on the Ballroom Level of the Tampa Convention Center.

Press Room
The Press Room is located in Room 9, Ballroom Level.
Mailboxes for dedicated Green Industry Press exhibiting at GIE are located in the Press Room. Press Kits may be dropped off from 8:00 am - 4:30 pm, Saturday, Nov. 10, through Monday, Nov. 12 and 8:00 am to 1 :00 pm, Tuesday, Nov 13.

Make plans now to attend...

GIE

Green Industry Expo

November 14-17, 2002

Opryland Hotel Convention Center

PT 02649

GIE Green Card

The Green Card is your passport to travel the many exhibit sites and diverse products that GIE has on display.

Here's how it works.

Visit the hostess stations "A - H," that will lead you through the show floor. Be sure to get your Green Card stamped at each location to verify your voyage. Your final destination "H" in the Ballroom exhibits will bring a guaranteed reward. Redeem your completed Green Card before the end of the show to receive the special edition GIE sports cap.

Happy travels and many green returns!

Product Field Day and Tampa Bay Barbecue
12:00 p.m. - 4:30 p.m., Sunday, Nov. 11
Florida State Fairgrounds

Take a break from the indoor sessions and join us at the Product Field Day for a terrific Tampa Bay Barbecue and a relaxed afternoon of test-drives and hands-on comparisons. More than 95 companies will display their products for you to try-before-you-buy.

Lunch and the Product Field Day are included free with a conference registration. Field Day-only admission may be purchased for $15 in the Registration Lobby of the Tampa Convention Center or at the Florida State Fairgrounds, the site of the Field Day. Optional Barbecue Buffet lunch tickets may also be purchased for an additional $15.

Free round-trip shuttle service is available from the Tampa Convention Center, the Holiday Inn City Centre, Hyatt Regency Tampa, Marriott Waterside, Radisson Riverwalk, and Wyndham Harbour Island Hotel. Round-trip service to the Field Day will be available from 12:00 to 5:00 p.m. on Sunday, Nov. 11.
Contributing sponsor: PRO magazine.

GIE General Session - Dealing with Risk
2:00 p.m. - 3:30 p.m., Tuesday, Nov. 13
Rooms 13-16, Ballroom Level, Tampa Convention Center

Peter Schutz, ALCA's Keynote Speaker from 2000 in Indy, is "Back by Popular Demand!" Combining his experience in sales, marketing and engineering over 30 years, Peter achieved great results while President and CEO of Porsche AG in Stuttgart, Germany. Now you can hear about these experiences and apply them to your business in Peter's presentation "Dealing with Risk."

GreenTeam Day

Through the combined efforts of GIE's partners - ALCA, PLCAA, PGMS - a special day has been developed to provide landscape, lawn care and maintenance firms an affordable opportunity to bring the "whole crew" to GIE. Tuesday, Nov. 13, from 8:30 a.m. to 3:30 p.m., has been designated as GreenTeam Day. GreenTeam Day offers the GIE General Session, GIE trade show and special employee-targeted educational sessions for the low price of $35 per person. To register for Green Team Day, stop by the registration desk for either PGMS, ALCA or PLCAA in the Registration Lobby of the Tampa Convention Center.

GREEN GIE TEAM DAY
Dedicated to the Lawn & Landscape Employee

Highlights GIE

New Product Showcase

Quickly locate exciting new inventions, products, and developments. The New Product Showcase is your shortcut to new introductions that are on display in the exhibit hall. The Showcase is located in the Registration Lobby across from the entrance to the Exhibit Hall. Don't Miss it!

MORE Chances to Win

Five $100 Grand Prize Drawings
12:00 p.m. - 2:00 p.m., Tuesday, Nov. 13
Association Plaza, Ballroom Exhibit Level
Tampa Convention Center

There will be five chances to win $100! To be eligible, you must be on the show floor to claim your prize. Deposit your entry coupon attached to your name badge in the ticket tumbler located in the Association Plaza, Ballroom Exhibit Level. A name will be drawn each half-hour beginning Tuesday, Nov. 13 at Noon. Winners have five minutes from the time their name is announced to claim their cash. In between drawings, exhibitors will be invited to make any prize, drawing or raffle announcements. (Sorry exhibitors, the Cash Prize Drawings are limited to attendees. Exhibitor personnel are not eligible to win.)

Free Airfare to GIE/2002 in Nashville, Tennessee

To register for free round-trip airfare to GIE/2002, visit GIE's sponsors in the Association Plaza - PGMS (2710), ALCA (2610), PLCAA (2810). GIE/2002 will be held Nov. 14 - 17, at the Opryland Hotel Convention Center, Nashville, Tennessee.

The winner will be announced at 1:30 p.m., Tuesday, Nov. 13, during the Grand Prize Ceremonies. You do not have to be present to win. Special thanks to Opryland International Travel for donating the airline tickets.

$100 Nashville Gift

A special prize full of terrific items representative of Nashville, site of GIE/2002, may be yours. Stop by booth #2818 and register to win a gift basket valued greater than $100 from the Nashville Convention & Visitors Bureau. The winner will be announced during the Grand Prize Ceremonies at 1:30 p.m., Nov. 13. You do not have to be present to win.

POCKET SURVIVAL GUIDE/PSG
Publisher John D. Payne
Editor • Production Manager Rachel Johnson

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Exhibitor List

GIE

Exhibit Hall Hours

Monday, Nov. 12	10:00 a.m. - 4:00 p.m.
Tuesday, Nov. 13	9:00 a.m. - 2:00 p.m.

Exhibitor list current as of October 25, 2001

Key to Exhibitor List:

▲ = Product Field Day Participants

★ = Exhibitors Offering Show Specials

BOLD = Member companies of the GIE sponsoring associations - PGMS, ALCA, PLCAA

A

Adams Business Media
Ms. Michelle Citro .....Booth: 135
Landscape & Irrigation
25 E. Wacker Drive, Suite 1150
Chicago, IL 60606
(312) 977-0999 .....Fax: (312) 980-3135
www.greenindustry.com

▲ **Agrotain International**
Mr. Alan Nees .....Booth: 2918, 2919
11431 N. Port Washington Road
Mequon, WI 53092
(262) 240-0870 .....Fax: (262) 240-0871
www.stabilizednitrogen.com

Alocet Software
Mr. Paul Jackson .....Booth: 2207
1262 Don Mills Road., Suite 77
Toronto, ON M3R 2W7 Canada
(416) 640-6028 .....Fax: (416) 984-8438
Toll Free: (877) 529-6659
www.alocet.com

Americalist/Division of Haines
Ms. Sue Weaver.....Booth: 1646
8050 Freedom Avenue, NW
North Canton, OH 44720-9990
(330) 494-9111 .....Fax: (330) 494-0226
Toll Free: (800) 321-0448
www.americalist.com

American Honda Motor Company, Inc.
Mr. Dave Haack .....Booth: 2022
4900 Marconi Drive
Alpharetta, GA 30005
(678) 339-2523 .....Fax: (678) 339-2503

Amigos Labor Solutions, Inc.
Mr. Robert Wingfield Jr. .....Booth: 2012
3[illegible] Hood Street,Suite 440
Dallas, TX 75219
(214) 526-5665 .....Fax: (214) 526-5770
www.amigos-inc.com

★ ▲ **Anchor Wall Systems**
Ms. Diane Weiss .....Booth: 1751, 1850
5959 Baker Road, Suite 390
Minnetonka, MN 55345-5996
(952) 933-8855 .....Fax: (952) 933-8833
Toll Free: (800) 473-4452
www.anchorwall.com

The Andersons Lawn Products
Mr. Jesse Walle .....Booth: 742
P. O. Box 119
Maumee, OH 43537
(419) 891-6439 .....Fax: (419) 891-2745
Toll Free: (800) 225-2639
www.andersonsinc.com

Aquascape Designs, Inc.
Mrs. Julie Rissman .....Booth: 1944
1200 Nagel Blvd.
Batavia, IL 60510
(630) 326-1700 .....Fax: (630) 326-1800
Toll Free: (800) 306-6227
www.aquascapedesigns.com

★ **Aquatrols**
Ms. Kathy Conard .....Booth: 850
5 North Olney Avenue
Cherry Hill, NJ 08003
(856) 751-0309 .....Fax: (856) 751-3859
Toll Free: (800) 257-7797
www.aquatrols.com

▲ **Arborguy Supply Corporation**
Mr. Andrew Sellers .....Booth: 2410
29203 SR 46
Sorrento, FL 32776
(352) 383-1888 .....Fax: (352) 383-2227
Toll Free: (866) 272-6771
www.arborguy.com

ArborSystems, L.L.C.
Mr. Chip Doolittle.....Booth: 1051
PO Box 34645
Omaha, NE 68134
(402) 339-4459 .....Fax: (402) 339-5011
Toll Free: (800) 698-4641
www.arborsystemsllc.com

Arcoa Industries, Inc.
Mr. Terry Thomas .....Booth: 2151
130 Bosstick Blvd.
San Marcos, CA 92069
(760) 599-6915 .....Fax: (760) 599-6986
Toll Free: (800) 748-5529
www.arcoa.com

PT 02651

Associated Landscape Contractors of America
Ms. Debra Holder.....Booth: 2610
150 Elden Street, Suite 270
Herndon, VA 20170
(703) 736-9666 .....Fax: (703) 736-9668
Toll Free: (800) 395-2522
www.alca.org

▲ ASV, Inc.
Mr. Brad Lemke.....Booth: 700
840 Lily Lane
P.O. Box 5160
Grand Rapids, MN 55744
(218) 327-3434 .....Fax: (218) 327-9122
Toll Free: (800) 346-5954
www.asvi.com

B

Bachtold Bros., Inc.
Mr. Richard Steffen .....Booth: 2215
509 West First Street
Gibson City, IL 60936-0458
(217) 784-5161 .....Fax: (217) 784-5171
Toll Free: (877) 784-5161

Bahco Tools
Mr. Larry Figas .....Booth: 1049
PO Box 2036
Scranton, PA 18501
(570) 341-9500 .....Fax: (800) 877-5687
Toll Free: (800) 446-7404

★ Ballard, Inc.
Mr. Kory Ballard.....Booth: 214
6550 NE 14th Street
Des Moines, IA 50313
(515) 289-3722 .....Fax: (515) 289-3725
Toll Free: (877) 965-0951
www.ez-gate.com

★ Banjo Corporation
Mr. Scott McDonald.....Booth: 2406
150 Banjo Drive
Crawfordsville, IN 47933
(765) 362-7367 .....Fax: (800) 458-0232
www.banjocorp.com

Barenbrug USA
Mr. Keith Martin.....Booth: 1348
P. O. Box 239
Tangent, OR 97389
(800) 753-7333 .....Fax: (541) 926-9435
Toll Free: (800) 753-7333
www.barusa.com

▲ Barreto Manufacturing, Inc.
Mr. Bob Keyser.....Booth: 422, 424
66498 Oregon Hwy 203
La Grande, OR 97850
(541) 963-7348 .....Fax: (541) 963-6755
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www.barretomfg.com

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Research Triangle Park, NC 27709
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★ Bayer Corporation
Ms. Jennifer Remsberg .....Booth: 1620
8400 Hawthorn Road
Kansas City, MO 64120-0013
(816) 242-4809 .....Fax: (816) 241-4735
Toll Free: (800) 821-8556
www.bayerprocentral.com

BBA/Reemay
Mr. Brant Mitchell .....Booth: 2135
70 Old Hickory Blvd.
Old Hickory, TN 37138
(615) 847-7578 .....Fax: (615) 847-7068
Toll Free: (800) 382-8467
www.reemay.com

Becker Underwood, Inc.
Ms. Sherri Hove .....Booth: 531, 533
801 Dayton Avenue
Ames, IA 50010
(515) 232-5907 .....Fax: (515) 232-5961
Toll Free: (800) 232-5907
www.bucolor.com

BedShaper/Pro Industries, Inc.
Mr. Brian DeMaris .....Booth: 232, 234
26 Hazelwood Circle
Ephrata, PA 17522
(717) 738-9990 .....Fax: (717) 733-1128
www.bedshaper.net

▲ Billy Goat Industries, Inc.
Ms. Kathy Turner.....Booth: 1722
1803 SW Jefferson Street
Lee's Summit, MO 64082
(816) 524-9666 .....Fax: (816) 524-9666
www.billygoat.com

★ Bio-Green
Mr. Tim Schumacher .....Booth: 2114
101 S. Rainbow, Suite 28/56
Las Vegas, NV 89145(702) 734-2131.....
Fax: (702) 734-6626
Toll Free: (877) 557-8866
www.bio-green.com

Exhibitor List GIE

Bishop Enterprises, Inc.
Mr. Eldon Bishop.....Booth: 2305, 2307
9033 Shelbyville Highway
Bell Buckle, TN 37020
(615) 233-5173 .....Fax: (615) 233-5102
Toll Free: (800) 854-4851
www.turf-aire.com

▲ BlueBird International, Inc.
Ms. Carla Herron .....Booth: 712
1400 E. 66th Avenue
Denver, CO 80229-7242
(303) 288-5880 .....Fax: (303) 288-5840
Toll Free: (800) 808-2473
www.bluebirdintl.com

▲ Bob-Cat Textron
Mr. John Chiera.....Booth: 1121
1721 Packard Avenue
Racine, WI 53403
(262) 635-1163 .....Fax: (262) 635-1210
www.ttcsp.textron.com

▲ Borderline Stamp, USA
Ms. Kym Reach .....Booth: 1547
8160 N. 67th Avenue, Suite 130
Glendale, AZ 85302
(888) 999-6641 .....Fax: (623) 915-1327
Toll Free: (888) 999-6641
www.borderlinestamp.com

Borderscapes
Mr. Paul Nelson.....Booth: 420
P. O. Box 295
Prior Lake, MN 55372
(952) 226-6800 .....Fax: (952) 226-6806
Toll Free: (800) 282-4226
www.borderscapes.com

Brandtek, Inc.
Mr. Albert Bori.....Booth: 116
9119 Laws Road
Clermont, FL 34711
(407) 656-1088 .....Fax: (407) 656-5148

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Mr. Woody Collins.....Booth: 320
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www.buffaloturbine.com

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www.csturfequip.com

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www.southdown.com

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www.rainaid.com

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Lake Osego, OR 97035
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Toll Free: (866) CLEAROUT
www.zetachem.com

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www.clearychemical.com

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www.lilbubba.com

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www.cypress-mulch.com

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www.countryclipper.com

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Toll Free: (800) 269-7335
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www.bearcatproducts.com

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www.cubcommercial.com

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(330) 558-5591 .....Fax: (330) 225-9133
Toll Free: (877) 835-7841
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Mr. John Mindling .....Booth: 2115
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www.dawnindustries.com

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www.designimaginggroup.com

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www.diamondprecision.com

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www.dixiechopper.com

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(717) 762-8432 .....Fax: (717) 762-7160
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Toll Free: (888) 693-2638
www.earthandturf.com

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Mr. Bob Petrungaro.....Booth: 1605
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Bristol, IN 46507
(219) 848-7491 .....Fax: (800) 678-4868
Toll Free: (800) 294-0671
www.earthway.com

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www.hovermower.com

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Toll Free: (800) 638-1769
www.easylawn.com

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Lake Zurich, IL 60047
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www.echo-usa.com

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www.elvex.com

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Toll Free: (800) 267-4255
www.encoreequipment.com

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www.proforma.com/engle

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www.exxon.com

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Toll Free: (800) 933-6175
www.ferrisindustries.com

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www.flailmaster.com

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(407) 896-8079 .....Fax: (407) 896-6857
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www.ftga.org

Florists' Mutual Insurance Co.
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500 St. Louis Street
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Toll Free: (800) 851-7740
www.fmi-insurance.com

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www.foliagedesign.com

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www.gomulch.com

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www.gardengraphics.com

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www.growtech.com

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www.hdhudson.com

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Burr Ridge, IL 60521-0866
(708) 754-3330 .....Fax: (708) 754-0314
Toll Free: (800) 345-3330
www.riverdalecc.com

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Mr. Mike Rinehart.....Booth: 216, 218
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Toll Free: (800) 493-4945
www.riverside-plastics.com

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Toll Free: (800) 929-1948
www.carswelldist.com

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www.rocksolidx.com

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Toll Free: (866) 762-5822
www.rockvac.com

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Saskatoon, SK S7K 5X3 Canada
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Toll Free: (888) 975-8294
www.rogersinnovative.com

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Ms. Ginger Elliott.....Booth: 1607
3120 Weatherford Road
Independence, MO 64055
(816) 254-6000 .....Fax: (816) 254-1408
Toll Free: (800) 342-6173
www.rootsinc.com

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Pittston Twp., PA 18640
(570) 602-3050 .....Fax: (570) 602-3053
Toll Free: (800) 554-4863
www.mge-dairon.com

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Mr. Chris Heinisch.....Booth: 2515
10416 Sparge Street
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www.webmast.com/rssupply

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www.ttcsp.textron.com

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(203) 271-1682 .....Fax: (203) 271-2596
Toll Free: (800) 872-5726
www.salsco.com

Saw-Tech Industries, Inc.
Ms. Cherilyn Walden .....Booth: 2719
1141 SE Grand Blvd., Suite 122
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(405) 670-4848 .....Fax: (405) 670-2116
Toll Free: (800) 443-0187
www.beaverblade.com

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Mayville, WI 53050
(920) 387-0100 .....Fax: (920) 387-0111
www.scag.com

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Mr. Tommy Allen .....Booth: 1800
1055 Jordan Road
Huntsville, AL 35811
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Toll Free: (800) 879-7933
www.schwarze.com

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Mr. Jim Miller .....Booth: 1906
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Marysville, OH 43041
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Toll Free: (800) 221-1760
www.scottslawnservice.com

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14111 Scottslawn Road
Marysville, OH 43041
(937) 644-7270 .....Fax: (937) 578-5117

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Plain City, OH 43064
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Mr. John Eggleston .....Booth: 848
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(877) 353-4533 .....Fax: (800) 721-1191
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Mr. J. C. Hendrix.....Booth: 339
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www.sheffield-financial.com

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www.shindaiwa.com

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Port Washington, WI 53074-0997
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Toll Free: (800) 357-8244
www.simplicitymfg.com

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Toll Free: (888) 884-4344
www.skinnernurseries.com

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Mr. Andy Gentry .....Booth: 2110, 2112
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www.sima.org

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Mr. Lynn Steadman .....Booth: 3015
PO Box 1090
American Falls, ID 83211
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www.sodguys.com

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Newport News, VA 23605
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www.solousa.com

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(740) 335-1562 .....Fax: (740) 335-1104
Toll Free: (800) 321-1562
www.spectrumanalytic.com

Sports Turf Managers Association
Mr. Steven Trusty .....Booth: 3010
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www.sportsturfmanager.com

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Visalia, CA 93278-3107
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Spring Valley
Mr. Chuck Paulson .....Booth: 1913
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Jackson, WI 53037
(262) 677-7343 .....Fax: (262) 677-2961
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www.springvalleyusa.com

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(219) 982-8105 .....Fax: (219) 774-3416
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www.spyker.com

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Toll Free: (800) 321-3741
www.stellar-industries.com

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Holland, MI 49423
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www.surelocedging.com

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Mr. Steven Glover .....Booth: 2617
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(801) 733-6900 .....Fax: (801) 733-6902
Toll Free: (866) 223-9049
www.symbiotsolutions.com

Syngenta Professional Products
Ms. Margaret McLean .....Booth: 1331
P. O. Box 18300
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Toll Free: (800) 334-9481
www.syngentaprofessionalproducts.com

T

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Mr. Tony Adams .....Booth: 2301
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Elberton, GA 30635
(706) 213-9102 .....Fax: (706) 213-1150

▲ **Tanaka Power Equipment**
Mr. Steven Hall .....Booth: 540
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Auburn, WA 98001-5258
(253) 333-1200 .....Fax: (253) 333-1212
www.tanaka-usa.com

Terradek Lighting, Inc.
Mr. Gerry DeLaVega .....Booth: 337
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(952) 882-0690 .....Fax: (952) 882-0694
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www.terradek.com

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Mr. Bob Person .....Booth: 128, 130, 132
11074 Ashburn Avenue
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www.mulchers.com

Titan Products, Inc.
Mr. Mark Techler .....Booth: 212
2233 34th Way
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www.toro.com

Toyota Motor Sales
Luz Maria Pueblos .....Booth: 1638
19001 S. Western Ave. A308
Torrance, CA 90509
(310) 468-4210 .....Fax: (310) 468-7832
www.toyota.com

Trailmate, Inc.
Ms. Nancy Lawrence .....Booth: 2019
2359 Trailmate Drive
Sarasota, FL 34243
(941) 755-5511 .....Fax: (800) 477-5141
Toll Free: (800) 777-1034
www.trailmate.com

Transamerica Distribution Finance
Mr. Kyle Larson .....Booth: 2506
5595 Trillium Blvd.
Hoffman Estates, IL 60192
(847) 747-6880 .....Fax: (800) 253-8353
Toll Free: (800) 451-5944
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Transworld Systems, Inc.
Ms. Lisa Yaple .....Booth: 2236
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Phone: (707) 584-4225Fax: (707) 584-0268
www.transworldsystems.com

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Mr. Jim Mancini.....Booth: 2221
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Toll Free: (877) 873-3749
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1406 S. W. 8th Street
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www.tuflexmfg.com

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www.turboturf.com

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Ms. Paula Carpenter .....Booth: 319
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37 Emerson Falls Road
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www.turfmagazine.com

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www.turfco.com

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Mr. Paul Boswell .....Booth: 3007
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www.plugalawn.com

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www.uslawns.com

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Mr. Tom Johnson .....Booth: 416
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(651) 785-0666 .....Fax: (651) 785-0669
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www.udorusa.com

Unico Spray Products Corporation
Mr. Peter Gustin Sr.....Booth: 1550
241 W. Edgerton Avenue
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(414) 769-7118 .....Fax: (414) 769-7274
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www.unicospray.com

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Denver, CO 80260-5211
(303) 487-9000 .....Fax: (303) 487-9010
Toll Free: (800) 847-6417
www.uhsonline.com

V

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Mr. Tim Saul .....Booth: 1843
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www.vandermolencorp.com

Verizon Wireless
Mr. Chuck Hamby .....Booth: 3014
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Tampa, FL 33637
(813) 615-4800 .....Fax: (813) 615-4821
www.verizonwireless.com

Visual Impact Imaging
Mr. Tom Riccardi.....Booth: 418
3533 West Bath Road
Akron, OH 44333
(330) 665-9080 .....Fax: (330) 665-1393
www.visualimpactimaging.com

W

Walker Manufacturing Company
Mr. Bob Walker .....Booth: 1339
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Ft. Collins, CO 80528
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Toll Free: (800) 279-8537
www.walkermowers.com

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(612) 313-7823 .....Fax: (612) 332-6937
www.hydra-cell.com

Weed Man
Mr. Don Dankowich.....Booth: 2211, 2213
50 Skagway Avenue, Unit B
Scarborough, ON M1M 3V1 Canada
(416) 269-5754 .....Fax: (416) 269-8233
www.weed-man.com

Weisburger Green Insurance
Mr. Joseph Provenzano.....Booth: 2904
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Toll Free: (800) 431-2794
www.weisburger.com

Wells Cargo, Inc.
Mr. Mark Bonek.....Booth: 951
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P.O. Box 728
Elkhart, IN 46515-0728
(219) 264-9661 .....Fax: (219) 264-5938
Toll Free: (800) 348-7553
www.wellscargo.com

Westheffer Company Inc.
Mr. Ron Revis .....Booth: 530
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Toll Free: (800) 362-3110
wwww.westheffer.com

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Y

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Toll Free: (800) 723-9496

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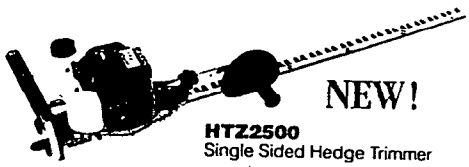

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Giant-Vac, Inc.
Goossen Products
Gravely-an Ariens Company
John Deere Commercial & Consumer Equip.
Minuteman Parker
Praxis Corporation
Ramrod Equipment/Div. of Leon's Mfg. Co.
Salsco, Inc.
Steiner Turf Equipment Inc.
Vandermolen Corporation
Woods Equipment Company

Christmas Lighting/Decorations
Christmas Decor/Nite Time Decor
Foliage Design Systems Franchise Co. Inc

Collection Services
Transworld Systems, Inc.

Commercial Ground Prep/Grading
Powerhouse Equipment
Ramrod Equipment/Div. of Leon's Mfg. Co.
Reist Welding, Ltd.
RotaDairon Emrex, Inc.
The Toro Company

Communication Equipment (Radios, Phones)
Greenline
Real Green Systems
Symbiot Business Group
Verizon Wireless

Computers, Business/Accounting
CLIP-Sensible Software, Inc.
Garden Graphics Inc.
Include Software Corporation
Symbiot Business Group

Computers, Design/Imaging
Design Imaging Group
drafix.com LLC
Real Green Systems
Visual Impact Imaging
Yes, Marketing, Inc.

Computers, Software
C & P Press, Inc.
CLIP-Sensible Software, Inc.
Design Imaging Group
drafix.com LLC
Garden Graphics Inc.
Include Software Corporation
Practical Solutions, Inc.
R.N.D. Signs
Real Green Systems
Service Communication Software
Slice Technologies
Vander Kool & Associates Inc.

Consultants, Business
GreenSearch
International Labor Management Corp.
Marcus Drake Consultants
Plant Health Care, Inc.
Practical Solutions, Inc.

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Exhibitor Product Listings GIE

Symbiot Business Group
Transworld Systems, Inc.
Vander Kooi & Associates Inc.
Yes, Marketing, Inc.

Consultants, Technical
FleetBoss Global Positioning Solutions
Practical Solutions, Inc.
Scotts Lawn Service
Symbiot Business Group
Vander Kooi & Associates Inc.

Container
Foliage Design Systems Franchise Co. Inc
Planter Technology

De-thatchers
Billy Goat Industries, Inc.
BlueBird International, Inc.
Classen Mfg., Inc.
Cub Cadet Commercial
Echo, Inc.
Encore Mfg. Co., Inc.
Giant-Vac, Inc.
Grasshopper Company
Greenline
John Deere Commercial & Consumer Equip.
JRCO, Inc.
Landscapers Supply
Little Wonder/Mantis
Minuteman Parker
Plant Health Care, Inc.
Ryan Textron
Snapper, Inc.
Turfco Manufacturing, Inc.
Yazoo/Kees Power Equipment

E-Commerce
GreenSearch

Edging Equipment
Bishop Enterprises, Inc.
Borderline Stamp, USA
Brown Mfg. Corp./Trenchmaster
Cub Cadet Commercial
DOLMAR
Echo, Inc.
Greenline
Husqvarna
Hustler Turf Equipment
John Deere Commercial & Consumer Equip.
Kwik Kerb
Landscapers Supply
Makita
Maruyama U.S.
Maxim Manufacturing Corporation
RedMax/Komatsu Zenoah America
Robin Outdoor Power Equipment
Salsco, Inc.
Scag Power Equipment
Shindaiwa, Inc.
Steiner Turf Equipment Inc.
Stihl Incorporated
Tanaka Power Equipment
The Concrete Edge/Lil' Bubba Curb Mach.
Tru-Cut, Inc.
Turfco Manufacturing, Inc.

Edging Supplies
Borderscapes
Crary Bear Cat/Hayward Distributing
Curv-Rite
Echo, Inc.
Exmark Mfg. Co., Inc.
Greenline
Husqvarna
Landscapers Supply
Oly-Ola Sales, Inc.
Pave Tech, Inc.
Permaloc Aluminum Edging
RedMax/Komatsu Zenoah America
Shindaiwa, Inc.
Sure-loc Edging Corporation

Educational Services/Supplies
Associated Landscape Contractors Of Am.
Borderscapes
GreenSearch
Prentice Hall
Professional Grounds Management Society
Professional Lawn Care Association
Snow & Ice Management Association
Symbiot Business Group

Employment Services
Amigos Labor Solutions, Inc.
Flora Personnel, Inc.
GreenSearch
GTO International
Jobs in Horticulture

Engines
American Honda Motor Company, Inc.
Briggs & Stratton Corporation
Greenline
J. Thomas Distributors
Kawasaki Motors Corp., U.S.A.
Kohler Engines
Landscapers Supply
RedMax/Komatsu Zenoah America
Tanaka Power Equipment
Tuflex Manufacturing Company
Westheffer Company Inc.

Environmental Storage/Containment
Westheffer Company Inc.

Erosion Control Products
BBA/Reemay
Borderscapes
Curv-Rite
Finn Corporation
Forestry Suppliers, Inc.
Gregson-Clark
Pave Tech, Inc.
Poulenger USA Inc.
Rexius Express Blowers
Salsco, Inc.
TGMI, Inc.

Fencing
Ka a Loaders USA
Po erhouse Equipment
Ra rod Equipment/Div. of Leon's Mfg. Co.
The Toro Company

Fertilizers
Agrotain International
The Andersons Lawn Products
Bio-Green
Brandtek, Inc.
Cleary Chemical Corporation
Eas Lawn, Inc.
Fe Gator, Inc.
Ga k Corporation
Green2go
Harmony Products, Inc.
Howard Johnson's Enterprises, Inc.
J. J. Mauget Company
Knox Fertilizer Company
Landscapers Supply
LESCO, Inc.
Milorganite
Monterey Chemical Company
Mo al Companies
Nu ro Technologies, Inc.
PB Gordon Corporation
Plant Health Care, Inc.
Poulenger USA Inc.
Prosource One
ROOTS, Inc.
Scotts Lawn Service
Sod Guys, Inc.
Spring Valley
Tree Tech Microinjection Systems
United Horticultural Supply

Fir ice, Commercial
Ca al Solutions
Powerhouse Equipment
Preferred Capital, Inc.
Sheffield Financial Corporation
Transamerica Distribution Finance

Fountains
Century Rain Aid
RS Supply, Inc.

Fr chise
To ge Design Systems Franchise Co. Inc
Kw Kerb
Lawn Doctor, Inc.
Service First Irrigation
Sod Guys, Inc.
J. S. Lawns, Inc.
Weed Man

Fuel Additives
Briggs & Stratton Corporation
Greenline
Landscapers Supply

Fuel Card Program
EXXONMOBIL Corporation

Fungicides
The Andersons Lawn Products
CHIPCO Professional Products
Cleary Chemical Corporation
Gowan Company
Green2go
Howard Johnson's Enterprises, Inc.
J. J. Mauget Company
Knox Fertilizer Company
LESCO, Inc.
Monterey Chemical Company
PBI Gordon Corporation
Riverdale
Syngenta Professional Products
Tree Tech Microinjection Systems
United Horticultural Supply

Generators
DOLMAR
Kawasaki Motors Corp., U.S.A.
Kubota Tractor Corporation
LESCO, Inc.
Makita
Shindaiwa, Inc.
Steiner Turf Equipment Inc.

Grinders
Greenline
J. Thomas Distributors
Landscapers Supply
Powerhouse Equipment
Praxis Corporation
Woods Equipment Company

Ground Prep/Grading/Renovation
Bob-Cat Textron
Bunton Textron
Classen Mfg., Inc.
Easy Lawn, Inc.
Reist Welding, Ltd.
Rock Vac
RotaDairon Emrex, Inc.
Ryan Textron
Sod Guys, Inc.
The Toro Company

Herbicides
The Andersons Lawn Products
BASF
Brandtek, Inc.
CHIPCO Professional Products
Gowan Company
Green2go
Greenline
Helena Chemical Company
Howard Johnson's Enterprises, Inc.
Knox Fertilizer Company

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Exhibitor Product Listings GIE

LESCO, Inc.
Monsanto
Monterey Chemical Company
PBI Gordon Corporation
Riverdale
Spring Valley
Syngenta Professional Products
Tree Tech Microinjection Systems
United Horticultural Supply

Horticultural & Turf Tools
Bahco Tools
Echo, Inc.
Forestry Suppliers, Inc.
Greenline
John Bean Sprayers
John Deere Commercial & Consumer Equip.
Landscapers Supply
Plant Health Care, Inc.
Power Planter, Inc.
RedMax/Komatsu Zenoah America
Solo Incorporated
Tru-Cut, Inc.
Turbo Technologies, Inc.

Hour Meters/Tachometers
Greenline
J. Thomas Distributors

Hydro Sprayers
Brandtek, Inc.
Easy Lawn, Inc.
Finn Corporation
GNC Industries, Inc.
Goossen Products
Gregson-Clark
Landscapers Supply
Professional Tree & Turf Equipment
TGMI, Inc.
Turbo Technologies, Inc.
Turfmaker Corporation

Insecticides
The Andersons Lawn Products
Brandtek, Inc.
CHIPCO Professional Products
Gowan Company
Green2go
Helena Chemical Company
Howard Johnson's Enterprises, Inc.
J. J. Mauget Company
Knox Fertilizer Company
LESCO, Inc.
Poulenger USA Inc.
Spring Valley
Syngenta Professional Products
Tree Tech Microinjection Systems
United Horticultural Supply

Insurance
CNA Commercial Insurance
Florists' Mutual Insurance Co.
Weisburger Green Insurance

Interiorscape (Live & Preserved Foliage)
Foliage Design Systems Franchise Co. Inc
Green2go

Irrigation Products & Supplies
Banjo Corporation
Bio-Green
Century Rain Aid
Dawn Industries, Inc.
DIG Corporation
FertiGator, Inc.
Green2go
L.R. Nelson Corporation
LESCO, Inc.
NDS, Inc.
Planter Technology
Rain Bird Corp.
RS Supply, Inc.
Service First Irrigation
Treegator

Labor Recruiters
Marcus Drake Consultants
Mid-Atlantic Resources Association

Laboratories
Spectrum Analytic, Inc.

Landscape Fabrics
BBA/Remay
Dalen Products, Inc.

Lime Products
Cemex, USA
United Horticultural Supply

Loaders
ASV, Inc.
Billy Goat Industries, Inc.
Finn Corporation
Gravely-an Ariens Company
John Deere Commercial & Consumer Equip.
Kanga Loaders USA
Kubota Tractor Corporation
Mertz, Inc.
Minuteman Parker
Power Trac
Powerhouse Equipment
Ramrod Equipment/Div. of Leon's Mfg. Co.
Steiner Turf Equipment Inc.
Stellar Industries, Inc.
The Toro Company

Management Staffing
GreenSearch

Marketing Services
Americalist/Division of Haines
Focal Point Communications
Homeowners Marketing Services
Symbiot Business Group
Yes, Marketing, Inc.

Micronutrients
The Andersons Lawn Products
Becker Underwood, Inc.
Bio-Green
Green2go
Helena Chemical Company
J. J. Mauget Company
Monterey Chemical Company
Morral Companies
PBI Gordon Corporation
Poulenger USA Inc.
ROOTS, Inc.
Scotts Lawn Service
Sod Guys, Inc.
Tree Tech Microinjection Systems
United Horticultural Supply

Mobile Service
Verizon Wireless

Mower Attachments
American Honda Motor Company, Inc.
Bachtold Bros., Inc.
Bob-Cat Textron
Country Clipper
Cub Cadet Commercial
Encore Mfg. Co., Inc.
Exmark Mfg. Co., Inc.
Ferris Industries, Inc.
Gleaner, Inc.
Grasshopper Company
Gravely-an Ariens Company
Greenline
Hustler Turf Equipment
J. Thomas Distributors
John Deere Commercial & Consumer Equip.
JRCO, Inc.
Jungle Jim's Accessory Products, Inc.
Kubota Tractor Corporation
Landscapers Supply
Meridest Industries, Inc.
PRO-LAWN, INC.
Scag Power Equipment
Snapper, Inc.
Steiner Turf Equipment Inc.
The Toro Company
Tru-Cut, Inc.
Walker Manufacturing Company
Woods Equipment Company

Mowing Equipment
American Honda Motor Company, Inc.
Bachtold Bros., Inc.
Bishop Enterprises, Inc.
Bob-Cat Textron
Brandtek, Inc.
Bunton Textron
Country Clipper
Cub Cadet Commercial
Dixie Chopper
Eastman Industries/Hover Mower
Echo, Inc.
Encore Mfg. Co., Inc.
Exmark Mfg. Co., Inc.
Ferris Industries, Inc.
Flail-Master
Giant-Vac, Inc.
Grasshopper Company
Gravely-an Ariens Company
Great Dane Power Equipment, Inc.
Greenline
Husqvarna
Hustler Turf Equipment
John Deere Commercial & Consumer Equip.
Kubota Tractor Corporation
Kunz Engineering, Inc.
Landscapers Supply
LESCO, Inc.
L.T. Rich Products, Inc.
Maxim Manufacturing Corporation
Salsco, Inc.
Scag Power Equipment
Snapper, Inc.
Steiner Turf Equipment Inc.
Super Lawn Trucks
The Toro Company
Tru-Cut, Inc.
Walker Manufacturing Company
Woods Equipment Company
Wright Manufacturing, Inc.
Yazoo/Kees Power Equipment

Mulch & Soil Amendments
Cemex, USA
Corbin's Baled Pine Straw, Inc.
Corbitt Manufacturing Co., Inc.
Country Clipper
Earth & Turf
Finn Corporation
Garick Corporation
Green2go
Li'l Perk/Four Star Services, Inc.
PBI Gordon Corporation
ROOTS, Inc.

Nursery Goods/Herbaceous Plants/Bulbs
Green2go
Prosource One

Nursery Goods/Woody Ornamentals
Prosource One
ROOTS, Inc.

Organic Fertilizers & Amendments
Cleary Chemical Corporation
Garick Corporation
Green2go
Harmony Products, Inc.
Helena Chemical Company
Horticultural Alliance, Inc.
Lawn Doctor, Inc.
Milorganite
Monterey Chemical Company
PBI Gordon Corporation

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Exhibitor Product Listings GIE

Plant Health Care, Inc.
Poulenger USA Inc.
Prosource One
ROOTS, Inc.
Spring Valley
United Horticultural Supply

Organic Pest & Disease Control Products
Green2go
Monterey Chemical Company
Plant Health Care, Inc.
Prosource One

Organizer Racks
Green Touch Industries, Inc.

Outdoor Lighting
Century Rain Aid
Christmas Decor/Nite Time Decor
Kichler Landscape Lighting
Kwik Kerb
Terradek Lighting, Inc.

Parts, Equipment/Vehicle
Brandtek, Inc.
Briggs & Stratton Corporation
Diamond Precision Products
Greenline
J. Thomas Distributors
Landscapers Supply
LESCO, Inc.
Powerhouse Equipment
Westheffer Company Inc.

Pavers
Borderscapes
NDS, Inc.
Pave Tech, Inc.
Permaloc Aluminum Edging

Pest & Disease Control Products
The Andersons Lawn Products
BASF
Bayer Corporation
Dow AgroSciences
FMC Corporation
Griffin L.L.C.
Helena Chemical Company
J. J. Mauget Company
Monterey Chemical Company
Riverdale
Scotts Lawn Service
United Horticultural Supply

Plant Growth Regulators
CHIPCO Professional Products
Monterey Chemical Company
PBI Gordon Corporation
Plant Health Care, Inc.
Poulenger USA Inc.
Prosource One
Scotts Lawn Service
Spring Valley

Syngenta Professional Products
United Horticultural Supply

Planters
Foliage Design Systems Franchise Co. Inc
Powerhouse Equipment
Riverside Plastics, Inc.
RS Supply, Inc.

Posting Supplies (Flags & Signs)
Engle Printing
Forestry Suppliers, Inc.
LESCO, Inc.
Perfco Printing

Printing
Engle Printing
Focal Point Communications
Harvest Publishing
Perfco Printing
Yes, Marketing, Inc.

Publications
Adams Business Media
C & P Press, Inc.
Construction Site News
Grounds Maintenance Magazine
Harvest Publishing
Irrigation & Green Industry
Jobs in Horticulture
Landscape Contractor Magazine
Landscape Management Magazine
Lawn & Landscape Media Group
Power Equipment Trade Magazine
Prentice Hall
PRO Magazine
Turf Magazine

Pumps
Aquascape Designs, Inc.
Banjo Corporation
C & S Turf Care Equipment, Inc.
CDS-John Blue Company
Century Rain Aid
Echo, Inc.
Gregson-Clark
HD Hudson Mfg. Co., Green Garde Division
Hypro Corporation
Kawasaki Motors Corp., U.S.A.
Kubota Tractor Corporation
Makita
Maruyama U.S.
Professional Tree & Turf Equipment
Pumptec, Inc.
Tanaka Power Equipment
UDOR U.S.A., Inc.
Unico Spray Products Corporation
Wanner Engineering, Inc.
Westheffer Company Inc.

Putting Greens
Putting Greens International, Inc.

Retaining Walls
Anchor Wall Systems
Borderscapes
Pave Tech, Inc.

Safety Wear
Tech, Inc.
Corporation
Forestry Suppliers, Inc.
Greenline
Husqvarna
J Thomas Distributors
LESCO, Inc.
Professional Tree & Turf Equipment
Radians, Inc.
Stihl Incorporated
United Horticultural Supply

Saw, Power
ZOLL MAR
Tech., Inc.
Husqvarna
J. Thomas Distributors
John Deere Commercial & Consumer Equip.
Landscapers Supply
Makita
Pave Tech, Inc.
Professional Tree & Turf Equipment
RedMax/Komatsu Zenoah America
Shindaiwa, Inc.
Solo Incorporated
Stihl Incorporated
Tanaka Power Equipment

Seed/Grass
Barenbrug USA
Landscapers Supply
Lawn Doctor, Inc.
LESCO, Inc.
Pickseed West, Inc.
Prosource One
Scotts Lawn Service

Seed/Wildflower
Barenbrug USA
Prosource One
Scotts Lawn Service

Seeding Equipment
BlueBird International, Inc.
Bob-Cat Textron
Brandtek, Inc.
Bowman Textron
Cl[illegible]en Mfg., Inc.
Cub Cadet Commercial
Earth & Turf
Easy Lawn, Inc.
Finn Corporation
First Products, Inc.
Forestry Suppliers, Inc.
Gregson-Clark
JRCO, Inc.
LESCO, Inc.

PSB Company, A Div. Of White Castle Sys.
Reist Welding, Ltd.
Rexius Express Blowers
RotaDairon Emrex, Inc.
Salsco, Inc.
Solo Incorporated
Spyker Spreaders
TGMI, Inc.
Turbo Technologies, Inc.
Turfmaker Corporation

Service Lifts
Jungle Jim's Accessory Products, Inc.
Polecat Industries, Inc.

Service Supplier
Greenline
GreenSearch

Signs
R.N.D. Signs

Snow Removal Equipment (Plows)
American Honda Motor Company, Inc.
Country Clipper
Ferris Industries, Inc.
Grasshopper Company
Husqvarna
Hustler Turf Equipment
J. Thomas Distributors
John Deere Commercial & Consumer Equip.
JRCO, Inc.
Kanga Loaders USA
Kubota Tractor Corporation
Landscapers Supply
Meyer Products
Powerhouse Equipment
PROLAWN, INC.
Pro-Tech Sno Pusher
Ramrod Equipment/Div. of Leon's Mfg. Co.
Shindaiwa, Inc.
Snapper, Inc.
Snow & Ice Management Association
Spyker Spreaders
Steiner Turf Equipment Inc.
The Toro Company
Woods Equipment Company

Snow Removal/Deicing Compounds
American Honda Motor Company, Inc.
The Andersons Lawn Products
Howard Johnson's Enterprises, Inc.
IMC Salt
J. Thomas Distributors
Kanga Loaders USA
Knox Fertilizer Company
Landscapers Supply
LESCO, Inc.
Ramrod Equipment/Div. of Leon's Mfg. Co.
Snow & Ice Management Association
Spring Valley

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Exhibitor Product Listings GIE

Sod
Sod Guys, Inc.
Turfgrass America

Sod Cutter
BlueBird International, Inc.
Classen Mfg., Inc.
Turfco Manufacturing, Inc.

Soil Wetting Agents
Aquatrols
Forestry Suppliers, Inc.
Helena Chemical Company
Horticultural Alliance, Inc.
Li'l Perk/Four Star Services, Inc.
Monterey Chemical Company
Poulenger USA Inc.
Prosource One
ROOTS, Inc.
Spring Valley
United Horticultural Supply

Spraying Equipment
Banjo Corporation
Brandtek, Inc.
Buffalo Turbine Agricultural Equip. Co.
C & S Turf Care Equipment, Inc.
Cub Cadet Commercial
Earth & Turf
Forestry Suppliers, Inc.
GNC Industries, Inc.
Greenline
Gregson-Clark
H H Holdings
HD Hudson Mfg. Co., Green Garde Division
John Bean Sprayers
John Deere Commercial & Consumer Equip.
JRCO, Inc.
Landscapers Supply
LESCO, Inc.
L.T. Rich Products, Inc.
Maruyama U.S.
Perma-Green Supreme, Inc.
Professional Tree & Turf Equipment
PROLAWN, INC.
River Bend Industries
Rogers Innovative Inc.
Service Communication Software
Shindaiwa, Inc.
Solo Incorporated
Spraying Devices, Inc.
Steiner Turf Equipment Inc.
Stihl Incorporated
Tuflex Manufacturing Company
Turbo Technologies, Inc.
Unico Spray Products Corporation
Westheffer Company Inc.

Spreaders
Brandtek, Inc.
C & S Turf Care Equipment, Inc.
Cub Cadet Commercial
Earth & Turf
Earthway Products, Inc.
Forestry Suppliers, Inc.
Greenline
Gregson-Clark
Highway Equipment Company
J. Thomas Distributors
John Deere Commercial & Consumer Equip.
JRCO, Inc.
Landscapers Supply
LESCO, Inc.
L.T. Rich Products, Inc.
Maruyama U.S.
Meyer Products
Perma-Green Supreme, Inc.
Professional Tree & Turf Equipment
PROLAWN, INC.
PSB Company, A Div. Of White Castle Sys.
Rexius Express Blowers
RotaDairon Emrex, Inc.
Scotts Lawn Service
Shindaiwa, Inc.
Solo Incorporated
Spyker Spreaders
Turf Products
Vandermolen Corporation
Westheffer Company Inc.

Stump Grinders
BlueBird International, Inc.

Sweepers
AA-Tach, Inc.
Echo, Inc.
Grasshopper Company
Hustler Turf Equipment
J. Thomas Distributors
JRCO, Inc.
Pave Tech, Inc.
Ramrod Equipment/Div. of Leon's Mfg. Co.
Shindaiwa, Inc.
Snapper, Inc.
Steiner Turf Equipment Inc.
Stihl Incorporated
The Toro Company

Tanks
C & S Turf Care Equipment, Inc.
GNC Industries, Inc.
Graham Lawn Equipment, Inc.
Gregson-Clark
Professional Tree & Turf Equipment
River Bend Industries
Tuflex Manufacturing Company
Westheffer Company Inc.

Tires/Tire Sealants
Greenline
J. Thomas Distributors
Landscapers Supply
Multi Seal Tire Sealant

Tools/Gardening & Landscaping
Arcoa Industries, Inc.
Bahco Tools
Borderscapes
DOLMAR
Echo, Inc.
Forestry Suppliers, Inc.
Greenline
Kwik Kerb
Landscapers Supply
Little Wonder/Mantis
Makita
Power Planter, Inc.
Professional Tree & Turf Equipment
Shindaiwa, Inc.
Stihl Incorporated
Sure-loc Edging Corporation
Tru-Cut, Inc.

Tools/Hand Tools
Arcoa Industries, Inc.
Bahco Tools
Dawn Industries, Inc.
Forestry Suppliers, Inc.
Greenline
Growtech, Inc.
Landscapers Supply
Pave Tech, Inc.
Power Planter, Inc.
Professional Tree & Turf Equipment
Stihl Incorporated
Sure-loc Edging Corporation
Tru-Cut, Inc.

Tractors
Country Clipper
Cub Cadet Commercial
Gravely-an Ariens Company
John Deere Commercial & Consumer Equip.
Kanga Loaders USA
Kubota Tractor Corporation
Power Trac
Ramrod Equipment/Div. of Leon's Mfg. Co.
Smithco Turf Equipment Inc.

Trade Association
Associated Landscape Contractors Of Am.
Professional Grounds Management Society
Professional Lawn Care Association
Snow & Ice Management Association
Sports Turf Managers Association

Trailers, Hitches & Related Items
Barford, Inc.
E-Z Dumper Products, LLC
J.W. Jim's Accessory Products, Inc.
Midwest Industries, Inc.
Powerhouse Equipment
Ramrod Equipment/Div. of Leon's Mfg. Co.
Tuflex Manufacturing Company
Wells Cargo, Inc.

Tree & Ornamental Shrub Care
Bartlett Tree Experts

Tree Care Products
ArborSystems, L. L. C.
Brandtek, Inc.
Dalen Products, Inc.
Echo, Inc.
Forestry Suppliers, Inc.
HD Hudson Mfg. Co., Green Garde Division
J. J. Mauget Company
Landscapers Supply
Monterey Chemical Company
Plant Health Care, Inc.
Tree Tech Microinjection Systems

Trenchers/Tillers
Barreto Manufacturing, Inc.
Brown Mfg. Corp./Trenchmaster
E-Z Trench, Inc.
Finn Corporation
Gravely-an Ariens Company
John Deere Commercial & Consumer Equip.
Kanga Loaders USA
Kwik Kerb
Little Wonder/Mantis
Maxim Manufacturing Corporation
Mertz, Inc.
Powerhouse Equipment
Praxis Corporation
Ramrod Equipment/Div. of Leon's Mfg. Co.
RotaDairon Emrex, Inc.
Salsco, Inc.
Steiner Turf Equipment Inc.
The Toro Company
Woods Equipment Company

Trimmer Repair Stands
Park Tool Company

Trimmers
Bachtold Bros., Inc.
Crary Bear Cat/Hayward Distributing
Cub Cadet Commercial
Echo, Inc.
Exmark Mfg. Co., Inc.
Gravely-an Ariens Company
Greenline
Husqvarna
John Deere Commercial & Consumer Equip.
Kawasaki Motors Corp., U.S.A.
Landscapers Supply
Little Wonder/Mantis
Maruyama U.S.
Maxim Manufacturing Corporation
RedMax/Komatsu Zenoah America
Robin Outdoor Power Equipment
Shindaiwa, Inc.
Solo Incorporated
Stihl Incorporated
Tanaka Power Equipment
Vandermolen Corporation

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Exhibitor Product Listings GIE

Trucks, Other Vehicles
Cub Cadet Commercial
E-Z Dumper Products, LLC
General Motors Isuzu Commercial Truck
GM Fleet & Commercial
GNC Industries, Inc.
Graham Lawn Equipment, Inc.
L.T. Rich Products, Inc.
Maxim Manufacturing Corporation
Nissan North America
Power Trac
Rexius Express Blowers
Snapper, Inc.
Stellar Industries, Inc.
Super Lawn Trucks
Toyota Motor Sales
Tuflex Manufacturing Company
Wells Cargo, Inc.

Vacuums
AA-Tach, Inc.
Billy Goat Industries, Inc.
BlueBird International, Inc.
Country Clipper
Giant-Vac, Inc.
Goossen Products
Gravely-an Ariens Company
Highway Equipment Company
Hustler Turf Equipment
John Deere Commercial & Consumer Equip.
Landscapers Supply
Pave Tech, Inc.
Rock Vac
Salsco, Inc.
Steiner Turf Equipment Inc.
Stihl Incorporated

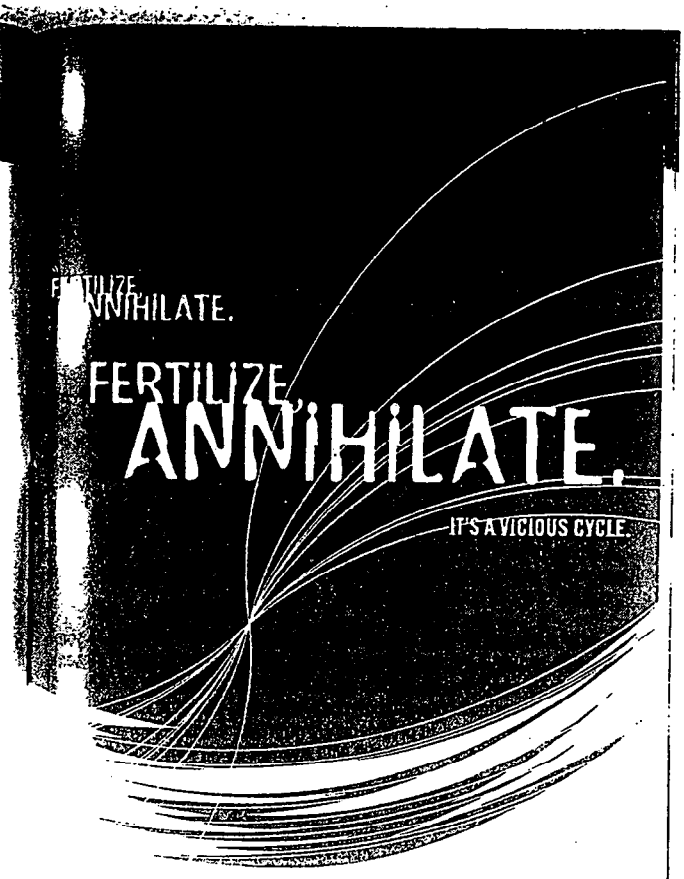
Water Gardening Supplies
Aquascape Designs, Inc.
Century Rain Aid
Dalen Products, Inc.
NDS, Inc.
Plant Health Care, Inc.

Weather Information Supplier
DTN Weather Center
Green2go

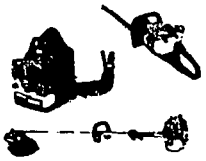
Web Site Supplier
drafix.com LLC
Green2go

Wheelbarrows
Cariola Wheelbarrow Co. LTD.

Yellow Pages Directory
greenindustryyellowpages.com



ndscapers have their battles, and you have your wn. Thankfully, Shindaiwa's been working with a panel of dealers, and together we've developed new programs and sales materials to help you kick some serious tail. For starters, there's our new Five Star Dealer program, which puts our technical, marketing and advertising teams to work for you. New promotional materials and merchandising stems. And much more. Contact your distributor r details. Find him at www.shindaiwa.com, or call 800-521-7733.



shindaiwa
FIRST TO START. LAST TO QUIT.

DEALER INFO GOES HERE. DEALER INFO GOES HERE. DEALER INFO GOES HERE. DEALER INFO GOES HERE. DEALER INFO GOES HERE. DEALER INFO GOES HERE.

PT 02667

President's Welcome PGM About PGMS PGMS

On behalf of your Board of Directors, PGMS Executive Director - Thomas Shaner and his administrative team, it is my pleasure to welcome you to our 90th annual PGMS conference and the Green Industry Expo. This has been an exciting year for PGMS with many people working very hard to improve the programs and benefits of PGMS membership. This conference is just one example of those cutting edge efforts.

Our conference is an ideal opportunity to renew old friendships, have some fun, network with hundreds of other professional grounds managers, do some comparison shopping for equipment, and of course, attend a variety of educational sessions. Speaking of educational sessions, this year the PGMS sessions are formatted to provide you with more in-depth information and additional opportunities to interact with our speakers. Also remember that being registered for the conference entitles you to attend any of the 60 educational sessions presented by all three GIE partners. While visiting the Expo, be sure to stop by the PGMS booth for a special treat, visit with representatives from the PGMS Board and meet our dynamic staff.

Plan to attend our annual business meeting-held at 6:45 a.m. on Monday in the convention center. This year there will be some exciting news about initiatives being proposed by the board of directors as well as the annual elections. This is also an ideal opportunity to learn more about the workings of your society.

If you should require anything or have any questions, please stop by the registration booth and talk with our staff. I know that they would be happy to hear from you.

I hope we have the opportunity to meet during the next few days. Have a great time while in Tampa and thank you for being part of the 90th annual PGMS conference!

Sincerely,

George Van Haasteren, Jr., CGM
PGMS President

PGMS is a professional society, established in 1911, of grounds managers of all specialties and disciplines who have joined together for the purpose of educational and economic advancement. **PGMS** serves the total range of professionals in the industry, and is comprised primarily of on-staff grounds professionals (with one sort of institution or another), and the remainder of independent landscape contractors.

PGMS is not comprised of organization members, it is specifically designed for you, the individual. The ultimate goal is to assist the individual manager in developing techniques and management skills to assure outstanding grounds management programming, and upgrade the level of the profession. Toward these ends, the Society provides or engages in a wide range of services and activities.

- Annual Conference and Green Industry Expo.
- Regional Conferences, plus meetings with other organizations.
- Publication of the Grounds Management FORUM newsletter
- Provides each member with a certificate of membership and an annual membership card
- Provides a program of preparing, testing and conferring of the Certified Grounds Manager (CGM) and Certified Grounds Keeper (CGK) recognitions.
- Offers a specially designed Professional Landscaper's Course through Harcourt Learning Direct.
- Arranges free subscriptions to key Green Industry publications.
- Provides awards for outstanding achievement in grounds management, including the annual Grounds Management Awards.
- Publishes a range of professional publications, with topics including management supervision, estimating guidelines, forms and job descriptions and maintenance management.
- Provides "best rate" travel service through agent Travel Worldwide Network.
- Offers members a wide variety of promotional aids and ID items.
- Provides a clearing house for information and referral services on all phases of grounds management.
- Keeps members informed and takes positive action on government affairs. At the local levels, **PGMS** branches often band together to influence state, regional and local regulations.
- Originates and coordinates industry research and surveys, including salary.
- Provides a complete hazard communication program.

PGMS BUSINESS MEETING

Attend the PGMS Annual Business Meeting, Monday, November 12 from 6:45 a.m. to 8:00 a.m. in room 1-2 of the Convention Center, and be eligible to receive one of the following prizes to be held at the end of the meeting (two-part ticket given away as you enter the meeting room).

PT 02668

About PGMS

PGMS General Information

The Meeting
Included on the program will be:

- Election of officers
- Voting on proposed Bylaw changes
- Official reporting of the Society's business, fresh from the Fall Board Meeting
- Branch reports.
- And the chance to ask questions of the officers and the Board.

The Prizes
Those in attendance will have a chance to win their choice of the following door prizes, leaving the other prizes for each successive winner:

- Free **PGMS** dues for 2002
- One of two free registrations for the 2002 conference in Nashville, TN.
- Two free tickets to this year's Awards Banquet on Monday evening, November 12.

Registration Hours
The PGMS Registration Desk will be located in the Convention Center Lobby.

Specific hours each day:
Saturday .....9:00 a.m. - 5:00 p.m.
unday .....7:00 a.m. - 5:00 p.m.
londay .....7:00 a.m. - 5:00 p.m.
Tuesday .....7:00 a.m. - 10:00 a.m.

Green Industry Expo
Exhibitors will be displaying the newest products and services for grounds professionals.
Sunday: ..... 1:00 p.m. - 5:00 p.m. ...Product Field Day
Monday: .....10:30 a.m. - 12:00 p.m. ...Keynote Address
.....12:00 p.m. .....Trade Show Grand Opening
.....12:00 p.m. - 6:00 p.m. ...GIE Exhibits Open
uesday: ..... 9:00 a.m. - 3:00 p.m. ...GIE Exhibits Open
2:00 p.m. - 3:00 p.m. ...GIE General Session
1:30 p.m. .....Grand Prize Drawing

Product Field Day and Field Day Lunch
This free field day-held at the Florida State Fairgrounds-will give attendees the opportunity to take a hands-on look at the equipment the exhibitors have to offer. When the education sessions end at noon on Sunday, conference attendees will be shuttled to the Field Day and treated to a warm lunch and afternoon of outdoor demonstrations.

Information
Specific information about the PGMS Conference and Green Industry Expo is always available at the PGMS registration desk. More detailed information about the GIE is available at the GIE desk.

Admittance to Functions
Please wear your name badge at all times and bring your tickets for the day. Tickets will be required for the Welcoming Reception, Pre-Conference Tour, Business Over Breakfast, Demo Lunch and the Awards Banquet.

Cassette Sales
Tapes from most sessions will be offered for sale. Check with the special cassette sales desk in the Convention Center.

PGMS LEADERSHIP
George Van Haasteren, Jr., CGM, President
Matthew Vehr, 1st Vice President
Joseph D. Murphy, CGM 2nd Vice President
Kevin O'Donnell Past President
Chris Fay, Treasurer
Todd Cochran, CGM, Board Member
Stephanie DeStefano, Board Member
Tom Dew, Board Member
John Feliciani, Board Member
Dusty Hallman, CGM, Board Member
Ellen Newell, CGM, Board Member
Gene Pouly, CGM, Board Member

PT 02669

Conference Speakers PGM

Mark Banta
General Manager
Centennial Olympic Park
311 Marietta Street, Northwest
Atlanta, GA 30313

Dr. Edward L. Barnard
Forest Pathologist & Supervisor
Forest Health Program
Florida Division of Forestry
1911 SW 34th Street
Gainesville, FL 32608

Ben Burns, RLA
Vice President
Hummer Turfgrass Systems, Inc.
Post Office Box 4643
Lancaster, PA 17604

Dr. Edward F. Gilman
Professor
University of Florida Horticulture Department

Dr. Stan Jensen
President
Leadership Enterprises, Inc.

Jim Meeker
Forest Entomologist
Forest Health Program
Florida Division of Forestry
1911 SW 34th Street
Gainesville, FL 32608

Arthur H. Mittlestaedt, Jr., B.S., M.P.A., Ed.D.
Executive Director
Recreation Safety Institute
Post Office Box 392
Ronkonkoma, NY 11779

Demie Moore
AQUATROLS
10400 Dimple Dell Road
Sandy, UT 84092

Barbara Mulhern
Editor
GEMPLER'S, Inc.
Post Office Box 270
Belleville, WI 53508

Ann Wood Schlesinger, Ph.D.
EXEKUSPEAK
36 East Fourth Street
Suite 1109
Cincinnati, OH 45202

Dr. Rick Schoellhorn
Statewide Extension Specialist for Floriculture
University of Florida
Gainesville, FL

Jenniler Thomas
Founder
Spanish Training Services
719 Emerson Street
Suite 2E
Evanston, IL 60201

Dr. Laurie Trenholm
Assistant Professor
University of Florida Environmental Horticulture Department

Richard Ulinski
Utica National Insurance
180 Genesee Street
New Hartford, NY 13413

George Van Haasteren, CGM
Grounds Manager
Dwight-Englewood School
315 East Palisades Avenue
Englewood, NJ 07631-0489

Gary L. Wade, Ph.D.
Extension Program Coordinator
Department of Horticulture
The University of Georgia
224 Hoke Smith Building
Athens, GA 30602-4356

Conference Program PGMS

FRIDAY, NOVEMBER 9

7:30 a.m. - 5:00 p.m.
PGMS Board Meeting

SATURDAY, NOVEMBER 10

Registration Opens
Convention Center - Lobby

7:00 a.m. - 12:30 p.m.
Pre-Conference Tour
A ticketed event. Get a behind-the-scenes look at Busch Gardens, Tampa. Take a tour of Legends Field, the Spring training facility of the New York Yankees. Buses will begin loading in the Tampa Waterside Marriott lobby at 6:30 a.m. with a 7:00 a.m. departure.

1:00 p.m. - 5:00 p.m.
Educational Sessions
Convention Center

1:30 p.m. - 2:20 p.m.
Making Your Landscape More Drought Resistant
Dr. Gary Wade
Convention Center - Room 1

Athletic Field Maintenance: Turning Your Fields Into Fields of Dreams
George Van Haasteren, CGM
Convention Center - Room 3

Turf Systems for the 21st Century
Ben Burns, RLA
Convention Center - Room 18

2:30 p.m. - 3:30 p.m.
Development & Maintenance of Centennial Olympic Park
Mark Banta
Convention Center - Room 1

Facility Liability from an Insurers Prospective: What You Need to Know
Richard Ulinski
Convention Center - Room 3

Making the Most of Your Water
Demie Moore
Convention Center - Room 18

3:40 p.m. - 4:30 p.m.
Stress Physiology of Southern Turfgrass
Dr. Laurie Trenholm
Convention Center - Room 1

PT 02670

Don't Play Liability Roulette
Dr. Arthur Mittelstaedt, Jr.
Convention Center - Room 3

Secrets of an Award Winning Landscape
Panel of Past Green Star Award Winners
Convention Center - Room 18

4:40 p.m. - 5:30 p.m.
Southern Perennials
Dr. Rick Schoelhorn
Convention Center - Room 1

Staying Out of Trouble with OSHA
Barbara Mulhern
Convention Center - Room 3

Reaching for the Green Star
Panel of Green Star Award Judges
Convention Center - Room 18

5:00 p.m. - 7:00 p.m.
PGMS Welcoming Reception
In the pool area of the Tampa Waterside Marriott

SUNDAY, NOVEMBER 11

6:45 a.m. - 8:00 a.m.
Business Over Breakfast
(Optional ticketed events)
Tampa Waterside Marriott
Network with fellow grounds professionals and members of PGMS. Each day your table will be assigned a topic to informally discuss while you enjoy your breakfast.

7:00 a.m. - 5:00 p.m.
Registration Opens
Convention Center - Lobby

8:30 a.m. - 12:00 p.m.
Education Sessions
Convention Center

8:30 a.m. - 9:30 a.m.
Stress Physiology of Southern Turfgrass
Dr. Laurie Trenholm
Convention Center - Room 1

Effective Leadership Principles for Success
Dr. Stan Jensen
Convention Center - Room 3

Turf Systems for the 21st Century
Ben Burns, RLA
Convention Center - Room 15

9:40 a.m. - 10:40 a.m.
Southern Perennials
Dr. Rick Schoelhorn
Convention Center - Room 1

Budgeting for Athletic Fields
George Van Haasteren, CGM
Convention Center - Room 3

Making the Most of Your Water
Demie Moore
Convention Center - Room 15

10:50 a.m. - 12:00 p.m.
Insect and Disease Issues of Southern Trees
Jim Meeker and Ed Barnard
Convention Center - Room 1

How to Avoid An OSHA Nightmare and Keep Your Workers Safe
Barbara Mulhern
Convention Center - Room 3

Don't Play Liability Roulette
Dr. Arthur H. Mittlsteadt
Convention Center - Room 15

12:00 p.m. - 5:00 p.m.
Product Field Day
Florida State Fairgrounds
Take a hands-on look at the equipment the exhibitors have for sale. Buses will leave from the three Association hotels and the convention center.

5:30 p.m.
Dinner on Own

MONDAY, NOVEMBER 12

6:45 a.m. - 8:00 a.m.
PGMS Annual Business Meeting
Tampa Marriott Waterside - Room 5-6

7:00 a.m. - 5:00 p.m.
Registration Open
Convention Center - Lobby

8:00 a.m. - 10:30 a.m.
Education Sessions
Convention Center

PT 02671

8:30 a.m. - 10:00 a.m.
Tree Selection and Maintenance: Proper Pruning
Dr. Edward F. Gilman
Convention Center - Room 1

Understanding the People Around You - Why Other People Are So Weird
Dr. Stan Jensen
Convention Center - Room 3

Understanding Your Behavioral Communication Style
Dr. Ann Wood Schlesinger
Convention Center - Room 15

10:30 a.m. - 4:00 p.m.
Green Industry Expo.
Convention Show Exposition
This is a 2-day showcase of more than 250 exhibitors. You are able to talk to suppliers and network with fellow landscape professionals.

12:00 p.m.
Past Presidents' Luncheon
Tampa Waterside Marriott

6:00 p.m. - 10:00 p.m.
PGMS Green Star Awards Banquet & Reception
(Optional Ticketed Event)
Tampa Waterside Marriott

TUESDAY, NOVEMBER 13

6:45 a.m. - 8:15 a.m.
Business Over Breakfast
(Optional ticketed events)
Tampa Waterside Marriott
Network with fellow grounds professionals and members of PGMS. Each day your table will be assigned a topic to informally discuss while you enjoy your breakfast.

6:45 a.m. - 8:00 a.m.
CGM Breakfast

7:00 a.m. - 10:00 a.m.
Registration Open
Convention Center - Lobby

8:30 a.m. - 10:00 a.m.
Education Sessions
Convention Center

Assigning Tasks in Spanish
Jennifer Thomas
Convention Center - Room 1

How to Become a CGK and CGM/CGM Test
Panel of CGMs and CGKs
Convention Center - Room 3

Flexing Your Behavioral Style to Achieve Maximum Results
Dr. Ann Wood Schlesinger
Convention Center - Room 15

10:30 a.m. - 2:00 p.m.
Green Industry Expo.
Convention Center

2:00 p.m. - 3:00 p.m.
GIE General Session
Convention Center - Room

Joint Session with ALCA and PLCAA
Featuring Peter Schutz and "Dealing with Risk"

Sponsors

PGMS

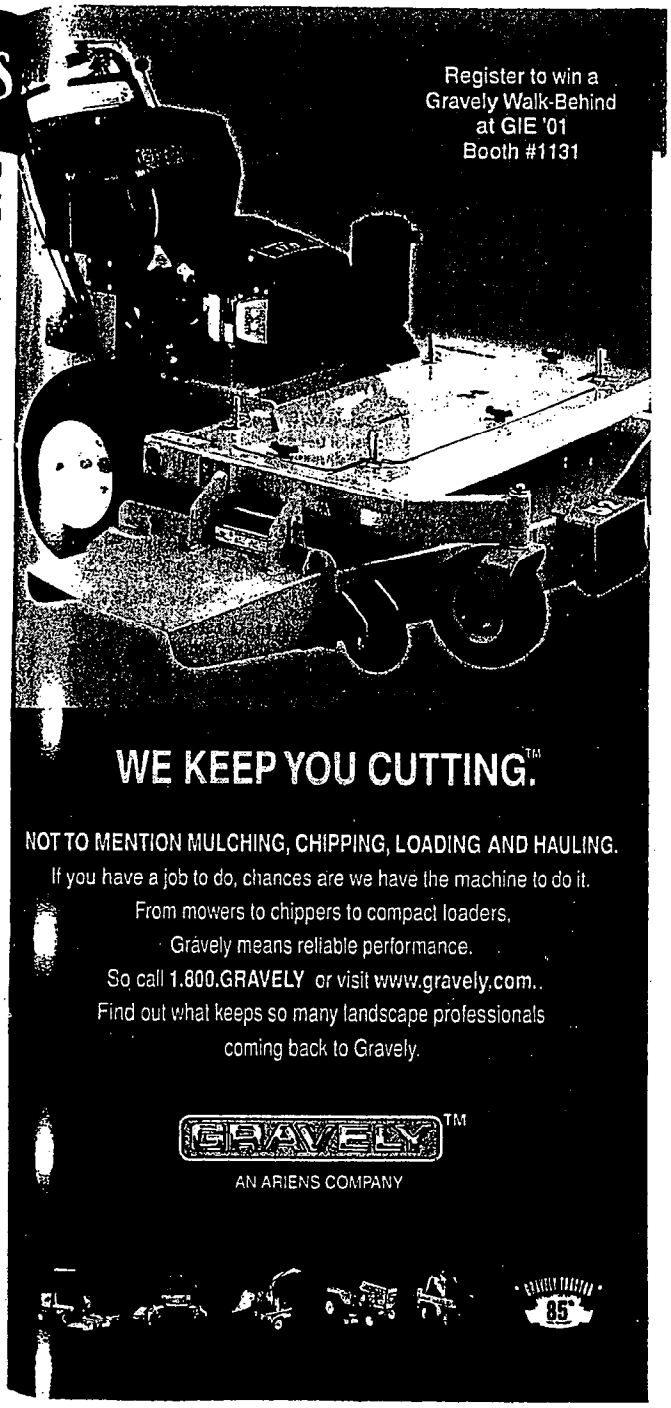
PGMS thanks the following organizations for their support in sponsoring portions of the 90th Annual Conference, and recommends their products, services, and partnering attitudes to its members and other specifying professionals in the Green Industry.

We encourage all attending the Green Industry Expo to stop by their respective booths at the show and at your local distributorship, or otherwise contact and thank them for their participation.

And, when we say "participation", we really mean an on-going PARTNERSHIP with these organizations, rather than just once-and-gone isolated support for something. As those who have been members of PGMS for a while know, the Society has not historically lightly entered into relationships with supplier organizations. We believe that the following organizations are committed and are working hard to establish a WIN-WIN relationship with your Society and are meeting your needs as an individual professional.

Sponsor

Husqvarna



Welcome

ASSOCIATED LANDSCAPE CONTRACTORS OF AMERICA

November 9 – 13, 2001
Marriott Waterside Tampa Hotel and Tampa Convention Center
Tampa, Florida

Welcome to the ALCA Green Industry Conference, the premier event for landscape professionals. The conference drew a record attendance last year of more than 6,000 participants, and with our exciting line-up of top-notch industry speakers and events, we expect to break that record again this year.

I'd first like to congratulate you for making such a wise investment in your company and in the individual career development of your attending staff. I know you and your staff will find the conference to be exciting, educational, and even inspirational, as you learn from, and network with, the top professionals in the Green Industry.

The next several days will be quite fast paced, as you choose from over 300 exhibits, 100 educational sessions, tours and outdoor demonstrations. I urge you to make time in your busy schedule to participate in the many networking opportunities that are offered during each day of the conference. Interact with the best in the industry. You're likely to find professionals with answers to your specific questions and advice that can help you run your business better. And remember, the learning opportunities don't stop on the last day of the conference. Keep in touch with your newly found friends, and the conference's networking benefits will last year-round.

It's been a challenging year for the landscape industry. As the economy tightens, we're faced with finding new ways to stay competitive. Keep this in mind as you tour the exhibits at the Green Industry Expo. There you'll find the most cutting-edge technology for our industry that will not only help you do a better job but, also do it more efficiently, using less labor. That could give you an important advantage in these changing times.

Finally, I'd like you to consider participating in the many opportunities at this conference to get involved with ALCA. When you step up your involvement with the association, you'll find a whole new level of learning. You'll be working with the leaders of the industry on a national level as you do your part to shape the future of the landscape profession.

You're about to embark on an exciting week of unparalleled chances to bring your professional life to the next level. Enjoy the experience.

Sincerely,

David Snodgrass
Annual Conference Committee Chair
Dennis' Seven Dees Landscaping, Inc.
Portland, OR

About ALCA

The Associated Landscape Contractors of America (ALCA) is an association comprised of people who are just like you—a unique blend of landscape maintenance, installation, design/build contractors, interiorscapers, industry suppliers, landscape architects and educators—unified with a powerful voice and a strong position to make a difference.

Since 1961, ALCA has been attracting savvy landscape contractors who desire to gain a network of associates with which to share and adapt field experiences. In fact, ALCA members rate networking as their number one association benefit. Ask any of them ... give a little of your time and receive a whole lot in return. It's as easy as picking up a phone and reaching out to peers across the country.

Why reinvent the wheel? More than 2,000 landscape contracting firms have made ALCA their business advisor. The members of this network of young, mid-sized, and mature businesses are serious about their business future and have chosen to invest in the association that can take them to new business heights, not to mention improve their bottom line. Let the Associated Landscape Contractors of America be your partner for a solid business future.

2001 ALCA Officers

President: Drew St. John, II, CLP, Hillenmeyer Nurseries, Inc.
President Elect: Michael Byrne, CLP, Byrne Landscape Management, Inc.
Secretary/Treasurer: Kurt Kluznik, CCLP, Yardmaster, Inc.
Past President: Emily Thompson, Advanced Lawn/Christmas Décor/Nite Time Decor

ALCA Staff

Debra Holder, Executive Vice President
Vicki Bendure, Public Relations Consultant
Kirsten Combs, Education Programs Assistant
Sandi Del Rosario, Executive Assistant
Sherry Grimm, Marketing/Education Assistant
Joan Haller, Education Programs Manager
Marcia Higgins, Professional Standards Manager
Beth Jameson, Systems Coordinator
Lisa Klare, Director of Finance/Administration
Judy McCloud, Membership Manager
Kerry Nosenzo, Receptionist
Gail Rogers, Customer Service Representative/Publications
Laurie Saunders, Director of Marketing and Communications
Kathy Wemhoff, Communications Manager/Managing Editor, *Landscape Contractor News*

ALCA leadership has determined that in the best interest of the membership, it is unethical to solicit employees during ALCA events.

PT 02674

General Information

REGISTRATION HOURS
The ALCA staff will be at the ALCA Registration Desk located in the registration area on Level Two of the Tampa Marriott Waterside during the following times:

Friday	10:00 am – 7:00 pm
Saturday	7:00 am – 6:00 pm
Sunday	7:30 am – 12:00 noon
Monday	7:30 am – 4:00 pm
Tuesday	7:30 am – 10:00 am

ALCA is pleased to provide to you, as a full conference registrant, the following complimentary conference materials. Simply stop by the ALCA registration desk to redeem your conference binder ticket.

Sponsored by: TEXTRON GOLF, TURF & SPECIALTY PRODUCTS

Husqvarna

STIHL

Bayer

ADMITTANCE TO FUNCTIONS
Please wear your badge at all times. Tickets for the Pre-Conference Seminars, Tour, Breakfast with Champions, and the Awards Banquet will be collected at each event. Tickets for these optional events are available at the ALCA Registration Desk. Be sure to purchase your tickets early, as our events sell out quickly. Please note that registrants from all three participating associations (ALCA, PLCAA and PGMS) may gain admittance into any ALCA educational session during the conference, as well as access to the ALCA Resource Room.

GIC RESOURCE ROOM: Tampa Marriott Waterside, Meeting Rooms 3 & 4

PLANTAMERICA.

The Green Industry Conference Resource Room features cutting-edge publications and videos, including the recently updated *Operating Cost Study*, the "Straight Talk on Careers in the Landscape Industry" employee recruiting and career brochure, and the new "Landscape Construction Equipment" videos. Plus, don't miss the opportunity to learn from your peers. View business forms, marketing materials and more, donated by leading landscape companies across the country. Or take the materials home on CD by purchasing the newly revised Landscape Contracting Forms IV CD. Also pick up your copy of the new Facility Tour 2001 CD, with its invaluable ideas and insights to improve your company's operations.

For a wealth of information and ideas, visit **ALCA's Resource Room** during the following times:

Saturday	10:00 am – 6:00 pm
Sunday	8:00 am – 12:00 noon
Monday	8:00 am – 10:00 am
Tuesday	8:00 am – 10:00 am

CASSETTE SALES
Cassette tapes for most educational sessions are available for sale by Chesapeake Communications located in the Tampa Convention Center.

PUBLICATION DISCOUNTS!
Come by the ALCA booth to learn about the special conference discounts on ALCA publication orders that are placed during the trade show. Special discounts apply for many publications, including marketing materials to help your business become more profitable and successful! Free luggage tags will be available!

ALCA BOOTH NUMBER: 2610 (Association Plaza)
Visit us at the ALCA Booth, located in the Ballroom on the lower level of the Tampa Convention Center, to learn more about ALCA, view sample publications, and chat with ALCA staff.

CNA BOOTH NUMBERS: 2613 and 2615
Please be sure to inquire about the ALCA endorsed insurance programs through the CNA Insurance Companies.

TWIN NETWORK and WIN!

- Come by the ALCA registration area and pick up your FREE Twin number sticker.
- Find your "Twin" with the same number.
- Visit the GIC Resource Room with your Twin to receive your prize.

You and your Twin are then eligible to enter the GRAND PRIZE DRAWING:

- Grand Prize ($2,000 value) – (1) Executive Forum Registration, (1) Round-trip airfare to Cancun
- 2nd Place ($1,000 value) – (2) Executive Forum Registrations
- 3rd Place ($500 value) – (1) Executive Forum Registration

You need not be present to win. Grand prizes will be announced at the ALCA Booth in the Trade Show hall on Tuesday, November 13th at 1:00 pm. Contest open to all ALCA, PLCCA, and PGMS conference registrants.

PT 02675

Conference Program

FRIDAY, NOVEMBER 9, 2001

Note: Each hour of education that you attend at this event qualifies for one continuing education credit to be applied toward ALCA recertification.

12:30 pm – 6:30 pm
LANDSCAPE FACILITY TOUR (OPTIONAL)

Exterior Facility Tour:
Phillips Environmental Services, Inc., Largo, FL
TruGreen LandCare, Tampa, FL

Interior Facility Tour:
Rentokil, Inc., - Tropical Plant Services, Largo, FL

Expand your knowledge with ideas and insights gleaned from projects and facilities seen firsthand in the Tampa area. You will come away with numerous ideas you can immediately implement. Limited participation – register early to ensure attendance!

Buses will begin loading at 12:00 noon from the Tampa Marriott Waterside.

6:30 pm – 8:30 pm
ALCA WELCOME RECEPTION and ALCA Educational Foundation Raffle
Grand Salons A – E, Tampa Marriott Waterside

Sponsored by: CNA

Catch up with old friends and meet new acquaintances at the first networking event of the Conference. Support the ALCA Educational Foundation by participating in the exciting raffle. Prizes include a Dingo donated by The Toro Company, a NASCAR weekend for four donated by Husqvarna, and an exotic vacation trip for two to Cancun, Mexico, donated by Travel Worldwide Network.

To purchase raffle tickets, please visit the ALCA Registration Desk at the Tampa Marriott Waterside.

SATURDAY, NOVEMBER 10, 2001

7:30 am – 2:00 pm
ALCA CERTIFICATION EXAM
Meeting Room 7, Tampa Marriott Waterside

Note: Preregistration for the exam must have been received by the ALCA Office. If you are interested in certification information for a later test date, please stop by the GIC Resource Room or the ALCA Booth at the Green Industry Expo.

8:00 am – 11:30 am
OPTIONAL SEMINAR
Florida Salons I – IV, Tampa Marriott Waterside
"Managing a Successful Design/Build Landscape Company"
Speaker: Joe Skelton, ASLA, Roswell, GA

Sponsored by: BLUEBIRD

8:00 am – 11:30 am
OPTIONAL SEMINAR
Grand Salons G – J, Tampa Marriott Waterside
"The Joy of Selling"
Speaker: Clifton Pieters, Tom James Company, Portland, OR

8:00 am – 11:30 am
OPTIONAL SEMINAR
Meeting Rooms 8 – 10, Tampa Marriott Waterside
"Hire the Best, Fire the Rest, and Stay Out of Court"
Speaker: Hunter Lott, Encore Information Network, Lawrence, KS

Sponsored by: MARA

8:00 am – 11:30 am
OPTIONAL SEMINAR
Florida Salons V and VI, Tampa Marriott Waterside
"The PRO Training Challenge"
Speaker: Jim Paluch, JP Horizons, Inc., Painesville, OH

Sponsored by: **shindaiwa**

8:00 am – 11:30 am
OPTIONAL SEMINAR
Grand Salons A – D, Tampa Marriott Waterside
"Creating and Maintaining Successful Maintenance Systems"
Speaker: Jack Mattingly, Mattingly Associates, Woodstock, GA

8:00 am – 11:30 am
OPTIONAL SEMINAR
Meeting Room 12, Tampa Marriott Waterside
"Pricing Interiorscapes for Profit"
Soeaker: Barbara Helfman, CLP, TOPsiders, Inc., Cincinnati, OH

8:00 am – 6:00 pm
GIC Resource Room Open
Meeting Rooms 3 – 4, Tampa Marriott Waterside

PT 02676

Conference Program

1:30 pm – 3:30 pm
ALCA KEYNOTE
Grand Ballroom, Tampa Marriott Waterside
"Get Results, Not Excuses"
Speaker: James M. Bleech, Leadership Development Center, Jacksonville, FL

Sponsored by: POWER HOUSE EQUIPMENT

3:45 pm – 5:30 pm
CONCURRENT SESSIONS

1. Financial/Business
Florida Salons I – IV, Tampa Marriott Waterside
"Financial Gauges for the Landscape Contractor"
Speaker: Frank Ross, Ross-Payne & Associates, Inc., Barrington, IL

2. Sales/Customer Service
Grand Salons G – J, Tampa Marriott Waterside
"Managing Customer Relationships"
Moderator: Peter Howe, CLP, Engledow Group, Carmel, IN
Panel: Debbie Wolfe, Engledow Group, Carmel, IN; Maureen Connolly, CLT, KEI, Cudahy, WI; Susan Sadler, CLT, Plantscapers, Hewitt, TX; Randy Wilson, Rood Landscape Company, Inc., Tequesta, FL

3. Human Resources
Meeting Rooms 8 – 10, Tampa Marriott Waterside
"The New Supervisors Workshop"
Speaker: Hunter Lott, Encore Information Network, Lawrence, KS

4. Leadership Development
Florida Salons V – VI, Tampa Marriott Waterside
"Secrets of Champion Communicators"
Speaker: Jim Paluch, JP Horizons, Inc., Painesville, OH

5. Exterior Landscape Specific
Grand Salons A – D, Tampa Marriott Waterside
"Off-Season Work – Planning and Preparing"
Moderator: Glenn Jacobsen, CLP, Jacobsen Landscape Design & Construction, Midland Park, NJ
Panel: Frank Mariani, Mariani Landscape, Lake Bluff, IL; Tom Davis, Bozzuto Landscaping Company, Laurel, MD; John Wheeler, CCLP, Wheeler Landscaping, Inc., Chagrin Falls, OH

6. Interior Landscape Specific
Meeting Room 12, Tampa Marriott Waterside
"Is It Alive?"
Speakers: Matt Shooner and M.J. Gilhooley, Focal Point Communications, Cincinnati, OH

FocalPoint

6:00 pm – 7:30 pm
ALCA Student/Contractor Networking Reception
Grand Salons G - J, Tampa Marriott Waterside
**This event welcomes those students, faculty, and contractors who participated in the ALCA Student Grant Program. For information about this program, please visit the Resource Room or the ALCA Booth.*

5:30 pm – 6:30 pm
ALCA One-on-One Mentor Reception
Meeting Rooms 5 –6, Tampa Marriott Waterside
**This reception is by invitation only.*

5:30 pm – 7:30 pm
Pros in Green Industry Cocktail Reception
Meeting Room 11, Tampa Marriott Waterside
**Tickets are $25 and available at the door.*

7:30 pm – 11:00 pm
Green Room Nightclub (Optional)
Grand Ballroom, Tampa Marriott Waterside
**Tickets are available at the ALCA registration desk.*

include.com

SUNDAY, NOVEMBER 11, 2001

7:00 am – 8:15 am
BREAKFAST WITH CHAMPIONS (Optional)
Grand Ballroom, Tampa Marriott Waterside
Limited attendance – register early!

C.O.M.P.A.S.S. SYSTEM, INC.

8:00 am – 12:00 pm
GIC Resource Room Open
Meeting Rooms 3 & 4, Tampa Marriott Waterside

8:30 am – 10:00 am
CONCURRENT SESSIONS

Financial/Business
Florida Salons I – IV, Tampa Marriott Waterside
"Getting the Right Price for Your Services"
Speaker: Frank Ross, Ross-Payne & Associates, Inc., Barrington, IL

Sponsored by: STIHL

Conference Program

2. Sales/Customer Service
Grand Salons G – J, Tampa Marriott Waterside
"Grow Your Business: Prepare a Sales and Marketing Plan"
Speaker: Ed Laflamme, CCLP, Grass Roots Consulting, Norwalk, CT

Sponsored by: STIHL®

3. Human Resources
Meeting Rooms 8 – 10, Tampa Marriott Waterside
"Coaching Employees for Peak Performance"
Speaker: James M. Bleech, Leadership Development Center, Jacksonville, FL

Sponsored by: STIHL®

4. Leadership Development
Florida Salons V – VI, Tampa Marriott Waterside
"Creating Leaders"
Speaker: Daryl Pichan, Kraft Associates/ODA, Inc., Rochester, NY

Sponsored by: STIHL®

5. Exterior Landscape Specific
Grand Salons A – D, Tampa Marriott Waterside
"Design/Build – A 'Sane' Approach" (Part 1)
Speaker: Gary Kinman, CLP, Kinman Associates, Inc., Dublin, OH

Sponsored by: STIHL®

6. Interior Landscape Specific
Meeting Room 12, Tampa Marriott Waterside
"Holiday Decorating: What's Hot and What's Not! Earn Your 'Masters Degree' in Ho, Ho, Ho!"
Speaker: Karin Senneff, Plant Interscapes, Inc., San Antonio, TX

Sponsored by: STIHL®

10:15 am – 12:00 noon
CONCURRENT SESSIONS

1. Financial/Business
Florida Salons I – IV, Tampa Marriott Waterside
"High Profit Firms: How Do they Do It?"
Speaker: Kevin Kehoe, Kevin Kehoe & Company, Laguna Niguel, CA

2. Sales/Customer Service
Grand Salons G – J, Tampa Marriott Waterside
"Sales That Make $$ – Selling Commercial Accounts"
Moderator: Joe Burns, Color Burst, Atlanta, GA
Panel: Bart Parker, The Morrell Group, a Division of Omni Facility Services, Atlanta, GA; Rick Doesburg, CCLP, Thornton Landscape, Inc., Maineville, OH; Jeff Sebert, Sebert Landscaping, Inc., Bartlett, IL

3. Human Resources
Meeting Rooms 8 – 10, Tampa Marriott Waterside
"Incentives Work!"
Moderator: Ed Laflamme, CCLP, Grass Roots Consulting, Norwalk, CT
Panel: Steve Glover, CLP, Symbiot Business Group, Salt Lake City, UT; Frank Carver, Carver's Lawn & Landscaping, Inc. and COMPASS System, Inc., New Castle, DE; Mike Russo, CLP, Russo Lawn & Landscape, Windsor Locks, CT; Bruce Wilson, Green2GO, Lauderdale Lakes, FL

4. Leadership Development
Florida Salons V – VI, Tampa Marriott Waterside
"Moving Your Company to the Next Level"
Speaker: Daryl Pichan, Kraft Associates/ODA, Inc., Rochester, NY

Sponsored by: Fiskars

5. Exterior Landscape Specific
Grand Salons A – D, Tampa Marriott Waterside
"Design/Build – A 'Sane' Approach" (Part 2)
Speaker: Gary Kinman, CLP, Kinman Associates, Inc., Dublin, OH

Sponsored by: Visual Impact Imaging

Interior Landscape Specific
Meeting Room 12, Tampa Marriott Waterside
"Selling Interior Landscape Services"
Moderator: William Braid, W. Braid Ltd., Herefordshire, England
Panel: Cindy Peterson, CCLP, McCaren Designs, Inc., Saint Paul, MN; Keith Kirkham, PHS Greenleaf, London, England; Gary Mangum, CLP, Premiere Plantscapes, Inc., Burtonsville, MD; Benoit Pelleriaux, Any Green, Belgium

:30 pm – 7:00 pm
ALCA CERTIFICATION EXAM
Meeting Room 7, Tampa Marriott Waterside
Note: Preregistration for the exam must have been received by the ALCA Office. If you are interested in certification information for a later test date, please stop by the GIC Resource Room or the ALCA Booth at the Green Industry Expo.

:30 pm – 2:00 pm
LUNCH AT THE GIE PRODUCT FIELD DAY
Florida State Fairgrounds
Buses will load from the Tampa Convention Center

1:00 pm – 5:00 pm
GIE PRODUCT FIELD DAY
Florida State Fairgrounds

PT 02678

5:00 pm – 6:00 pm
Faculty Forum
Meeting Room 5, Tampa Marriott Waterside

5:30 pm – 7:30 pm
ALCA New Member Focus Group
Grand Salons G – J, Tampa Marriott Waterside
*This event is by invitation only.

MONDAY, NOVEMBER 12, 2001

7:00 am – 8:15 am
BREAKFAST WITH CHAMPIONS (Optional)
Grand Ballroom, Tampa Marriott Waterside
Limited attendance – register early!

Sponsored by: FINN CORPORATION

8:00 am – 10:00 am
GIC Resource Room Open
Meeting Rooms 3 & 4, Tampa Marriott Waterside

8:30 am – 10:00 am
CONCURRENT SESSIONS

1. Financial/Business
Florida Salons I – IV, Tampa Marriott Waterside
"Planning for a High Profit Year"
Speaker: Kevin Kehoe, Kevin Kehoe & Company, Laguna Niguel, CA

2. Sales/Customer Service
Grand Salons G – J, Tampa Marriott Waterside
"Effective Presentations"
Moderator: Jud Griggs, CLP, Smallwood Design Group/Smallwood Landscape, Inc., Naples, FL
Panel: Charlie Bowers, Garden Gate Landscaping, Silver Spring, MD; Cindy Peterson, CCLP, McCaren Designs, Inc., Saint Paul, MN; Caroline Puller, Plant Interscapes, Inc., San Antonio, TX

3. Human Resources
Meeting Rooms 8 – 10, Tampa Marriott Waterside
"Developing Hispanic Leaders"
Speaker: Angelo Mino, Summit Consulting, Lenexa, KS

Sponsored by: shindaiwa

4. Leadership Development
Florida Salons V – VI, Tampa Marriott Waterside
"Creating a Culture of Success"
Speaker: David Minor, Texas Christian University, Fort Worth, TX

5. Exterior Landscape Specific
Grand Salons A – D, Tampa Marriott Waterside
"Secrets of Successful and Profitable Project Management"
Moderator: Glenn Jacobsen, CLP, Jacobsen Landscape Design & Construction, Midland Park, NJ
Panel: Jody Shilan and Jim Van Heemst, Jacobsen Landscape Design & Construction, Midland Park, NJ

Sponsored by: J.THOMAS

6. Interior Landscape Specific
Meeting Room 12, Tampa Marriott Waterside
"Plants At Work – Putting the Initiative to Work in Your Local Market"
Speakers: Matt Shooner and M.J. Gilhooley, Focal Point Communications, Cincinnati, OH; McRae Anderson, CLP, McCaren Designs, Inc., Saint Paul, MN

10:00 am – 4:00 pm
GREEN INDUSTRY EXPO

6:00 pm – 10:30 pm
ALCA AWARDS RECEPTION AND BANQUET (Optional)
Grand Ballroom, Tampa Marriott Waterside
Join us in celebrating this year's Environmental Improvement Award and Safety Award recipients.
To purchase tickets, please visit the ALCA registration desk.

Reception Sponsored by: Husqvarna

Host Sponsored by: TORO

Evening Program Sponsored by: LOWE'S

TUESDAY, NOVEMBER 13, 2001

GREEN TEAM DAY

7:00 am – 8:15 am
BREAKFAST WITH CHAMPIONS (Optional)
Grand Ballroom, Tampa Marriott Waterside
Limited attendance – register early!

Sponsored by: CLIP

8:00 am – 10:00 am
GIC Resource Room Open
Meeting Rooms 3 & 4, Tampa Marriott Waterside

Conference Program

8:30 am – 10:00 am
CONCURRENT SESSIONS

1. Financial/Business
Florida Salons I – IV, Tampa Marriott Waterside
"Power Up Profits with Open Book Management"
Moderator: Dan Foley, CLP, D. Foley Landscape, Inc., Walpole, MA
Panel: Connie Balint, CLP, Buckingham Greenery, Inc., Buckingham, VA; Nick DiBenedetto, CLP, N. D. Landscaping, Inc., Topsfield, MA; Wayne Richards, CCLP, Cagwin & Dorward, Novato, CA

2. Sales/Customer Service
Grand Salons G – J, Tampa Marriott Waterside
"Service Your Customers with Upsells!"
Moderator: Mike Rorie, Groundmasters, Inc., Cincinnati, OH
Panel: Dennis Smith, TruGreen LandCare, Orlando, FL; Craig Sieber, The Brickman Group, Bridgewater, NJ

3. Human Resources
Meeting Rooms 8 – 10, Tampa Marriott Waterside
"Working Together: Cultural Differences Between the Hispanic/Anglo Workforce"
Speaker: Angelo Mino, Summit Consulting, Lenexa, KS

4. Leadership Development
Florida Salons V – VI, Tampa Marriott Waterside
"Increase Your Earning with a Lesson in Learning"
Speakers: Bill Arman, Environmental Industries, Inc., Calabasas, CA; Lillian Pinkus, North Haven Gardens, an Environmental Industries, Inc. Company, Dallas, TX

5. Exterior Landscape Specific
Grand Salons A – D, Tampa Marriott Waterside
"Making Snow Plowing Profitable"
Speaker: John Allin, CLP, Allin Companies, Erie, PA

J.THOMAS

6. Interior Landscape Specific
Meeting Room 12, Tampa Marriott Waterside
"The Balancing Act"
Speaker: Kathy Johnson, CLP, CLT, Environmental Care, Inc., Houston, TX

FMI

9:00 am – 2:00 pm
GREEN INDUSTRY EXPO

GIE

2:00 pm – 3:30 pm
GIE GENERAL SESSION
Tampa Convention Center
"Dealing with Risk"
Speaker: Peter Schutz, Harris & Schutz, Inc., Naples, FL

ALCA Conference Speakers

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PT 02680

ALCA Conference Speakers

ALCA Conference Speakers

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MARK YOUR CALENDAR TO ATTEND!

2002 MASTERS IN MANAGEMENT
January 11–12, 2002
Embassy Suites Hotel
Dallas, TX

2002 ALCA EXECUTIVE FORUM
February 7–10, 2002
J. W. Marriott
Cancun, Mexico

2002 ALCA STUDENT CAREER DAYS
March 21–24 2002
Illinois Central College
East Peoria, IL

GREEN INDUSTRY CONFERENCE
November 12–17, 2002
Opryland Hotel
Nashville, TN

PT 02681

Our fertilizer comes with a built-in insurance policy.

UHS Signature Brand Fertilizers with Prospect® Plus not only provide quality nutrients, they also work to:

- Help turf establish or withstand environmental stresses
- Develop a more fibrous, extensive root system
- Enhance early plant growth and vigor
- Build greater shoot mass
- Increase uptake of soil nutrients and moisture
- Increase photosynthesis

UHS Signature Brand Fertilizers with Prospect® Plus have been impregnated with a proprietary nutrient solution that has shown a remarkable ability to improve vigor, quality and stress tolerance in turf, trees and ornamentals. The patented additive in Prospect® Plus has been tested extensively on many crops, including turf, in laboratory, greenhouse and field studies in the United States and several other countries.

PROSPECT PLUS

Those studies have consistently shown a positive effect on early plant growth and development and with mature plants under stress. Sod farms results show that turf can be harvested earlier due to increased root mass and quicker establishment from seed or sprigs. Mature turf has greater root mass with a noted "tighter" visual appearance and less susceptibility to stress.

The same benefits can be found in Prospect®, a liquid micro-nutrient for foliar application or for use in fertigation systems.

United Horticultural Supply

Find out more at Booth 1045 or visit us at www.uhsonline.com

Signature

President's Welcome

PLCAA

PLCAA Green Industry Conference & GIE

Dear Colleagues:

Let me be the first to congratulate and welcome you. I am truly impressed and honored that you took time out of your busy schedules to be a part of the reen Industry's top event here in the beautiful Tampa Bay area. I applaud your decision and commitment to professionalism. If you're here, you're serious about success.

Now...enjoy the show. Prepare to be impressed by a program that was built around your needs, your business, and your growth. Your peers on the Education/Conference Committee played key roles in putting together PLCAA's Green Industry Conference for your benefit. Many thanks to Conference Committee Chair Dr. Chuck Darrah and Education Committee Chair Ewald Altstadt for their time and effort in selecting topics and speakers.

As GIE show management, PLCAA has also worked hard to draw leading companies to the trade show and the Product Field Day. These vendors offer a range of products and services to help you run your business as smoothly and efficiently as possible. Walk the show floor, compare the merchandise and try out the equipment at the popular Field Day. A list of exhibitors and booth numbers is included in this show guide.

Follow this guide for all the information you need on sessions, events, roundtables, exhibits, and more—including PLCAA's exciting Live Auction on Sunday evening. The PLCAA Board and staff are on-hand to assist you and answer any questions. Don't forget to visit PLCAA Booth #2810 on Monday and Tuesday for a variety of products and services.

Let me also congratulate incoming PLCAA President Bill Hoopes who will take over his duties at our Annual Meeting & Dinner Saturday night at the Hyatt Regency.

I've enjoyed serving as your president and wish you the best of success in all your endeavors.

Again, thank you for attending and have a great time!

Sincerely,

Michael Kernaghan, 2001 PLCAA President
Chief Operating Officer, Weed Man
Mississauga, Ontario, Canada

About PLCAA

PLCAA

20-Plus Years of Growing Leaders
The Professional Lawn Care Association of America is in the business of "Growing Leaders" in the lawn and landscape industry worldwide. Education, public outreach and issues management are the Association's hallmarks. As a professional resource, PLCAA offers many benefits including:

PLCAA

- Year-Round Business, Legislative, Legal and Technical Advice.
- 1-800 Resource Hotline & Web Site.
- Industry Certifications—Turfgrass Management and Landscape Tree & Shrub Maintenance.
- Comprehensive Benefits Package Including Insurance & Retirement Planning.
- Legislative Representation at the State & National Level.
- Active Public Awareness Campaigns & Customer Brochures.
- Much, much more...

Interested in joining PLCAA? Stop by PLCAA Booth #2810 for membership specials.

2001 BOARD OF DIRECTORS

Officers
President Michael Kernaghan, Weed Man
President-Elect Bill Hoopes, Scotts LawnService
Vice President Jon Cundiff, Turf's Up Lawn Service
Secretary/Treasurer Chuck McIntire, TurfPride, Inc.
Immediate Past President Jerry Grossi, Arborlawn, Inc.
Legal Counsel
Richard Lehr, Lehr, Middlebrooks, Price & Proctor, PC

Directors
Ewald Altstadt, Lawn Doctor, Inc.
David Armitage, Centex Hometeam Lawn Care
John Bass, Lawn Master, Inc.
Rick Beard, Massey Services, Inc.
Jim Campanella, The Lawn Dawg
Dan A. Cheslock, Mountaineer Lawn Care, Inc.
Douglas E. Hague, Lawn Classics, Inc.
Charles King, King Green, Inc.
Louis Kobus, Jr., Village Turf, Inc.

Associate Directors
Mike Dietrich, Lesco, Inc.
Ron Johnson, Syngenta Turf & Ornamentals
Gilbert Pena, John Deere, Inc.

General Information

PLCAA

PLCAA Registration Schedule:
Saturday, November 10
7:30 a.m.-5 p.m., Convention Center
Sunday, November 11
6:30 a.m.-2 p.m., Convention Center
Auction Registration: Sunday, 5:30-6 p.m., Hyatt Regency
Monday, November 12
6:30 a.m.-4 p.m., Convention Center
Tuesday, November 13
6:30 a.m.-Noon, Convention Center

Shuttle Service/Transportation
Beginning Saturday, continuous round-trip bus service is provided daily between the Hyatt Regency, Holiday Inn City Centre, Marriott Waterside, Radisson Riverwalk, Wyndham Harbour Island Hotel and the Tampa Convention Center. Shuttle service is also provided from Noon to 5 p.m. on Sunday to the Product Field Day at the Florida State Fairgrounds. For detailed shuttle service information, see the GIE section of this directory.

PRIZES
Five $100 Grand Prize Drawings! GIE cash prize opportunities are available Tuesday from Noon to 2 p.m. each half-hour on the trade show floor. See the GIE section of this directory for prize drawing details!

Earn Your Certification
Impress your customers by enrolling in PLCAA's two national home-study programs. PLCAA offers two certifications—the CTP (Certified Turfgrass Professional) designation through the University of Georgia and the COLP (Certified Ornamental Landscape Professional) designation. Stop by PLCAA's booth #2810 for details.

Session Audio Tape Sales
Tapes of most sessions will be on sale during the conference through Chesapeake Communications at a service desk located on the Ballroom Level.

PLCAA CONFERENCE NOTEBOOKS
Sponsor:
pbi/gordon corporation
An Employee Owned Company

BADGE HOLDERS
Sponsor:
Bayer

PT 02683

FRIDAY, NOVEMBER 9

7 a.m.
Golf—Walden Lake Golf & Country Club (Ticketed Event)
Bus departs from Hyatt Regency
Sponsors:

Bus: Bayer *Hole-in-One:* nu-gro

Beverage Cart: BASF *Longest Drive:* chipco Professional Products *Closest-to-Pin:* BASF

7:30-11:30 a.m.
Sports Turf Tour (Ticketed Event)
Raymond James Stadium & Legends Field
Bus departs from Hyatt Regency
Sponsor: chipco Professional Products

6-7 p.m.
Hospitality Hour
Hyatt Regency – City Center Cafe

Enjoy chips & dips, and cash bar.

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8 a.m.-12:30 p .m.
(Ticketed Events)
Convention Center
Pesticide recertification credits have been applied for—call PLCAA for details. A detailed sheet of credits will be available onsite.

Room 22

Tim Murphy, University of Georgia

Ken Kuhl, Florida Department of Agriculture

Beverly Sparks, University of Georgia

Room 24

Dave Shetlar, Ohio State University

Bal Rao, Davey Institute

Robert E. Partyka, Ph.D., Plants & Me

1:30-5 p.m.

Convention Center

Dan Webster, Training Associates *Room 16*

It's just not true that you have to be a professional to effectively motivate employees! Come to this workshop and take home a simple process that all managers and key staff members can use to make a measurable difference in just **ONE WEEK.**
Come and see for yourself.
Sponsor: LESCO

Angela Bendorf Jamison, Communicopia Marketing Services, Inc. *Room 14*

It's natural to feel apprehensive when you've got to make a presentation to community groups, the media, elected officials or even within your own company. Learn tips, tools and techniques on how to become more motivated and confident in your presentation skills.
Sponsor: LESCO

5:30-6:30 p.m.

Hyatt Regency—Esplanade Suite

Get to know PLCAA—social event for new members and guests with complimentary beverages and snacks!
Sponsor: Bayer

6:30-10 p.m.
(Ticketed Event)
Hyatt Regency—Regency Ballroom

PLCAA salutes its members and guests with fine food and good times. Important awards will be presented, leaders recognized, and officers and directors announced.
Sponsor: syngenta

SUNDAY, NOVEMBER 11

7-8:15 a.m.
Power Breakfast Roundtables
Convention Center—Rotunda

Free to conference registrants! Over 30 business and industry hot topics served with a breakfast buffet over three mornings. Arrive on time—Roundtables fill up quickly.
Sponsor: Husqvarna

8:30-10 a.m.
Concurrent Sessions
Convention Center

▲ New Weed and Insect Control Technology
Dave Shetlar, Ohio State University and
Tim Murphy, University of Georgia *Room 18*

Are you aware of the most current herbicides and insecticides available today? No? You can be if you attend this session and learn not only about the new but also the tried-and-true products that control the weeds and pests in turfgrasses.

▲ Do You Know What Your Customers Really Expect?
Fred Whitford, Purdue University *Room 20*

Do you know what your customers really expect from you? If not, don't miss this session. Hear first-hand accounts of what actual customers believe about the lawn care industry and leave with a better understanding of their needs. Avoid misunderstandings! Keep your customers happy!

▲ Workers' Compensation Claims Management
Steve Brandon, Lehr, Middlebrooks, Price & Proctor *Room 22*

Learn how to get a handle on workers' compensation claims and claimants. Topics that will be be covered include directing medical care and treatment, the provision of light duty, return-to-work issues under the ADA and FMLA, smart use of your insurance carrier and/or third party administrator, and what to do in cases of suspected fraud.

STOP BY:
PLCAA Booth #2810

Conference Program PLCAA

▲ Estimating for Landscape Contractors (Part 1)
Jim Huston, Smith Huston, Inc. *Room 24*

Discover the pros and cons of each of the five most common methods of estimating. In addition, you'll be provided with a detailed explanation of the key principles including the estimating budget process; calculating and controlling equipment costs; calculating labor burden and average wages; measuring, allocating, and controlling overhead costs; reviewing a bid; determining general conditions costs in a bid; and much more.

10:15 a.m.-Noon
Concurrent Sessions
Convention Center

▲ Interviews Result in Bad Hiring Decisions
Dan Webster, Training Associates *Room 18*

Face-to-face interviews are the toughest part of the hiring process. Too many supervisors lose high potential candidates, or hire the wrong person, because they have not learned the basic principles of effective interviewing. This session will provide proven, basic and practical information and techniques you can begin using in your very next interview.

▲ Using Your Financial Statements in the Effective Management of Your Business
Bob West, Sr., West & Company *Room 20*

Your banker is probably the only person to review your balance sheet while your accountant is probably the only one to *analyze* your income statement. Pair these two documents up and they can also tell *you* a great deal about how *efficiently* your business is operating. This program will help you understand how you can use basic financial statements to better manage your business.

▲ Sales—It's Everybody's Job
Dave Newman, Lawn Doctor and
Jim Campanella, The Lawn Dawg *Room 22*

Learn how to create a Sales R Us atmosphere for your business, by making everyone in your organization a salesperson. Learn how to cultivate selling skills in employees who don't normally think of themselves as salespeople. We'll discuss how to identify all possible opportunities for sales and how to define each employee's role in the sales process.

▲ Estimating for Landscape Contractors (Part 2)
Jim Huston, Smith Huston, Inc. *Room 24*

PT 02685

Noon-4:30 p.m. (Lunch: Noon-2:30 p.m.)
GIE Product Field Day
Florida State Fairgrounds

See GIE section of this pocket guide for shuttle bus information.

5:30-7:30 p.m.
Live Auction
Hyatt Regency—Regency Ballroom

Have fun and bid for top products with auctioneer **Harry Collins**! Registration opens at 5:30 p.m. and the auction begins at 6 p.m.

MONDAY, NOVEMBER 12

7-8:15 a.m.
Power Breakfast Roundtables
Convention Center—Rotunda
Sponsor: Bayer

8:30-10 a.m.
Concurrent Sessions
Convention Center

▲ Ten Reasons Why I Won't Work For You
Bill Hoopes, Scotts LawnService *Room 18*

One of the best ways to limit turnover is to focus on the most common causes. This upbeat presentation will provide practical strategies any small business person can begin using immediately. Ideas and concepts you will hear about have been time-tested and proven in our industry.

▲ Awesome, You're Upset! Strategies to Handle Customers' Tragedies
Jim Paluch, JP Horizons Inc. *Room 20*

You aren't on site as promised... the customer discovers damaged plant material... an employee is less than professional... equipment breaks down... crew members don't show up for work... it's raining... all of these things and hundreds of others are to you, just the challenges of the business, but to your customers they are TRAGEDIES! Join Jim Paluch, a top industry trainer and speaker, as he helps you develop your strategy for handling upset customers in the future.
Sponsor: Dow AgroSciences

Conference Program PLCAA

▲ How New Pesticide Products Will Change Your Business
Joe DiPaola, Syngenta *Room 22*

The loss of almost entire classes of pesticides because of their chemistry and :tion will surely impact what tools we have left to control pests. Will today's :peline products and chemistries fill the void? Will application timing and techniques be changing? Can they be as effective? Will they have as broad-spectrum control and will they have to be applied differently?

▲ Winning the Recruiting Game
Bill Arman, Environmental Industries *Room 24*

In a marketplace with record low unemployment, one of the greatest keys to successful recruitment is identifying and attracting what talent exists. In this upbeat session, learn how to prevail in today's war for talent by creating and implementing a plan that focuses on "fit" rather than on availability. Don't miss this fantastic opportunity to learn the winning ways of recruiting!

10 a.m.-4 p.m.
GIE Trade Show
Convention Center
Stop by PLCAA Booth #2810

4 p.m.-6 p.m.
Special Town Hall Meeting
"Business Survival Strategies During a National Crisis"
Convention Center *Room 22*

My Top Reasons For Attending PLCAA's Conference & GIE:

1. Power Breakfast Roundtables
2. Trade Show
3. Educational Sessions
4. Networking Opportunities

—Tim Doppel, Atwood LawnCare, Inc. Sterling Heights, Michigan

PT 02686

TUESDAY, NOVEMBER 13

GREEN GIE TEAM DAY
Dedicated to the Lawn & Landscape Employee

7-8:15 a.m.
Power Breakfast Roundtables
Convention Center—Rotunda
Sponsor: **CLC LABS®**

8:30-10 a.m.
Concurrent Sessions
Convention Center

▲ Five Key Principles of Professional Lawn Care
Barry Troutman, Environmental Care, Inc. *Room 18*

Lawn Care Services focus on lawns, while Lawn Care Professionals focus on people and building lasting relationships with their customers. The difference between the two is often how they approach problems or even what problems they choose to solve. Learn the five principles of Professional Lawn Care that will help you approach problems systematically.

▲ It Takes More Than Turf Skills
Ken Hutcheson, U.S. Lawns *Room 20*

In this session we'll discuss issues that impact developing, growing, and protecting your company's assets—including your equipment, customers, and employees. We'll also explore important information on balance sheet ratios, lease vs. buy decisions, your company's social architecture, and customers' expectations.
Sponsor: **Husqvarna**

▲ Communications and Vehicle Tracking: Finding Your Trucks Before They Get Lost
Kevin Hussey, Nextel; Jim Galligan, Light & Medium Truck Magazine; Dana Irwin, Scotts LawnService and Joe Kucik, Real Green Systems *Room 22*

The ability to track your vehicles and communicate with your crews may be more affordable and beneficial than you think. Don't miss this presentation on vehicle location devices and the latest, low-cost communication systems. This session will include an overview of current communication options, their costs and vehicle tracking/routing systems.

Conference Program PLCAA

▲ Winning Pesticide Exposure Lawsuits
Michael Yarbrough, Frost Brown Todd LLC *Room 24*

Don't be lulled into a sense of security that lawn applications are "safe." Chemical exposure lawsuits, even if scientifically unfounded, can be expensive, time consuming and risky. Learn how to avoid these suits or to win them if they are filed.

9 a.m.-2 p.m.
GIE Trade Show
Convention Center
Stop by PLCAA Booth #2810

Noon-2 p.m.
GIE Cash Prize Drawings
Convention Center
Held each half-hour

"The educational sessions are packed with useful information that I can apply to my business as soon as I return home."
—Jim Campanella
The Lawn Dawg

2-3:30 p.m.
GIE General Session
Convention Center *Rooms 13-16, Ballroom Level*

"Dealing With Risk"
Peter Schutz, Former President and CEO of Porsche AG

How do you become a market leader? According to Schutz, you re-define your expectations of your customers, which involves risk. In this powerful presentation, you'll learn how to manage risk through organizational diversity and how to make your company more effective in times of change.

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To learn more about this dynamic program, contact the Professional Lawn Care Association of America:
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Upcoming Events

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WASHINGTON D.C.

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November 13-17, 2002
23rd Annual
GREEN INDUSTRY CONFERENCE
in conjunction with the
GREEN INDUSTRY EXPO
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PT 02688

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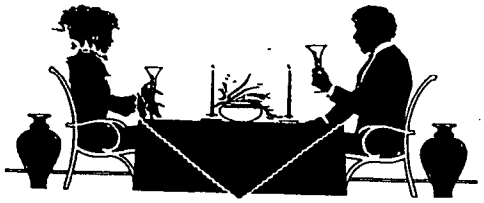
Dining GIE



Tampa offers many opportunities to continue discussions started on the show floor, or to relax after a long day of business. This list of some nearby restaurants is provided to make your visit more enjoyable. To ensure definite seating and prompt service, may we suggest that you take a moment to make reservations.

AMERICAN

Big John's Alabama BBQ, 5707 N. 40th St. (813) 626-9800. One of the Bay Area's oldest barbecue joints in town. The decor is simple, unadorned tables and chairs, nothing fancy. Eat in or take out. The chopped pork sandwiches and rack of ribs are heavenly. The baked beans are rich with a heavy sauce, thick with molasses and just sweet enough. Corn on the cob and coleslaw round out the side orders.

Ashley Street Grille, 200 N. Ashley Dr. (Inside the Radisson, Riverwalk Hotel). (813) 226-4400: Beige interior gently lit with wall-to-ceiling windows, clean lines and modern feel, a chatty crowd relaxed amid elegant vases of fresh roses. The food is sophisticated, but modern and surprising. We offer slightly hot Szechuan duck upon a bed of rice and decorated with crisp veggies. The salads are creative and crisp; the burgers are huge and loaded with bacon and the desserts are perfect. We serve breakfast too.

J Alexander's Restaurant, 913 N. Dale Mabry Hwy. (813) 354-9006. A low-key, low-profile restaurant that offers a relaxing, attractive setting, a skilled, creative kitchen and excellent service. Innovative American cuisine, with a sub-specialty of New Orleans-style dishes. Try the chef's specials, "Seafood La Louis," a hearty plateful of scallops and shrimp on top of pasta, bathed in a hot-spicy, Cajun cream sauce. Save room for dessert! "Very Best Chocolate Cake".

FRENCH

C'est La Vie, 200 E. Madison St. (813) 221-4748. Downtowners enjoy this simple French cafe. The dining room's focal point is its big glassed case displaying all manner of French pastry-breads, tartes, cookies and puddings. Try C'est La Vie for breakfast or order crepes with cafe au lait, a rich French coffee. The salad-Nicoise-a traditional French favorite with cold tuna, tomatoes, potatoes, hard-boiled eggs, olives, green bean and onions is a very good choice for lunch. For dessert, try one of our fruit tartes.

Le Bordeaux, 1502 S. Howard Ave. (813) 254-4387. The menu is handwritten on a blackboard in the native language, detailing the daily list of authentic dishes. Nominated for the best romantic restaurant. Try the baked cocquille of shrimp and sea scallops with three cheeses; mixed winter greens with roasted cashews and raspberry champagne vinaigrette; roast duckling with currant and walnut stuffing in Grand Marnier sauce; mesquite-grilled veal; and stuffed salmon. Try the creme brulee when featured or the Belgian chocolate rum cake with strawberries and Frangelico creme. After dinner, enjoy light jazz in the bistro. Dinner reservations are taken up to about 9:30 pm or so and on the weekend, it stays open until last call. Closed on Mondays.

Mise En Place, 442 W. Kennedy Blvd. (813) 254-5373. The decor is restful. The tables are simple, draped in clean, white linen and set at varying heights to provide a nice view out the big windows. The menu changes daily. The imaginative concoctions include grouper topped with a spicy mango salsa, or rack of lamb bathed in a raspberry-flavored marinade. The grilled salmon is perfectly cooked and drizzled with a delicate cucumber lemon verbena salad bathed in white truffle yogurt sauce. Mise en Place is known for its unusual creativity. The desserts are the best in town. Try the pecan toffee mousse!

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PT 02689

Dining

ITALIAN

Donatello, 232 N. Dale Mabry Hwy. (813) 875-6660. The kind of joint you'd expect to see in a mafia flick. Dark wood and burgundy accented decor. A white baby grand in the smoking lounge. Quiet diners dressed tastefully with understated elegance. Nominated and winner of the Best Italian Food in 2001. Start your meal with a little smoked salmon, carpaccio or some zuppa campagnola--a chicken broth with spinach, cheese and whisked egg. Then move on to one of the many pasta dishes, like tortellini in double cream sauce. Chicken lovers will take to the eggplant and mozzarella version, and beef lovers will enjoy the filet with goose pate.

Rick's Italian Cafe, 214 Davis Island Blvd E. (813) 253-3310. Serves up a great deal on good food away from the loud atmosphere found in most of the larger Italian restaurants. Rick's pizzas are served Neapolitan or Sicilian-style and offer a wide variety of toppings. Be sure to try one of the freshly prepared salads or the antipasto before your pizza. Or try the large portions of baked ziti, veal, chicken or eggplant parmigiana, or spaghetti and sausage. For lunch, be sure to try a hot meatball sandwich with extra tomato sauce.

Iavarone's, 3617 W. Humphrey St. (813) 932-5241. May be off the beaten path, but it's a favorite of the locals. Iavarone's has been serving steaks and Italian specialties since 1948. The menu is moderately priced and offers a wide variety of choices. Try the shrimp piccata, grilled shrimp or Italian sausage for an appetizer. We also serve a wide variety of salads. Try the vine-ripe tomato salad, topped with gorgonzola and a basil vinaigrette. We offer standard steaks, such as filet, Porterhouse, strip and prime rib in addition to grilled chicken, pork chops and fresh fish. For a change of pace, give the sauteed entrees a try. The pastas are simple, but nicely done.

SEAFOOD

The Colonnade, 3401 Bayshore Blvd. (813) 839-7558. The view of Tampa Bay and downtown make the Colonnade a favorite place for watching runners, bikers and roller-bladers on Bayshore Boulevard. On a sunny day you can see the cruise ships leaving port while you're enjoying an early evening dinner. We feature fresh Florida seafood with a few steaks and chicken dishes on the side. The specialty of the house is Grouper, served eight different ways. Choose the combination platter with scallops, crabcakes, shrimp or tilapia if you are having a hard time choosing just one entree. We offer a small selection of pasta with shrimp, scallops, crabmeat or grouper served over linguine or penne pasta. Last but not least, for dessert, try one of the only things on the menu without seafood--the Key lime pie.

Oystercatchers, 6200 W. Courtney Campbell Causeway. (813) 281-9116. The restaurant is decorated with a pretty palette of sandy Florida colors that enhance a classy, but not stuffy, diningroom. It's dressy, but not slavishly so. Upscale, but low-key. The property adjoins a bird sanctuary overlooking Tampa Bay. One of Tampa's best waterfront places. The menu is almost exclusively seafood. The soups are among the best anywhere in Tampa Bay. The salads and breads are always good. Try any of the fish selections sauteed, mesquite-grilled, blackened, poached, or broiled. The fish comes with a choice of four side dishes.

STEAKS

Bern's Steak House, 1208 S. Howard Ave. (813) 251-2421. Luminaries from out-of-town automatically visit Bern's when they visit Tampa. Nominated for Best Steak and Best Dessert. Bern's has maintained its reputation for almost fanatically perfect food and service. Start with one of the 24 varieties of caviar and then move onto a creamy soup served chilled accompanied by garlic toast and crackling, homemade potato chips. Choose anything from a petite, 7-ouncer all the way to a 48-ounce monster served with bright vegetables. Save room for the chocolate Key Lime lasagna or a decadent espresso brownie with macadamia nut ice cream.

Charley's Steakhouse, 4444 W. Cypress St. (813) 353-9706. Formal, fancy and popular. Charley's caters to a big crowd of locals accustomed to being pampered. The restaurant's signature is its huge, wood-burning grill, which leaves a distinctive flavor on the meat, but produces a less crusty exterior than a gas grill. The steaks are fine, but the side dishes are more interesting. Try an appetizer-a portabella mushroom stuffed with creamy spinach filling and a calorific version of peanut butter pie for dessert.

Malios Steak House, 301 S. Dale Mabry Hwy. (813) 879-3233. One of Tampa's premier steakhouses. It resembles more of a European nightclub. The crowd is more mature. Maloios features steak and chateaubriand with a variety of other dishes--pasta, seafood, poultry and meat--all prepared one of seven ways.

Transportation

AIRLINES

Air Canada	Reservations	(800)776-3000
American	Reservations	(800)433-7300
Continental	Reservations	(800)525-0280
Delta	Reservations	(800)221-1212
Northwest	Reservations	(800)225-2525
Southwest	Reservations	(800)435-9792
TWA	Reservations	(800)221-2000
United	Reservations	(800)241-6522
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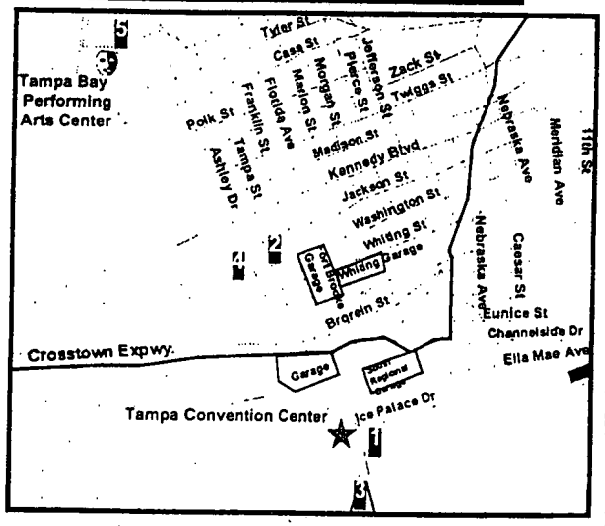
City Map/Hotels

DOWNTOWN TAMPA



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700 South Florida Avenue
Ph: (813) 221-4900 • Fax: (813) 204-6373

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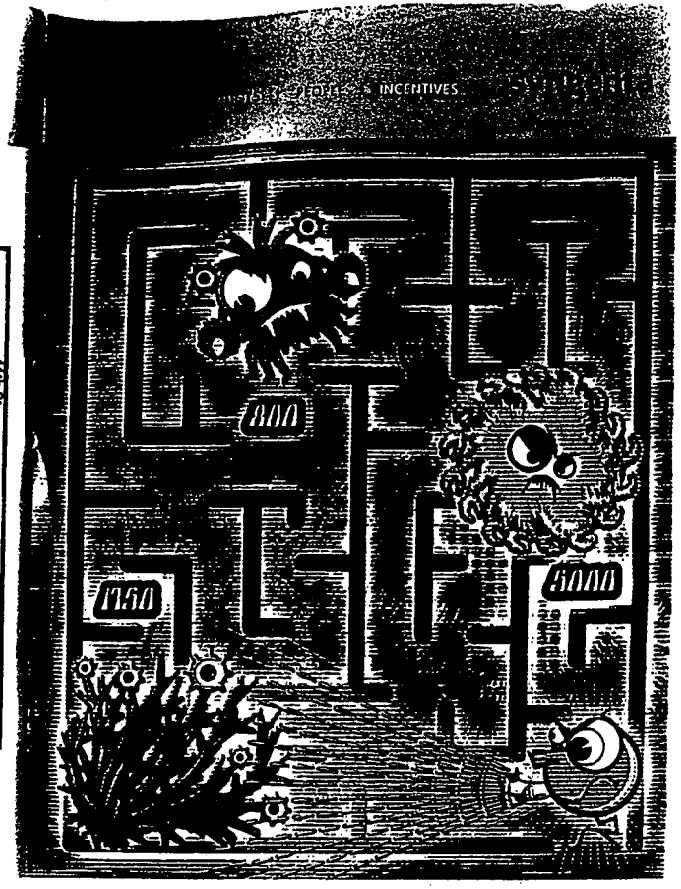
3. WYNDHAM HARBOUR ISLAND HOTEL
725 South Harbour Island Blvd.
Ph: (813) 229-5000 • Fax: (813) 229-5322

4. RADISSON RIVERWALK HOTEL
200 North Ashley Drive
Ph: (813) 223-2222 • Fax: (813) 273-0839

5. HOLIDAY INN CITY CENTRE
111 West Fortune Street
Ph: (813) 223-1351 • Fax: (813) 221-2000



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PT 02691

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 37

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EXHIBIT
ANN M. HOLLAND

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July 7, 2000

Robert Cramer
Pave Tech
PO Box 576
Prior Lake, MN 55372

Dear Robert:

This letter will confirm your space assignment for World of Concrete 2001. Pave Tech will be located in booth #10007, a 20 x 30 square foot space (600 total square feet).

A copy of your contract is enclosed. If you decide to cancel, your payment of $6,300.00 is refundable up to and including July 24, 2000. The final payment of $6,300.00 is due on or before September 1, 2000.

Please review the rules stated in the enclosed Exhibition Rules Book. Pay close attention to the section "Booth Definitions, General Information & Diagrams" and ask your personnel and any subcontractors to become familiar with these rules. Adhering to the rules will help avoid onsite violations which can be difficult and costly to correct.

Thank you for your commitment to World of Concrete 2001. I am confident your participation will prove to be your best marketing decision this year.

If you have any other questions, please give your sales representative, Gordon Gwinn a call at 763-427-2805.

Sincerely,

Maria G. Prior
Exhibits Coordinator

Enclosure

MGP/dz

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INDOOR EXHIBIT SPACE CONTRACT & SPONSORSHIP APPLICATION

(LAS VEGAS CONVENTION CENTER AND MEGASTRUCTURES)

JUN – 9 2000

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Instructions: 1. Before signing please read both sides of this contract.
2. Type or print all information requested. Be sure to include products to be exhibited to avoid competitive conflicts.
3. Return contract with appropriate payment made payable to Hanley-Wood LLC

1. **Exhibiting Firm** *(please print)* PAVE TECH URL www.pavetech.com
Phone (952) 226-6400 FAX (952) 226-6406 E-Mail sales@pavedge.com
Mailing Address PO BOX 576 Street Address *(for UPS shipments)* 15354 FLAG AVENUE
City PRIOR LAKE State/Province MN Country USA Zip 55372

2. **Send promotional material and Exhibitor Service Manual to:**
Name (please print) BOB CRAMER Title FIELD SERVICES MANAGER
Phone (952) 226-6400 FAX (952) 226-6406
Mailing Address PO BOX 576 Street Address *(for UPS shipments)* 15354 FLAG AVENUE
City PRIOR LAKE State/Province MN Country USA Zip 55372

3. **Please check one** ☒ Manufacturer ☐ Exclusive U.S. Distributor ☐ Service Company ☐ Other (description)
If Exclusive U.S. Distributor, for which company(s)? Company Name
City State/Province Country

4. **Products and services to be exhibited** *(Note: Products eligible to be displayed are limited to those the Exhibiting Firm manufactures or those for which it is the exclusive U.S. distributor.)* PAVE EDGE PAVER EDGE RESTRAINT, PROBST TOOLS & EQUIPMENT, PAVECHEM CHEMICAL CLEANERS, SEALERS AND ADHESIVES

5. **Competitors** (Show management will attempt but does not guarantee to keep competitors apart.) —

6. **Payment Schedule:** Contract and 50% deposit must be submitted before space is assigned. Deposit is refundable for 15 days after date on confirmation letter. The remaining 50% balance is due September 1, 2000. Beginning September 1, 2000, full payment is required with the contract.

7. **Complete this section for World of Concrete Exhibit Space only:**
Priority assignments (only available to exhibitors who participated in WOC '99 and 2000): Contract and 50% deposit (refundable through June 1, 2000) must be submitted by March 17, 2000. Open assignments: Booth assignments will begin June 1, 2000. Contracts received prior to June 1 will be assigned space on June 1 based on date contract and deposit were received. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: 20 x 30 Total sq. ft.: 600 x $21.00 per sq. foot Equals total cost of $ 12,600
Booth locations preferred: 1. 6407, 6411, 6510 2. 6507, 6511, 6610 3. 6307, 6311, 6410 4. 6207, 6211, 6310
Do you want and qualify for any of the following pavilion locations: ____ Computer ____ Concrete Repair X Paving ____ Material Handling ____ No pavilion desired

8. **Complete this section for WOC's Producer Center exhibit space only:**
Only products and services relevant to the Producer Center may be displayed. Booth assignments will begin March 1, 2000. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: ____ x ____ Total sq. ft. ____ x $21.00 per sq. foot Equals total cost of $ ____
Booth locations preferred: 1. ____ 2. ____ 3. ____ 4. ____

9. **Complete this section for World of Masonry exhibit space only:**
Only products and services relevant to World of Masonry may be displayed. Booth assignments will begin March 1, 2000. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: ____ x ____ Total sq. ft.: ____ x $21.00 per sq. foot Equals total cost of $ ____
Booth locations preferred: 1. ____ 2. ____ 3. ____ 4. ____

10. **Complete this section for Sponsorship only:**
Sponsorships are available only to companies that will be exhibiting in 2001. Sponsors from WOC 2000 have first right of refusal for same sponsorship until March 17. After March 17 sponsorships are available on a first-come-first-serve basis. A 50% deposit must be received with application for sponsorship. Deposit is refundable if sponsorship is not available. Cancellation of sponsorship is subject to the same cancellation fees as exhibit space.
Sponsorship requested: ____
Sponsorship cost: ____

13. **Conditions of Contract read and accepted by:**
Authorized Signature-Title [signature] FIELD SERVICES MANAGER Type or Print Name ROBERT L. CRAMER
Exhibiting Firm PAVETECH Date 5-24-00

FOR ADDISON OFFICE USE *ONLY*

Accepted at Addison, Illinois by:
Signature [signature]
Title

WOC Booth Number	TPC Booth Number	WOM Booth Number	Sponsorship
6207			
Total Cost 12,600.00	Total Cost	Total Cost	Total Cost
Deposit	Deposit	Deposit	Deposit
Received 6300.00	Received	Received	Received
Amount Due 6300.00	Amount Due	Amount Due	Amount Due
Invoice # 18416	Invoice #	Invoice #	Invoice #
Date 6-9-2000	Date	Date	Date

Hanley-Wood, LLC • 426 S. Westgate St. • Addison, Illinois 60101
(Remember to make a copy for your files.)

PT 00699

WORLD OF CONCRETE | 2001
PRODUCERCENTER
WORLD OF MASONRY | 2001

INDOOR EXHIBIT SPACE CONTRACT & SPONSORSHIP APPLICATION

(LAS VEGAS CONVENTION CENTER AND MEGASTRUCTURES)

JAN – 8 2000

6300.00
6/2 18416

Instructions: 1. Before signing please read both sides of this contract.
2. Type or print all information requested. Be sure to include products to be exhibited to avoid competitive conflicts.
3. Return contract with appropriate payment made payable to Hanley-Wood LLC

1. **Exhibiting Firm** *(please print)* PAVE TECH URL www.pavetech.com
Phone (952) 226-6400 FAX (952) 226-6406 E-Mail sales@paveedge.com
Mailing Address PO BOX 576 Street Address *(for UPS shipments)* 15354 FLAG AVENUE
City PRIOR LAKE State/Province MN Country USA Zip 55372

2. **Send promotional material and Exhibitor Service Manual to:**
Name (please print) BOB CRAMER Title FIELD SERVICES MANAGER
Phone (952) 226-6400 FAX (952) 226-6406
Mailing Address PO Box 576 Street Address *(for UPS shipments)* 15354 FLAG AVENUE
City PRIOR LAKE State/Province MN Country USA Zip 55372

3. **Please check one** ☒ Manufacturer ☐ Exclusive U.S. Distributor ☐ Service Company ☐ Other (description) _____
If Exclusive U.S. Distributor, for which company(s)? Company Name _____
City _____ State/Province _____ Country _____

4. **Products and services to be exhibited** *(Note: Products eligible to be displayed are limited to those the Exhibiting Firm manufactures or those for which it is the exclusive U.S. distributor.)* PAVE EDGE PAVER EDGE RESTRAINT, PROBST TOOLS & EQUIPMENT, PAVECHEM CHEMICAL CLEANERS, SEALERS AND ADHESIVES

5. **Competitors** (Show management will attempt but does not guarantee to keep competitors apart.) —

6. **Payment Schedule:** Contract and 50% deposit must be submitted before space is assigned. Deposit is refundable for 15 days after date on confirmation letter. The remaining 50% balance is due September 1, 2000. Beginning September 1, 2000, full payment is required with the contract.

7. **Complete this section for World of Concrete Exhibit Space only:**
Priority assignments (only available to exhibitors who participated in WOC '99 and 2000): Contract and 50% deposit (refundable through June 1, 2000) must be submitted by March 17, 2000. Open assignments: Booth assignments will begin June 1, 2000. Contracts received prior to June 1 will be assigned space on June 1 based on date contract and deposit were received. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: 20 x 30 Total sq. ft.: 600 x $21.00 per sq. foot Equals total cost of $ 12,600
Booth locations preferred: 1. 6407, 6411, 6510 2. 6507, 6511, 6610 3. 6307, 6311, 6410 4. 6207, 6211, 6310
Do you want and qualify for any of the following pavilion locations: ____ Computer ____ Concrete Repair X Paving ____ Material Handling ____ No pavilion desired

8. **Complete this section for WOC's Producer Center exhibit space only:**
Only products and services relevant to the Producer Center may be displayed. Booth assignments will begin March 1, 2000. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: ____ x ____ Total sq. ft.: ____ x $21.00 per sq. foot Equals total cost of $ ____
Booth locations preferred: 1. ____ 2. ____ 3. ____ 4. ____

9. **Complete this section for World of Masonry exhibit space only:**
Only products and services relevant to World of Masonry may be displayed. Booth assignments will begin March 1, 2000. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: ____ x ____ Total sq. ft.: ____ x $21.00 per sq. foot Equals total cost of $ ____
Booth locations preferred: 1. ____ 2. ____ 3. ____ 4. ____

10. **Complete this section for Sponsorship only:**
Sponsorships are available only to companies that will be exhibiting in 2001. Sponsors from WOC 2000 have first right of refusal for same sponsorship until March 17. After March 17 sponsorships are available on a first-come-first-serve basis. A 50% deposit must be received with application for sponsorship. Deposit is refundable if sponsorship is not available. Cancellation of sponsorship is subject to the same cancellation fees as exhibit space.
Sponsorship requested: ____
Sponsorship cost: ____

13. **Conditions of Contract read and accepted by:**
Authorized Signature/Title [signature] FIELD SERVICES MANAGER Type or Print Name ROBERT L. CRAMER
Exhibiting Firm PAVE TECH Date 5-24-00

FOR ADDISON OFFICE USE *ONLY*

Accepted at Addison, Illinois by:
Signature [signature]
Title Mail Sales Mgr

WOC Booth Number	TPC Booth Number	WOM Booth Number	Sponsorship
~~6007~~ 6317			
Total Cost 12600.00	Total Cost	Total Cost	Total Cost
Deposit	Deposit	Deposit	Deposit
Received 6300.00	Received	Received	Received
Amount Due 6300.00	Amount Due	Amount Due	Amount Due
Invoice # 16743	Invoice #	Invoice #	Invoice #
Date 6-9-2000	Date	Date	Date

Hanley-Wood, LLC • 426 S. Westgate St. • Addison, Illinois 60101
(Remember to make a copy for your files.)

234750-GGG

PT 00701

WORLD OF CONCRETE

Las Vegas Convention Center • February 27 - March 2, 2001

2001

EXHIBITOR LIST AS OF MAY 2000

This is a list of booth numbers currently assigned to exhibitors at World of Concrete 2001 and World of Concrete's Producer's Center. Please refer to this list to identify your neighbors or to locate competing manufacturers.

Lobby	International Grooving & Grinding Association	1701
Lobby	Operative Plasterers' & Cement Masons	1707
Lobby	American Institute of Constructors	1710
1200	Nomaco Inc	1711
1202	CADS-USA Inc	1712
1207	Tenax Corp	1713
1211	Keson Industries Inc	1714
1217		1715
1222	American Pneumatic Tool	1717
1224	BAM AG	1723
1301	Nunnikhoven Group	1800
1307	Tuf-N-Lite	1801
1310		1802
1312		1807
1314		1810
1315		1811
1317		1812
1323		1813
1400	Triple Crown Products Inc	1814
1401		1815
1407		1817
1411	UNI-DAPT 360	1822
1413		1823
1414		1900
1415		1901
1417		1907
1423		1910
1424		1911
1500		1912
1501		1913
1502		1914
1507		1915
1510		1917
1511		1922
1512		1923
1513		1924
1514		2001
1515		2002
1517		2007
1522		2010
1523		2011
1524		2012
1600		2013
1601		2014
1602		2015
1607		2017
1610		2023
1611		2024
1612		2100
1613		2101
1614		2107
1615		2110
1617		2111
1622		2112
1623	Progressive Construction Systems Corp	2113
		2114
		2115
		2117
		2123
		2124
		2200
		2201
		2202
		2207
		2210
		2211
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		2217
		2222
		2223
		2224
		2300
		2307
		2310
		2311
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		2314
		2315
		2317
		2322
2400	Simple Solutions-Concrete Solutions Div	
2401		
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2600	Borderline Stamp USA	
2602	International Castings & Supplies Ltd (ICS)	
2603	Link HiSteer	
2607		
2610		
2612		
2614	Butterfield Color	
2617		
2702	Fomo Products Inc	
2707		
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2719		
2724	Milspec Industries	
2800	SafSeal Innovations	
2801	Amerisafe Inc	
2802	EcoForm/Van Matre Lumber	
2807		
2810		
2811		
2812		
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2902	Industrial Commerical Equipment Mfg	
2907		
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2925	Battery-Tech Inc	
3003	Colorama Ad Products Inc	
3007		
3010		
3011		
3012		
3013		
3014	Decon Inc	
3015		
3017		

3019	
3025	Boccia Inc
3101	
3102	
3107	Blastcat Surface Preparation
3110	
3111	
3112	
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3114	
3115	
3116	
3117	
3119	Universal Mfg Corp
3123	
3124	
3125	
3200	
3201	
3202	Tahoe Lighting
3207	Harlo Products Corp
3211	
3212	
3213	
3214	H & C Concrete Stains
3215	
3217	
3219	Fosroc International Ltd
3223	
3224	Greenlife Inc
3307	Solar Technology Inc
3310	
3312	
3313	
3314	
3315	Contractors Hot Line Publications
3316	
3317	
3319	Metzger & McGuire
3323	FallTech
3325	
3400	Textron Fastening Systems
3402	
3407	FTI/FASTEEL Systems
3410	
3411	
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3415	
3416	
3417	
3419	Watson & Chalin Mfg
3423	
3424	
3425	
3500	
3501	
3502	
3507	Chalmers Suspension International Inc
3510	
3511	
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3517	
3519	SPX Power Team
3523	Spon Press/Taylor & Francis
3524	APS Cork Co
3600	
3601	Vertigraph Inc
3607	Ritchie Bros Auctioneers International
3610	Wilton Tool Group
3611	
3612	
3613	
3614	Quaker Plastic Corp
3615	SureVoid Products Inc
3625	EZE Bend Inc
3701	American Wick Drain Corp
3707	Capital Services
3710	
3711	
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3716	
3717	ABT Inc
3723	Pacific Wood Laminates
3725	
3800	Anglo American Enterprises Corp
3801	American Society of Concrete Contractors
3807	Construction-Zone
3810	
3811	
3812	
3813	
3814	
3815	ITW Ramset/Red Head
3816	
3819	Glenmac Inc
3823	
3824	ProDeCon LLC
3902	APA-The Engineered Wood Association
3907	Artcrete Inc
3910	
3911	
3912	
3913	Continental Power Tools Inc
3914	
3916	
3917	Fourply Inc
3919	Protecta International
3924	Genesis Equipment & Mfg Inc
4000	
4001	
4002	
4007	Rubber Polymer Corp
4010	
4011	
4012	
4013	
4014	
4015	
4016	
4017	
4019	Louisiana-Pacific Corp
4100	Enterprise Co
4102	Acme Canvas Co Inc
4107	Cement Masons Jobs Corp Training
4110	
4111	
4112	
4113	
4114	
4115	
4116	
4117	
4119	Cygnus Construction Equipment Owners Group
4124	Cariola Wheelborrow Co Ltd
4125	
4200	Wooster Products Inc
4201	Ameristar Fence Products
4207	Dow Chemical Co
4208	Ardisam Inc
4211	PUBLIC WORKS Journal Corp
4212	ITW Devcon Engineered Coatings
4213	Crain Enterprises Inc
4214	Strongwell
4219	Benner-Hawman Inc
4223	
4224	
5800	
5801	
5802	
5807	Wanco Inc
5810	
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5817	
5818	
5819	TrafFix Devices Inc
5824	T Clear Corp Sub Fin-Pan
5826	Nippon Electric Glass America
5900	The Catalog Group
	Western Press Inc
5902	Lone Star Products
5907	Star Industries
5910	
5911	
5912	
5913	
5914	
5915	
5916	
5917	
5919	EMI Construction Products
5924	ATM Corp
6000	Vulkan Technologies Intl Gmbh
6001	Titcomb Bros Mfg
6002	J J Keller & Associates Inc
6007	Marion Brush Mfg
6010	
6011	
6012	
6013	
6014	
6015	
6016	
6017	
6019	Cobblecrete International Inc
6024	Holzer Mfg LLC
6025	Plaspack USA Inc
6026	Reznor Waste Oil Heating Products
6100	Eagle Safety Eyewear
6107	Sellick Equipment Ltd
6110	
6111	
6112	
6113	
6114	
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6116	
6117	
6119	Barrier West LLC
6124	Northwest Accessories Inc
6125	Penny Pockets
6200	GME-Griswold Machine & Engineering
6201	USA Flap Div SAF Co
6202	Stimson Lumber Co
6207	Transcrete America Inc
6210	
6211	
6212	
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6214	
6215	
6216	
6217	
6219	Northrock Industries Inc
6225	TOPP Construction Services Inc
6300	LSI-Lowery Systems Inc
6301	Roads & Bridges Magazine
6307	Suncoast Post-Tension (SCPT)
6310	
6311	
6312	
6313	
6314	
6315	
6316	
6317	Acme America Inc
6324	Ravensforge
6325	Glas-Craft
6326	Coleman Cable Systems
6407	U-TIER Co Ltd
6410	
6411	
6412	
6413	
6414	
6415	Heavy Equipment News
6419	Fritz-Pak Corp
6424	Midwest Canvas
6500	CHUTES International
6502	Vogel Lubrication Inc
6507	Laser Leveling Inc
6510	
6511	CNA Commercial Insurance
6512	
6514	Bondioli & Pavesi Inc
6515	American Allsafe Co
6519	Superior Power Trowel Inc
6524	Construccion Pan-Americana
6526	Lanair
6600	STEELMATE
6601	Matheus Lumber Co Inc
6609	Eagle-Picher Inc Construction Equipment Div
6610	
6612	
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6614	
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6616	
6617	
6619	Smurfit-Stone Container Corp
6624	F & S Mfg Inc
6625	United Brotherhood of Carpenters
6709	Tractel Inc Griphoist Div
6712	North Safety Products
6715	Sullair Corp
6724	CleanAIR Systems Inc

6801 Ray Haid Construction Ltd
6807 The Gorman-Rupp Co
6811
6813
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6817
6819 SP Systems LLC
6826 Arnco
6900 Tandem Products Inc
6901 DaimlerChrysler Capital Services(debis)
6902 CXI Div JRB Co Inc
6907 IHI/Compact Excavator Sales LLC
6910
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6916
6917
6919 Machinery Depot America LLC
6925 ConstructiVision
7007 Champion Elevators Inc
7010
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7019 Applied Technologies LLC
7024 Trimble Navigation Ltd
7100 Direct Safety Co
7102 Green Bull Inc
7107 ironmax.com
7112
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7119 Decorative Concrete Supply
7125 Aeroquip Corp
7201 Construction Equipment Magazine
7207 Superior Tools/Custom Building Products
7212
7213
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7219 Ram Jack Foundation Repair Systems
7224 AGC of America
7226 Securicor Wireless Inc
7300 HBC-radiomatic Inc
7307 Collins Companies
7311 ZipWall LLC
7312
7313
7314 French Creek Production Inc
7315
7317
7319 Tecumseh Products Co
7324 Pomeroy FreForm
7325 Bull Dog Power Products
7400 Harris Industries
7402 VanTech Engineering
7407 PFT of America Inc
7410 AT-PAC Inc
7411 Fortifiber Building Products
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7419 Soris Financial
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7501 Flex/Porter-Cable
7507 Traverse Lift LLC
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7517 Traverse/Pettibone
7914 Cummins Engine Co Inc
7915 EVG
7921
7929
8021 Mitsubishi Fuso Truck of America Inc
8030 Shenandoah Mfg Inc
8031 Monarflex Inc
8114 Kubota Engine America Inc
8115 Loftness Specialized Equipment
8121 CompAir
8127 K-D Manitou Inc
8130 Gadgets Mfg Co
8131 Helac Corp PowerTilt Div
8221 Ground Heaters Inc
8227 JDR Enterprises Inc
8230 ReBar Stakes Co
8300 Newark Paperboard Products
8315 Sherwin-Williams Stores Group
8321 Zurn Industries Inc Flo-Thru Operations
8324 Michael Latas & Associates Inc
8325 Takeuchi Mfg (US) Ltd
8331 Integrated Technologies Inc
8400 Mitsubishi Engine North America Inc
8402 Hilliard Corp
8407 Liftking Industries Inc
8415 CTS Cement Mfg Co
8421 AccuScreed/MegaScreed/ Landre Corp
8425 -Laser-Tech-® (Martronic Engineering Inc)
8427 Ainsworth Lumber Co Ltd
8430 LeveLite Technology Inc
8432 Trak N Seal
8507 The Goodyear Tire & Rubber Co
8515 Advanced Concrete Tools
8521 Crown Construction Equipment
8527 Koch Waterproofing Solutions
8530 Tempest Technology
8601 Rayco Mfg Inc
8607 Hetronic USA
8610 Homasote Co
8611 Perkins Engines Inc
8621 Laser Reference
8627 Leica Geosystems Inc
8631 IPC Industries Inc
8700 TVM Building Products
8702 Super Grip Corp
8707 Orco Construction Supply
8711 Remtron Inc
8715 Hagan Co Inc
8721 Diamond B Inc
8727 Duraform Ltd
8730 Pacific Electricord Co
8732 Power Mfg
8801 OTR Wheel Engineering
8807 THE Machine Co
8811 Etobicoke Ironworks Ltd
8821 KOR-IT Products
8827 Stampcrete International Ltd
8831 Sylvan Industries Inc Div Sylvan Forest Products
8832 Gravel Conveyors Inc
8902 American Concrete Contractors Association
8907 TIME CONDOR Corp
8911 Delta Consolidated Industries Inc
8921 Genie Industries
8927 Lombardini USA Inc
8933 Kwik Kerb Edgemaster Inc
9000 Corman Bag Co
9001 Duckback Products Inc
9007 Weber Machine (USA) Inc
9011 SGB Construction Services Inc
9021
9031 MIACON 2001
9032 Record Engineering Corp
9100 Sellstrom Mfg Co
9101 Grading & Excavation Contractor Magazine
9102 Fabsco Corp
9130 Pyramid Communications
9132 Okada America
9202 The Heated Water Co
9207
9217 Dow Corning Corp
9225
9300 Innovative Brick Systems LLC
9301 Strike Tool Inc
9307 MAPEI
9330 American Isuzu Motors Inc
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9500 Hydra-Mac International Inc
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9510 International Code Council
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9607 Dyno Overlays Inc
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9613 UpRight Inc
9621 Endress Gen-Set Corp
9625 Elk River Inc
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9707 Sinclair Equipment Co
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9715 Waldon Inc
9721 International Cordage East
9725 Conjet AB
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9815 Westec Barrier Technologies Inc
9821 Godwin Pumps of America Inc
9825 Apache Technologies
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9915 Adjustable Kicker Inc
9921 Juda Builders Inc
9925 Diamond Back Diamond Blades Inc
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11110 Powertrack International Inc
11113 DEUTZ Corp
11114 The Rectorseal Corp
11116 Ytterberg Scientific Inc
11117 Simpson Timber Co
Panel Products Div
11118 TAMCO Inc
11122 GEOPAK Corp
11123 CMD Group
11126 TMT Software Co
11128 Peak Software Systems Inc
11129 Quest Solutions Inc
11130 CES Wireless Technologies
11134 HCSS-Heavy Construction
Systems Specialists
11141 Monarch Mfg Co
11142 Construction Enterprises Inc
11146 Clean Burn Inc
11149 UPI Sealant Products Inc
11150 Triple Crown Products Inc
11151 CertainTeed Corp
11152 SECO Mfg Co Inc
11154 JP Specialties Inc
11155 Maintainer Corp of Iowa Inc
11156 Form-A-Key Products
11157 Hatz Diesel of America Inc
11160 Mar-Mac Wire Inc
11201 Don De Cristo Concrete Accessories
11207 Tennant Co

11211 OMNEX Control Systems Inc
11215 Owens Corning
11223 MC2 Management
Computer Controls
11229 Data-Maxx Software Systems Inc
11233 Tripod Data Systems
11235 ace-co
11241 Ardex Inc
11245 Resinet Products Inc
11247 NLB Corp
11248 WEBTEC Inc
11249 Rolatape Corp
11250 Reef Industries Inc
11253 Post-Tensioning Institute
11254 Anti-Hydro International Inc
11255 Aztec Concrete Accessories Inc
11263 Schnell SPA
11301 L B White Co Inc
11307 Italian Trade Commission
11310 Foundation Technologies Inc
11315 Michael Latas & Associates Inc
11317
11323 aSa Applied Systems Associates Inc
11328 Conac Software Corp
11329 Timberline Software Corp
11332 InSite Software Inc
11341 ERICO Inc
11344 Metalcrete Industries Inc
11347 Deslauriers Inc
11348 Brentwood Industries Inc
11351 PearlWeave Safety Netting Corp
11352 Speed Shore Corp
11355 DeWalt Industrial Tool Co
11363 DBI/SALA
11371 Vinylex Corp
11375 Ames/True Temper Industrial Div
11379 Hi-Lite Systems
11400 NTI Global
11401 Parker International Ltd
11409 American Honda Motor Co
Inc-Engines Div
11414 SSPC: The Society
for Protective Coatings
11415 EFCO
11425 Geraquip/Magic Screed
11435 Spider Div SafeWorks LLC
11441 ACO Polymer Products Inc
11446 UnionTools
11447 Chapin Mfg Inc
11452 Formwork Finders International
11453 Universal Impact Technologies Inc
11457 Humboldt Mfg Co
11463 Greenstreak Inc
11470 SIMPLEX Div Templeton
Kenly & Co Inc
11474 Protective Coatings Technology Inc
11475 Colband Inc (formerly
Akzo Nobel Geosynthetic
11479 Hitachi Koki USA Ltd
11541 Williams Form Engineering Corp
11546 Pactiv Building Products
(formerly Tenneco)
11547 Intertec Publishing
11550 Igloo Products Corp
11551 RJD Industries Inc
11554 International Coatings Inc
11555 O'Brien Wire Products of Texas Inc
11557 James Instruments Inc
11563 Dixie Diamond Mfg Inc
11567 Atlas Minerals & Chemicals Inc
11569 Argonics Inc

11573 Gaco Western Inc
11577 Rapidcut Industries LLC
11581 General Technologies Inc
11607 Herron Wire Products Inc
11609 Nox-Crete Products Group
11615 STOW—Bomag Light
Equipment Div
11615 BOMAG Light Equipment Div
11627 Zep Mfg
11635 KRB Machinery Co
11641 Concrete Foundations Association
11641 Tilt-Up Concrete Association
11645 Barsplice Products Inc
11646 CON/STEEL Tilt-Up Systems
11647 WALLGUARD Corp
11650 North American Plywood Corp
11653 Durand Forms Inc
11654 Rack-Strap Inc
11663 Sikikal North America Inc
dba Sikikal Resin S
11666 PolySpec Corp
11667 Composite Technologies Corp
11670 Crusader Mfg Inc
11671 Fox Industries Inc
11672 Nationwide Reinforcing LLC
11673 Manus Products Inc
11675 IVS Hydro Inc
11676 Fyfe Co LLC
11678 Final Fixx Inc
11679 Diamond Blade Warehouse
11727 Lindley Inc
11741 Hilti Inc
11744 Scott System Inc
11755 Makita U S A Inc
11763 Permaquik Corp
11766 NDS Inc
11767 NEC Inc
11770 Therm-All Inc
11771
11773
11774 Soprema Inc
11775 Dumond Chemicals Inc
11777 Oscoda Plastics Inc
11781 Concrete Sealants Inc
11814 Miller-Dalloz Fall Protection
11835 L & M Construction Chemicals Inc
11841 WIS-CON Total Power Corp
11847 Fostoria Industries Inc
11855 Rebar Machine Sales
& Service (RMS)
11865 Prime Resins Inc
11866 Klein Tools Inc
11869 Simplex Forms Systems
Co Div J Bartholomew En
11870 Stellar-Mark Inc
11871 Donnelly Fabricators Inc
11873
11874 Advanced-Portadam Inc
11875
11876 Kaeser Compressors Inc
11877 CGW Abrasives Mfg USA
11879 B-Level Ltd
11881 MEA/Josam Co
11914 Stihl Inc
11929 David White LLC
11935 STO Corp
11941 Milwaukee Electric Tool Corp
11946 Polyguard Products Inc
11947 Lily Corp
11951 Polygem Inc
11952 Primark Tool Group/Hawera

11953 KENMAR Div Tiger Enterprises Inc
11955 Wing Enterprises Inc
11957 Simpson Strong-Tie Co Inc
11963 Crafco Inc
11967 Avanti International
11968 Wedge DTI Inc
11970 COTE-L Industries Inc
11971 Foresight Products LLC
11975 Kop-Coat Inc
11976 Gang Yan Diamond Products Inc
11977 Axson North America
11981 Mortex Mfg Co Inc
12014 Enerpac
12024 Allmand Bros Inc
12041 Dimas Industries Inc
12046 Pecora Corp
12049 Strong Man Building Products Corp
12050 A B Chance Co (Hubbell Power Systems)
12053 KHK Diamond Products Inc
12057 TC MiraDRI
12063 Sanders Saws Inc
12066 Zircon Corp
12067 Valspar-Federal Flooring Div
12070
12071 Trelleborg Fillite
12072
12073 Huber & Suhner Integrations Inc
12074 Kaufman Products Inc
12076 DuPont Flooring Systems
12077 Dianamic Abrasive Products
12081 Heat Wagon Inc
12108 The Reinforced Earth Co
12110 American Shotcrete Association
12115 American Concrete Institute
12125 Magnum Diamond & Machinery Inc
12133 American Honda Motor Co Inc-Generators Div
12141 Partner Industrial Products
12148 Concrete Solutions Inc
12149 Spraytech Inc
12153 Cryotech Deicing Technology
12155 General Equipment Co
12163 Woodings Doweling Technologies Inc
12166 Curecrete Distribution
12167 Rust-Oleum Corp
12168 Masons Trowel Files Inc
12170 ASTC Polymers
12171 SM Diamond Tools Inc
12172 HIT Tools USA
12176 Multicoat Corp
12177 Star Diamond Tools Inc
12181 Grip-Tite Mfg Co Inc
12209 Americ Corp
12249 Five Star Products Inc
12252 Vibra Float Inc
12253 Elliott Diamond Inc
12255 Tremco Inc
12263 Penhall Diamond Products
12266 CIM Industries Inc
12267 WEBAC America Corp
12269 Arizona Polymer Flooring Inc
12270 Excellent Coatings Inc
12271 Handi Disc/Handi Bits
12274 Dependable Chemical Co Inc
12275 Agatec Construction Lasers
12276 NMW Inc
12278 Pelseal Technologies LLC
12281 ICI Devoe Coatings
12309 Bon Tool Co
12315 Terex Light Construction
12327 Blastrac
12328 AGL Lasers
12333 The QUIKRETE Companies
12341 Super Stone Inc
12349 Target Products Ltd
12352 ROCK-TRED Corp
12353 The Blue Book of Building & Construction
12357 Forney Inc
12363 Tamko Waterproofing Products Div Tamko Roofing
12366 Lyons Mfg Inc
12372 Meter-Man Inc
12375 Lackmond Products Inc
12376 Versa Flex Inc
12379 Micor Co Inc
12381 Lifton USA Inc
12433 Powers Fasteners Inc
12449 Bar-Lock Coupler Systems
12452 Newborn Brothers Co Inc
12453 Nelson Industrial Services Inc
12455 Airtec USA Corp
12463 ChemGrout Inc
12467 Pro-Seal Products Inc
12473 Alto US Inc
12477 Pace Mfg
12478 Kushlan Products Inc
12481 AST Corp
12540 MAR-FLEX Systems Inc
12549 Briggs & Stratton Corp
12552 Vitricon Inc
12557 Marshalltown Trowel Co
12563 Conspec Marketing & Mfg Co Inc
12566 Newstripe Inc
12570 Marbelite International Corp
12574 Raven Industries Inc
12575 TEI Rock Drills
12578 Footlock Bracing Systems Div Direct Steel of MN
12579 United States Gypsum Co
12614 Safway Formwork Systems LLC
12633 Randall Construction Media
12641 Sase Co Inc
12653 Solida USA Inc
12655 EZ Cut Products Inc
12665 RGC/Reimann & Georger Corp
12673 Miracote Div Crossfield Products Corp
12677 Aurand Mfg & Equipment Co
12679 Dur-A-Flex Inc
12708 Pentax Corp Survey Div
12741 Wel-Co Metallurgical Corp
12752 Penta Piers Inc
12753 Cleform Tool Co
12757 Quick Imprint Systems Inc
12767 MSA/Rose Mfg Co
12772 Aervoe-Pacific Co Inc
12776 Unitex
12777 Diamond Systems Inc
12808 National Precast Concrete Association
12809 Plywood & Door Mfrs Corp
12811 Construction Technology Labs Inc
12814 Vexcon Chemicals Inc
12818 Mitsubishi Generators & Welders
12828 Stone Construction Equipment Inc
12841 Carlisle Coatings & Waterproofing Inc
12845 Elco International Inc
12849 Structural Preservation System
12853 Henry Co
12857 Tamms Industries Co
12865 International Concrete Repair Institute
12869 Slip Industries Inc
12873 SDS Non Destructive Testing Equipment Inc
12875 Aquafin Inc-Vandex Sales & Services Inc
12879 Bonsal Commercial Products
12933 Bil-Jax Inc
12941 Hoffman Diamond Products Inc
12944 Techna International Inc
12945 Crawford Laboratories Inc
12947 Adeka Ultra Seal
12948 Hehr International Polymers
12951 CRC Concrete Raising of America
12952 Atlas Systems Inc
12953 Krylon/Sprayon Industrial Martin Senour Indl
12957 MECO/Masterpiece Engineering Co
12965 Xypex Chemical Corp
12968 Cox North America
12969 Polycoat Products
12971 FMC Corp Lithium Div
12972 Magnum Piering Inc
12974 SEMCO Mfg Inc
12975 ITW Dykem/Dymon
12977 MK Diamond Products Inc
13041 W R Meadows Inc
13044 Vaughan & Bushnell Mfg Co
13047 Hydraulic Mudpumps Inc
13048 ADSIL LC
13051 3M
13052 Olson Instruments/ Olson Engineering Inc
13055 Montezuma Welding & Mfg Inc
13057 The Euclid Chemical Co
13065 Trelawny Surface Preparation Technology
13068 GMX Div The Garland Co
13069 Cooper Floor Services Inc
13070 Nestle-Butler Corp
13073 Roadware Inc
13074 Germann Instruments Inc
13077 Specialty Products Inc
13081 Innovatech Products & Equipment Co
13106 Bosch/S-B Power Tool Co
13117 Aluma Enterprises Inc
13125 FORTA Corp
13130 EDCO-Equipment Development Co Inc
13141 ICS Blount Inc
13146 Perma-Grip Fasteners
13147 W J Ruscoe Co
13148 Turf-Tek Products Inc
13151 Armtec Ltd
13152 Edmar Abrasive Co
13153 Techstone Systems
13157 Kraft Tool Co
13167 Cimline Inc
13168 ChemMasters Inc
13172 Rampart Construction Services
13173 Vector Corrosion Technologies
13174 VoidForm International Ltd
13175 Specialty Diving Inc
13176 Fastenal Co
13177 CEILCOTE
13179 The Vulcan Co Inc
13181 JKS Lamage Div Atlas Copco Canada Inc
13200 Textured Coatings of America Inc
13206 Conesco Industries Ltd
13214 ChemRex Inc
13241 Pacific Polymers International Inc
13245 Superchute Ltd
13246 Estwing Mfg Co
13250 Power Kleen Corp
13251 Stabila Inc
13252 Gusmer Corp
13254 Grantex Surface Systems
13255 Noritake Co Inc Abrasives Div
13267 Gilson Co Inc
13271 Ajax Tool Works Inc
13272 National Carpet Equipment Inc
13273 Rubber Master Weldrite Fabricators
13276 American Piers Inc
13277 The J D Russell Co
13278 ADCO Products Inc
13281 Midwest Rake Co
13300 H D Hudson Mfg Co
13307 Allen Engineering Corp
13319 Caterpillar Inc
13341 Airplaco Equipment Co Inc A Mesa Industries Co
13344 Keystone Engineering & Mfg Co
13345 MAXXON Corp
13346 Sundeck Products Inc
13349 PERMA-CRETE Resurfacing Products
13350 Dustcontrol by Transmatic
13353 Advanced Surfaces Inc
13357 US Anchor Corp
13367 Abatron Inc
13370 Cosella-Dorken Products Inc
13371 Archer Diamond & Abrasive Products
13373 Carthage Mills
13374 Longer Diamond Tools
13376 Aqua Blast Corp
13377 Relton Corp
13378
13381 Eagle Industries
13441 DeNeef Construction Chemicals Inc
13444 Czar-Weld Tools Inc
13445 Yamaha Motor Corp USA
13448 Albion Engineering Co
13449 STARDEK Products
13452 NEDGARD
13453 Texas Diamond Tools Inc
13457 Robin America Inc
13467 Blazer Diamond Products Inc
13470 ChemCo Systems Inc
13471 Larsen Products Corp
13473 Gill Industries Inc
13474 EPRO Services Inc
13476 Millennium Scaffolding Systems
13477 PolyMax/Milamar Coatings LLC
13481 VIC International Corp
13507 Associated Construction Distributors International
13511 Rap-I-Form/Award Metals
13515 Poly-America Inc
13517 Mi-T-M Corp

13521 Fascut Industries Inc
13525 CETCO
13531 Seamco Laboratories Inc
13541 RAFCO Products
13544 Wellmade Tool
13546 Pearl Abrasive Co
13549 Pearl Abrasive Co
13553 National Association of Waterproofing Contractors
13554 Progress Unlimited
13555 GDM Inc
13567 Portland Cement Association
13570 Cortec Corp
13571 GoldenLook International Inc
13574 Galaxy Industries
13575 Disco-SEA America Inc
13578 Master Level
13579 Cucamonga Tool Co
13581 United Coatings
18014 Power Curbers Inc
18022 Whiteman Industries Inc A Multiquip Co
18022 Multiquip Inc Standard Products Div
18022 Mayco Pumps A Multiquip Co
18022 MQ Power Corp A Multiquip Co
18022 Essick Construction Products A Multiquip Co
18046 SPECTRA PRECISION
18062 Construction Forms Inc
18068 PERI Formwork Systems Inc
18078 Meadow Burke Products
18086 Norton Diamond Products
18092 Metal Forms Corp
18096 Ellis Construction Specialties Ltd
18316 Symons Corp
18328 Symons Corp
18344 Schwing America Inc
18368 GOMACO Corp
18380 OLINPUMP
18392 Dodge
18412 Cushion Cut Div Boart Longyear Co
18420 REED Mfg
18434 Dayton/Richmond
18480 Kenworth Truck Co
18592 Omni Quip International
18612 L M Scofield Co
18620 CMI Corp
18620 Bid-Well Div CMI Corp
18620 CMI Johnson-Ross Corp
18644 Schwing America Inc
18657 Schwing America Inc
18668 Gehl Co
18680 Cranes & Equipment Corp
18812 Stanley Hydraulic Tools
18820 Skyjack Inc
18830 Target
18844 Palfinger North America/ Palfinger AG
18857 Bobcat Co An Ingersoll-Rand Co
18868 M-B-W Inc
18880 Cranes & Equipment Corp
18980 Miller Formless Co Inc
18992 Mustang Mfg Co Inc
19012 Foscan International Inc
19020 Western Forms Inc
19030 Minnich Mfg Co Inc
19044 Putzmeister America
19068 New Holland North America Inc
19080 International Truck & Engine Corp
19113 Increte Systems Inc
19120 White Cap Industries Inc
19131 Gates & Sons Inc
19269 John Deere Commercial Worksite
19281 Foscan International Inc
19297 Pumpco Parts Inc
19313 Increte Systems Inc
19321 The Vince Hagan Co
19329 Wacker Corp
19397 Deere Power Systems
19413 Wall-Ties & Forms Inc
19416 Concrete Sawing & Drilling Association
19423 Foscan International Inc
19469 John Deere Construction Equipment
19491 GM Fleet & Commercial
19613 Laser Alignment Inc
19623 American Concrete Pumping Association
19631 Diamond Products
19644 Somero Enterprises Inc
19668 McNeilus Truck & Mfg
19691 CARGOTEC Inc
19713 Stephens Mfg Co Inc
19791 PUMPSTAR Inc
19813 JCB Inc
19829 Esser Twin Pipes LLC
19868 Case
19931 Topcon Laser Systems Inc
19944 CIFA USA Inc
19991 National Crane Corp
20013 Level Best Grading System
20113 Dee Concrete Accessories Co Div Tesko Enterprises
20117 Messinger Inc
20121 Ranjo's Inc
20123 Industrial Thermo Polymers Ltd
20131 Terramite Corp
20145 Allentown Equipment Div Master Builders Inc
20168 Mack Trucks Inc
20191 Ingersoll-Rand Co
20213 The Wyco Tool Co
20216 DTN Weather Center Contractor Dayta
20220 The Concrete Edge Co
20221 Interlocking Concrete Pavement Institute
20223 Anvil American Inc
20225 Jaquith Industries Inc BMF Metal Forms
20231 E-Z Drill Inc
20317 Truco Construction Products
20320 BoMetals Inc
20325 Dywidag Systems International USA Inc
20329 Prime-A-Pac
20337 Arrow Magnolia International
20345 Cemen Tech Inc
20401 Advance Concrete Form Inc
20409 McGraw-Hill Construction Info Group
20417 CRS Equipment/MEP SpA
20424 Gar-Bro Mfg Co
20428 Stencil Systems Inc
20429 Freightliner Trucks
20469 J & J Truck Bodies & Trailers
20481 Whiteman Conspray Inc
20488 Lely Corp
20496 Stellar Industries Inc
20517 Soff-Cut International Inc
20545 Atlas Copco Compressors Inc
20559 The Gradall Co
20569 Peterbilt Motors Co
20581 Kotkurb Equipement
20589 Volvo Trucks North America
20600 Kohler Co Engine & Generator Divs
20601 Kobelco America Inc
20609 Iowa Mold Tooling Co Inc
20717 Holnam Inc
20731 Waco Scaffolding & Equipment
20745 Yanmar Diesel America Corp
20755 Sterling Truck Corp
20769 Reich Construction Equipment Inc
20781 Pipe Technology Inc
20801 MFG Construction Products Co
20805 MKT Fastening LLC
20809 Knaack Mfg Co
20817 Elliott Equipment Corp
20829 Elkin Mfg Inc
20835 Oztec Industries Inc
20901 CST Corp/Berger Instruments
20904 Graco Inc
20909 Rack-Strap Inc
20911 AMICO (Alabama Metal Industries Corp)
20929 Western Star Trucks
20945 TEREX Cranes-Olathe
20969 Advance Mixer Inc
21001 Bekaert Corp
21005 Viber-A Scheu Co
21008 3M/Specified Construction Products
21011 Gensco Equipment
21019 Komatsu Utility Corp
21044 Miller Spreader Co
21045 Sonoco Products Co
21049 Ellis Mfg Co Inc
21053 Svedala Light Construction Equipment AB
21058 Kimble Mixer Co
21101 Metabo Corp
21104 Nikon Inc Instrument Group
21105 Calculated Industries Inc
21109 Ultraseal Waterproofing & Sealants Technology
21133 Specialty Concrete Products Inc
21148 American Wire Tie Inc
21200 Seymour Mfg Co Inc
21202 Dura-Flow Products Inc
21204 TA Pump Sales & Service
21206 Sweepster Inc
21208 Rock & Dirt

WORLD OF CONCRETE'S
PRODUCERCENTER

14415 Zimmerman Industries Inc
14416 Site Mix Systems
14423 Sika Corp
14424 Knox Concrete Industries
14428 Cleco Mfg Inc
14430 DICA Marketing Co
14431 Command Data Inc
14438 Hayes Industries Ltd
14439 SKAKO Inc
14443 Columbia Machine Inc
14444 Jatco Inc
14446 WAM Corp of America
14449 SRW Products
14451 Dinet/Distributed Networks Inc
14454 Spancrete Machinery Corp
14455 Roto-Reclaimer Corp
14457 Heatec Inc
14459 Rapid International Ltd
14466 Riviera Brush Co
14467 Concrete Accessories Inc (CONAC)
14470 Burgess Pigment Co
14471 Cellular Concrete LLC
14472 Concrete Controls Corp
14473 IPG/WHC
14477 Fibercon International Inc
14482 Wire Reinforcement Institute
14483 Marshall Industries Composites
14539 Jonel Engineering
14543 Infern-O-Therm Corp
14545 London Machinery Inc
14547 C & W Mfg & Sales Co
14548 Tex-Trude Inc
14550 Arizona Oxides LLC
14554 Hill & Griffith Co
14555 TrefilARBED Inc
14559 Forfam Inc
14567 RoMix Chemical & Brush Inc
14570 Illbruck Sealant Systems Inc
14571 Rice Lake Weighing Systems
14572 PA Insert Corp
14574 Promesh Div Canada Cordage Inc
14577 Superior Concrete Products
14582 SSL LLC
14583 Engelhard Corp Specialty Pigments & Additives
14584 Kapejo Fibers
14615
14627 Synthetic Industries Inc

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14637 Master Builders Inc
14638 CTI Inc
14646 Hamilton Form Co Inc
14648 Nunnikhoven Group
14649 AAB Building System Inc
14650 Kryton International Inc
14654 CTI Inc
14658 Standley Batch Systems Inc
14659 Precise Forms Inc
14665 Continental Mfg Co
14666 Scale-Tron Inc
14670 Steam Engineering
14677 Boral Material Technologies Inc
14682 Coote Engineering Ltd
14687 Florida Chemical Supply
14815 Besser Co
14829 Volumetric Mixer By Strong
14837
14851 TEMCO-A Trinity Industries Co
14867 Sioux Corp
14871 Leahy-Wolf Co/Bio-Form
14873 Con-Rec Technologies Inc
14877 Odisa Forsa
14884 Axim Concrete Technologies Inc
14967 Paragon Products
14970 Norchem Concrete Products Inc
14971 BMH Systems
14974 Inventure Systems Ltd
14977 MPAQ Automation Inc
14983 Rod Chomper Inc
14986 Tri-State Chemicals & Supply Inc
15015 Alkon Corp
15027 Southdown Inc
15037 Mixer Systems Inc
15047 Lafarge Corp
15057 Insteel Wire Products
15066 ISKCO Ltd
15067 Hydronix Ltd
15071 Hughes Brothers Inc
15075 QC Construction Products
15082 Rostine Mfg & Supply Inc
15083 United Concrete/Polylok
15115 The Cleveland Vibrator Co
15119 Bekaert Corp
15123 Formcrete Fiberglass Products
15125 Fister Quarries Group Inc
15129 Dynamic Color Solutions Inc
15131 Eclipse Plastic Inc
15133 Badger Meter Inc
15137 Dreyer Vibrator Co Inc
15139 Coating Technology
15141 Tricon Precast Ltd
15143 Concrete Precast Systems
15145 Monowi Sales Co
15147 Pearson Heating Systems Inc
15151 Polymer Group Inc
15153 Thermal-Krete USA
Div Kistner Concrete Produc
15155 Test Mark Industries Inc
15159 Vibco Inc
15167 Spillman Co
15170 Bidco Sealants & Bidco Fibre Inc
15171 Concrete Reinforcing Steel Institute
15172 Jacks & Accessories Inc
15175 Cresset Chemical Co
16020
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16025 NYCON Inc
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16045 Zenith Equipment Inc
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16125 Ankem International Inc
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16145 BIBKO Inc
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16232 Post Tension Product Mfg Inc
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16245 concrete.com LLC
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16320
16321 Ultra-Span Technologies Inc
16325 RATEC LLC
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16341
16342
16343
16345 Composite One (Cem-Fil)
16404 Oklahoma Steel & Wire Co
16407 American GeoThermal Inc
16408 Quick Corner Inc
16411 Expanded Shale Clay
& Slate Institute
16415 The Shilstone Companies Inc
16416 Trigard Vaults - Greenwood Plastics
16418 The Bilco Co
16419 BFK Technologies
16425 Erie Strayer Co
16428 Precast/Prestressed
Concrete Institute
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16445 Cargill Steel & Wire
16451
16507 ENVIRO-PORT Inc
16510 Lone Star Industries Inc
16511 Cardinal Scale Mfg Co
16514 Hydromix Inc
16515 Connecticut Steel Corp
16519 Control Solutions Ltd
16525 Systech Inc
16529 Strand-Tech Martin Inc
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16543 Ivy Steel & Wire
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16607 ECO-Block LLC
16610 Superior Walls of America Ltd
16614 Durafiber Group
16625 Prestress Supply Inc
16628 Smooth-On Inc
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16641
16643 ISG Resources Inc
16650
16707 Reward Wall Systems Inc
16711 Fastfoot Industries Ltd
16713 D L Schmidt Companies
16715 Vinyl Technologies Inc
16725 Alslur Concrete Equipment Inc
16728 Demand Products Inc
16730
16731 Stegmeier Corp
16732 Cougar Industries
16737 Solomon Colors
16740
16743
16745 Columbian Concrete Fiber
16750
16801 R-Control Building Systems
16807 Royal Building Systems Cdn Ltd
16810 Reddi-Form Inc
16811 American ConForm Industries
16815 American Polysteel LLC
16819 TF Insulated Concrete
Building Systems
16825 Portland Cement
Association (Residential)
16825 Insulating Concrete
Form Association
16829 West Arc Inc
16835 MAX USA Corp
16839
16841
16842
16843
16845 Epic Wall Systems/We-Mar Inc
16850
16851
16901 ICF Industries Inc
16902 Quad Lock Building Systems
16903 Polyguard Products Inc
16907 Lite-Form International
16910 Windlock Select
16915 Formtech International Corp
16925 GlobalTech Building Systems Inc
16935 Davis Colors-Colors For Concrete
16938
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16945 Polytek Development Corp
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EXHIBITOR LIST AS OF MAY 2000

This is a list of booth numbers currently assigned to exhibitors at World of Masonry 2001. Please refer to this list to identify your neighbors or to locate competing manufacturers.

13606 Williams Products Inc
13607 Fraco Products Ltd
13610 Mortar Net USA Ltd
13612 Tradesmen's Masonry Estimating Software
13614 CST Corp/Berger Instruments
13616 Northwest Instrument Inc
13619
13620 Neese Material Supply Co Inc
13622 Gage System
13626 Polymaster Inc
13628
13629 A-1 Plank & Scaffold Mfg Inc
13630
13632
13634 CMS LLP
13640 Wagman Metal Products Inc
13641 Spec Mix Inc
13647 Thermal Corp of America
13648
13649 Diamond Products
13650 Chemprobe Coating Systems Inc
13653 Ultra System Products
13654 Tnemec Co Inc
13655 PROSOCO Inc
13656 AFCO Products Inc
13666 Safewaze
13667 MultiDrain Systems
13670
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13679
13680 Sandell Mfg Co Inc
13681
13700
13741 The Face Companies
13745 Masonry Reinforcing Corp of America
13746
13748
13749
13750 Illbruck Sealant Systems Inc
13751
13753 York Mfg Inc
13757 Lighthouse/VIP Products
13767 Crank-Up Scaffolding
13772
13774
13776
13778
13800 Magnolia Brush Manufacturers Inc
13807
13817
13828 USTC Inc
13841 Beta Max Inc
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13853 Master Builders Inc
13854
13857
13867 Crank-Up Scaffolding
13900
13901 American Tool Companies Inc
13917 E-Z Grout Corp
13921 Burke by Edoco
13928 Avant-Garde Engineering (1994) Inc
13941 IMER US Inc
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13946 Terry Industries Inc
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13957 Formwork Exchange Ltd
13967 Blue Circle Cement Inc
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14000 Lynn Ladder & Scaffolding Co
14006
14017 ClickSupplieZ
14021 Professional Products of Kansas Inc
14025 CLS Cintec America Inc
14028 Avant-Garde Engineering (1994) Inc
14041
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14052 Diedrich Technologies Inc
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14057 Target
14065 Hohmann & Barnard Inc
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14101 Vestal Mfg Co
14107 Alimak Elevator Co
14117 Betco Scaffold
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14122 Western Forms Inc
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14125 Heckmann Building Products
14141 MK Diamond Products Inc
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14147 Keystone Retaining Wall Systems Inc
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14155 John Stortz & Son Inc
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14165 Rolls Scaffolding & Equipment
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14222 WestBlock Systems
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14229 Holdem Co
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14244 Firestone Building Products
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14247 EZ Scaffold Corp
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14257 Dur-O-Wal Inc
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14305 Blok-Lok Ltd
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14331 Rodman & Co Inc
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14359 Helifix North America Corp
14365 Ned-Kut/TECC Corp
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WORLD OF CONCRETE '99 AND 2000 EXHIBITORS

@Road Inc
A & J International
A B Chance Co
(Hubbell Power Systems)
A-1 Plank & Scaffold Mfg Inc
AAB Building System
Abatron Inc
ABC Fibers Div
Alabama Bag Co LLC
The Aberdeen Group
Div Hanley-Wood LLC
ABMAST ABRASIVES Corp
ABT Inc
AccuScreed/MegaScreed
Landre Corp
ace-co
Acme America Inc
Acme Canvas Co Inc
ACO Polymer Products Inc
Action Orthotics
ADCO Products Inc
Adeka Ultra Seal
Adhesive Services Co
Adjustable Kicker Inc
ADPI Enterprises Inc
ADSIL LC
Advance Concrete Form Inc
Advance Mixer Inc
Advance Shoring Co
Ischebeek Gmbh
Advanced Cement
Technologies LLC
Advanced Concrete Tools
Advanced Environmental
Systems Inc
Advanced Surfaces Inc
Advanced Waterproofing
Systems Inc
Advanced-Portadam Inc
Advantage Wallsystems Inc
Aeroil Products Co Inc
Aeroquip Corp
Aervoe-Pacific Co Inc
AFCO Plastics Products
AFCO Products Inc
AFCO Products Inc
Agatec Construction Lasers
AGC/Constructor
AGL Lasers
Agru Kunststofftechnik GmbH
AIM Attachments
Ainsworth Lumber Co Ltd
Airplaco Equipment Co
Inc A Mesa Industries Co
Airstar Lighting Balloons
Airtec USA Corp
Ajax Tool Works Inc
Albion Engineering Co
Alimak Elevator Co
Alkon Corp
All Temp Products Inc
Allen Concrete Pavers
Allen Engineering Corp
Allen Face & Co
Allen Osborne Associates Inc
Allen-Bailey Tag & Label Inc
Allentown Equipment
Div Master Builders Inc
Allgeier Computer Corp
Allison Transmission Div
General Motors Corp
Allmand Bros Inc
Alslur Concrete Equipment Inc
Alto US Inc
Aluma Enterprises Inc
ALUMEL
Americ Corp
American Allsafe Co
American Concrete
Contractors Association
American Concrete Institute
American Concrete
Pavement Association
American Concrete
Pumping Association
American ConForm Industries
American Dream Embroidery
American Galvanizers Association
American GeoThermal Inc
American Glove Co
American Honda Motor
Co Inc-Engines Div
American Honda Motor
Co Inc-Generators Div
American Identity
American Institute
of Constructors
American Isuzu Motors Inc
American Piers Inc
American Pneumatic Tool
American Polysteel Forms
American Rebar-Matic
& Machinery Co
American Rental Association
American Shoring Inc
American Shotcrete Association
American Society of
Concrete Contractors
American Steinweg Co Inc
American Stone-Mix Inc
American Technocrete Corp
American Tool Companies Inc
American Wick Drain Corp
American Wire Tie Inc
Americonversion LLC
Amerisafe Inc
Ameristar Fence Products
Ames/True Temper Industrial Div
AMICO (Alabama
Metal Industries Corp)
AMPAC Machinery Co
Anderson's Mudjacking
Anglo American Enterprises Corp
Ankem International Inc
Anti-Hydro International Inc
Anvil American Inc
Apache Technologies
APA-The Engineered
Wood Association
APchem Inc
Applied Technologies LLC
APS Cork Co
Aqua Blast Corp
Aquajet Systems AB
Archer Diamond
& Abrasive Products
Architects' First Source
Ardex Inc
Ardisam Inc
Argonics Inc
ARI-Hetra
Ariens Co
Arizona Oxides LLC
Arizona Polymer Flooring Inc
Arkon Safety Equipment Inc
ARM & HAMMER/ARMEX
Cleaning & Coating
Removal System
Armcon USA
Armorstone Inc
Arnco
Arrow Magnolia International
The Art Glittering System Inc
Artcrete Inc
aSa Applied Systems
Associates Inc
ASDRY
Associated Construction
Distributors International
Associated Construction
Publications
AST Corp
ASTC Polymers
ASV Inc-All Seasons Vehicles
Atlantic Equipment
& Surplus Inc/Jim Tyson Inc
Atlantic Pacific Equipment Inc
(AT-PAC Inc)
Atlas Copco Berema Inc
Atlas Copco Compressors Inc
Atlas Minerals & Chemicals Inc
Atlas Systems Inc
ATM Corp
Attachment Technologies Inc
Augusts Ltd
Aurand Mfg & Equipment Co
Auto-Control Div
Cardinal Scale Mfg Co
Avant-Garde
Engineering (1994) Inc
Avanti International
Axim Concrete Technologies Inc
Axson North America
Azar Block/Adjust-A-Form Inc
Aztec Concrete Accessories Inc
Badger Meter Inc
Bailey International Corp
BAMTEC
Bar-Lock Coupler Systems
Barrier International Corp
Barrier West LLC
Barsplice Products Inc
Bartlett Services Inc
Battery-Tech Inc
Baustoffwerk Rudolph
BauTech Inc
BBZ USA Inc
BECHAMP Software Inc
Beeche Systems Corp
Beijing Gang Yan
Diamond Products Inc
Bekaert Corp
Benner-Nawman Inc
Bering Truck Corp
Besser Appco Div
Beta Max Inc
Betco Scaffold
BFK Technologies
BIBKO Inc
Bidco Sealants & Bidco Fibre Inc
Bid-Well Div CMI Corp
"Big O"" Inc"""
Bigequip.com Inc
Bil-Jax Inc
Bil-Jax Inc/Scanclimber
The Bilco Co
Bio-Form
Birmingham Fastener Mfg
BlastCat Surface
Preparation Equipment
Blastcraft of Colorado Inc
Blastrac
Blazer Diamond Products Inc
Block Joist Co LLC
Blok-Lok Ltd
Blome Cements Co
BloodGood Plan Service Inc
The Blue Book of Building
& Construction
Blue Circle Cement Inc
BMH Systems
BMI Tools
Boccia Inc
BOMAG Light Equipment Div
Boman Kemp Mfg

BoMetals Inc
Bon Tool Co
Bonsal Commercial Products
Bonstone Materials Corp
Boral Material Technologies Inc
Borderline Stamp USA
Bore Repair Systems Inc
Bortech Corp
Bosch/S-B Power Tool Co
Bostik Inc
Braxton-Bragg Corp
BREN Instruments
Brentwood Industries Inc
Briggs & Stratton Corp
Bronco Construction Equipment Ltd
D S Brown Co
Buffalo Imprints
Bull Dog Power Products
Bullard Abrasives Inc
Bunyan Industries
Burgess Pigment Co
Burke by Edoco
Butterfield Color
BW Mfg Inc
C & D Recycler Magazine
C & W Mfg & Sales Co
CADS-USA Inc
Calculated Industries Inc
Caliber Construction Ltd
Cal-Rainbow Products Inc
Cal-Tech Testing Inc
Can American Stone Spreader
Capital Services
Cardinal Scale Mfg Co
CareLift Equipment Ltd
Cargill Steel & Wire
CARGOTEC Inc
Cariola Wheelbarrow Co Ltd
Carlisle Coatings & Waterproofing Inc
Carlton Industries
CARMIX/ METALGALANTE Srl
Carnie Enterprises Inc
Carthage Mills
Case
The Catalog Group Western Press
Caterpillar Inc Building Div
Caulk Master Div Kahnetics LLC
CCB Equipment Co
CCL Systems Ltd
CEILCOTE
Cellular Concrete LLC
Cemen Tech Inc
CEMFORCE
CertainTeed Corp
CES Wireless Technologies
CETCO
CF Gilco Inc-Gilson Mixer
CGW Abrasives Mfg USA
Chalmers Suspension International Inc
Champagne Edition Inc
Champion Elevators Inc
Champion Road Machinery Ltd
Chapin Mfg Inc
ChemCo Systems Inc
ChemGrout Inc
Chemipren USA
ChemMasters Inc
Chemprobe Technologies Inc
ChemRex Inc
Chemtron Polymers Inc
Chesapeake Hardwood Products Inc
Chicago Pneumatic Tool Co Construction Div
Chief E-Z Breaker Div Chief Industries
Chrisman Mfg Inc
Chute Stop Co
CHUTES International
CIFA USA Inc
CIM Industries Inc
CIMA & CONEXPO CON/AGG 2002
Cimline Inc
Cintec America Inc
Clark Div Putzmeister Inc
Clean Burn Inc
CleanAIR Systems Inc
Cleco Mfg Inc
Cleform Tool Co
Cloburn Quarry Co Ltd
CMD Group
CMI Corp
CMI Johnson-Ross Corp
CMS Inc
CNA Commercial Insurance
Coalition for Quality Concrete Flatwork
Coastal Mfg Inc
Coating Technology
Cobblecrete International Inc
Cobra Anchors Co Ltd
Colbond Inc (formerly Akzo Nobel Geosynthetics)
Coleman Cable Systems
Coleman Engineering Inc
Collins Companies
Colorama Ad Products Inc
Colorstone International Inc
Columbia Machine Inc
Columbian Concrete Fiber
COMBIFORM
Command Data Inc
Compact Technologies an OmniQuip Co
CompAir LeROI
Composite One (Cem-Fil)
Composite Technologies Corp
CON/STEEL Tilt-Up Systems
Conac Software Corp
Concreface International Co Ltd
Concrepor Systems/Magnum Fibers Div Geomateriales
Concrete Accessories Inc (CONAC)
Concrete Alignment Products
Concrete Consulting
Concrete Controls Inc
Concrete Cure Plus
The Concrete Edge Co
Concrete Equipment Co Inc (CON-E-CO)
Concrete Formwork International
Concrete Foundations Assn
Concrete Impressions Div Precast
Concrete Tech Inc
Concrete Precast Systems
Concrete Raising of America
Concrete Reinforcing Steel Institute
Concrete Sawing & Drilling Association
Concrete Science
Concrete Sealants Inc
The Concrete Society
Concrete Solutions Inc
Conesco Industries Ltd
Conjet AB
ConLoc GmbH
Con-Mat Supply
Connecticut Steel Corp
Conproco Corp
Con-Rec Technologies Inc
Conspec Marketing & Mfg Co Inc
Construccion Pan-Americana
Construction Attachments Inc
Construction Data Control Inc (CDCI)
Construction Data Corp
Construction Electrical Products
Construction Enterprises Inc
Construction Equipment International Ltd
Construction Equipment Magazine
Construction Forms Inc
Construction Specifications Institute
Construction Technology Labs Inc
The Construction-Zone
ConstructiVision
Continental DIA Diamond Products Inc
Continental Power Tools Inc
The Contractor's Engineer Inc
Contractors Hot Line Publications
Contractors Waterproofing Systems
Control Solutions Ltd
Control Tool Co Inc
Conveyor Components Co/Cotterman Co
Cook Tool Co Inc
Cooper Floor Services Inc
Coote Engineering Ltd
Cornerstone Coatings Co
Corporate Sportswear
Cortec Corp
Cosella-Dorken Products Inc
COTE-L Industries Inc
Cougar Batching Systems
Cover-All Building Systems
Covercrete Canada Ltd
Covina
Cox North America
CP Concrete Systems Ltd
Crafco Inc
Crain Enterprises Inc
Cranes & Equipment Corp
Crank-Up Scaffolding
Crawford Laboratories Inc
Cresset Chemical Co
CROMA Foam Cutters
Crossfield Products Corp
Crown Construction Equipment
Crown Metro Industries
Crown North American Professional Products
CRS Equipment/MEP SpA
Crusader Mfg Inc
Cryotech Deicing Technology
CST Corp/Berger Instruments
CTI Inc
CTS Cement Mfg Co
Cucamonga Tool Co
Cummins Engine Co Inc
Curb Tec
Curecrete Distribution
Cushion Cut Div Boart Longyear Co
Custom Building Products
CXI Div JRB Co Inc
Cygnus Construction Equipment Owners Group
Czar-Weld Tools Inc
Daewoo Heavy Industries America Corp
DaimlerChrysler Capital Services(debis)
Data-Maxx Software Systems Inc
Davis Colors-Colors For Concrete
Dayton/Richmond
DBI/SALA
Don De Cristo Concrete Accessories
Decon Inc
Decorative Concrete Supply
Dee Concrete Accessories Co Div Tesko Enterprises
Deep South Crane & Rigging
John Deere Commercial Worksite

John Deere Construction Equipment Co
Deere Power Systems
Delta Consolidated Industries Inc
Delta-JA
Demand Products Inc
DeNeef Construction Chemicals Inc
Dennis Chemical Co
Dependable Chemical Co Inc
Desco Mfg Co Inc
Design-Build Institute of America
Design-Build Magazine McGraw-Hill Construction Inf.
Deslauriers Inc
Detroit Diesel Corp
DEUTZ Corp
Devoe Paint/Fuller O'Brien Paints
DeWalt Industrial Tool Co
Diamond B Inc
Diamond Back Diamond Blades Inc
Diamond Blade Warehouse
Diamond Productions Canada Ltd
Diamond Products
Diamond Systems Inc
Diamond Tech Inc
Dianamic Abrasive Products
DICA Marketing Co
Diedrich Technologies Inc
Digital Dispatch Systems
Digital Insight Software Co LLC
Dimas Industries Inc
Dinet/Distributed Networks Inc
Direct Safety Co
Disco Corp
Disco-SEA America Inc
Diversified Captial Credit Corp
Dixie Diamond Mfg Inc
Dodge Commercial Program Headquarters
Doka Formwork Technology
Dolmar
Dominion Restoration Products
Donnelly Fabricators Inc
Double Agent Inc
Double Lock Clamp Co Inc
Dow Chemical Co
Dow Corning Corp
Dreyer Vibrator Co Inc
Dripless Inc
DTN Weather Center Contractor Dayta
Dual Sales Co Inc
Duckback Products Inc
Joseph Due Blades & Equipment
Dumond Chemicals Inc
Dunlop Mastclimbers LLC
DuPont Co Industrial Coatings Div
DuPont Flooring Systems
Durafiber Group
Dur-A-Flex Inc
Dura-Flow Products Inc
Duraform Ltd
Durand Forms Inc
Durham Geo-Enterprises Inc
Dust Control Systems & Equipment
Dustcontrol by Transmatic
Dwyer Companies
DYCO Paints Inc
Dynapac Concrete Equipment
Dyno Overlays Inc
Dywidag Systems International USA Inc
E-Poxy Industries Inc
E-Z Drill Inc
E-Z Grout Corp
Eager Beaver Trailers
Eagle Industries
Eagle Safety Eyewear
Eagle-Picher Inc Construction Equipment Div
Earth Contact Products Inc
East Jordan Iron Works
EBC Software Ltd
ECCO-Electronic Controls Co
Eclipse Plastic Inc
ECO-Block LLC
Ecoform
EDCO-Equipment Development Co Inc
Edmar Abrasive Co
EFCO
Elco International Inc
Elco Textron Inc
ELE/Soiltest
Elk River Inc
Elkin Mfg Inc
Elliott Diamond Inc
Ellis Construction Specialties Ltd
Ellis Mfg Co Inc
EMI Construction Products
Empire Level Mfg Corp
Endress Gen-Set Corp
Enerpac-Applied Power
Engelhard Corp Pigments & Additives Group
Enginaire
Engineered Wire Products
Engineering News-Record
Enterprise Co
EnviroBest Corp
Environmental Council of Concrete Organizations
ENVIRO-PORT Inc
EPRO Services Inc
ERICO Inc
Erie Strayer Co
Esser Twin Pipes LLC
Essick Construction Products A Multiquip Co
Clifford W Estes Co Inc
Estwing Mfg Co
Etobicoke Ironworks Ltd
The Euclid Chemical Co
Euro Industries Koria
EUROBEND SA
Euro-Cut Diamond Products
Evans Products Inc
EVG
Excellent Coatings Inc
Expanded Shale Clay & Slate Institute
Extec USA Inc
EZ Cut Products Inc
EZ Scaffold Corp
EZE Bend Inc
F & S Mfg Inc
Fabsco Corp
The Face Companies
FallTech
Fascan International Inc
Fascut Industries Inc
Fastenal Co
Fastfoot Industries Ltd
Federal Highway Administration
FFC Inc
Fibercon International Inc
Fiberforce Div Novex Systems International Ltd
Fiber-Lok Inc
Fidelity & Deposit Companies Inc
Final Fixx Inc
Firestone Building Products
First Continental International (NJ) Inc
Firstar Equipment Finance Corp
Firstline Corp
Fischer Crane Co/ICM
Georg Fischer Disa Goff Inc
Fister Quarries Group Inc
Fitzgerald Formliners
Five Star Products Inc
Fleetboss LLC
Flex/Porter-Cable
FlexOvit USA Inc
Flo Draulic Inc
Florida Concrete & Products Association Inc
Florida Independent Concrete & Associated Prds Inc
Florida Wire & Cable Inc
FMC Corp Lithium Div
Foam Wonder Wall Inc
Fomo Products Inc
Footlock Bracing Systems Div Direct Steel of MN
Force Field Technologies Inc
Foresight Products LLC
The Forest Group
Forfam Inc
Form Tech Windows
Form-A-Key Products
Formex Permanent Steel Forms
Forming & Scaffold International
Formtech International Corp
Formwork Exchange Ltd
Formwork Finders International
Forney Inc
FORTA Corp
Fortifiber Building Products Systems
Fosroc Ltd
Fostoria Industries Inc
Foundation Software Inc
Foundation Technologies Inc
4 Seasons Inc
Fourply Inc
Fox Industries Inc
Fraco Products Ltd
Fraser Products Inc
Freightliner Trucks
FrenchCreek Production Inc
Fringe Insurance Benefits Inc
Fritz-Pak Corp
FTI/FASTEEL Systems
Futaba Corp of America
FW Dodge
Fyfe Co LLC
Gaco Western Inc
Gadgets Mfg Co
Galaxy Industries
Galaxy Tire & Wheel Co
Gar-Bro Mfg Co
Gardner Denver Water Jetting Systems Inc
Garland Floor Co
Gates & Sons Inc
GDB Software
GDM Inc
Geac AEC Business Solutions
Gehl Co
Gemite Products Inc
General Breakers of America
General Equipment Co
General Polymers Corp
General Technologies Inc
Genesis Equipment & Mfg Inc
Genie Industries
Gensco America Inc
GEOPAK Corp
Geosynthetic Materials Assn
Geotest Instrument Corp
Germann Instruments Inc
Geroquip/Magic Screed
GIDAS Inc
Gill Industries Inc
Gilson Co Inc
Glas-Craft
Glenmac Inc
Global Equipment Marketing Inc Magnetics Div
GlobalTech Building Systems Inc
GM Fleet & Commercial
GME-Griswold Machine & Engineering

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GMX Div The Garland Co
Godwin Pumps of America Inc
Goldblatt Tools/
Stanley-Proto Industrial Tools
GoldenLook International Inc
GOMACO Corp
The Goodyear Tire & Rubber Co
The Gorman-Rupp Co
GPG Coatings
Graco Inc
The Gradall Co
Grading & Excavation Contractor
Magazine
Grantex Surface Systems
Gravel Conveyors Inc
Gray
Green Bull Inc
Green Mountain
International Inc
Greenlife Inc
Greenstreak Inc
GrimmerSchmidt Compressor
Grip-Tite Mfg Co Inc
Ground Heaters Inc
Guardian Safety Barrier Inc
Gulf Coast Paint Mfg Inc
Gunite Workers
Local Union #345
Gunite/Shotcrete
Contractors Association
Gusmer Corp
H & C Concrete Stains
H & K Enterprises LLC
Haener Block Co
The Vince Hagan Co
Ray Haid Construction Ltd
Haivala Concrete Tools Inc
Hallett Wire Products Co
Hall's Dirt Squeegee Blade Inc
Hambro Structural Systems
Div Canam Steel
Hamilton Form Co Inc
Hammerhead Concrete Breakers
Hampshire Chemical Corp
Hancor Inc
Handi Disc/Handi Bits
Hard Hat News
Harlo Products Corp
Harris Industries
Harris Specialty Chemicals Inc
Hartl Crushing
& Screening Technique
Hatz Diesel of America Inc
Hayes Industries Ltd
HBC-radiomatic Inc
HCSS-Heavy Construction
Systems Specialists Inc
Headed Reinforcement
Corp (HRC)
Headstrong Inc
Heat Wagon Inc
HEATEC
The Heated Water Co
Heavy Equipment News
NED Card Deck
Heavy Truck Sales Ltd
Heckmann Building Products
Hehr International Polymers
Helac Corp PowerTilt Div
Heldepo SA
Helifix North America Corp
Helser Industries Inc
Henry Co
Henry Mfg Co
Herron Wire Products Inc
Hertz Equipment Rental Corp
Hetronic USA
Hi-Lite Systems
Hill & Griffith Co
Hilliard Corp
Hilman Rollers
Hilti Inc
HIT Tools USA
Hitachi Construction
Machinery Corp
Hitachi Koki USA Ltd
Hi-Way Safety Inc
Hobb International
Hobbs Trailers & Equipment
Inc/Central Silo Div
Hobic Bit Industries Corp
Hoffman Diamond Products Inc
Hogan Co Inc
Hogentogler & Co Inc
Hohmann & Barnard Inc
Holdem Co
Hold-Right Anchor Systems
Holnam Inc
Homasote Co
Homelite/John Deere
Professional Products Inc
Horse International
Hosecomatic
Huber & Suhner Integrations Inc
H D Hudson Mfg Co
Hughes Brothers Inc
Hughes Mfg Inc
Humboldt Mfg Co
Hurricane Compressors
Husqvarna Forest & Garden Co
Hydraforce Inc
Hydra-Mac International Inc
Hydraulic Mudpumps Inc
Hydromix Inc
Hydronix Ltd
HydroProducts LLC
Hyosung Diamond
Industrial Co Ltd
ICE Block Building Systems
ICI Devoe Coatings
ICS Blount Inc
Ideal Shield LLC
Igloo Products Corp
IHI/Compact Excavator
Sales LLC
Illbruck Willseal Div
IMCO Industrial
& Marine Coatings Ltd
IMER USA Inc
IMEX International Inc/IMEX
Diamond Tools
Impact Software Systems Inc
Impressions Headwear
Increte Systems Inc
Indian Valley Industries
INDICAL Mfg Inc
Industrial Commerical
Equipment Mfg
Industrial Environmental
Coatings Corp
Industrial Thermo Polymers Ltd
Infern-O-Therm Corp
Ingersoll-Rand Co
Innovatech Products
& Equipment Co
Innovative Brick Systems LLC
Innovative Concrete
Technology Corp (ICT)
Innovative Forming
Products LLC
InSite Software Inc
Insteel Wire Products
Insulating Concrete
Form Association
Integrated Technologies Inc
Interlocking Concrete
Pavement Institute
International Castings
& Supplies Ltd (ICS)
International Cellulose Corp
International Coatings Inc
International Code Council
International Concrete
Repair Institute
International Construction
Equipment Inc
International Consultants Inc
International Cordage East
International Cybernetics
International Fire
Resistant Systems
International Grooving
& Grinding Association
Intertec Publishing
InterWrap Industries Inc
Inventure Systems Ltd
Iowa Mold Tooling Co Inc
IPA Systems Inc
IPC Industries Inc
IPG/WHC
IronMax LLC
ISCHEBECK TITAN
ISG Resources Inc
ISKCO Ltd
Italian Trade Commission
ITC Concrete Pump
ITW Devcon
Engineered Coatings
ITW Dykem/Dymon
ITW Foamseal
ITW Philadelphia Resins
ITW Ramset/Red Head
IVS Hydro Inc
Ivy Steel & Wire
J & J Truck Bodies & Trailers
Jacks & Accessories Inc
Jacole
James Instruments Inc
Jaquith Industries Inc/BMF
Metal Forms
Jatco Inc
JCB Inc
JCK Custom Embroidery Co
JD Concrete Screed
JDR Enterprises Inc
Jinhui Industries Sdn Bhd
JKS Lamage Div Atlas
Copco Canada Inc
JLG Industries Inc
Jo-Da-Ly Attachments Inc
Job Corps Cement Masons
Training Program
Jobber Instruments
Jonel Engineering
JP Specialties Inc
Juda Builders Inc
K-D Manitou Inc
Kaeser Compressors Inc
Kapejo Fibers
Kaufman Products Inc
Kawasaki Motors Corp USA
Keizer Technologies Americas I
J J Keller & Associates Inc
Kemco Systems Inc
KENMAR Div Tiger
Enterprises Inc
Kenrich Products Inc
Kent Demolition Hammers
Kenwood Communications
Kenworth Truck Co
Kesmac Inc
Keson Industries Inc
Keystone Engineering & Mfg C
Keystone Retaining
Wall Systems Inc
KHK Diamond Products Inc
KHK Scaffolding Houston Inc
Kimble Mixer Co
Klein GmbH
Klein Tools Inc
KMI Zeolite Inc
Knaack Mfg Co
Knox Concrete Industries
Kobelco America Inc
Koch Waterproofing Solutions
Kohler Co Engine
& Generator Divs
Komatsu Utility Corp
Kop-Coat Inc
KOR-IT Products
Kotkurb Equipement
Kover Krete Inc

Kraft Tool Co
KRB Machinery Co
Krylon/Sprayon Industrial
Kryton International Inc
KTR Corp
Kubota Engine America Inc
Kushlan Products Inc
Kwik Kerb Edgemaster Inc
L & M Construction Chemicals Inc
Lackmond Products Inc
Lafarge Corp
Lambert Corp
Lanair
Larsen Products Corp
Laser Alignment Inc
Laser Leveling Inc
Laser Products Industries Inc
Laser Reference
Laser Technology
-Laser-Tech-*
(Martronic Engineering Inc)
Lasting Impressions in Concrete Inc
Michael Latas & Associates Inc
Layher Inc
LBI Technologies Inc
LCI Lasers for Construction Inc
Leading Edge Safety Systems Inc
Leica Geosystems Inc
Lely Corp
Les Aciers Robond Inc
Level Best Grading System
LeveLite Technology Inc
Life Deck
Lifetime Batter Boards
Lifetime Tool Co
Lift Equipment Magazine
Liftking Industries Inc
Lifton USA Inc
Lighthouse/VIP Products
Lily Corp
Lindley Inc
Link HiSteer
Linnton Plywood Association
Lister-Petter Inc
Lite-Form International
LMR Mfg
Load Lifter Mfg Ltd
Load-Lifter Inc
Loegering Mfg Inc
Loftness Specialized Equipment
Lombardini USA Inc
Lombardo Structure Co Div
Lombardo Swimming Pool
London Machinery Inc
Lone Star Industries Inc
Longer Diamond Tools
Longway Product
Los Angeles Diamond Tools Inc
Louisiana-Pacific Corp
Love-Less Ash Co
John L Lowery & Associates dba LOTEL
LSI-Lowery Systems Inc
Lubemaster Construction
Lull International Inc
Lynn Ladder & Scaffolding Co
Lyons Mfg Inc
M & M Construction Specialties
Mabey Bridge & Shore Inc
Machinery Depot America LLC
Machinery Trader Big Iron/Peed Corp
Mack Trucks Inc
Mac-Products Inc
Magnolia Brush Manufacturers Inc
Magnum Diamond & Machinery Inc
Magnum Piering Inc
Maintainer Corp of Iowa Inc
Makita U S A Inc
Mannesmann Rexroth Corp
Mantane Construction Products
Manus Products Inc
MAPEI
MAR-FLEX Systems Inc
Mar-Mac Wire Inc
Marbelite International Corp
Margar Industries Inc
Marion Brush Mfg
Market Development Alliance of FRP Components Ind
Marshall Industries Composites
Marshalltown Trowel Co
Mason-Dixon Technologies
Masonry Reinforcing Corp of America
Masonry Technology Inc
Mason's Trowel Filer (MTF) Dist by RJR Industries
Master Builders Inc
Master Builders Inc Preco Line
Master Level
Mastercrete Construction Products
Masters Choice
Matheus Lumber Co Inc
MAX USA Corp
Maxon Industries Inc
MAXXON Corp
Mayco Pumps A Multiquip Co
M-B-W Inc
MC2 Management Computer Controls
MCAS
McGraw-Hill Construction Information Group
McMillen Div States Engineering
McNeilus Truck & Mfg
MEA/Josam Co
Meadow Burke Products
W R Meadows Inc
MECO/Masterpiece Engineering Co
Melroe Co/Bobcat
Meridian Project Systems Inc
Meritor Automotive (formerly Rockwell Automotive)
Messinger Inc
Metabo Corp
Metal Forms Corp
Metalcrete Industries Inc
Meter-Man Inc
Metzger & McGuire
Mi-T-M Corp
MIACON The Miami International Construction Show
Micor Co Inc
Middle Tennessee State University
Midwest Canvas
Midwest Rake Co
Millennium Scaffolding Systems
Miller Environmental Products
Miller Formless Co Inc
Miller Spreader Co
Miller-Dalloz Fall Protection
Milspec Industries
Milwaukee Electric Tool Corp
Minnich Mfg Co Inc
Mitsubishi Engine North America Inc
Mitsubishi Fuso Truck of America Inc
Mitsubishi Sales & Service/ Nichimen America Inc
MK Diamond Products Inc
MKT Fastening LLC
MOBA Corp
Modac Products Co
Modern Concrete Inc
Molded Fiber Glass Construction Products Co
Monarch Mfg Co
Monarflex Inc
Monolithic Constructors Inc
Monolithic Panel Systems
Monopole Inc
Monowi Sales Co
Montezuma Welding & Mfg Inc
Morgen Mfg Co
Mortar Net USA Ltd
Mortex Mfg Co Inc
Motorola Inc
MPAQ Automation Inc
MQ Power Corp A Multiquip Co
MSA/Rose Mfg Co
Muller Mixer
Multicoat Corp
MultiDrain Systems
Multi-Ply
Multiquip Inc Standard Products Div
Munters Corp Moisture Control Services
Mustang Mfg Co Inc
Mutual Industries Inc
National Association of Waterproofing Contractors
National Carpet Equipment Inc
National Center for Construction Education
National Crane Corp
National Development
National Diamond Inc
National Precast Concrete Association
National Precision Bearing Div Mechatronics
National Ready Mixed Concrete Association
National Rent-A-Fence
National Signal Inc
NationsRent Inc
Nationwide Gunite Corp
Nationwide Reinforcing LLC
Nationwide Tarps Inc dba NTI Global
Navistar International Transportation Corp
NBB Controls Inc
NDS Inc
NEC Inc
NECS
Ned-Kut/TECC Corp
Neese Material Supply Co Inc
Nelson Industrial Services Inc
NEOGARD
Nestle-Butler Corp
New Holland North America Inc
New Riverside Ochre Co Inc
Newark Paperboard Products
Newborn Brothers Co Inc
New-Form Mfg Co Ltd
Newstripe Inc
Niagara Protective Coatings
Nikon Inc Instrument Group
Ninive Comtec
Nippon Electric Glass America
NLB Corp
NMW Inc
Nomaco Inc
NORAM
Norchem Concrete Products Inc
Norcure Chloride Removal System/Vector Constr Grp
Noritake Co Inc Abrasives Div
North American Crane Bureau
North American Green
North American Innovations Ltd
North American Plywood Corp
North American Sales Inc
North Star Steel
Northrock Industries Inc
Northwest Accessories Inc
Northwest Instrument Inc

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Northwestern Steel & Wire
Norton-Clipper
Novocon International A Synthetic Industries Co
Nox-Crete Products Group
Nunnikhoven Group
NYCL Co
NYCON Inc
O'Brien Wire Products of Texas Inc
Ocala Instruments & Research
Odisa Forsa
Okada America
Oklahoma Steel & Wire Co
OKON Inc
OLINPUMP
Olson Engineering Inc
Omega Concrete Products
OMNEX Control Systems Inc
Omni Duct Systems
Operative Plasterers' & Cement Masons
Optim Products Inc
Orco Construction Supply
OSCAM SpA
Oscoda Plastics Inc
OTR Wheel Engineering
Overseas Precision Castings
Owens Corning
Oztec Industries Inc
Pace Mfg
Pacific Brick Systems
Pacific Concrete Accessories Inc
Pacific Concrete Images
Pacific Electricord Co
Pacific Polymers International Inc
Pacific Precast Products Ltd
Pacific Wood Laminates
Pactiv Building Products
PaineWebber
Palfinger North America/ Palfinger AG
Palm Attachments
Panel Systems Inc
Pantim Wood Products
Par 4 Plastics Inc
Paradigm Industries
Paragon Products
Parker International Ltd
Park-Meister Technologies-PMT Inc
Partner Industrial Products
PAT America Inc
Patriot Equipment/ Hecla Industries LLP
Patron Products Inc
Patterned Concrete Industries Inc
Pave Tech
Peak Software Systems Inc
Pearl Abrasive Co
PearlWeave Safety Netting Corp
Pearson Heating Systems Inc
Pecora Corp
Pelseal Technologies LLC
Penhall Diamond Products
Penny Pockets
Penta Piers Inc
Pentax Corp Survey Div
PERI Formwork Systems Inc
Perma Building Products Inc
PERMA-CRETE Resurfacing Products
Perma-Grip Fasteners
Permaquik Corp
Peterbilt Motors Co
PFT of America Inc
PHOENIX Process Equipment Co
Pipe Technology Inc
Pirtek USA
PLASITE Protective Coatings
The Plastiform Co
Plywood & Door Mfrs Corp
PNA Inc
Poly-America Inc
Polycoat Products
Polygem Inc
Polyguard Products Inc
Polymaster Inc
PolyMax/Milamar Coatings LLC
Polymer Group Inc
Polymer Pipe Technology
Polymerica Inc
PolySpec Corp
Polytek Development Corp
Polytite Mfg Corp
Pomeroy FreForm
POR-ROK Div Novex Systems International Inc
Portable Line Bore Inc
Porta-Mix Inc
Portland Cement Association
Portland Cement Association (Residential)
Post Tension Product Mfg Inc
Post-Tensioning Institute
Potlatch Corp
Power Curbers Inc
Power Kleen Corp
Power Mfg
Power Screed Inc
Powers Fasteners Inc
Powertrack International Inc
Prazi USA
Precast/Prestressed Concrete Institute
Precise Forms Inc
Precision Stamped Concrete Tools
Prelude Systems Inc
Presco Products
Prestress Supply Inc
Priema Plastics Inc
Primark Tool Group/Hawera
Prime Resins Inc
Prime-A-Pac
Primex Abrasives Inc
ProDeCon LLC
Profast Corp
Professional Products of Kansas Inc
Progress Unlimited
Progressive Construction Systems Corp
Prolink Diamond Products
Promesh Div Canada Cordage Inc
Pro-Seal Products Inc
PROSOCO
Protech Diamond Inc
Protecrete Div Applied Concrete Technology Inc
Protecta International
Protective Coatings Technology Inc
Providence Industries
PSI-Thunderline/Link-Seal
PUBLIC WORKS Journal Corp
Pumpco Parts Inc
PUMPSTAR Inc
Putzmeister America
Pyramid Communications
Q Financial Group
QC Construction Products
Quaker Plastic Corp
Quest Solutions Inc
Quick Corner Inc
Quick Imprint Systems Inc
Quik Cone/Best Choice Construction Ltd
Quikpoint Inc
The QUIKRETE Companies
QuikWater Div Webco Industries Inc
R & A Products
R-Control Building Systems
Rackow Polymers Corp
Rack-Strap Inc
RAFCO/BRICKFORM
Ram Jack Foundation Repair Systems
Rampart Construction Services
Randall Construction Media
Ranjo's Inc
Rapid International Ltd
Rapidcut Industries LLC
Rap-I-Form/Award Metals
Rastra of the Americas
RATEC Gmbh & Co
RATEC LLC
Raven Industries Inc
Rayco
RBW Enterprises Inc
Ready Cable Inc
Rebar Machine Sales & Service (RMS)
ReBar Stakes Co
Record Engineering Corp
The Rectorseal Corp
Redington Counters Inc
REED Mfg
Reef Industries Inc
Reich Construction Equipment Inc
Reimer International Inc
Reinert Mfg Inc
The Reinforced Earth Co
Relton Corp
Remtron Inc
Resinet Products Inc
Restoration Concepts Inc (RCI)
Reward Wall Systems Inc
Rexcon Div Rose Industries
Rexworks A Giuffre Co
Rezloh by Holzer Mfg LLC
Reznor Waste Oil Heating Products
RFI Construction Products Div
Cangro Industries In
RGC Construction
Rice Lake Weighing Systems
Ritchie Bros Auctioneers International
Riviera Brush Co
RJD Industries Inc
RK Mfg
Road Processing Resources
Roads & Bridges Magazine
Roadware Inc
Robin America Inc
RoboToolz
Rock & Dirt
ROCK-TRED Corp
Rockwater Mfg Corp
Rod Chomper Inc
Rodman & Co Inc
Rods Indiana Inc
Roebuck & Associates Inc
Rolatape Corp
RoMix Chemical & Brush Inc
Roseburg Forest Products
Rostine Mfg & Supply Inc
Rotec Industries Inc
Roto-Reclaimer Corp
Royal Building Systems Cdn Ltd
Royall Wall Systems
Royalmarc Corp
Rubber Master/Weldrite Fabricators
Rubber Polymer Corp
Rubbermaid Home Products
W J Ruscoe Co
The J D Russell Co
Rustgo-Nelson King Inc
Rust-Oleum Corp
RVL Enterprises
Safe-React
Safety Equipment Co
Safety Lights Co/Multi-Prep
Safety Stain Co
Safety Supply House
Safewaze

SafSeal Innovations
Saftron Corp
Safway Formwork Systems
SAMANCO Mfg Co
Samick International Industrial Co Ltd
Sandell Mfg Co Inc
Sanders Saws Inc
Sandvik Tamrock LLC
Sany Heavy Industry Group Co Ltd
Sase Co Inc
Scaffold USA
Scale-Tron Inc
G W Schleidt Inc-Liaver
Schnell SPA
Schonstedt Instrument Co
Schwing America Inc
L M Scofield Co
Scott System Inc
SDS Non Destructive Testing Equipment Inc
Seal-Krete Inc
SealMaster Industries Inc
Seamco Laboratories Inc
SECO Mfg Co Inc
Securicor Wireless Inc
Sellick Equipment Ltd
Sellstrom Mfg Co
SEMCO Mfg Inc
SGB Construction Services Inc
Shark Enterprises
Shave Away Europe
Shenandoah Mfg Inc
Shenzhen Robtol Diamond Tool Co Ltd
Sherwin-Williams Stores Group
The Shilstone Companies Inc
Shindaiwa Inc
SICOMA Srl
Sierra Mills
Sigalarm
Signature Staff Leasing Inc
Signet Marketing Inc
Sika Canada Inc
Sika Corp
Silikal North America Inc dba
Silikal Resin System
Simem North America
Simple Solutions-Concrete Solutions Div
SIMPLEX Div Templeton Kenly & Co Inc
Simplex Forms Systems Co Div J Bartholomew Engrg
Simpson Strong-Tie Co Inc
Simpson Timber Co Panel Products Div
Sinclair Equipment Co
SINCO/SALA
Sioux Corp
SIRIUS Software Inc
Sistrom Inc
Site Mix Systems
Sivento Inc
Sky Climber Inc
SKY TRAK International An OmniQuip Co
Skyjack Inc
Slime/Access Marketing
Slip Industries Inc
Slipform Tool Co
Slipnot Safety Flooring Div W S Molnar Co
SM Diamond Tools Inc
Smart Masonry Distributors Inc
T L Smith Machine
Smooth-On Inc
Smurfit-Stone Container Corp
Soco-Shield
Soff-Cut International Inc
SOKKIA Corp
Solar Technology Inc
Sole Source Inc
Solida USA Inc
Solo Inc
Solomon Colors
Somero Enterprises Inc
Sonoco Products Co
Soprema Roofing/Waterproofing
Soris Financial
Southdown Inc
Southeastern Filtration & Equipment Systems
Southern California Edison
Southern Construction Products
Southern Cross Construction Technology
Southern Grouts & Mortars Inc
Southhold International
SP Systems LLC
Spancrete Machinery Corp
Spec Mix Inc
Specialty Concrete Products Inc
Specialty Diving Inc
Specialty Products Inc
Spec-Source
SPECTRA PRECISION
Speed Dowel Inc
Speed Shore Corp
Spencer Products Co
Sphere Services Inc
Spider Div SafeWorks LLC
Spillman Co
Spray-Crete Industries
Spraytech Inc
SPX Power Team
SSL LLC
SSPC: The Society for Protective Coatings
Stabila Inc
Stampcrete International Ltd
Stanley Hydraulic Tools
Stanley/LaBounty
Star Diamond Tools Inc
Star Industries
STARDEK Products
Steam Engineering
Steelcote Mfg Co
STEELMATE
Stegmeier Corp
Steinke Bros Inc
Stellar Industries Inc
Stellar-Mark Inc
STEMA/PEDAX America Ltd
Stencil Systems Inc
Stephens Mfg Co Inc
Sterling Handling Equipment Inc
Sterling Truck Corp
Stihl Inc
Stimson Lumber Co
STO Corp
Stone Construction Equipment Inc
Stonehall Engineering Co Ltd
John Stortz & Son Inc
STOW—Bomag Light Equipment
Strata-Tech Inc
Strickland Systems Inc
Strike Tool Inc
Strong Industries Inc
Strong Man Building Products Corp
Strongwell
Structron Corp
Structural Preservation Systems
Sucoot Industrial Co Ltd
Sullair Corp
Sumitomo Corp
Sunbelt Rentals Inc
Suncoast Post-Tension (SCPT)
Sundeck Products Inc
Super Stone Inc
The Super Stone Slinger
Superchute Ltd
Superior Concrete Products
Superior Innovative Products Inc
Superior Power Trowel Inc
Superior Tire & Rubber Corp
Superior Walls of America Ltd
Surecrete Design Products
Suretek
SureVoid Products Inc
SVE Sales
Sweepster Inc
Sweet's Group McGraw-Hill
Sylvan Industries Inc Div Sylvan Forest Products
Symons Corp
Synair Corp
Synteen Technologies Inc
Synthetic Industries' Fiber Reinforced Concrete
Systech Inc
T & J Mfg Inc/PowrGard
T Clear Corp Sub Fin-Pan
T-Pac Div Kiewit Western
TA Pump Sales & Service
Tahoe Lighting
Takeuchi Mfg (US) Ltd
Talet Equipment International Ltd
Tally Systems Inc
TAM International Consultants
TAMCO Inc
Tamko Waterproofing Products Div Tamko Roofing Prd
R H Tamlyn & Sons Inc
Tamms Industries Co
Tandem Products Inc
Target
Target Products Ltd
Taylor & Francis
Taylor Tools
TC MiraDRI
Techcon Systems Inc
Techna International Inc
Techstone Systems
Tecnologie Industriali srl
Tecumseh Products Co
Ted Baugh Flooring Inc
TEI Rock Drills
Tekk Inc
Teledyne Specialty Equipment Princeton Products
Tell Steel
TEMCO
Tempest Technology
Tenax Corp
Tennant Co
Terex Amida
Terex Bartell Ltd
TEREX Cranes-Olathe
Terex/Benford America
Terramite Corp
Terry Industries Inc
Test Mark Industries Inc
Texas Diamond Tools Inc
Tex-Trude Inc
Textured Coatings of America Inc
TF Insulated Concrete Building Systems
THE Machine Co
Thermal Corp of America
Thermal-Krete USA Div Kistner Concrete Products
Therm-All Inc
Thermalwall Buidling System Inc
Thomas Equipment Ltd
Thompson Pump & Mfg Co Inc
3E Co
3-H Sales
3M
3M/Specified Construction Products
Thurman Scale Co
Tilleo Co
Tilt-Up Concrete Association
Timberline Software Corp
TIME CONDOR Corp
Titcomb Bros Mfg
TMT Software Co

PT 00718

Tnemec Co Inc
Tolman Tool Mfg Inc
ToolWatch Corp
Top Industrial Inc
Topcon Laser Systems Inc
TOPP Construction Services Inc
Torlan Pool Products
TPI Corp
Tractel Inc Griphoist Div
Tractel Ltd Fallstop Div
Tradesmen's Masonry
Estimating Software
TrafFix Devices Inc
Trak N Seal
Transcrete America Inc
Transportation Consultants Inc
Traverse Lift LLC
TrefilARBED Inc
Trelawny Surface Preparation
Technology
Trelleborg Fillite
Tremco Inc
Sealant/Weatherproofing Div
Trend Mfg of America Inc
Tri-State Chemicals & Supply Inc
Trigard Vaults - Greenwood
Plastics
Trimble Navigation Ltd
Triple Crown Products Inc
Tripod Data Systems
Troxler Electronic
Laboratories Inc
Truck Town
Truco Construction Products
True Temper Industrial
Tucker's Machine & Steel
Tuf-N-Lite
Turf-Tek Products Inc
TVM Building Products
2W International Corp
TY Cushion Tire Co
UB Equipment Corp
Ultra System Products
Ultra-Korea Co Ltd
Ultraseal Construction
Products Ltd
Ultra-Span Technologies Inc
UNI-DAPT 360
Unifab Inc
UnionTools
United Brotherhood of Carpenters
United Coatings
United Concrete/Polylok
United States Gypsum Co
Unitex
Universal Fabric Structures
Universal Form Clamp
Universal Impact
Technologies Inc
Universal Mfg Corp
Uniwall/Family Fun Corp
Unlimited Inc
UPI Sealant Products Inc
UpRight Inc
US Anchor Corp
US Architectural Products Inc
US Census Bureau
US Shotblast Parts
& Service Corp
USA Flap Div SAF Co
USA HOIST an Affiliate
of Mid-American Elevator Co
USTC Inc
UVEX Safety
Div Bacou USA Safety Inc
Valspar-Federal Flooring Div
Valvoline Co
Van-Boh Systems Inc
Vandex Sales & Services Inc
VanTech Engineering
Vaughan & Bushnell Mfg Co
Versa Flex Inc
Versatile Deck Coatings Inc
Vertigraph Inc
Vexcon Chemicals Inc
Vibak AG
Vibco Inc
Viber-Kelley Co
Div Scheu Products Co Inc
Vibra Float Inc
Vibratechniques Corp
VIC International Corp
Vinyl Technologies Inc
Vinylex Corp
Vitricon Inc
VMC Technical Assistance Corp
Vogel Lubrication Inc
VoidForm International Ltd
Volvo Trucks North America
VR Industries Inc
The Vulcan Co Inc
Vulcan Threaded Products
Wacker Corp
Waco Scaffolding & Equipment
Wagman/Hovertrowel
Waldon Inc
Waldvogel Concrete Tools
Wall Safety Div Wall Industries
WALLGUARD Corp
Wall-Ties & Forms Inc
Walton Tool Co
WAM Corp of America
Wanco Inc
Waterous Co
Watson & Chalin Mfg
Watson Bowman Acme Corp
WB Tool Co Inc
Weaver Precast of Florida Inc
Lic of We-Mar Inc
WEBAC America Corp
Weber Machine (USA) Inc
WEBTEC Inc
Wedge DTI Inc
Weelu AB
Wel-Co Metallurgical Corp
Wellmade/Detro Inc
West American Rubber Co
West Arc Inc
WestBlock Systems
Westec Barrier Technologies Inc
Western Forms Inc
Western Star Trucks
Western States Fastening Systems
White Cap Industries Inc
L B White Co Inc
David White LLC
White Mountain Products
Whiteman Conspray Inc
Whiteman Industries Inc
A Multiquip Co
Wicktek Inc
Willard Mfg Co
Williams Form Engineering Corp
Williams Products Inc
Wilton Tool Group
Windlock Select
Wing Enterprises Inc
Wire Reinforcement Institute
WIS-CON Total Power Corp
Wiss Janney Elstner
Associates Inc
Witthaut Diamond Tools Gmbh
WOMA Corp
Women Construction Owners &
Executives USA
Woodings Doweling
Technologies Inc
Wooster Products Inc
Work'n Leisure Products
World Diamond Source
World Headquarters Inc
The Wyco Tool Co
Xypex Chemical Corp
Yamaha Motor Corp USA
Yanmar Construction Equipment
Yanmar Diesel America Corp
Yodock Wall Co
Yong Jun Construction Co Ltd
York Mfg Inc
Young Poong Mining
& Construction Corp
Ytterberg Scientific Inc
Carl Zeiss Inc Surveying Div
ZeoTech Corp
Zep Mfg
Ziatek Inc
Zimmerman Industries Inc
ZipWall LLC
Zircon Corp
Zurn Industries Inc
Flo-Thru Operations

WORLD OF CONCRETE
Las Vegas Convention Center • February 27 - March 2, 2001

2001

Hanley-Wood, LLC 426 S. Westgate St., Addison, Illinois 60101 www.worldofconcrete.com
Telephone: 630-543-0870 Fax: 630.543.3112 e-mail: woc@wocnet.com

PT 00719

WORLD OF CONCRETE | 2001

PRODUCERCENTER

WORLD OF MASONRY | 2001

INDOOR EXHIBIT SPACE CONTRACT & SPONSORSHIP APPLICATION

(LAS VEGAS CONVENTION CENTER AND MEGASTRUCTURES)

Instructions: 1. Before signing please read both sides of this contract.
2. Type or print all information requested. Be sure to include products to be exhibited to avoid competitive conflicts.
3. Return contract with appropriate payment made payable to Hanley-Wood LLC

1. **Exhibiting Firm** *(please print)* Pave Tech URL
Phone ( ) FAX ( ) E-Mail
Mailing Address Street Address *(for UPS shipments)*
City State/Province Country Zip

2. **Send promotional material and Exhibitor Service Manual to:**
Name (please print) Title
Phone ( ) FAX ( )
Mailing Address Street Address *(for UPS shipments)*
City State/Province Country Zip

3. **Please check one** ❑ Manufacturer ❑ Exclusive U.S. Distributor ❑ Service Company ❑ Other (description)
If Exclusive U.S. Distributor, for which company(s)? Company Name
City State/Province Country

4. **Products and services to be exhibited** *(Note: Products eligible to be displayed are limited to those the Exhibiting Firm manufactures or those for which it is the exclusive U.S. distributor.)*

5. **Competitors** (Show management will attempt but does not guarantee to keep competitors apart.)

6. **Payment Schedule:** Contract and 50% deposit must be submitted before space is assigned. Deposit is refundable for 15 days after date on confirmation letter. The remaining 50% balance is due September 1, 2000. Beginning September 1, 2000, full payment is required with the contract.

7. **Complete this section for World of Concrete Exhibit Space only:**
Priority assignments (only available to exhibitors who participated in WOC '99 and 2000): Contract and 50% deposit (refundable through June 1, 2000) must be submitted by March 17, 2000. **Open assignments:** Booth assignments will begin June 1, 2000. Contracts received prior to June 1 will be assigned space on June 1 based on date contract and deposit were received. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: 20 x 20 Total sq. ft.: 400 x $21.00 per sq. foot Equals total cost of $ 8,400.00
Booth locations preferred: 1. 2. 3. 4.
Do you want and qualify for any of the following pavilion locations: ____ Computer ____ Concrete Repair ____ Paving ____ Material Handling ____ No pavilion desired

8. **Complete this section for WOC's Producer Center exhibit space only:**
Only products and services relevant to the Producer Center may be displayed. Booth assignments will begin March 1, 2000. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: x Total sq. ft.: x $21.00 per sq. foot Equals total cost of $
Booth locations preferred: 1. 2. 3. 4.

9. **Complete this section for World of Masonry exhibit space only:**
Only products and services relevant to World of Masonry may be displayed. Booth assignments will begin March 1, 2000. Indicate dimensions, square footage and preferred locations. Preferences will be used as a guideline for space assignment.
Booth dimensions: x Total sq. ft.: x $21.00 per sq. foot Equals total cost of $
Booth locations preferred: 1. 2. 3. 4.

10. **Complete this section for Sponsorship only:**
Sponsorships are available only to companies that will be exhibiting in 2001. Sponsors from WOC 2000 have first right of refusal for same sponsorship until March 17. After March 17 sponsorships are available on a first-come-first-serve basis. A 50% deposit must be received with application for sponsorship. Deposit is refundable if sponsorship is not available. Cancellation of sponsorship is subject to the same cancellation fees as exhibit space.
Sponsorship requested:
Sponsorship cost:

13. **Conditions of Contract read and accepted by:**
Authorized Signature/Title FIELD SERVICES MGR Type or Print Name ROBERT L. CRAMER
Exhibiting Firm PAVE TECH Date 8-7-00

FOR ADDISON OFFICE USE *ONLY*

Accepted at Addison, Illinois by:
Signature/Title

WOC Booth Number	TPC Booth Number	WOM Booth Number	Sponsorship
20123			
Total Cost 8400.00	Total Cost	Total Cost	Total Cost
Deposit	Deposit	Deposit	Deposit
Received 6300.00	Received	Received	Received
Amount Due 2100.00	Amount Due	Amount Due	Amount Due
Invoice # 107948	Invoice #	Invoice #	Invoice #
Date 8-9-00	Date	Date	Date

Aberdeen's
WORLD OF CONCRETE®

The Aberdeen Group, a division of Hanley-Wood, Inc. 426 S. Westgate St., Addison, Illinois 60101
Telephone: 630-543-0870 Fax: 630.543.3112 e-mail: woc@wocnet.com www.worldofconcrete.com

August 2, 2000

Robert Cramer
Pave Tech
PO Box 576
Prior Lake, MN 55372

Dear Mr. Cramer:

This letter is to confirm our conversation regarding your booth relocation.

Out records have been revised to show that Pave Tech has been moved from World of Concrete booth #6317 (20 x 30 foot space), to World of Concrete booth #20123, a 20 x 20 foot space (400 square feet). Please sign and date the enclosed revised contract and return it to us by August 11, 2000.

Your support of World of Concrete for 2001 is greatly appreciated. If you require any further assistance, please feel free to call your sales rep, Gordon Gwinn, at 763-427-2805.

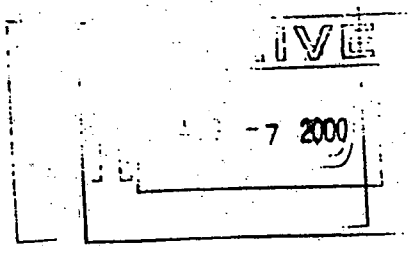
Sincerely,

EK952127783US

Maria Prior
Exhibits Coordinator

Enclosure

MP/dz



PT 00750

CUSTOMIZATION FORM

for use when ordering customized printout

CUSTOMIZE YOUR PRINTOUT AND CAPTURE YOUR QUALIFYING QUESTIONS AS WELL AS THE ATTENDEE'S DEMOGRAPHIC INFORMATION!

BENEFITS:

- Track contact information in one place
- Organize your sales effort
- Use custom printout as an order form
- Conduct surveys
- Communicate qualifying information to your sales force in the field or home office

YOUR SALES LEAD PRINTOUT WILL LOOK LIKE THIS:

SHOW NAME

City, State — Dates

ID # — Time: — Date

PHIL N. BLANK
EXPOEXCHANGE
1888 N. MARKET ST
FREDERICK, MARYLAND 21701

Tel: 301.662.9400
Fax: 301.694.3286

Show Demographics:

BELOW ARE STANDARD QUESTIONS WHICH WILL PRINT HERE. WHEN ORDERING THE CUSTOMIZED PRINTOUT YOUR QUESTIONS WILL APPEAR INSTEAD.

Purchasing Influence:
Final Say
Recommend
Specify

Follow Up Action:
Schedule a Meeting
Phone Call
Send Literature
Demonstration

Notes:

Company Name PAVE TECH

Show Code (from previous page) WOCO11/KRO

Use the space below to custom design your form. Please send at least one week prior to order form deadline.

CONT PKT ___
ARCH PKT ___
EDU PKT ___
MANU PKT ___
PAVE EDGE ___
PROBST PAVERMAX ___
PROBST VACUUM ___
PROBST HYDRUALIC ___
PROBST GENERAL ___
PAVE CHEM CHEMICALS ___
PAVE CHEM ADHESIVES ___
PAVE CHEM SANDLOCK ___
ENVIROPAVE ___
DEEP ROOT ___
COMPACTORS ___
SAWS ___
DALE FOLLOW-UP ___
KIRK FOLLOW-UP ___
GLENN FOLLOW-UP ___
BOB FOLLOW-UP ___

NOTES:

You may use up to 70 lines with 37 characters per line. If you need more space, please use another page.

Fax to: 301.694.3286 or mail with your order form.

A sample of your company custom will be sent to you for your approval. First revision is allowed with no addition cost incurred. Please review your customization carefully.

PT 00763

1888 North Market Street • Frederick, MD 21701
1.800.787.0475 • Fax 301.694.3286 • www.expoexchange.com • info@expoexchange.com

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 38

- - January 2003 - -

Ideal Concrete Block Co
45 Power Rd
Westford, MA 01886
Phone: 978-692-3076
FAX: 978-692-0817
January 13-17: Contractor clinic in Boxborough, MA that PAVE TECH set-up tools in the back of the room and talked to customers during breaks in the day's activities.

Landscape Ontario Congress Trade Show
Toronto, ON CANADA
January 15 - 17: PAVE TECH employee help man a customers booth to help sell PAVE TECH products. PAVE TECH did not have it's own booth at the show. The customer PAVE TECH worked with was . . .
Oaks Concrete Products Inc
475 Harrop Drive
Milton, ON L9T 3H3 CANADA
Phone: 905-875-0035
FAX: 905-878-5301

Cambridge Pavingstones Inc
At The Base Of Jerome Avenue
Lyndhurst, NJ 07071
Phone: 201-933-5000
FAX: 201-933-2230
January 22 - 23: PAVE TECH gave a hands on demonstration on how to use Probst Tools and PAVE EDGE as well as teach how to properly install interlocking concrete pavers.

- - February 2003 - -

World of Concrete/World of Masonry
Las Vegas, NV
February 4 - 7: PAVE TECH exhibited in a 10x30 booth, Number 4654.

EP Henry Corporation
201 Park Ave
Woodbury, NJ 08096-0615
Phone: 856-845-6200
FAX: 856-845-0023
February 10 - 14: PAVE TECH exhibited at EP Henry's annual trade show called the Middle Atlantic Hardscapes Trade Show or M.A.H.T.S. for short.

Manufactured Concrete Products Expo (MCPX)
Salt Lake City, UT
February 21 - 23: PAVE TECH exhibited in a 10 x 20 booth, Number 1330.

2/24/04 DATE CRAMER
38
EXHIBIT
ANN M. HOLLAND

Hedberg Aggregates
1205 Nathan Ln N
Plymouth, MN 55441
Phone: 763-545-4400
FAX: 763-545-7121
February 27: Hedberg held their annual customer event at a local hotel meeting room. PAVE TECH set-up some PROBST tools and PAVE EDGE and talked to the contractors during breaks and at the end of the day.

- - March 2003 - -

Cambridge Pavingstones Inc
At The Base Of Jerome Avenue
Lyndhurst, NJ 07071
Phone: 201-933-5000
FAX: 201-933-2230
March 7- 8: PAVE TECH gave a hands on demonstration on how to use Probst Tools and PAVE EDGE as well as teach how to properly install interlocking concrete pavers.

Anchor Concrete Products
1913 Atlantic Ave
Manasquan, NJ 08736
Phone: 732-292-2500
FAX: 732-292-2650
March 11 -13: PAVE TECH set-up a booth at a small trade show hall in Edison, NJ for Anchor's annual customer appreciation event in conjunction with an ICPI Contractor Certification course. PAVE TECH spoke to contractors during their breaks and at the end of each day for a little while.

BIA Brick Industry Association
11490 Commerce Park Drive
Reston, VA 20191
Phone: 703-620-0010
FAX: 703-620-3928
March 27 - 29: BIA held their annual Brick Show in Coronado Springs Resort in Orlando, FL. PAVE TECH exhibited in a 10x10 booth, Number 210.

- - April 2003 - -

Borgert Products Inc
8646 Ridgewood Road
Saint Joseph, MN 56374
Phone: 320-363-4671
FAX: 320-363-8516
April 10: PAVE TECH set-up a demonstration area at Borgert's plant and showed how to use a number of PROBST tools and PAVE EDGE. Also, explained how to properly install interlocking concrete pavers.

- - June 2003 - -

Pavestone Company 075
9401 E 96th Ave
Henderson, CO 80640
Phone: 303-287-3700
FAX: 303-287-9759
June 18: PAVE TECH set-up some PROBST tools and PAVE EDGE for 5 contractors who attended a retaining wall seminar at Pavestone plant and talked to the guys about the products at the end of the seminar.

- - October 2003 - -

ASLA Annual Meeting & Expo
American Society of Landscape Architects (ASLA)
636 Eye Street, NW
Washington, DC 20001
Phone: 202-898-2444
FAX: 202-898-0342
October 30 - November 3: In 2003, the expo was held in New Orleans, LA. PAVE TECH exhibited in a 10 x 10 booth, Number 1308.

- - November 2003 - -

Green Industry Expo
1000 Johnson Ferry Rd, NE
Marietta, GA 30068-2112
Phone: 770-973-2019
FAX: 770-578-6071
November 7 - 8: The GIE show was held in St Louis, MO for 2003. PAVE TECH exhibited in a 20 x 20 booth, Number 2732.

- - December 2003 - -

StonExpo
70 North Market Street
Mount Sterling OH 43143 USA
Telephone: 740-869-9990
Fax: 740-869-9991
December 4 - 6: The 2003 StonExpo was held in Atlanta, GA. PAVE TECH had a 10 x 10 booth, Number 2417.

Oregon Landscape Expo
Oregon Landscape Contractors Association (OLCA)
147 SE 102nd Avenue
Portland, OR 97216
Phone: 503-253-9091
FAX: 503-253-9172
December 5: PAVE TECH did not have a booth at this show. A PAVE TECH representative helped man a booth with Mutual Materials who had their own booth. Mutual Materials information is below . . .
Mutual Materials Company
18230 SW Boones Ferry Rd
Durham, OR 97224
Phone: 503-624-8860
FAX: 503-620-4709

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
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Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 39

GIE

2003

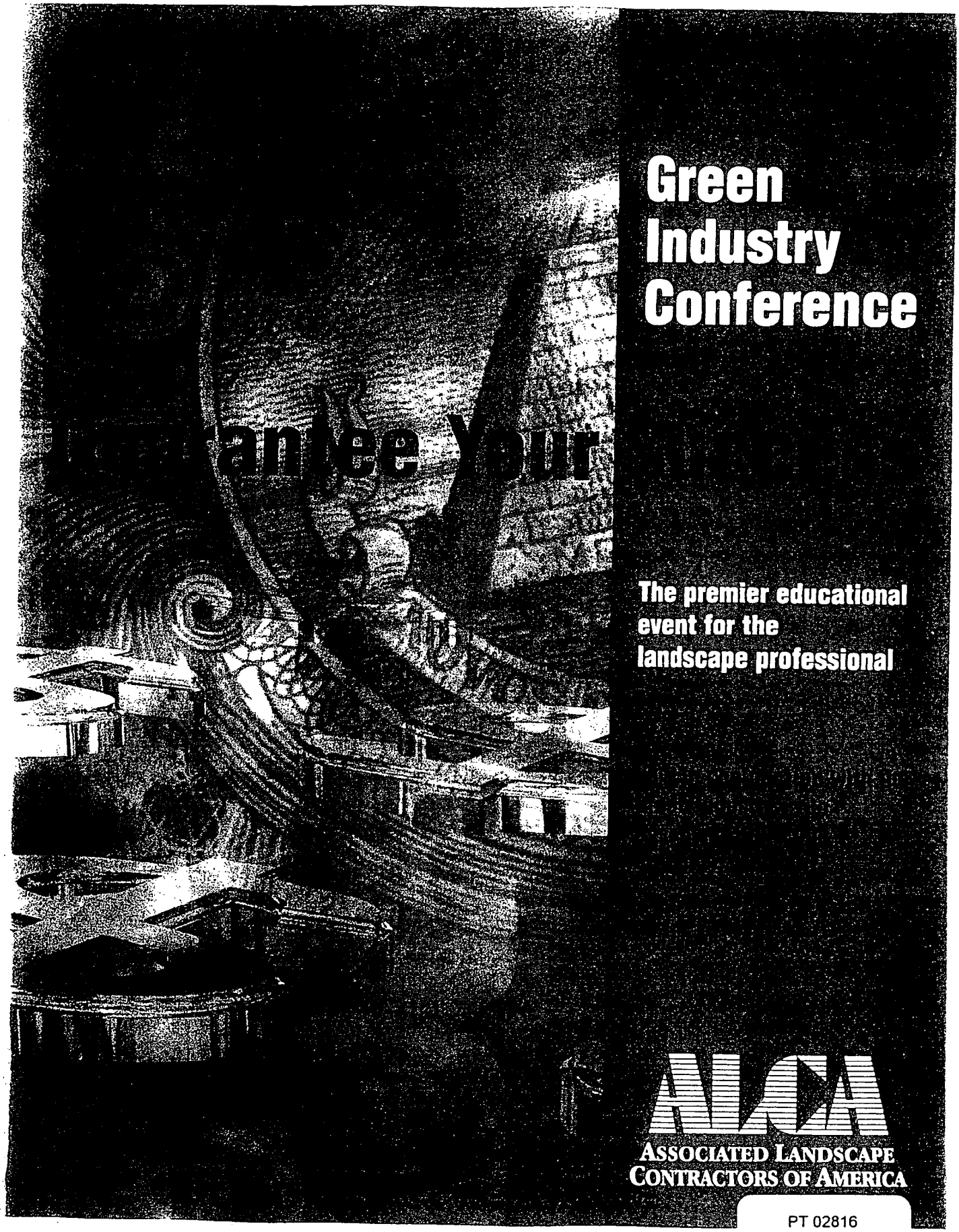
PT 02815

2/24/04 DATE CRAMER

39

EXHIBIT

ANN M. HOLLAND



Green Industry Conference

The premier educational event for the landscape professional

ALCA

ASSOCIATED LANDSCAPE CONTRACTORS OF AMERICA

PT 02816

Invest in Your Future

... attend the premier educational event for the landscape professional

Join your peers at this dynamic, information-packed conference and trade show ... guaranteed to empower you with the proven tips, techniques, and practical "how-tos" you'll need to grow your landscape business and increase your company's profits.

Earn Dividends

Featuring hot, new topics every year, this conference will generate eye-opening insights and inspiring ideas.

Profit from Our Experience ...

There will be plenty of Q & A opportunities, informative learning sessions, and invaluable chances to network with experienced landscape professionals.

When Every $ Counts, Pick What's Right for You ...

Nine outstanding educational tracks are available, each developed with special end results in mind. Pick and choose the sessions that have real-world applications for you and your company.

Featured Educational Tracks:

1. Financial/Business Management
2. Sales/Marketing
3. Human Resources
4. Leadership
5. Design/Build/Installation
6. Maintenance
7. NEW! Irrigation
8. NEW! Safety (Friday ONLY)
9. NEW! Arboriculture (Saturday ONLY)

Realize a Return on Investment (ROI)

"The Green Industry Conference was much more than I expected! I brought five of our team members, and they were all impressed with the professionalism of the industry... I knew that attending this event was a success for our company on the first day back to work when our team members told everybody else about how much they had learned and that there was much more to the industry than they had imagined. Thank you!"

Mike Russo, CLP
Russo Lawn and Landscape, Inc.
Windsor Locks, CT
Volume Category: $750,000 - $2 Million

Bring more team members and save even more! This is an educational extravaganza you and your team cannot afford to miss!

SPONSORS

Conference Binder

Conference Portfolio

CATERPILLAR®

Conference Badge Holder

Conference Tote Bag

Husqvarna

Conference Mug

Conference Pen and Resource Room

CNA

PT 02817

5 High-Paying Dividends

1 Cash In on New Tips, Techniques, Ideas, and Innovations!

Interact with respected professional speakers who are accomplished leaders in the green industry. These professionals have been in your shoes, and they understand the challenges you face every day. You'll learn innovative techniques for making your business even more successful. Whether you are new to the industry or a seasoned veteran, this conference is sure to provide practical advice that will boost your success both personally and professionally.

2 Profit from the Best in the Industry.

You'll find special time built into the conference specifically designed for you to meet and share insights with talented company owners and managers and other landscape professionals from around the nation who are an invaluable source of professional expertise. Mealtimes are transformed into learning experiences at the "Breakfast with Champions" and "Night of the Roundtables" sessions. In the evening, attend the special networking dinners and receptions to maximize your opportunities to mingle with your peers and explore future partnerships and cooperative efforts. Through conference networking, many past attendees have built long-term business relationships with other professionals with whom they share goals and strategies.

3 Multiply Your Investment — Bring Your Entire Team and Increase Your Company's Knowledge Base.

We've packed an incredible amount of information into just a few short days. It's *your* conference, so feel free to move in and out of the nine information-packed educational tracks and more than 60 interactive sessions. Don't want to miss a thing? Bring more than one person to the conference and cover it all! Don't forget, you can also attend any session offered at the Professional Grounds Management Society (PGMS) Conference or the Professional Lawn Care Association of America (PLCAA) Conference.

4 Find Out What the Hot Bestsellers Are at the Green Industry Expo.

Check out the most comprehensive display of new products and services in the industry at the one-and-only Green Industry Expo (GIE). More than 300 exhibitors will feature their innovative wares, ranging from the newest in power equipment and protective wear to irrigation supplies. Moreover, the GIE is more than just booth displays. Don't miss the show's Product Field Day, a hands-on demonstration of the latest equipment and systems the industry has to offer.

5 Enjoy the Payoff — Get Refreshed and Recharged.

Taking a few days away from your routine to attend this conference will have a powerful, positive effect on your performance. It will also give you a fresh perspective, and you'll return to work with renewed confidence and energy ... and scores of new ideas and techniques that you can use immediately.

Guaranteed ... Best Business Investment!

"Our attendance at ALCA's Green Industry Conference has paid off year after year many times over. [We discovered that] as you grow, you need to find ways in which to be successful at the profit game. Attending the Green Industry Conference did just that. Just one tip that we learned at that event has saved us thousands of dollars! There has not been a single ALCA event that we have attended that we did not bring home an idea or make a friend that could help us to make our company better."

Kathleen Neave
Neave Landscaping, Inc.
Wappingers Falls, NY
Volume Category: $2 Million - $5 Million

GREEN INDUSTRY EXPO

November 6-8, 2003

Cervantes Convention Center at America's Center • St. Louis, Missouri

GIE GREEN INDUSTRY EXPO

2003 Exhibit Contract

Return contract and payment to:
GIE, 1000 Johnson Ferry Road, NE
Suite C-135, Marietta, GA 30068-2112
Phone: (888) 303-3685 ❖ Fax: (770) 579-3835

Rate Schedule:	(Member discounts apply)
Exhibit Rental Rate:	$ 1,395.00 / 10' x 10' booth
Corner Assignments:	$ 75.00 / corner
Product Field Day:	$ 395.00

Payment Schedule: *After August 1, 2003, payment must accompany contract.*	
Minimum deposit with application:	50% of booth fees
Early-bird & Priority Point period ends:	February 28, 2003
Remaining balance due:	August 1, 2003

Application for Space

Exhibiting company (exhibitor) agrees to pay a lease fee at the established rate (plus $75 per corner booth assignment) which must be paid by August 1, 2003. After August 1, 2003, payment must accompany contract. If exhibitor holds a company membership to a GIE sponsor association (ALCA, PGMS, PLCAA), a $100 discount per 10' x 10' booth may be applied. Exhibitor further agrees to comply with the Rules and Regulations for Exhibitors which are included. Booth assignments will be based on a priority point system for contracts received prior to February 28, 2003, as noted in the exhibitor prospectus information. After that date, assignments will be made in order of date payment is received with contract.

Company Information

IMPORTANT: Directory Listing for Show Program - *List your company exactly as you want it to appear in the trade show guide.*

Company _____ Direct Phone _____

Address _____ Toll Free _____

City / State / Zip _____ FAX _____

Contact _____ Title _____

E-mail Address _____ Web Site _____

Authorized Signature _____ Date _____

Exhibit Contact Person if different from above. *All further 2003 information will be sent to this person.*

Name _____ Title _____

Address (if different) _____ E-Mail Address _____

City / State / Zip _____ Phone _____ Fax _____

Cost of Exhibit Space

Exhibit Rental Rate: $1,395 / 10' x 10' booth (Member discounts apply) *Exhibitors of 10 booths or more are entitled to a discount. Call GIE for details.*

Number of 10' x 10' Booths: _____ If they form an island, indicate size (minimum 10' x 20'): _____

Corner Assignments: $75.00 / corner. Number of corners: _____ *Exhibits of 4 booths or more (10' x 40' or 20' x 20') are not charged corner fees.*

Exhibit Space Preferences

(*List organizations exhibitor desires NOT to be near.)

_____ _____ _____

_____ _____ _____

** Every effort will be made to honor your space and location preferences, but GIE cannot guarantee your requests.*

Product Field Day

The Product Field Day is scheduled for November 6, 2003, and is optional at $395.00. A proportionate amount of space will be allocated to exhibitors based on their indoor space rental.

Exhibitor desires to participate in the Product Field Day. ☐ Yes ☐ No

Payment Calculation

Space Rental Rate (per 10' x 10' booth)	$ 1,395.00 x _____ # of booths	=	$_____
Corner Assignment Fee	$ 75.00 x _____ # of corners	=	$_____
Product Field Day	$ 295.00 x 1 demonstration	=	$_____
SUBTOTAL	SUBTOTAL	=	$_____
MINUS: Association Member Discount (indicate association)	$ 100.00 x _____ # of booths	= -	$_____
☐ ALCA ☐ PGMS ☐ PLCAA Early-bird discount (before 2/28/03)	$ 100.00 x _____ # of booths	= -	$_____
	TOTAL BALANCE DUE 8/1/03	=	$_____
	50% INITIAL DEPOSIT REQUIRED	=	$_____

GIE Use Only: 5580 / 4100 / 1750 / 3510

Payment Options

☐ Check Enclosed *(U.S. Funds Only)*

GIE Use Only ☐ EB

AMT	DATE	CK#
3510	2/12	27414

I authorize GIE to charge the remainder of the balance on August 1, 2003.

INITIAL HERE

FOR FASTEST SERVICE!

☐ Charge my Credit Card

☐ MasterCard ☐ VISA ☐ Discover ☐ American Express

Card # _____ Exp. Date _____

Print Cardholder's Name _____

Cardholder's Signature _____

SEE REVERSE FOR RULES & REGULATIONS

Exhibitor Product Listing

Check all that apply for complete listing in the Official Conference Guide and GIE Show Directory.

- ☐ Accessories
  - ☐ Landscaping (Hoses & Reels)
  - ☐ General
- ☐ Adjuvants/Colorants/Dyes
- ☐ Aerators
- ☐ Arborist Supplies
- ☐ Bedshapers
- ☐ Biological Pest & Disease Control
- ☐ Bird Control Products
- ☐ Blades/Blade Sharpening
- ☐ Blowers
- ☐ Brushcutters
- ☐ Chippers
- ☐ De-thatchers
- ☐ Edging Equipment
- ☐ Edging Supplies
- ☐ Educational Services/Supplies
- ☐ Employment Services
- ☐ Engines
- ☐ Environmental Storage/Containment
- ☐ Erosion Control Products
- ☐ Fencing
- ☐ Fertilizers
- ☐ Finance, Commercial
- ☐ Fountains
- ☐ Franchise
- ☐ Hydro Sprayers
- ☐ Insecticides
- ☐ Insurance
- ☐ Interiorscape (Live & Preserved Foliage)
- ☐ Irrigation Products & Supplies
- ☐ Laboratories
- ☐ Lime Products
- ☐ Loaders
- ☐ Management Staffing
- ☐ Marketing Services
- ☐ Micronutrients
- ☐ Mobile Service
- ☐ Mowing Equipment
- ☐ Parts, Equipment/Vehicle
- ☐ Pavers
- ☐ Plant Growth Regulators
- ☐ Plant Handling Systems
- ☐ Planters
- ☐ Playground Equipment
- ☐ Posting Supplies (Flags & Signs)
- ☐ Printing
- ☐ Publication
- ☐ Pumps
- ☐ Retaining Walls
- ☐ Retirement Plans
- ☐ Safety Clothing & Personnel Equipment
- ☐ Snow Removal Equipment (Plows)
- ☐ Soil Wetting Agents
- ☐ Spraying Equipment
- ☐ Spreaders
- ☐ Sweepers
- ☐ Tanks
- ☐ Tires/Tire Sealants
- ☐ Tools: ☐ Hand ☐ Garden & Lndscpg.
- ☐ Tractors
- ☐ Trade Association
- ☐ Trailers, Hitches & Related Items
- ☐ Trenchers/Tillers
- ☐ Tree Care Products

PT 02852

GIE
GREEN INDUSTRY EXPO
Professional Products, People and Ideas

Green Industry Expo

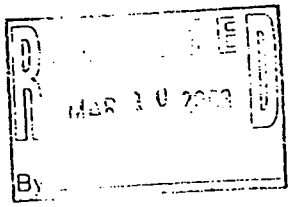
1000 Johnson Ferry Road, NE
Suite C-135
Marietta, GA 30068-2112
Tel. 770.973.2019 ◆ Fax 770.579.3835

RECEIPT

*****No Payment Due*****

March 5, 2003

Mr. Bob Cramer
Pave Tech, Inc.
P.O. Box 576
Prior Lake, MN 55372



Green Industry Expo 2003
Cervantes Convention Center at the America's Center
St. Louis, Missouri – November 6-8, 2003

Exhibit Space Rental	
(4) 10' x 10' Exhibit Spaces @ $1395.00	$5,580.00
(0) Corner Booth Fee @ $75.00	$0.00
(4) Early Bird Discount	<$400.00>
(4) Association Membership Discount	<$400.00>
Product Field Day	
(0) Product Field Day	$000.00
TOTAL:	$4,780.00
50% Deposit Paid	$2,390.00
Balance Due by August 1, 2003	$2,390.00

Payment Method:

___X___ Check (U.S. FUNDS) _____ VISA / MASTERCARD / DISCOVER / AMEX

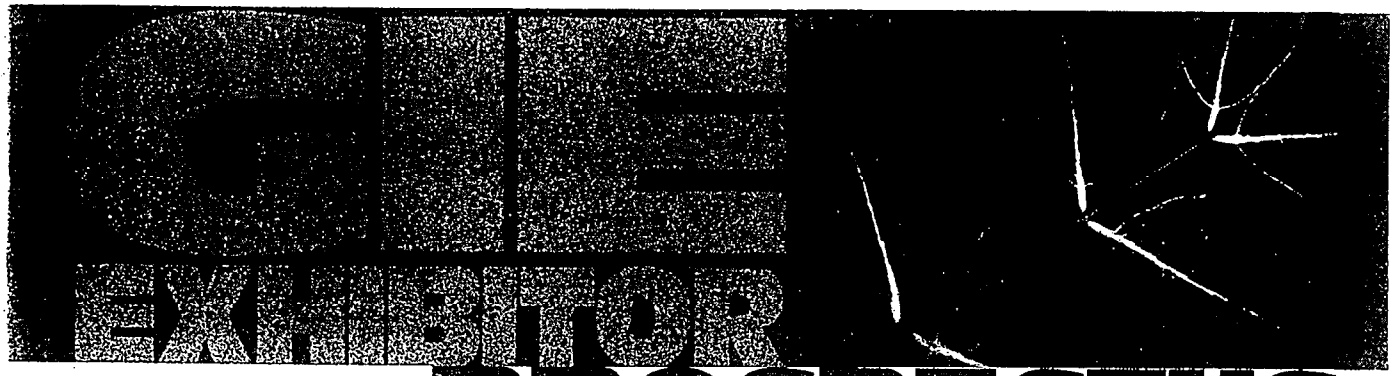
Credit Card No. _____ Expiration ____ / ____

Signature: _____

Thank you for supporting the National Expo for Lawn, Landscape & Grounds Professionals!

PT 02853

14TH ANNUAL GREEN INDUSTRY EXPO
PROFESSIONAL PRODUCTS, PEOPLE AND IDEAS



PROSPECTUS

NOVEMBER 5-8, 2003
CERVANTES CONVENTION CENTER AT AMERICA'S CENTER
ST. LOUIS, MISSOURI

PT 02855

Professional Products, People and Ideas

The Green Industry Expo (GIE), widely known as the national expo for lawn, landscape and grounds professionals, has evolved into the industry's premier marketplace encompassing every aspect of design–build, and maintenance of outdoor green space. No other event attracts qualified professionals seeking to satisfy their desire for education, networking and commerce like the GIE.

In 2002, more than 360 exhibitors and 6,000-plus professionals converged to make the Green Industry Expo the largest and most successful event ever. GIE's unique mix of three educational Green Industry conferences, an outdoor product field day and two days of indoor exhibits ensures continued growth in 2003 and beyond.

The nation's most respected and innovative trade associations — the Associated Landscape Contractors of America (ALCA), the Professional Lawn Care Association of America (PLCAA) and the Professional Grounds Management Society (PGMS) — combine their strengths to sponsor GIE resulting in a synergy unmatched by any other venue.

This year, GIE heads to a new and different location at the Cervantes Convention Center at America's Center in St. Louis, November 5 – 8, 2003. You're invited to exhibit at GIE/St. Louis. Read on for details about this dynamic event or visit our Web site at www.gieonline.com.

Sponsors

Associated Landscape Contractors of America
(800) 395-2522
www.alca.org

Professional Lawn Care Association of America
(800) 458-3466
www.plcaa.org

Professional Grounds Management Society
(800) 609-7467
www.pgms.org

Why GIE?

Green industry professionals cited three top reasons why they attend GIE:

- To view new products;
- To attend educational events; and
- To network with other professionals.

GIE is structured around three educational conferences organized by show sponsors ALCA, PLCAA and PGMS. With more than 60 educational sessions, GIE is unmatched in quality education on timely topics affecting today's professionals. Exhibitors benefit from the attraction of qualified buyers at a key time in the annual business cycle – perfect for new product launches.

Exclusive, non-conflicting education and trade show hours provide exhibitors and attendees the opportunity to maximize their time in the exhibit hall.

"We were very pleased with the show. It was enjoyable to see qualified traffic filling the aisles and our booth. We were so impressed that we signed up for a larger booth."

- 2002 GIE Exhibitor

PT 02856

Frequently Asked Questions

To exhibit, call (888) 303-3685 or visit www.gieonline.com.
View an interactive floor plan beginning in March 2003.
Reserve space by March 15 to receive Priority Booth Assignments!

How Do I Reserve Booth Space?

Step 1: Complete the enclosed contract for exhibit space.
Step 2: Send contract with payment to GIE.
Step 3: A GIE representative will contact you to discuss your booth space assignment.

How is Booth Space Assigned?

A Priority Point System based on continuous years exhibiting with GIE is used as the guide for all contracts received with deposits before March 15, 2003. For contracts received after March 15, booth assignments are given on a first-come, first-served basis. To reserve space, payment must accompany contract for exhibit space.

What is the Cost of Exhibiting?

Indoor Exhibit Fees.....$1,395 per 10' X 10' booth
Corner Assignments .....$75 per corner for assignments 3 booths or less.
(Multiple booth discounts are available for space rentals in excess of 10 booths. Contact GIE for details.)

Product Field Day ..... $395 participation fee
(Each exhibitor is allotted 625 sq. ft. per 10' X 10' indoor booth unit.)

Are There Any Discounts?

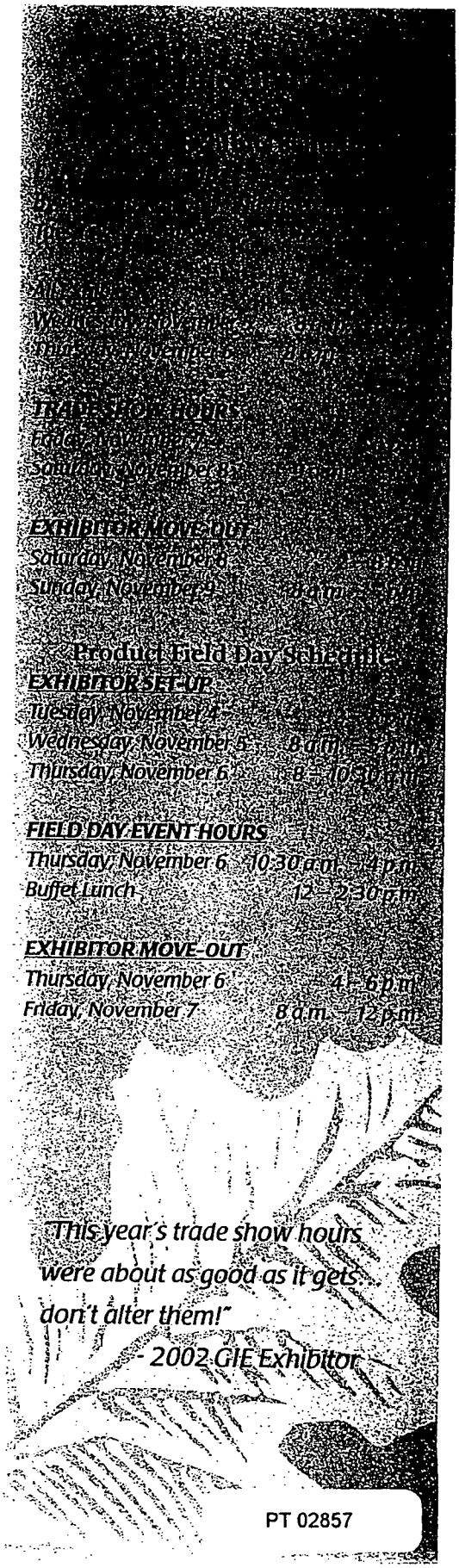
Early-Bird Discount..... $100 per 10' X 10' Booth
(Applied to contracts with deposits received before March 15, 2003.)
Membership Discount ..... $100 per 10' X 10' Booth
(Available to company members of ALCA, PLCAA or PGMS.)

What is Included?

- Free listing on GIE's Web site.
- Complementary links from GIE's Web site to your home page.
- Exclusive access to GIE convention delegates – GIE does not sell its attendee list!
- Free listing in GIE's Trade Show Directory and Pocket Guide.
- Exclusive advertising opportunities in GIE's Trade Show Directory and Pocket Guide.
- Free copy of advance attendee registration list for use with your pre-show promotions.
- 8' back drape and 3' side drape on in-line booths.
- 7" x 14" ID sign in rear of booth.
- Free listing in GIE's new show daily newspaper.
- Exclusive advertising opportunities in GIE's show daily newspaper.
- Free show passes for prospects.

How Do I Contact GIE?

Green Industry Expo
1000 Johnson Ferry Road, NE
Suite C-135
Marietta, GA 30068-2112
(888) 303-3685 Fax: (770) 579-3835
info@gieonline.com
www.gieonline.com



PT 02857

New Venue, Fresh Faces

GIE is unique in its ability to keep the audience fresh and the event exciting by changing host cities annually. Approximately 45 percent of the show's convention delegates are attracted from a regional driving range of approximately 250 miles of the event city.

2002 Show Statistic

First-Time Attendees – 34%

Future Locations

2004 Charlotte, North Carolina/November 3 – 6

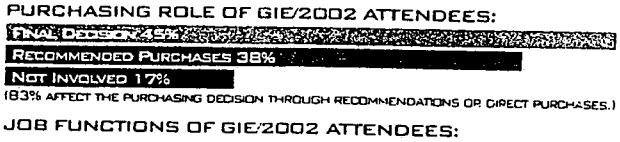
2005 Orlando, Florida/November 2 – 5

GIE/2002 Show Statistics

Who Attends GIE?

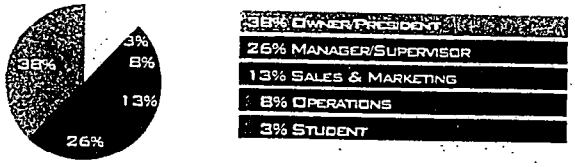
Exhibitors tell us their number one criteria for determining the value of a trade show is the quality of attendees. Registration statistics and show site surveys indicate that GIE attracts a highly qualified convention delegate ready and willing to make purchases. The charts on the right show results from a survey conducted of 2002 GIE attendees regarding the companies they represented.

PURCHASING ROLE OF GIE/2002 ATTENDEES:



(83% AFFECT THE PURCHASING DECISION THROUGH RECOMMENDATIONS OR DIRECT PURCHASES.)

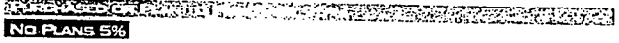
JOB FUNCTIONS OF GIE/2002 ATTENDEES:



Is GIE a Buying Show?

When asked if they made or planned to make purchases as a result of attening GIE, convention delegates responded with a resounding "YES!"

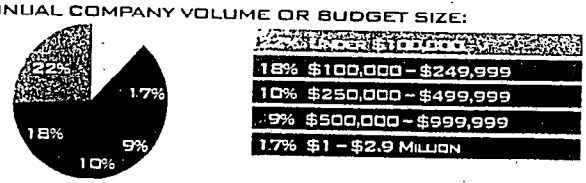
SIGNIFICANT PURCHASES PLANNED:



What Types of Companies are Present?

Wide ranges of buyers attend GIE from young companies on the rise to immensely successful and profitable businesses. Mid-range companies find GIE the place to search for just the right tools to differentiate themselves from the pack.

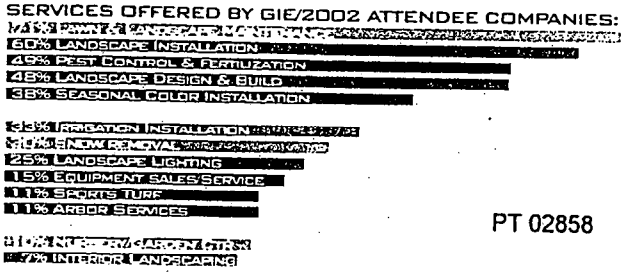
ANNUAL COMPANY VOLUME OR BUDGET SIZE:



What is the Market for My Products at GIE?

As the green industry has diversified and matured – so has the GIE. Every aspect of the industry – landscape design, installation, irrigation, lighting, seasonal color, chemical applications and maintenance – can call GIE home.

SERVICES OFFERED BY GIE/2002 ATTENDEE COMPANIES:

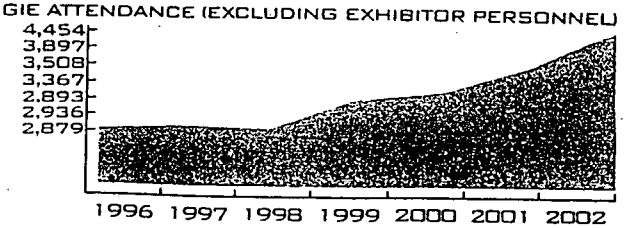


PT 02858

Is GIE Growing?

In an economic period of uncertainty, a trade show must prove its value not only to the exhibitor but also to the convention delegate. GIE's proven format of a traditional trade show combined with terrific educational opportunities and outdoor product field day has led the show to be regarded as an essential component of doing business by contractors.

GIE ATTENDANCE (EXCLUDING EXHIBITOR PERSONNEL)



How Can I Participate in the Product Field Day?

The opportunity to participate in the Product Field Day is limited to companies participating in the indoor trade show. Exhibitors may register on the enclosed contract paying a flat fee for the field day of $395. Participating companies are allocated 625 square feet for each 10' X 10' booth they rent in the indoor trade show. Space is assigned using the same priority point system used for indoor exhibits.

Additional details and logistical information will be provided in the Exhibitor Service Manual distributed to exhibitors in August.

What is the GIE Product Field Day?

The Product Field Day is a show-site opportunity for attendees to experience products in a real-world, hands-on situation. Holding the field day in conjunction with the indoor events shortens the buying cycle allowing attendees to compare competitive products – much like a test-drive.

GIE's 2002 Product Field Day attracted more than 3,000 attendees to investigate products from 110 companies. Held the day before the indoor exhibits open, the field day has exclusive hours and does not draw attendees away from the show floor. Another benefit is that exhibitors do not have to bring additional personnel to staff both indoor and outdoor exhibits at the same time. Many exhibitors even choose to bring one set of equipment for both indoor and outdoor exhibits – an additional savings in freight and drayage. Move-in at the exhibit hall is open until 10 p.m. to accommodate these instances.

Convention delegates always look forward to a break in the indoor education and an afternoon at the Product Field Day. A hot buffet meal at the site of the field day is included with registration for ALCA, PLCAA and PGMS Green Industry Conference participants. Continuous shuttle service is provided from the convention hotels and convention center.

When buyers return the next day for the Grand Opening of the indoor trade show, they have the necessary experience and confidence to negotiate purchases for products they tested at the field day.

PT 02859

2002 GIE Exhibitors

Ballast Products, Inc.
Ballast Tech
Ballast Technologies
Ballast Corporation
Ballard Drug USA
Ballast Tech
BASF
Bayer Corporation
BEA Marketing Technology
Becker Underwood Inc.
BedShaper Tool Industries, Inc.
Beggard
Billy Goat Industries, Inc.
Bishop Enterprises
BLEC Landscaping Equipment Co.
Bluebird International, Inc.
Borderline Stamps USA
Borderscapes
Briggs & Stratton Corporation
Brown Mfg. Corp./Trackmaster
Bubco, Inc.
Buckle Fabricating
C & P Press, Inc.
C & S Turf Care Equipment, Inc.
O. Scott, Inc.
Cabela's
Cappuccio Enterprises
Case Corporation
The Cat Rental Store
Caterpillar, Inc.
Caudill Seed Company
CDS-John Blue Company
CE-JN Industrial Corporation
Chemical Containers, Inc.
Chilton Air-Cooled Engines
Christmas/Nite Time Decor
Classen Mfg., Inc.
Classic Groundcovers, Inc.
CLC LABS
Cleary Chemical Corporation
CLIP - Sensible Software Inc.
CNA Commercial Insurance
Colorblends
Concrete Edge/Lil' Bubba Curb Mach.
Conseco Finance
Construction Site News
Corbin's Baled Pine Straw, Inc.
Corbitt Manufacturing Co., Inc.
Corona Clipper
Country Clipper
Crary Bear Cat/Hayward Distributing
Creative Sales, Inc.
Cub Cadet Commercial
Curv-Rite, Inc.
The Davey Tree Expert Company
Dawn Industries, Inc.
DeKorra Products, L.L.C.
Dixie Chopper
DOLMAR
Dow AgroSciences
Drafix Software
E-Z Trench, Inc.
Eagle Point
Earth & Turf
Earthway Products, Inc.
Eastman Industries/Hover Mower
Easy Gardner
Easy Lawn, Inc.
Echo, Inc.
Encore Mfg. Co., Inc.
Engle Printing
ETEC
Exmark Mfg. Co., Inc. (155577)
Express Blower, Inc.
Exxon Mobil
EZ-Flo Injection Systems
Fertile Earth Corporation
Finn Corporation
Fipronil/Bayer Environmental Science
First Products, Inc.
Flail-Master
FleetBoss Global Positioning Solutions
Flora Personnel, Inc.
Flowerwood
Flowtronex PSI, Inc.
FMC Specialty Products
Focal Point Communications
Foley Enterprises
Forestry Suppliers, Inc.
Garden Graphics Inc.
Garick Corporation
General Motors Isuzu Commercial Truck
Glenmac, Inc.
GM Fleet & Commercial

"The first day of the show was the best single traffic and interest day that we ever had at any time, at any place, at any show in the past 20 years and well over 300 shows!"
- 2002 GIE Exhibitor

The Irrigation Association
ITB Co., Inc.
J. Thomas Distributors
J.J. Mauget Company
Jobs in Horticulture
John Deere Landscapes
John Deere Commercial/Consumer Equip.
JRCO, Inc.
Jungle Jim's Accessory Products, Inc.
Kanga Loaders USA
Kawasaki Motors Corp., U.S.A.
Kentucky Nursery & Landscape Assoc.
Kenworth of Tennessee, Inc.
Kichler Landscape Lighting
Knox Fertilizer Company
Kohler Engines
Kubota Tractor Corporation
Kuriz Engineering, Inc.
L. R. Nelson Corporation
Labor 4 U.com, Inc.
Landscape Contractor Magazine
Landscape Management Magazine
Lawn & Landscape Media Group
Lawn, Building & Landscape Hotline
Lawn Care Success
Oldcastle Stone Products
Oly-Qla Sales, Inc.
Oregon Outdoor Equipment Parts
Organicare
Palmer Products, Inc.
The Park Trades Magazine, Inc.
Pave Tech, Inc.
Pavestone Company
PBI Gordon Corporation
PDS, Inc.
Pengo Corporation
Perfco Printing
Perma-Green Supreme, Inc.
Permaloc Aluminum Edging
Peterson Pacific Corp.
Pickseed West, Inc.
Pinestraw Enterprises, Inc.
Plant Health Care, Inc.
Plantamerica, Inc.
Planter Technology
Polecat Industries, Inc.
Poser Systems, Inc.
Power Equipment Trade Magazine
Power Planter, Inc.
Powerhouse Equipment
Robert Dudley Power Equipment
Rotair Corp.
Rovic, Inc.
Rutgers Turfgrass Info.
Rykon, Inc.
RyanDayton Group, Inc.
Safeguard, Inc.
SAFE Power Mowers, Inc.
Sage Power Equipment
Scapes Supply Company
Schiff Aeroteq
Scotts Lawn Service
SDR Guided Systems, LLC
Service Communication Software
Service Point Irrigation, LLC
Shindaiwa (America) Corporation
Shoreline, Inc.
Shuttle Power Manufacturing Co.
Simplicity Mfg.
Sirius Stone
Skidmore Nurseries
Slick Technologies
Smithco, Inc.
Snapper, A Briggs & Stratton Company
Soil Guys, Inc.
Southern Lawn & Equipment
Spectrum Analytic, Inc.
Sports Turf Managers Association
Spring Valley
Spring-Green Lawn Care
Spyker Spreaders
St. Louis Convention & Visitors Assoc.
Star Sight Innovations
Steiner Turf Equipment Inc.
Stoller Industries, Inc.
Stihl Incorporated
Super Lawn Trucks
Sure-Loc Edging Corporation
SVE Sales
Swagelok, Inc.
Symbiot Business Group
Syngenta Professional Products
Tanaka Power Equipment
Tennessee Nurserymen's Association
Terradek Lighting, Inc.
Textron, Golf Turf & Specialty Products
Tire Service Equipment Mfg. Co.
The Toro Company
Transamerica Distribution Finance
Transworld Systems, Inc.
Tree Tech Microinjection Systems
Tree World
Treegator
Tru-Cut, Inc.
Tuflex Manufacturing Company
Turbo Technologies, Inc.
Turf Magazine
Turf Products
Turfco Manufacturing, Inc.
U.S. Lawns, Inc.
UDOR U.S.A., Inc.
Unico Spray Products Corporation
Unique Lighting Systems, Inc.
United Eichen Industries, Inc.
United Horticultural Supply
United Turf Industries
Unruh FAB Dump and Go Grass Handling Sys.
Valvetta Systems
Vanetech Industries
Vandermolen Corporation
Vantrac by Venture Products Inc.
Walker Manufacturing Company
Wall Enterprises, Inc.
Warner Engineering, Inc.
Water-Quip Hall Specialty
Watson Agricultural Laboratories, Inc.
Wayside Fence Company
Weed Man
Weedkeeper Green Insurance
Weiler Corp., Inc.
Wells Fargo Financial Retail Services
Westbrook Company, Inc.
Wright Manufacturing, Inc.
Wyland Group
Yazoo/Kees Power Equipment
Yes, Marketing, Inc.
Yukon Jacks/Jacket, Inc.

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PT 02860

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 40

ASLA
2002

2/24/04 DATE CRAMER
4D
EXHIBIT
ANN M. HOLLAND

PT 03271

2002 ASLA Exhibitors By Booth #		Booth #
Abbotsford Concrete		115
Spring City Electrical Mfg. Co.		116
Canfor		120
Folia Industries		121
International Mulch Company		127
John Deere Landscapes		125
PondEco Water Gardening Systems/ Hardscape Materials		128
F&S Manufacturing		131
Boulderscape, Inc.		132
Acrow Corporation of America		135
Oase Pumps		140
Balco Inc.		144
Western Wood Structures		147
Sternberg Vintage Lighting		215
Corbin's Baled Pine Straw, Inc.		219
Aquamaster Fountains & Aerators		220
Winona Lighting		221
Hadco / Bronzelite		223
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No Fault Sport Group		226
Arroyo Craftsman		228
Forms + Surfaces		229
Eurocobble		234
Canterbury International		235
Ace Surfaces North America, Inc.		238
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Leisure Woods		315
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Versa-Lok Retaining Walls		318
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Sun Port International, Inc.		321
Amesco, Inc.		322
Interplay Design		323
Amereq, Inc.		325
Vitricon Inc.		327
Trilary Inc.		329
Holophane Architectural Outdoor Lighting		335
Sky Cast, Inc.		339
Child Safe Products		341
EP Aeration		342
Unique Lighting Systems		344

Company		Booth #
Hunter Industries		414
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Wausau Tile		418
Carderock Stone / Tri-State Stone Co.		422
Anchor Wall Systems		423
JRM Chemical Inc.		426
Pepco Water Conservation Products		427
Erosion Control Magazine		428
Warming Trends, LLC		429
Cold Spring Granite		430
Foresight Products LLC		431
Whitacre Greer		434
Vortex Aquatics Structures Intl.		435
Brick Markers USA, Inc.		436
AIA Trust, The		438
Dura Art Stone		515
Poligon		521
Ameristar Fence Products		522
McGraw Hill / Sweets		525
Collier Metal Specialties / COL-MET		526
ACO Polymer		528
Snug Cottage Imports Inc.		529
PermaLoc Corp		530
Steadfast Bridge Co.		531
Anchor Fence - Div of Master-Halco		535
Landscape Forms		615
Hydrel		623
Recreation Creations Inc.		624
Outerspace Landscape Furnishings		625
BBA Nonwovens		627
Plastic Lumber Co.		628
RK Manufacturing		631
Architectural Area Lighting		634
Valley Crest		635
Toro Company, The		715
Litchfield Industries, Inc.		721
Pave Tech		722
Planter Technology		723
Todd Valley Farms Inc.		724
ARCOM Master Systems		725
Aquamats (Meridian Aquatic Technology, LLC)		726
King Fibre Corporation		727
C.I.M. Industries, Inc.		728
Delgard Premier Aluminum Fencing		729
DeepRoot Partners, L.P.		730
Oly-Ola Sales, Inc.		731
L.M. Scofield		735
Fieldturf		743
Lumec Inc.		807
J. Frank Schmidt + Son Co.		815
Ornamental Growers Association of Northern Illinois		819

Company		Booth #
Presto Products Company		820
Northwest Shade Trees		821
Jaycee Newman Inc.		823
Waterworks International		824
Shakespeare C&E		828
Landscape Structures		829 + 928
Gro-Power, Inc.		834 + 934
RMI Nevada		837
Allan Block Corporation		841
Quick Crete Products Corp.		845
Miracle Recreation		907
Classic Garden Ornaments		913
NDS, Inc.		914
Stabilizer Solutions, Inc.		915
Murdock, Inc.		917
Titan Site Furniture		918
Hobbs Architectural Fountains		919
Classic Recreation Systems Inc.		920
Greenlee Lighting		921
BCI Burke Co., LLC		922
Profile Products		935
Sure-loc Edging Corporation		936
Logical Decisions Inc.		937
Pavestone Company		939
R.J. Smith Sales, Inc dba IRONSMITH		940
Excel Bridge Mfg & Landmarks		942
Bunzl Extrusion - PDS Fence Products		944
Lumca Inc.		945
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Continental Bridge		1012
Kornegay Design, LLC		1014
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American Hydrotech, Inc.		1016
Integrated Paving Concepts		1020
DuMor, Inc.		1034
Natural Fertilizer of America		1035
Canplas		1038
SPJ Lighting Inc.		1041
Champa Ceramics		1045
Rain Bird Sales		1107 + 1206
Decorcable Innovations		1109
Valmont Poles		1111
Omega Fence Systems		1115
FX Luminaire		1135
Interlock Concrete Products		1140
Keystone Ridge Designs		1141
Chemtrol™, Div of Santa Barbara Control Systems		1142
RA&MCO Insurance Services		1144
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Shade Structures Birdair		1146
Insight Lighting		1147

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Environmental Design		1207
Interstate Rock Products, Inc.		1208
Modular Gabion Systems		1210
Safe Guard Surfacing		1212
Walpole Woodworkers, Inc.		1214
Architectural Pottery		1215
Hydro Dramatics		1217
Rain Drop Products		1221
Wabash Valley Mfg., Inc.		1227
Seibert & Rice		1231
Leatzow & Associates		1235
Dura Plastic Products Inc.		1239
Soil Retention Products		1240
Soil Stabilization Products Company, LLC		1243
Ravensforge		1244
Oldcastle Architectural		1245
Risi Stone Products		1246
The Fountain People Inc.		1307
Victor Stanley		1313
Trystan		1314
Petersen Concrete Leisure		1316
Monrovia Growers		1317
Milestone, Inc.		1321
Superdeck Systems (Aggressive Ind. Inc.)		1325
Solomon		1326
Spacemaker Press		1327
Most Dependable Fountains		1328
Skydex		1329
Greenscreen		1330
Hauser Industries Inc.		1331
Aquascape Designs Inc.		1334
Backflow Prevention Device InnClosures		1335
Cylex, Inc.		1336
Benner's Gardens		1337
Village Nurseries		1339
Beachside Lighting		1340
Musco Lighting Inc.		1341
Chandler Company, The		1342
Homeland Vinyl Products		1343
Haddonstone (USA) Ltd.		1344
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Qualite Sports Lighting		1419
Pond Supplies of America, Inc.		1420
Beckwith Associates, Inc.		1422
Carson / Turf-Tek Drainage		1423
Bomanite Corporation		1424
International Palm Grower (international environmental)		1426

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Kompan Inc.		1428
Smith & Hawken		1429
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Riverside Plastics, Inc.		1435
Vision3 Lighting		1436
SafeTree		1437
Viresco / IPB		1438
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Both Sides of the Door		1440
Winsor Fireform, LLC		1443
Keystone Retaining Wall Systems		1445
Vista Professional Outdoor Lighting		1501
Park Structures		1507
Landscape Architect & Specifier News		1514
Focus Industries Inc.		1515
Sportsedge		1516
C.W. Cole & Co Inc.		1517
SiteCraft Inc.		1518
Dinoflex Manufacturing Ltd.		1519
Valley Crest Tree Co. / Garden Art		1521
Roman Fountains		1522
Armor Access Boxes (formerly Ametek)		1525
Rock & Waterscape Systems Inc.		1527
Fox Lake Construction, Inc Bridge Builders		1529
Otterbine Barebo Inc.		1534
Goric Marketing Group USA, Inc.		1535
Laguna Lightcraft		1538
Larson - a DMB Company		1540
Pebble Techlology, Inc.		1541
Phoenix Products Company, Inc.		1542
Boething Treeland Farms Inc.		1543
North American Green		1544
BFI Orgaincs		1545
Marders		1546
Sandra Liotus Lighting Design, LLC		1547
FAAC International		1601
Hummer Sports Surfaces, LLC		1607
Neenah Foundry Co.		1613
Eagle-Picher Minerals Inc.		1614
Lasco Fittings		1616
RoLanka International, Inc.		1618
D.M. Braun & Company		1619
Stone-sales.com Ltd.		1620
Perfection Fence		1623
Barbara Butler Artist-Builder Inc.		1624
East Jordan Iron Works, Inc.		1625
Curv-Rite Aluminum Edging		1626
Cooper Lighting		1627
Ross Recreation Equipment Company, Inc.		1628
WaterShapes		1629
Lake Fountains & Aeration Inc.		1630

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Wheeler Consolidated , Inc.		1631
Maglin Furniture Systems		1635
Redi-Rock International		1639
Techno Dynamo		1640
Merchants Metals		1644
Nichols Bros Stoneworks, Ltd.		1645
Eye of the Day		1647
B-K Lighting		1701
Zeager Bros., Inc.		1705
Private Garden Greenhouse Systems		1707
Keeton Industries		1711
Haws Corporation		1712
Netafim USA		1713
Kim Lighting		1715
Graniterock Co.		1716
Arch Wood Protection		1719
American Flagpole		1720
Greenshield Systems		1721
Hapco Aluminum Pole Products		1722
Selux Corp		1723
Huna Designs		1724
Pacific Blue Traders		1728
Playworld Systems		1729
Corbitt MFG		1734
Tensar Earth Technologies, Inc.		1735
Treatedwood.com / Chemical Specialties		1736
West Coast Turf		1737
Orange County Nursery Inc.		1738
Flowtronex PSI		1739
URBACO U.S.A.		1740
Waterplay Manufacturing Inc.		1744
BRP		1745
Lock + Load Retaining Walls Ltd.		1800
Decorations for Generations, Inc.		1801
B & H Stone Supply		1803
Southwest Recreational Industries, Inc.		1804
Georgia Granite Signs / Fairway Stone		1805
Diamond Teak		1806
Trex Company		1807
Intellicept dba SkateStoppers		1809
AIRAIN Corporation Inc		1810
Ewing Irrigation Products		1815
Jacklin Seed		1818
Davey Golf		1819
Eljen Corporation / Master Distributers		1820
Dabmar Lighting Inc.		1822
National Shade L.P.		1823
Elite Access Systems, Inc.		1829
Green & Bio Tech		1834
Unilock		1835
Scotia Slate Products Ltd.		1836

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Eagle Point Software		1838
Firestone Building Products		1900
Designer Concrete Fences		1909
Solid Terrain Modeling, Inc		1916
Robinson's Tree Farm Inc.		1919
McNear Brick & Block		1921
Gainey Ceramics		1922
Greentech		1925
La Ville ta		1931
ESRI		1934
Tuscan Imports, Inc.		1935
FaunaGarden		1937
PHI Enterprises		2001
Carved Stone International		2008
Gryphon Global Granite Marble		2009
Restore Media		2020
Lawn & Landscape Media Group		2022
Brian Burton & Associates		2028
Security Contractor Services		2030

2002 ASLA Exhibitors Alpha List with Booth Number		Booth #
Abbotsford Concrete		115
ACO Polymer		528
Ace Surfaces North America, Inc.		238
Acrow Corporation of America		135
AIA Trust, The		438
AIRAIN Corporation Inc		1810
Allan Block Corporation		841
Amereq, Inc.		325
American Flagpole		1720
American Hydrotech, Inc.		1016
Ameristar Fence Products		522
Amesco, Inc.		322
Anchor Fence - Div of Master-Halco		535
Anchor Wall Systems		423
Aquamaster Fountains & Aerators		220
Aquamats (Meridian Aquatic Technology, LLC)		726
Aquascape Designs Inc.		1334
Architectural Area Lighting		634
Architectural Pottery		1215
Arch Wood Protection		1719
ARCOM Master Systems		725
Armor Access Boxes (formerly Ametek)		1525
Arroyo Craftsman		228
Atlas Track & Tennis		242
Auroralight Inc.		243
B & H Stone Supply		1803
Backflow Prevention Device InnClosures		1335
Balco Inc.		144
Barbara Butler Artist-Builder Inc.		1624
BBA Nonwovens		627
BCI Burke Co., LLC		922
Beachside Lighting		1340
Beckwith Associates, Inc.		1422
Belton Industries Inc.		316
Benner's Gardens		1337
BFI Orgaincs		1545
B-K Lighting		1701
Boething Treeland Farms Inc.		1543
Bomanite Corporation		1424
Both Sides of the Door		1440
Boulderscape, Inc.		132
Brian Burton & Associates		2028
Brick Markers USA, Inc.		436
Brickstop Corporation		320
BRP		1745
Bunzl Extrusion - PDS Fence Products		944
C.I.M. Industries, Inc.		728
Canfor		120
Canplas		1038
Canterbury International		235

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Page 2

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Carson / Turf-Tek Drainage		1423
Carved Stone International		2008
Cemrock		1434
Champa Ceramics		1045
Chandler Company, The		1342
Chemtrol™, Div of Santa Barbara Control Systems		1142
Child Safe Products		341
Classic Garden Ornaments		913
Classic Recreation Systems Inc.		920
Cold Spring Granite		430
Collier Metal Specialties / COL-MET		526
CON/SPAN Bridge Systems		1418
Cooper Lighting		1627
Continental Bridge		1012
Corbin's Baled Pine Straw, Inc.		219
Corbitt MFG		1734
Curv-Rite Aluminum Edging		1626
C.W. Cole & Co Inc.		1517
Cylex, Inc.		1336
Dabmar Lighting Inc.		1822
Davey Golf		1819
Decorations for Generations, Inc.		1801
Decorcable Innovations		1109
DeepRoot Partners, L.P.		730
Delgard Premier Aluminum Fencing		729
Designer Concrete Fences		1909
Diamond Teak		1806
Dinoflex Manufacturing Ltd.		1519
D.M. Braun & Company		1619
DuMor, Inc.		1034
Dura Art Stone		515
Duraedge / The JD Russell Company		319
Dura Plastic Products Inc.		1239
Eagle Point Software		1838
Eagle-Picher Minerals Inc.		1614
East Jordan Iron Works, Inc.		1625
Elite Access Systems, Inc.		1829
Eljen Corporation / Master Distributers		1820
Empex Watertoys		247
Environmental Design		1207
EP Aeration		342
Erosion Control Magazine		428
ESRI		1934
Eurocobble		234
Ewing Irrigation Products		1815
Excel Bridge Mfg & Landmarks		942
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EZ-Dock Inc - PlayPower Inc.		1015
FAAC International		1601
FaunaGarden		1937

Company		Booth #
F&S Manufacturing		131
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Firestone Building Products		1900
Flowtronex PSI		1739
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Folia Industries		121
Foresight Products LLC		431
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Fox Lake Construction, Inc Bridge Builders		1529
FX Luminaire		1135
Gainey Ceramics		1922
GameTime		415
Garsey Garden Systems		1145
Georgia Granite Signs / Fairway Stone		1805
Goric Marketing Group USA, Inc.		1535
Graniterock Co.		1716
Green & Bio Tech		1834
Greenlee Lighting		921
Greenscreen		1330
Greentech		1925
Greenshield Systems		1721
Gro-Power, Inc.		835 + 934
Gryphon Global Granite Marble		2009
Hadco / Bronzelite		223
Haddonstone (USA) Ltd.		1344
Hags Play - PlayPower Inc.		1007
Hapco Aluminum Pole Products		1722
Hauser Industries Inc.		1331
Haws Corporation		1712
Hobbs Architectural Fountains		919
Holophane Architectural Outdoor Lighting		335
Homeland Vinyl Products		1343
Hummer Sports Surfaces, LLC		1607
Huna Designs		1724
Hunter Industries		414
Hydrel		623
Hydro Dramatics		1217
International Mulch Company		125
Insight Lighting		1147
Integrated Paving Concepts		1020
Intellicept dba SkateStoppers		1809
Interlock Concrete Products		1140
Interplay Design		323
International Mulch Company		127
International Palm Grower (international environmental)		1426
Interstate Rock Products, Inc.		1208
Invisible Structures		314
J. Frank Schmidt + Son Co.		815
Jacklin Seed		1818
Jaycee Newman Inc.		823
John Deere Landscapes		125

Company		Booth #
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Keystone Retaining Wall Systems		1445
Keystone Ridge Designs		1141
Kichler Lighting		317
Kim Lighting		1715
King Fibre Corporation		727
Kompan Inc.		1428
Komegay Design, LLC		1014
L.M. Scofield		735
L.R. Nelson Corporation		1412
Laguna Lightcraft		1538
Lake Fountains & Aeration Inc.		1630
Landscape Architect & Specifier News		1514
Landscape Forms		615
Landscape Structures		829 + C250927
Larson - a DMB Company		1540
Lasco Fittings		1616
La Ville ta		1931
Lawn & Landscape Media Group		2022
Leatzow & Associates		1235
Leisure Woods		315
Litchfield Industries, Inc.		721
Little Tikes Commercial Play Systems		1407
Lock + Load Retaining Walls Ltd.		1800
Logical Decisions Inc.		937
Lumca Inc.		945
Lumec Inc.		807
Maglin Furniture Systems		1635
Marders		1546
McGraw Hill / Sweets		525
McNear Brick & Block		1921
Merchants Metals		1644
Milestone, Inc.		1321
Miracle Recreation		907
Modular Gabion Systems		1210
Monrovia Growers		1317
Most Dependable Fountains		1328
Murdock, Inc.		917
Musco Lighting Inc.		1341
National Shade L.P.		1823
Natural Fertilizer of America		1035
NDS, Inc.		914
Neenah Foundry Co.		1613
Netafim USA		1713
Nichols Bros Stoneworks, Ltd.		1645
No Fault Sport Group		226
North American Bridge		1439
North American Green		1544
Northwest Shade Trees		821
Oase Pumps		140

Company		Booth #
Oldcastle Architectural		1245
Oly-Ola Sales, Inc.		731
Omega Fence Systems		1115
Orange County Nursery Inc.		1738
Ornamental Growers Association of Northern Illinois		819
Otterbine Barebo Inc.		1534
Outerspace Landscape Furnishings		625
Pacific Blue Traders		1728
Park Structures		1507
Pavestone Company		939
Pave Tech		722
Pebble Techlology, Inc.		1541
Pepco Water Conservation Products		427
Perfection Fence		1623
PermaLoc Corp		530
Petersen Concrete Leisure		1316
PHI Enterprises		2001
Phoenix Products Company, Inc.		1542
PIN Foundations Inc.		240
Planter Technology		723
Plastic Lumber Co.		628
Playworld Systems		1729
Poligon		521
PondEco Water Gardening Systems/ Hardscape Materials		128
Pond Supplies of America, Inc.		1420
Presto Products Company		820
Private Garden Greenhouse Systems		1707
Profile Products		935
PRZ Consulting		245
Qualite Sports Lighting		1419
Quick Crete Products Corp.		845
Rafco Products		224
Rain Bird Sales		1107 + 1206
Rain Drop Products		1221
RA&MCO Insurance Services		1144
Ravensforge		1244
Recreation Creations Inc.		624
Redi-Rock International		1639
Restore Media		2020
Risi Stone Products		1246
Riverside Plastics, Inc.		1435
R.J. Smith Sales, Inc dba IRONSMITH		940
RK Manufacturing		631
RMI Nevada		837
Robinson's Tree Farm Inc.		1919
Rock & Waterscape Systems Inc.		1527
RoLanka International, Inc.		1618
Roman Fountains		1522
Roots Inc.		1416
Ross Recreation Equipment Company, Inc.		1628
Safe Guard Surfacing		1212

Company		Booth #
SafeTree		1437
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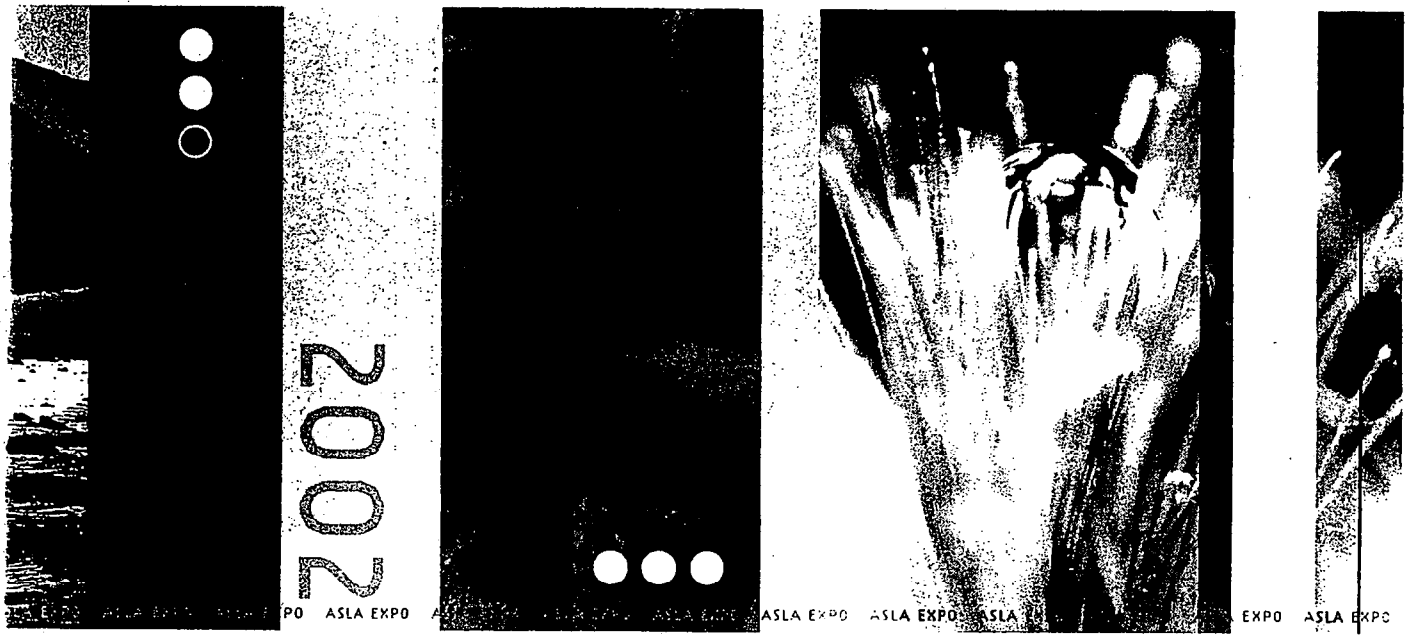
Scotia Slate Products Ltd.		1836
Security Contractor Services		2030
Seibert & Rice		1231
Selux Corp		1723
Shade Structures Birdair		1146
Shakespeare C&E		828
SiteCraft Inc.		1518
Sky Cast, Inc.		339
Skydex		1329
Smith & Hawken		1429
Snug Cottage Imports Inc.		529
Soil Retention Products		1240
Soil Stabilization Products Company, LLC		1243
Solid Terrain Modeling, Inc		1916
Solomon		1326
Southwest Recreational Industries, Inc.		1804
Spacemaker Press		1327
SPJ Lighting Inc.		1041
Sportsedge		1516
Spring City Electrical Mfg. Co.		116
Stabilizer Solutions, Inc.		915
Steadfast Bridge Co.		531
Stegmeier Corporation		1415
Sternberg Vintage Lighting		215
Stone-sales.com Ltd.		1620
Sun Port International, Inc.		321
Superdeck Systems (Aggressive Ind. Inc.)		1325
Sure-loc Edging Corporation		936
Techno Dynamo		1640
Tensar Earth Technologies, Inc.		1735
The Fountain People Inc.		1307
Titan Site Furniture		918
Todd Valley Farms Inc.		724
Toro Company, The		715
Treatedwood.com / Chemical Specialties		1736
Trex Company		1807
Trilary Inc.		329
Trystan		1314
Tuscan Imports, Inc.		1935
Unilock		1835*
Unique Lighting Systems		344
URBACO U.S.A.		1740
US Composting Council		246
Valley Crest		635
Valley Crest Tree Co. / Garden Art		1521
Valmont Poles		1111
Versa-Lok Retaining Walls		318
Victor Stanley		1313
Village Nurseries		1339

Company		Booth #
Viresco / IPB		1438
Vision3 Lighting		1436
Vista Professional Outdoor Lighting		1501
Vitricon Inc.		327
Vortex Aquatics Structures Intl.		435
Wabash Valley Mfg., Inc.		1227
Walpole Woodworkers, Inc.		1214
Waterplay Manufacturing Inc.		1744
WaterShapes		1629
Waterworks International		824
Warming Trends, LLC		429
Wausau Tile		418
West Coast Turf		1737
Western Wood Structures		147
Wheeler Consolidated , Inc.		1631
Wheeler Zamaroni		244
Whitacre Greer		434
Winona Lighting		221
Winsor Fireform, LLC		1443
Zeager Bros., Inc.		1705

IN OcTOBER 2002, AMERICA'S LANDSCAPE ARCHiTECTS WILL BE LOOKING FOR PaRTNERS TO HeLP THEM BUILD & GRoW

be where they're looking



exhibitor prospectus

2002 ASLA annual meeting & expo

annual meeting: october 18-22, 2002

exposition: october 20-21, 2002

san jose, california

PT 03299

American Society of Landscape Architects

ASLA

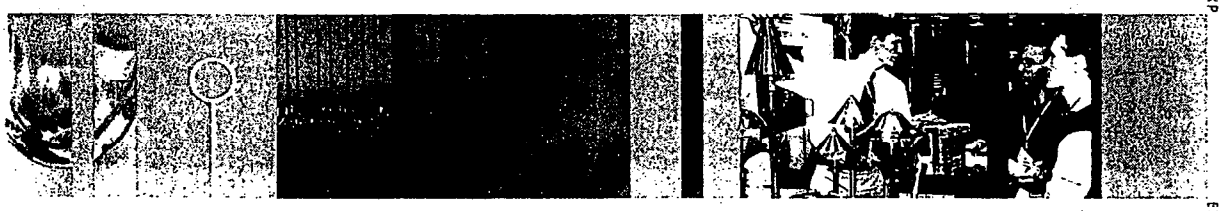
exhibit at the only show for landscape architects!

"THE ASLA EXPO PRESENTS A GREAT OPPORTUNITY FOR THAT ESSENTIAL FACE-TO-FACE CONTACT. I'M A TRUE BELIEVER AND HAVE BEEN COMING EVERY YEAR SINCE 1992."

– Jerry Goldberg, AquaMaster Fountains and Aerators

PT 03300

EXHIBIT IN SAN JOSE WHERE THOUSANDS OF LANDSCAPE ARCHITECTS WILL BE LOOKING FOR NEW INFORMATION, MATERIALS & SERVICES



SPEND TWO DAYS FACE-TO-FACE WITH THE LEADERS IN LANDSCAPE ARCHITECTURE

Exhibit and do business with the most powerful concentration of professionals: forward-thinking landscape architects whose multidisciplinary firms average $7.6 million on over 1,300 projects per year. Their projects range from public parks and recreation and site planning for commercial and residential properties to redeveloping blighted areas, revitalizing towns and enhancing historic preservation.

They'll be gathering to discover new possibilities in landscape architecture. They'll come for the practical and enlightening educational sessions. To discover new technologies and products at the EXPO. To make pivotal new contacts. And to see what's new from vendors like you.

EXPERIENCE THE MAGIC OF NORTHERN CALIFORNIA

San Jose is just a 40-minute drive from San Francisco and Monterey/Carmel, yet right in the heart of Silicon Valley. Head south and you're in easy reach of Pebble Beach, Big Sur and the five-star inns, restaurants and shops of Carmel. Head north and you're soon exploring Chinatown, the Bay Bridge and all the laid-back sophistication of San Francisco. Or stay put — in the "Capital of Silicon Valley" — and get connected to a city that boasts the most technologically advanced business services in the world!

Don't miss the ASLA 2002 Annual Meeting & EXPO — The only show all year that brings this powerful group together for two days in one location!

PT 03301

ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO

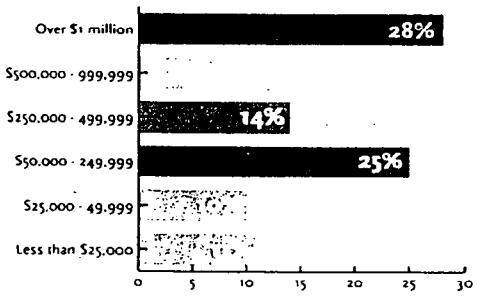
REACH AN AUDIENCE WITH THE PURCHASING POWER TO PUT THEIR PLANS INTO ACTION!

- The average ASLA EXPO attendee makes or influences over 14 purchasing decisions a month. That's over 175 every year!
- These decisions represent, on average, nearly $500,000 in specifying power for each individual!
- A full 25% of the attendees' firms average more than $1 million on products that attendees have viewed at the ASLA EXPO.

It's clear to see: this is a show that will quickly pay for itself with strong, new connections to highly qualified prospects.

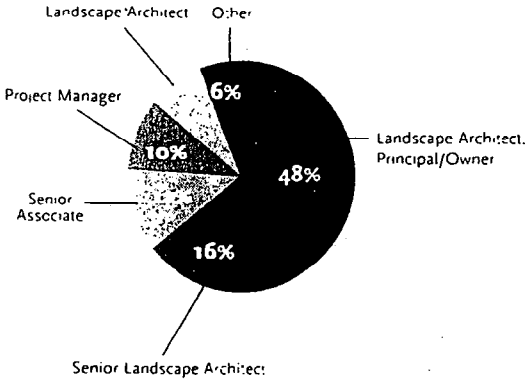
Feedback Systems independent survey, 2000.

ASLA EXPO ATTENDEES ANNUAL PURCHASING/SPECIFYING/ RECOMMENDING POWER:



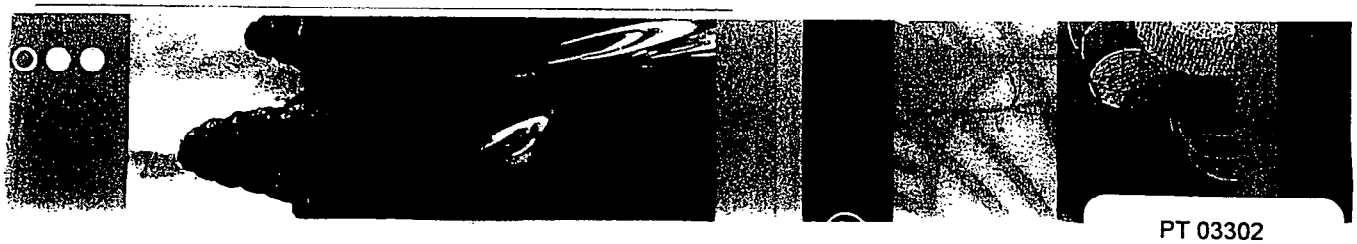
EXPO attendees have real power when it comes to purchasing, specifying or recommending. Check out the real dollars they influence.

JOB TITLES OF ASLA ATTENDEES HAVE THE AUTHORITY TO SPEND MONEY ON WHAT YOU OFFER:



Nearly half of all attendees are principals or owners. A full 76% are senior-level management!

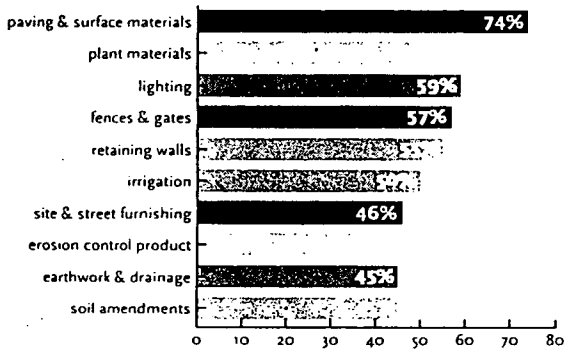
ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO ASLA EXPO



PT 03302

LOOK AT WHAT LANDSCAPE ARCHITECTS ARE SPECIFYING!

Top 10 Categories Recommended/ Specified/Purchased



Primary Readership Study. Association Publishers. Fall 1998

Make sure these influential professionals think of you first when they need your types of products or services.

WHeN THE EXPO IS OPEN, ALL EYES WILL BE ON YOU!

The ASLA EXPO is a productive way to get business done. The ASLA EXPO and Annual Meeting hours are non-conflicting to ensure you have attendees' undivided attention. When the EXPO is open, no other sessions or activities will be going on!

GET BUSINESS DONE AT THE ASLA EXPO...

...like never before, because ASLA is adding the ASLA Bookstore and Cyber Café along with the enhanced LandTech series of demonstrations to this year's EXPO experience.

These additions will keep attendees coming back to the Hall again and again. To do business. To shop. To learn. To check email. And to see everything the EXPO has to offer...one more time!

To reserve space or for more information, contact Angela Wilson at 202-363-4666. Or email:

PT 03303

AN AUDIENCE OF ASLA MEMBERS IS A GATHERING OF DEDICATED AND VERY INTERESTED PROFESSIONALS

Since 1899, landscape architects have been joining ASLA to help stay on top of a changing and challenging profession — and ASLA has answered the demand by providing exceptional training programs, information resources, networking opportunities and more.

ASLA members look to their association to help set professional practices and standards, propose policies to ensure the advancement and growth of their profession, and push the design envelope to create places that ensure wise use of the land and improve the quality of lives.

Today the association represents over 13,500 members and includes 48 chapters throughout the United States.

Many of these members attend the ASLA EXPO year after year, knowing that it gives them the best possible overview of new products and technologies...and prepares them to be better, more informed and more efficient specifiers.

They come to the show to build their awareness of new possibilities, and 81% visit all the booths they have an interest in at the EXPO!

Imagine the new business contacts you'll make — and the influence you'll have — given a crowd so intent on identifying new possibilities.

To reserve space or for more information, contact Angela Wilson at 202-363-4666.
Or email: angelaasla@starpower.net

the ASLA conference: unrivaled training attracts a most impressive audience

The ASLA Annual Meeting presents keynote addresses, professional tours, mobile workshops and over 50 training sessions custom-tailored to the needs of today's landscape architecture professionals.

Attendees come to the ASLA Annual Meeting & EXPO looking for key tips and information that will give them a true competitive edge.

Be there when they're looking for new product/service providers who can supply that same type of winning advantage.

Reserve your booth today!

PT 03304

10 FREE DEALS & DISCOUNTS

INDUSTRY EXPOSURE IS ONLY THE FIRST OF YOUR REWARDS

As an Exhibitor, You'll Also Enjoy:

1. **Two Full-Conference Registrations — FREE!** You'll find that attending the acclaimed educational sessions will not only keep you up with industry trends, it will also keep you in constant contact with crowds of prospects eager to embrace new ideas.
2. An easy-to-use **Exhibitor Service Manual** containing all the forms and information you'll need to plan and execute your exhibit...including all deadlines.
3. A package of **100 VIP Complimentary Guest Passes** mailed to you six weeks before the show; use them to invite your valued prospects and clients to attend.
4. **A FREE LIST of Pre-Show Registrants** to help you in promoting your company — via direct mail — before the show.
5. **Exhibitor-Action Bulletins and Updates** as the show approaches — to keep you right on top of deadlines, events and new opportunities.
6. **FREE Professional Trade-Show Consultations** with ASLA and the Aaron Group — providing help you need, whenever you need it — to make sure your exhibiting experience runs smoothly.
7. A **FREE Company Listing in the Conference Program** to promote your offerings and to make it easy for prospects to find you at and after the show.
8. Additional **Full Registrations at Reduced Rates**. Bring along more of your staff and take full advantage of this once-a-year networking and training event.
9. A complete **Attendee Roster FREE** and available only to exhibitors makes post-show follow-up a breeze.
10. **Non-Conflicting Exhibit Hours** guarantee that you enjoy the undivided attention of conference participants throughout the show!

WE'RE HAPPY WITH THE RESPONSES WE RECEIVED FROM EXHIBITING. THE ASLA EXPO BRINGS THE RIGHT PEOPLE TOGETHER, SO WE'LL BE EXHIBITING FOR YEARS TO COME.

– Steven Boody, Boody Fine Arts, Inc.

know your market:

ASLA landscape architects are involved in 13 major subspecialties.

- Campus Planning & Design
- Computing
- Design/Build
- Historic Preservation
- Housing & Community Design
- Landscape/Land Use Planning
- Parks & Recreation
- Reclamation & Restoration
- Residential Landscape Design
- Rural Landscape Design
- Therapeutic Garden Design
- Urban Planning & Design
- Water Conservation

IT'S EASY TO KnOW IF YOU BeLONG AT THE ASLA EXPO...

Exhibit if your offerings answer the needs of landscape architects. Some of these include:

- BENCHES, BLEACHERS & SITE FURNISHINGS
- BIRD CAGES AND AVIARIES
- CHEMICAL AUTOMATION
- BALUSTRADES, DECKING, BRIDGES & GAZEBOS
- BOLLARDS, COLUMNS & MOLDINGS
- COMPUTER HARDWARE, SOFTWARE & SERVICES
- CONCRETE
- DECORATIVE STONE
- DESIGN CONSULTING
- EROSION CONTROL
- FENCES, GATES, ARCHES & ARBORS
- FERTILIZATION
- FITNESS TRAILS & SPORTS EQUIPMENT
- GARDEN ORNAMENTS
- INSURANCE
- IRRIGATION & CONTROLS
- LIGHTING & ACCESSORIES
- MULCHES & GROUND COVERS
- NURSERY PRODUCTS
- OUTDOOR FURNITURE
- PAVING, SURFACING & PATIO-BUILDING SUPPLIES
- PLANTERS
- PLAYGROUND EQUIPMENT
- PONDS & WATERFALLS
- RESTROOMS & SANITATION SYSTEMS
- ROOFING
- ROOT CONTROL & BARRIERS
- SCULPTURES, STATUARY, FOUNTAINS & ART
- SEED
- SHELTERS & PAVILIONS
- SIGNAGE
- SPEAKERS
- SWIMMING POOLS & SPAS
- TILE
- TOPIARY
- TREE SUPPORTS, GRATES & ANCHORING PRODUCTS
- WALLS

Don't see your specialty? Call Angela Wilson at 202-363-4666 and she'll help you determine how your products and services will meet the needs of EXPO attendees.

RESERVE YOUR ExHIBIT SPACE AT THe ASLA EXPO TODAY!

hotel and travel

Headquarter Hotel:
Fairmont San Jose
Overflow:
Hilton San Jose Towers
Hyatt Sainte Claire
Crowne Plaza

Look for additional information on hotels and travel at www.asla.org or in the Exhibitor Service Manual that will be mailed to exhibitors in July 2002.

registration

Exhibitors receive two complimentary show registrations per 10' X 10' booth — a $700 value! Registration includes admittance to educational sessions. Ticketed functions are not included.

Additional full-conference registration badges are available to exhibitors for $60 each.

EXPO hours

(Subject to change)

Sunday, October 20
10 am to 4 pm
Monday, October 21
10 am to 3 pm

exhibitor move-in

Friday, October 18
9 am to 5 pm
Saturday, October 19
9 am to 5 pm

exhibitor move-out

Monday, October 21
3 pm to 5 pm
Tuesday, October 22
8 am to 5 pm

booth costs

10' X 10': $2,200
20' X 20' Islands: $8,800
20' X 30' Islands: $13,200

terms

50% payment is required with application for exhibit space. After May 1, 2002, full payment is required.

To reserve space or for more information, contact Angela Wilson at 202-363-4666. Or email: angelaasla@starpower.net

PT 03306

don't be left out

While Your Competitors Make Their Marks in San Jose!

ASLA Exhibitors 2000-2001

A & T Iron Works, Inc
Ace Surfaces
ACO Polymer
Agrikan
AIA Trust, The
Allan Block Corporation
Allograph Inc
Amereq, Inc
American Fence Association
American Hydrotech, Inc
American Society of Irrigation Consultants
American Wick Drain Corp
Americana Building Products
Ameristar Fence Products
Amesco, Inc
Ametek Access Boxes (US Filter/Plymouth Prod)
Anchor Fence - Div of Master-Halco
Anchor Wall Systems
APChem
Aqua Design Systems, Inc
Aquamaster Fountains & Aerators
Aquamats (Meridian Aquatic Technology, LLC)
Aquascape Designs Inc
Architectural Area Lighting
Architectural Pottery
ARCOM Master Systems
Arroyo Craftsman
AT Plastics Inc
Atelier-Volumes, Amt inc
Atlas Track + Tennis
Backflow Prevention Device InnClosures
BBA Nonwovens-Reemay, Inc. - Biobarrier
BCI Burke Co., LLC
Belton Industries Inc
Benner's Gardens
B-K Lighting
Bolduc
Bomanite Corporation
Boody Fine Arts, Inc
Both Sides of the Door
Boulderscape, inc.
Braun Nurseries
Brian Burton and Associates
Brick Markers USA, Inc
Brickstop Corporation
Bridge Builders
Brooklin Concrete Products Limited
BRP Enterprises, Inc
Buckner by Storm
Bunzl Extrusion
C.I.M. Industries, Inc
C.W. Cole & Co. Inc
Canfor
Canplas Industries Ltd
Canterbury International
Carderock Stone / Tri-State Stone Co.
Carson / Turf-Tek Drainage
Cascades Re-PLAST
Cedar Forest Products
Cemrock Landscapes
Central Precast Inc.
Century Tube Corporation
Chemical Specialties, Inc
Child Safe Products
Classic Garden Ornaments
Cold Spring Granite
Collier Metal Specialties / COL-MET
Continental Bridge
Corbin's Baled Pine Straw, Inc
Corbitt MFG
Council of Landscape Architectural Registraion Boards
Curv-Rite Aluminum Edging
Cyclone Lighting Inc
Dabmar Lighting Inc
Dalen Products, Inc
Decorcable Innovations
DeepRoot Partners, L.P.
Delgard Premier Aluminum Fencing
Dinoflex Manufacturing Ltd
Distribution Richard Tessier / Urbain Design
DuMor, Inc
Dura Art Stone
Dura Fence
Dura Plastic Products
Duraedge / The JD Russell Company
Eagle Point Software
Eagle-Picher Minerals Inc
Electric Time Company
Eljen Corp / Master Distributions
Elmich Australia Ltd
Enameltec Porcelain Signage
Environmental Design
EP Aeration
Erosion Control
ESRI
Eurocobble
Evans & Sutherland
EZ-Dock Inc
F & S Manufacturing Inc.
FertiGator, Inc
Fieldturf
Firestone Building Products
Firstake Capital Corp
Focus Industries Inc
Foresight Products LLC
Fossil Graphics
FX Luminaire
GameTime
Garden Iron
Gardena Canada Ltd
Garick Corporation
Garsy - Garden Systems
GE - Westport Insurance Group
Go Plastics
Gonic Marketing Group USA Inc
Grace Construction Products
Granicor inc
Green & Bio Tech
Greenlee Lighting
Greenscreen
Gro-Power, Inc
Gryphon Global Granite Marble
Hadco / Bronzelite
Hardscape Materials, Inc
Hauser Industries, Inc
Haws Corporation
Hobbs Architectural Fountains
Holophane Architectural Outdoor Lighting
Homeland Vinyl Products Inc
Hoover Treated Wood Products, Inc.
Horticultural Materials/Systems
Hubbell Lighting,Inc Sportsliter Solutions
Humane Society of the United States, The
Hummer Sports Surfaces, LLC
Hunter Industries
Hydrel
Hydro Dramatics
Increte Systems Inc
Integrated Paving Concepts
Interlock Concrete Products
Interstate Rock Products
Invisible Structures
J. Frank Schmidt + Son Co.
Jamestown Advanced Products Corporation
JRM Chemical Inc
JRP Nutri-Pak
Kadriform Int'l
Keeton Industries
Keystone Retaining Wall Systems
Keystone Ridge Designs
Kichler Lighting
King Fibre Corporation
Kompan Inc
L.M. Scofield
L.R. Nelson Corporation
Lake Fountains & Aeration Inc
Landscape Architect & Specifier News
Landscape Forms
Landscape Ontario
Landscape Structures
Larson Company, The
Lasco Fitting, Inc
Lawn & Landscape Media
Leatzow & Associates
Lebanon Turf Products
Leisure Woods
Les Installations Sportives Defargo Inc.
Les Pierres du Nord
Limestone Trail
Lion Lighting Products (A.J. Giacmmanco)
Litchfield Industries, Inc.
Little Tikes Commercial Play Systems
Lock + Load Retaining Walls Ltd
Logical Decisions, Inc
Lorrain Robert
Lumca, Inc
Lumec Inc
Maglin Furniture Systems
Marders
McGraw Hill / Sweets
MetalTech / Omega Fence Systems
Mid Georgia Nursery
Milestone, Inc / Mexico
Miracle Recreation
Monrovia Growers
Murdock, Inc
Musco Lighting Inc
N.C. Granite Corp
National Concrete Masonry Association
National Precast Concrete Association
Natural Fertilizer of America
NDS, Inc
Neenah Foundry Co.
Nemetschek
Netafim USA
Newmark International, Inc
Northern Alberta Institute of Technology
Oase Pumps
Oldcastle, Inc
Oly-Ola Sales, Inc
Ornamental Growers Association
Otterbine, Inc
Outerspace Landscape Furnishings
Paramount Stone Co.
Park Structures
Pave Tech
Pavestone Co
Pavestone Plus
Pebble Techlology, Inc.
PEM Fountain Co
PenCell Plastics, Inc.
Pepco - A Division of Waderain
Pepiniere Cramer Nursery Inc
PermaLoc Corp
Petersen Concrete Leisure
Picture this on Granite
Pine Hall Brick
Planter Technology
Plastic Lumber Co

Plastic Recycling of Iowa Falls
Playworld Systems
Poligon
Pond Supplies of America
Porphyry USA Inc
Presto Products Company
Private Garden Greenhouse Systems
Profile Products
PRZ Consulting
Quick Crete Products Corp
Rafco Products
Rain Bird Sales
Rain Drop Products
Ravensforge
Recreation Creations Inc
Redi-Rock International
Reford Gardens (Jardins de Metis)
RISI Stone Systems
Riverside Plastics, Inc
RK Mfg - GrassyPavers
RMI Rotronics
Rock & Waterscape Systems, Inc
Roman Fountains
Roots Inc
Sandra Liotus Lighting Design, LLC
Scotia Slate Products Ltd.
SeedSuperStore.com
Seibert & Rice
Se'lux Corp
Shakespeare C&E
Sheridan Nurseries Limited
Sitecraft, Inc
Skate Park Systems by Spohn Ranch
Skydex
Smith and Hawken
SNOC (1992) Inc
SofSURFACES, Inc
Solomon
Space Cannon Illumination
Spacemaker Press
SPJ Lighting Inc
Sport Court
Sportsedge
Spring City Electrical Mfg. Co.
SprinTurf, Inc
Stabilizer Solutions, Inc
Stalite - PermaTill
Steadfast Bridge Co
Stegmeier Corporation
Sternberg Vintage Lighting
Stone Yard Inc
Stoneage Lighting Creations Ltd
Sun Ports International
Superdeck Systems (Aggressive Ind. Inc.)
Surface America
Takasho North America Inc
Technodynamo
Tensar Earth Technologies, Inc
Texas Greenhouse Co Inc
The Davey Tree Expert Company / National Shade
The F.A. Bartlett Tree Expert Company
The Fountain People Inc
Thermal Aire Technologies
Thomas Leon Importing
Thundering Hurd Exchange
Titan Manufacturing
Todd Valley Farms Inc
Toro Company, The
Total Landscape Technologies, Inc
Treated Products Communication Council
Tree Care Associates
Treeworks
Trilary Inc
TruGreen Companies
Trystan
Tuftek Composites Inc
U.S. Composting Council, The
Unilock Inc.
Union Metal Corporation
Union Tools
Unique Lighting Systems
United Ocean Products
United Parcel Service
Unity Surfacing Systems
Universal Surfacing Systems, Inc
URBACO U.S.A.
Urbain Design
US Filter Aerator Products
USPL, Ltd
Utility Structures inc
Valley Crest
Valmont Poles
Varicore Technologies
Verdin Company, The
Verdyol Plant Research LTD
Vermont Brick
Vermont Outdoor Furniture
Vermont Structural Slate Co
Versa-Lok Reatining Wall Systems
Vertex Water Features
Victor Stanley
Villa Landscape Products Inc
Viresco, International Plant Brokers
Virginia Berry Farm
Vista Professional Outdoor Lighting
Vitamin Institute
Vitricon Inc
Vixen Hill Gazebos
Vortex Aquatic Structures Int'l Inc
W.J. Whatley Inc
Wabash Valley MFG Inc
Walpole Woodworkers Inc
Water Creations, Inc
Water Structures
Waterplay by LA Systems
Watersaver Company, Inc
Waterscape Consultants
WaterShapes
Watertoys
Waterworks International
Watts Regulator
Wausau
Webcoat Products
Webster & Sons Ltd
Webtec, Int
Wesnic / Hines III
Western Industries Inc
Western Wood Structures
Wheeler Consolidated , Inc
Whitacre Greer
Wilkins Operation of Zurn Plumbing Group
Winona Lighting
Winsor Graphics
Wonder Tree Tie Inc
Written in Stone / American Bronze & Stone
www.findplants.com
Xpotential Products Inc
Yale University Press
Zeager Bros, Inc
Zott Design LLC

LOOK INTO A SPONSORSHIP FOR EVEN MORE RECOGNITION AT THE ASLA ANNUAL MEETING & EXPO!

ASLA offers over 25 exclusive sponsorship opportunities that will put your image before this powerful audience in an even bigger way!

Sponsorship packages from $1,000 to $25,000 are available, ranging from general assemblies, education sessions, transportation and refreshment sponsorships to full sponsorship of the Gala.

To find the sponsorship that's perfect for you, contact the ASLA meeting director, Martha Montague, at 202-216-2328, or via email at mmontague@asla.org.

our thanks to the 2002 exhibitor advisory board

Please don't hesitate to turn to them for help and advice with your exhibit planning.

Greenlee Lighting, L.P.
Lloyd Reeder
Carrollton, TX

The Toro Company
Claudia Loomis
Riverside, CA

Leatzow & Associates
Jim Leatzow
Glen Ellyn, IL

Maglin Furniture Systems Inc
Ian McAskile
Woodstock, Ontario

Stalite - PermaTill
Chuck Friedrich
Salisbury, NC

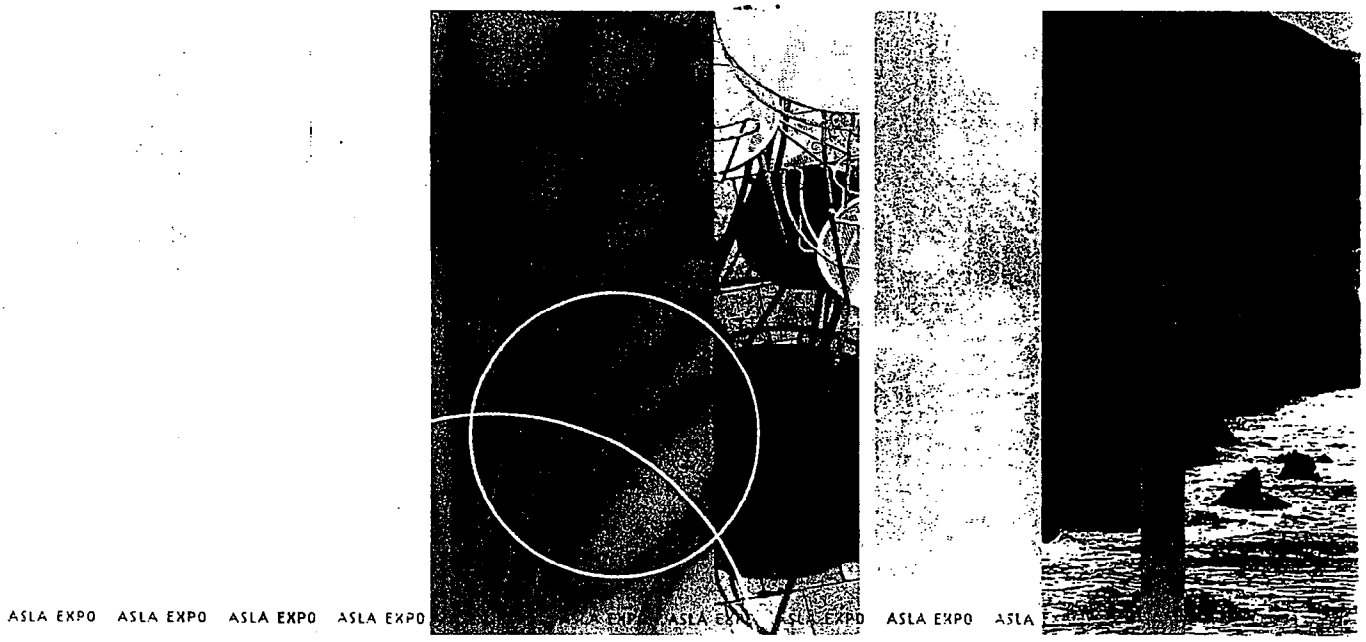
J. Frank Schmidt & Son Co.
Nancy Buley
Boring, OR

premium space is limited
reserve your booth today!

Contact Angela Wilson at 202-363-4666
Email: angelaasla@starpower.net

Your completed exhibit-space application can be faxed to 202-363-3339 or mailed to:

Angela Wilson
ASLA EXPO
636 Eye Street, NW
Washington, DC 20001-3736



2002 ASLA annual meeting & expo

annual meeting: october 18-22, 2002
exposition: october 20-21, 2002
mcenery convention center
san jose, california

ASLA

American Society of Landscape Architects
636 Eye Street, NW, Washington, DC 20001-3736
Phone 202.898.2444 • Fax 202.898.1185
www.asla.org

PT 03310

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

In the Matter of Registration No. 2,684,138: PAVERCAT
Registered on the Principal Register on February 4, 2003, in International Class 7

CATERPILLAR INC.,	)	
	)	
Petitioner,	)	
v.	)	Cancellation No. 92041776
	)	
PAVE TECH, INC.,	)	
	)	
Registrant.	)	

ROBERT L. CRAMER F.R.C.P. 30(B)(6)

WITNESS OF REGISTRANT

DEPOSITION EXHIBIT 41

MASONRY
EXPO
2002

2/24/04 DATE PT 01522
41 CRAMER
EXHIBIT
ANN M. HOLLAND

MASONRY EXPO 2002 Exhibitors

(as of May 11, 2001)

135	Kobra Molds
153	Fleming Mfg. Co.
208	Zenith Equipment Inc.
217	Tensar Earth Technologies, Inc.
218	Eagle-Picher
225	Master Builders, Inc.
226	Advanced Production Manufacturing
231	Witelite Pumice
234	Alliance Concrete Concepts, Inc.
238	D.I.T. Equipment Inc.
242	Soil Retention Products
253	Rampf Molds Industries
260	Strata Systems
266	Beton Chemie USA Corp/Finke
308	Davis Colors
309	Clayson Steel Inc.
311	Portland Cement Association
313	Hydronix Ltd.
316	ICD Corp.
318	Rockwood Retaining Walls, Inc.
333	Best Block Company
344	Snap Edge Corporation
347	Keystone Retaining Wall Systems
348	Huesker Inc.
352	Princeton Delivery Systems Inc.
360	Pentstar Corporation
374	Luckenhaus North America
404	Besser
405	Columbia Machine, Inc.
408	Johnson Gas
409	Elementis Pigments
410	Pave Tech
412	Masonry Reinforcing Corp. of America
415	Standley Batch Systems, Inc.
416	Palfinger USA, Inc.
421	Bergen Machine & Tool Company, Inc.
426	Solomon Colors
431	WR Grace
432	iwi Group
437	Bayer Corporation
440	Hess Machinery Ltd.
445	Paco Corp.
446	Texaloy Foundry
453	Pathfinder Systems - Tiger Machine
454	Addiment Inc.
466	CTI, Inc.
467	Advanced Concrete Technologies, Inc.
471	Vena Machinery
474	R & G Steel, Inc.
479	SRW Products
480	Rosacometta SrL
487	OKON, Inc.
488	Rekers International
489	Vapor Energy USA - Div. of Kemco Systems
491	KVM Industrimaskiner A/S
493	K-D Manitou
509	Versa-Lok Retaining Wall
515	The Proudfoot Co., Inc.
517	Boral Material Technologies
519	Jonel Engineering
523	Cargotec Inc.
531	ProSoCo, Inc.
545	Turmac Inc.
566	Dynamic Color Solutions, Inc.
578	Tandem Products, Inc.
579	Sellick Equipment Limited
585	OMS America Inc.
608	Spartan Steel Products
609	Expanded Shale, Clay & Slate Institute (ESCSI)
610	TC Mirafi
612	Perfect Filtration Systems, Inc.
614	Gerhard Warning
615	Ceric, Inc.
616	Disa Goff, Inc.
623	Strapex USA
630	Cathay Pigments/Arizona Oxides
631	BMH Systems, Inc.
635	Igus Inc.
636	Poyatos S.A.
639	Vapor Energy - Kraft Energy Systems, Inc.
645	Krete Industries Inc.
651	Chemprobe Coating Systems, L.P.
655	Hamburger Color Company
661	Azar Group International Inc.
679	Poly-Bro Inc.
708	Mixer Systems, Inc.
714	White Mountain Products
730	Cercorp Initiatives
734	International Wear Parts
750	American Concrete Equipment
759	The Prince Manufacturing Company

MASONRY EXPO

Kansas City, Missouri
February 8-10, 2002

(For Office Use Only)	
sq. ft. _____	amt. due $ _____
space assigned _____	
deposit $ _____	date _____
payment $ _____	date _____
Accepted by: _____	

CONTRACT AND APPLICATION FOR EXHIBIT SPACE

We, (company name) PAVE TECH, the exhibitor, hereby apply for space at Masonry Expo scheduled to be held February 8-10, 2002 at the W. Roe Bartle Hall (Convention Center) in Kansas City, Missouri.

Please reserve a total of 100 square feet of exhibit space with 10 ft. of frontage and 10 ft. of depth.

Location of Space: Concrete Masonry Pavilion _____ Paver/SRW Pavilion 410

Please note who your customers are: _____

Choose 6 booths: 1st 410 2nd 410 3rd 410 4th 410 5th 410 6th 410

Requirements: Compressed Air _____ Water _____ Electric X Other _____
(See floor plan for utility locations)

[illegible] COST IS $19.50 PER SQUARE FOOT WITH A [illegible] SQUARE FEET OR [illegible] SPACE APPLICATION FEE OF [illegible] TOTAL FEE MUST [illegible] ACCOMPANY [illegible]

Amount enclosed $ $225.00 (U.S. Funds). Make check payable to MASONRY EXPO. Balance is due no later than October 1, 2001.

Brief Description (25 words or less) of Company Products and/or Service For Listing in Convention Program: (PLEASE USE UPPER & LOWER CASE)
PAVE EDGE PAVER EDGE RESTRAINT, PROBST TOOLS + EQUIPMENT, PAVE CHEM CLEANERS, SEALERS + ADHESIVES, ENVIROPAVE PAVER JOINT SPACERS, DEEP ROOT ROOT BARRIER, SANDLOCK SAND STABILIZER.

Competitors: (List those you do not wish to be near) _____

This contract shall not be binding unless and until it is accepted and approved in writing by the signature of Masonry Expo's duly authorized representatives.

The rules and regulations on the reverse side hereof shall constitute part of this contract and the exhibitor agrees to abide and conform thereto.

Contact Name (print) BOB CRAMER

Exhibiting Firm PAVE TECH

Street Address 15354 FLAG AVE SO

City/State/Zip PRIOR LAKE, MN 55372

Country USA

Telephone # 952-226-6400 Fax # 952-226-6406

Email sales@paveedge.com Web www.pavetech.cc

Signed [signature]

Title FIELD SERVICES MANAGER

Product Listing (please indicate *all* that apply)

- ❑ Admixtures
- ❑ Aggregates
- ❑ Appraisals
- ❑ Articulated Concrete Block
- ❑ Block and Paver Machines
- ❑ Cements
- ❑ Cements: Portland, Masonry, Mortar
- ❑ Computer Programs
- X Concrete Brick Equipment
- ❑ Concrete Brick Machines
- X Concrete Chemicals
- X Concrete Masory Adhesives
- X Concrete Slab Machines
- X Control Joint Materials
- ❑ Controls, Batching, and Mixing
- ❑ Curing Systems
- ❑ Erosion Control/Revetment Block
- ❑ Equipment Installation
- ❑ Flashing Materials
- ❑ Geosynthetics
- ❑ Information Technology
- ❑ Insulation for Blocks
- ❑ Insulation for Cavity Walls
- ❑ Internet Services
- ❑ Kiln Doors
- ❑ Large Format Machines
- ❑ Lintels for Masonry
- ❑ Marketing
- ❑ Masonry Mortar Materials
- ❑ Masonry Wall Design and Evaluation
- X Material Handeling Systems for Bulk Goods
- ❑ Molds and Mold Parts
- ❑ Pallets
- X Paver Installation Equipment and Products
- ❑ Paving and ACB Design and Evaluation
- ❑ Pigment Metering Dispensers
- ❑ Pigments
- ❑ Plant Construction
- ❑ Plant Design
- ❑ Plant Management
- ❑ Prefaced, Prefinished and Glass Masonry Units
- ❑ Programming
- ❑ Retaining Wall Design and Evaluation
- ❑ Retaining Wall Units
- ❑ Sound-Absorbing Block
- ❑ Specialty Concrete Masonry Units
- ❑ Testing and Inspection
- ❑ Truck Equipment and Boom Unloaders
- ❑ Turn Key Services
- ❑ Unit Concrete Pavers
- ❑ Used Non-Production Equipment
- ❑ Used Production Machines
- ❑ Used Plant Equipment
- ❑ Wall Machines
- ❑ Wall Reinforcing, Ties and Anchors
- ❑ Waterproofing Coatings, Membranes, Bonding Agents, and Patching Mortars
- X Other (be specific): PAVER EDGE RESTRAINT, ROOT BARRIER, PAVER JOINT SPACER

PT 01526

Kansas City, Missouri
February 8-10, 2002

(For Office Use Only)
sq. ft. 100 amt. due $ 1150.00
space assigned 410
deposit $ 750.00 date 2/30/01
payment $ 225.00 date 9/21
Accepted by: [signature]

We, (company name) PAVE TECH, the exhibitor, hereby apply for space at Masonry Expo scheduled to be held February 8-10, 2002 at the W. Roe Bartle Hall (Convention Center) in Kansas City, Missouri.

Please reserve a total of 100 square feet of exhibit space with 10 ft. of frontage and 10 ft. of depth.

Location of Space: Concrete Masonry Pavilion _____ Paver/SRW Pavilion 410

Please note who your customers are: _____

Choose 6 booths: 1st 410 2nd 410 3rd 410 4th 410 5th 410 6th 410

Requirements: Compressed Air _____ Water _____ Electric X Other _____
(See floor plan for utility locations)

Amount enclosed $ 225.00 (U.S. Funds). Make check payable to MASONRY EXPO. Balance is due no later than October 1, 2001.

Brief Description (25 words or less) of Company Products and/or Service For Listing in Convention Program: (PLEASE USE UPPER & LOWER CASE)
PAVE EDGE PAVER EDGE RESTRAINT, PAVER TOOLS/EQUIPMENT, PAVE CLEAN CLEANER, SEALERS, HARDENERS, ENVIROPAVE PAVER JOINT SPACERS, DEEP CUT DECK BARRIER, INTERLOCK SAND STABILIZER.

Competitors: (List those you do not wish to be near) _____

This contract shall not be binding unless and until it is accepted and approved in writing by the signature of Masonry Expo's duly authorized representatives.

The rules and regulations on the reverse side hereof shall constitute part of this contract and the exhibitor agrees to abide and conform thereto.

Contact Name (print) BOB CRAMER

Exhibiting Firm PAVE TECH

Street Address 15354 FLAG AVE SO

City/State/Zip FOREST LAKE, MN 55372

Country USA

Telephone # 952-226-6411 Fax # 952-226-6426

Email sales@pavetech.com Web www.pavetech.com

Signed [signature]

Title FIELD SERVICES MANAGER

Product Listing (please indicate *all* that apply)

- ☐ Admixtures
- ☐ Aggregates
- ☐ Appraisals
- ☐ Articulated Concrete Block
- ☐ Block and Paver Machines
- ☐ Cements
- ☐ Cements: Portland, Masonry, Mortar
- ☐ Computer Programs
- ☒ Concrete Brick Equipment
- ☐ Concrete Brick Machines
- ☒ Concrete Chemicals
- ☒ Concrete Masory Adhesives
- ☒ Concrete Slab Machines
- ☒ Control Joint Materials
- ☐ Controls, Batching, and Mixing
- ☐ Curing Systems
- ☐ Erosion Control/Revetment Block
- ☐ Equipment Installation
- ☐ Flashing Materials
- ☐ Geosynthetics
- ☐ Information Technology
- ☐ Insulation for Blocks
- ☐ Insulation for Cavity Walls
- ☐ Internet Services
- ☐ Kiln Doors
- ☐ Large Format Machines
- ☐ Lintels for Masonry
- ☐ Marketing
- ☐ Masonry Mortar Materials
- ☐ Masonry Wall Design and Evaluation
- ☒ Material Handeling Systems for Bulk Goods
- ☐ Molds and Mold Parts
- ☐ Pallets
- ☒ Paver Installation Equipment and Products
- ☐ Paving and ACB Design and Evaluation
- ☐ Pigment Metering Dispensers
- ☐ Pigments
- ☐ Plant Construction
- ☐ Plant Design
- ☐ Plant Management
- ☐ Prefaced, Prefinished and Glass Masonry Units
- ☐ Programming
- ☐ Retaining Wall Design and Evaluation
- ☐ Retaining Wall Units
- ☐ Sound-Absorbing Block
- ☐ Specialty Concrete Masonry Units
- ☐ Testing and Inspection
- ☐ Truck Equipment and Boom Unloaders
- ☐ Turn Key Services
- ☐ Unit Concrete Pavers
- ☐ Used Non-Production Equipment
- ☐ Used Production Machines
- ☐ Used Plant Equipment
- ☐ Wall Machines
- ☐ Wall Reinforcing, Ties and Anchors
- ☐ Waterproofing Coatings, Membranes, Bonding Agents, and Patching Mortars
- ☒ Other (be specific): PAVER RESTRAINT, ROOT BARRIER, PAVER JOINT SPACER

PT 01528

COPY

MASONRY EXPO

February 8-10, 2002
Kansas City, Missouri

REQUEST FOR ADVANCE EXHIBIT SPACE

This advance application for exhibit space at Masonry Expo 2002 Machinery & Equipment Show in Kansas City, Missouri, entitles your company to a preferred booth location. A $750 nonrefundable deposit is required with application. Applications with deposit must be received by April 20, 2001 to be considered for space assignment. Final booth selection is based on a point system and determined by show management. This advance application is only available to exhibitors of Masonry Expo 2001.

We, PAVE TECH, submit this request for booth space at **MASONRY EXPO 2002 Machinery & Equipment Show** scheduled February 8-10, 2002 at the H. Roe Bartle Hall (Convention Center) in Kansas City, Missouri.

Please reserve 100 square feet of exhibit space, with 100 ft. of frontage and 100 ft. of depth. *(See floor plan for booth configurations and layout).*

Please note who your customers are: _____

Choice of Spaces (choose 6)
1st 505 2nd 507 3rd 509
4th 519 5th 521 6th 523

Description of Company Products PAVE EDGE EDGE RESTRAINT, PROBST TOOLS + EQUIPMENT, PAVE CHEM CHEMICALS + ADHESIVES, DEEP ROOT ROOT BARRIERS, SANDLOCK SAND STABILIZER.

Competition (list companies you do not wish to be near): _____

COMPANY: PAVE TECH
CONTACT: BOB CRAMER - FIELD SERVICES MANAGER
ADDRESS: PO BOX 576
CITY/STATE/ZIP: PRIOR LAKE, MN 55372
TELEPHONE: 952-226-6400 FAX: 952-226-6406
SIGNATURE: Bob Cramer 3-26-01

} PLEASE PRINT

Show management will be available to receive your request form on Saturday, January 27 at **MASONRY EXPO 2001** or you can mail it to:

MASONRY EXPO
2302 Horse Pen Road
Herndon, VA 20171

Request form and $750 deposit must be received by April 20, 2001 to be considered in the first round of space assignments.

PT 01536

THE BIG SHOW

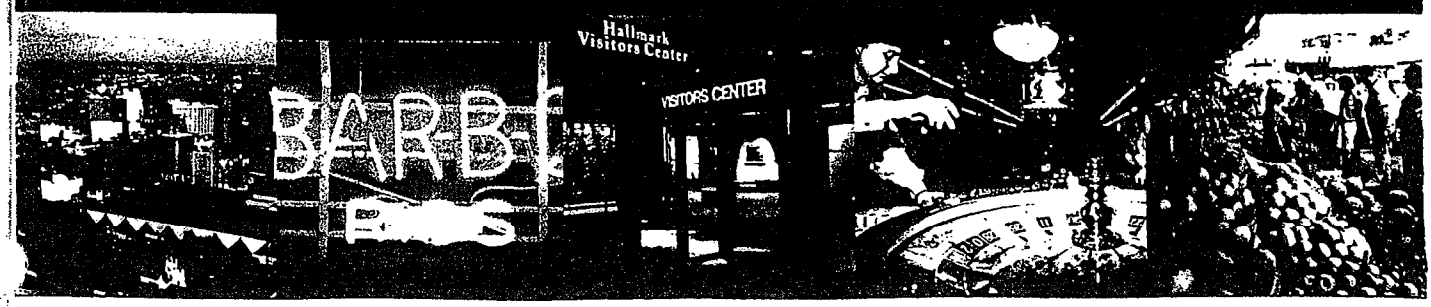
MASONRY MACHINERY EQUIPMENT EXPO

2002

NCMA CONVENTION & ICPI ANNUAL MEETING

NATIONAL CONCRETE MASONRY ASSOCIATION

ICPI
INTERLOCKING CONCRETE PAVEMENT INSTITUTE



PT 01554

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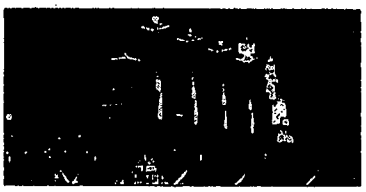
WHAT'S NEW IN

You are about to discover Kansas City known as the "Heart of America," centrally located within 250 miles of both the geographic and population centers of the nation.

Kansas City has something for everyone. Full-gaming casinos, theater, nightlife, a delicious dining scene, incredible shopping, festivals, live music, professional sports, world-famous art museums, and more.

Missouri is known as the "Gateway to the West" and MASONRY EXPO 2002, The Machinery & Equipment Show is your gateway to technology for the new millennium! Not since 1998 have the producers of concrete masonry convened in such numbers. With educational opportunities, demonstrations, seminars and special events, attendees will benefit from knowledgeable experts in



EXPO HIGHLIGHTS

MASONRY EXPO Welcome Reception

Kick off MASONRY EXPO 2002, The Machinery & Equipment Show on Thursday, February 7, Kansas City style with the company of your friends and colleagues. The reception will feature a "Taste of Hometown Kansas City" with entertainment. Plus, you'll have the opportunity to preview the exhibits, meet with exhibitors and renew friendships.

MASONRY EXPO Featured Speaker Brunch "Olympic Champion, Bruce Jenner"

Bruce Jenner captivated the world when he broke the world record by scoring 8,634 points in the decathlon at the 1976 Olympic games in Montreal and earned the title, "World's Greatest Athlete." MASONRY EXPO attendees will be captivated by his unique Olympic, personal and professional success story.

NCMA Laboratory Capabilities Demonstration

The NCMA Research and Testing Laboratory conducts masonry testing to ensure your products meet all applicable standards. Testing techniques will be demonstrated and explained to understand what types of testing procedures are available. Bring your questions about specific products and testing. Attendees will actually conduct some of the tests themselves.

Tornado Safe Room Display NEW

Kansas (part of Tornado Alley) — what better place to unveil NCMA's new publication on Tornado Safe Rooms for Single Family Residences. Come see NCMA's typical prototype of the tornado safe room on the showroom floor at Expo. A new significant cost saving feature of NCMA's shelter is solid grouted, reinforced 8-inch concrete masonry walls. This type of shelter makes adaptation for existing residences much more affordable and practical.

Jazz Club VIP Lounge NEW

New this year at MASONRY EXPO is the Jazz Club VIP Lounge. A place for attendees to take a seat, enjoy refreshments and live jazz music and peruse some of the many industry publications available from NCMA and ICPI.

Complimentary Paver & SRW Installer Sessions on the Show Floor NEW

Being offered twice a day on the show floor are free information seminars on subjects important to all who install concrete pavers and segmental retaining walls. Paver and SRW installers will enjoy the opportunity to talk with paver and SRW industry experts.

2002...

the concrete masonry, SRW and paver industry. Although held every year, MASONRY EXPO's Big Show, the Machinery & Equipment Show, provides attendees with the latest innovations in the industry by visiting more than 175 exhibitors!

The Interlocking Concrete Pavement Institute (ICPI) will be co-sponsoring MASONRY EXPO with the National Concrete Masonry Association (NCMA), providing more exhibits from the concrete paver industry!

MASONRY EXPO EXHIBITORS (as of Oct. 17, 2001)

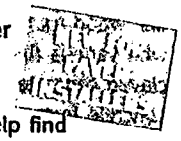
Addiment Inc.
Advanced Concrete Technologies, Inc.
Allan Block Corp.
American Concrete Equipment
Ayer Group International Inc.
Bayer Corporation
Bergen Machine & Tool Company, Inc.
Bessac
Bilsh Block Company
Betoit Chemie USA Corp/Finke
BMH Systems, Inc.
Boral Material Technologies
Cambridge Inc.
Cassall/OCEM
Cathay Pigments
Cercorp Initiatives
Certi-Inc.
Chemprobe Coating Systems, L.P.
ChemRex
Clayson Steel Inc.
Columbia Machine, Inc.
Concrete Industries Service Co., Inc.
ConCure Inc.
CTI, Inc.
D & M Welding Company
D.I.T. Equipment Inc.
Davis Colors
Dynamic Color Solutions, Inc.
E & R Mfg. Co., Inc.
Eagle-Picher
Elementis Pigments
Expanded Shale, Clay & Slate Institute (ESCSI)
Fleming Mfg. Co.
Gemant Warning
Grace Construction Products
Hamblinger Color Company
Hess Machinery Ltd.
H.E.A. Sales Associates
Hiesker Inc.
Hydromix Ltd.
ICD Corp.
Igus Inc.
Interlocking Concrete Pavement Institute
International Wear Parts
Interstar Pigments
Admixtures and Fibers
ISG Resources
IVI Group
Johnson Gas
Jonel Engineering
K-D Manitou
Karceski Engineering Inc.
Keystone Retaining Wall Systems
Kobra Molds
Kraft Energy Systems, Inc.
Krete Industries Inc.
Kroft Tool Co.
Laeis Bucher Gmbh
Luckenhaus North America
Manitowoc Boom Trucks
Masonry Reinforcing Corp. of America
Master Builders, Inc.
Mixer Systems, Inc.
National Concrete Masonry Association
OKON, Inc.
OMAG
OMS America Inc.
Paco Corp.
Palfinger USA, Inc.
Pathfinder Systems - Tiger Machine
Pave-Tech
Perfect Filtration Systems, Inc.
Perlite Institute, Inc.
Poly-Bro Inc.
Portland Cement Association
Poyatos S.A.
Princeton Delivery Systems Inc.
ProSoCo, Inc.
R & G Steel, Inc.
Rampf Molds Industries
Rekers International
Reliable Steel
Rockwood Retaining Walls, Inc.
Rosacometta Srl.
Samjung Industries Co., Ltd.
Scale Tron Inc.
Sellick Equipment Limited
Snap-Edge Corporation
Soil Retention Products
Solomon Colors
Spartan Steel Products
Spruce Computer Systems, Inc.
SRW Products
Standley Batch Systems, Inc.
Strapex USA
Strata Systems
Synteen Technical Fabrics
Tandem Products, Inc.
TC Nicolon
Tensar Earth Technologies, Inc.
Texaloy Foundry
The Prince Manufacturing Company
The Proudfoot Co., Inc.
Triangle Plastics, Inc.
Turmac Inc.
TXI Expanded Shale & Clay
Vapor Energy USA - Div. of Kemco Systems
Vena Machinery
Versa-Lok Retaining Wall
Vestal Mfg. Co.
W. Ludwig Mfg. Corp.
Welden Steam Generators Inc.
WestBlock Systems
White Mountain Products
Witelite Pumice
Zenith Equipment Inc.

Paver & SRW Contractor Welcome Center

NEW

Paver and SRW installers will have a welcome center as part of the VIP Lounge and Jazz Club that will offer technical publications. ICPI and NCMA staff engineers will be available to provide complimentary technical services.

ICPI Paver Installer Certification Program



Designed to help find better ways to sell, estimate, and install the world's finest pavement, ICPI's installer certification course is a unique opportunity to network with peers. Learn about soils classification and compaction, base materials, job layout and management, paver installation, edge restraints, use of labor-saving tools, and job costing and basic contract law.

NCMA Segmental Retaining Wall Installer Education Program

NEW FOR SRW INSTALLERS

Learn from industry experts the mechanics of soils and how soils affect SRWs; the structural elements of SRWs and how each interacts with the other during construction; proper SRW installation procedures; how to estimate and how to effectively market your services to the residential and commercial community.

Paver Installer Courses

ICPI offers two new courses this year at MASONRY EXPO, a Safety Course to help installers reduce their risks and insurance costs and a course on Selling to the Homeowner.

Bruce Jenner Dinner Competition

Win a chance to have dinner with one of "The World's Greatest Athletes" Bruce Jenner. The individual or company who refers the most installers to MASONRY EXPO, will be treated to dinner on Thursday, February 7 with Bruce Jenner. Please complete the referral portion of the registration form if you are registering an installer to attend MASONRY EXPO. Don't miss this opportunity!

Exhibitor Awards

NCMA and ICPI are sponsoring awards for the exhibiting companies from promotion of the show to the "Most Creative Booth" competition. The winners will be announced prior to the opening of EXPO on Friday, February 8 during the Featured Speaker event. Plan to visit all of the winners as you explore the tradeshow floor.

Masonry and Concrete Segmental Pavement Industry Bookstore

A masonry and concrete segmental pavement bookstore where literature from NCMA, ICPI, state and allied international associations is on display and available for purchase. This is the largest source of industry related publications for sale in a single location — a collection of design, construction, and marketing material from all over the world.

NCMA EDUCATION PROGRAM

CONVENTION HIGHLIGHTS

NCMA Continental Breakfasts & Committee Meetings

Join other NCMA members for a continental breakfast before attending the NCMA committee meetings.

NCMA Business Luncheon

Join NCMA members for the Second Annual Convention Business Luncheon. An industry specialist will offer a presentation on a hot topic.

NCMA Block Plant Tour

Enjoy a continental breakfast prior to visiting Midwest Block & Brick, Oldcastle/Miller Materials Company and the Pavestone Company block and paver plants. Midwest operates a Besser dual line concrete product production facility and is the third largest Spec Mix operator and distributor of clay brick. Miller Materials includes a three-mixer block operation featuring both Columbia and Besser equipment. And Pavestone produces interlocking pavers, SRW units, edging products and more.

NCMA Awards Recognition Breakfast

Begin the day with an exciting presentation of the best in concrete masonry design. See how the world uses concrete masonry and understand what it takes to build a winning design. NCMA Design awards for commercial and residential buildings will be featured.

WEDNESDAY & THURSDAY PROGRAMS

WEDNESDAY, FEBRUARY 6

1:45 pm - 2:45 pm

Technical Commercial Program

Sell Concrete Masonry Through Engineers Using NCMA's Software

NCMA's updated release of Concrete Masonry Wall Design Software is a valuable tool that has been used to draw hundreds of engineers to design seminars. Masonry can now cost less to design and construct. Learn how to put this resource to work for you. *Russ Brown, Clemson University*

Will Strength Design Give You Stronger Masonry?

Come learn if this alternative method for engineers to design masonry will help make masonry more cost effective or add to its conservatism. *Russ Brown, Clemson University*

This presentation addresses applications that make sense for 6-in. units by using NCMA's design software, production costs, and installation savings. You'll learn how to evaluate what size units to recommend to make the sale and increase your profits. *Charles B. Clark, NCMA*

Technical Landscape Program

The Future of Segmental Retaining Wall Load Determination

With research funding provided by NCMA, private industry, Federal Highway Administration, and Canadian Government, the potential for innovative changes in design methodology and construction practices are promising. Dr. Richard Bathurst's presentation of load research results and implications to SRW design and construction will address when these benefits will be realized by our industry. *Dr. Richard J. Bathurst, Royal Military College of Canada*

THURSDAY, FEBRUARY 7

7:30 am - 8:30 am

Technical Residential Program

Don't let masons in your area make the mistake of treating concrete brick like a clay brick. If shrinkage is not planned for, unwanted cracks could threaten your concrete brick future market. *Maribeth Bradfield, Consultant*

Knowing your product is not enough. Come and learn the details, strengths and weaknesses of other residential building materials: wood frame/steel stud systems with various finishes, aerated autoclaved concrete (AAC), insulated concrete form systems (ICF), and others. This valuable session will help you direct your marketing and sales efforts. *James Gulde, Masonry Information Technologies Inc.*

Learn how NCMA's new Concrete Masonry Basement Manual can provide the documentation and substantiation of concrete masonry's capabilities you need. This presentation will also address possible code changes related to basements that you might be facing as your state considers adoption of the new

NCMA EDUCATION PROGRAM

International Residential Code.
Jason Thompson, NCMA

Commercial Markets Program

Concrete Masonry – Costco's Building Material of Choice

Understand the use of concrete masonry by Costco as a building material used across the nation by this major retailer.

1:45 pm – 2:45 pm
Landscape Markets Program

Specification of ACBs

This presentation will provide a specifiers perspective in the selection and specification of ACBs in lieu of conventional technology. Through real project examples attendees will learn the technical requirements for selecting ACBs as alternatives to riprap or other technology. Discover that cost analyses demonstrate the economic advantage of this concrete masonry technology. *Tony Firenzi, Ayres Associates*

Marketing Concrete Pavers to the Residential Market

Current predictions indicate that concrete pavers sales in North America could reach 1 billion S.F. by 2010. Residential applications could represent a substantial percentage of these sales. Are direct mail, point of sale advertising or public relation articles effective? Does product style play a key role in residential marketing? Are you prepared to be a part of this growing market? *Lisa Lackovic, Watkins Concrete Block Company, Inc.*

Residential Markets Program

Basement Protections

Don't give up on the basement market yet. This builder will share his secrets for being successful in marketing and constructing concrete masonry basements.

Hear from one manufacturer on how his company is aggressively pursuing concrete brick markets. Also get a builder's perspective. A former AAC executive will share valuable insight. *Pat Halloran, Halloran Masonry; Sylvester Schmidt, RMC Industries Corp. and Ray Rohlfs, US Brick*

CONCURRENT SESSIONS AND FORUMS

Wednesday, February 6
10:30 am –11:45 am

New Development and Creative Ideas (PDCC) Forum

Come see the latest innovations and emerging ideas for the concrete masonry industry! The PDCC Forum gives NCMA members the chance to learn about new products that are entering the market or are being developed for the industry.

Thursday, February 7
7:30 am – 8:30 am
Family Business Forum

Latest Family Business Issues

Succession planning issues for family held/closely held businesses, valuation, buy/sell agreements, various forms of orderly ownership transfer and much more will be discussed.

1:45 pm – 2:45 pm
Business Management Forum

Using Your Website for More Effective Marketing and Selling

Learn techniques to help you take what you already know about your product, customers, and marketing and apply that to the Internet for a website that works. *John Walker, e-walker Inc.*

Making the 2000 Market Planning and Statistical Survey Work for You

A panel discussion illustrating conclusions drawn from the most recent survey and how this data can be a part of the business plan.

5:00 pm – 6:00 pm
CCCM Reunion & Roundtable

Fellow Certified Consultants of Concrete Masonry graduates exchange experiences and tips for successful relationships between concrete masonry representatives and those who specify and design concrete masonry products. *John Walker, e-walker Inc.*

NCMA EDUCATION PROGRAM

SUPERINTENDENTS' PROGRAM

(separate registration fee)

Thursday, February 7

1:00 pm – 5:00 pm

Superintendents' Program

Session I
1:00 pm – 2:30 pm
Curing Methods and Troubleshooting – Panel Discussion

This panel will review issues such as turn-around and architectural units, and how these new variables must be taken into account for the final product. *Larry Isaacson, iwi Group; Dick Kohl, Johnson Gas Appliance; Mark Kraft, Kraft Energy Systems and Billy Wauhop, Billy Wauhop & Associates*

2:45 pm – 4:15 pm
Managerial Legal Responsibilities Phase I

The role of the manager continues to expand beyond ensuring that the job is done on time and under budget. Issues relating to hiring and firing, harassment, and employee safety must now be considered as well. This two-phase discussion will expose these ever-evolving managerial responsibilities. *Richard Miller, Management Development*

4:15 pm – 5:00 pm
Inventory Control and Production Scheduling

Learn which variables to consider when scheduling production. *Barry Link, E. Dillon & Co.*

Friday, February 8

7:00 am – 11:15 am
Superintendents' Program

7:00 am – 8:00 am
Breakfast

Session II
8:00 am – 8:45 am
Cost Accounting

This presentation will review the variables that should be considered when determining actual production costs. *Doug Jeffords, Jeffords Associates*

9:00 am – 11:15 am
Managerial Legal Responsibilities Phase II

Richard Miller, Management Development

Session III
8:00 am – 8:45 am
Safety on the Job

The Occupational Safety and Health Administration (OSHA) is continuously revising existing standards and implementing new regulations pertaining to safety and health issues on the job. Discover what these regulations are. *Joe O' Conner, INTEC*

8:45 am – 10:15 am
Use of Cements, Fly Ash, and Pozzolans – Panel Discussion

This panel discussion will focus on the benefits, review potential disadvantages and troubleshooting issues associated with using cement and cement substitutes. *Ken Kazanis, Lafarge Corporation; Clark Gates, Holnam, Inc.; John Melander, Portland Cement Association and Billy Wauhop, Billy Wauhop and Associates*

10:30 am – 11:15 am
Minimizing Downtime for Custom Production

Learn how to minimize the potential downtime in production that can be caused by a custom order. *Tom Tallman, Riefler Concrete Products*

NCMA REGISTRATION HOURS

Pre-registered attendees may pick up their registration materials at the NCMA headquarters hotel (Kansas City Marriott Downtown) during the following times:

Tuesday, February 5
7:00 am – 5:00 pm

Wednesday, February 6
7:00 am – 5:00 pm

Thursday, February 7
7:00 am – 5:00 pm

Friday, February 8
7:00 am – 9:00 am

After 9:30 am on Friday, February 8, all registration activities will be located at the Convention Center, H. Roe Bartle Hall.

MASONRY EXPO REGISTRATION HOURS

All MASONRY EXPO registration activities will be located in Exhibit Hall D.

Thursday, February 7
6:00 pm – 9:00 pm

Friday, February 8
9:30 am – 5:00 pm

Saturday, February 9
10:00 am – 5:00 pm

Sunday, February 10
9:00 am – 2:00 pm

MASONRY EXPO TRADESHOW HOURS

Friday, February 8
11:30 am – 5:00 pm

Saturday, February 9
11:00 am – 5:00 pm

Sunday, February 10
10:00 am – 2:00 pm

MASONRY EXPO 2002 PROGRAMS

ARCHITECTS' CONTINUING EDUCATION PROGRAM

Architects' Continuing Education Program

Participants can earn up to three learning units by attending a variety of AIA approved education programs. For $35, earn the learning units, attend the Masonry Expo Featured Speaker Brunch with Olympic Gold Medallist Bruce Jenner, and see what's new at the MASONRY EXPO tradeshow, the largest annual trade show of products and equipment for the concrete masonry industry. The following topics will be presented by industry experts and will offer design professionals the information they need to keep pace with an ever-changing building industry. Call MASONRY EXPO toll-free for more information at 877-627-3976.

Fri., Feb. 8, 7:00 – 10:00 am

- Practical Masonry Systems Detailing – W. R. Grace (1 credit)
- Designing with Color Mortar – Essroc Italcementi Group (1 credit)
- Protective Treatments for Masonry – Prosoco (1 credit)
- Foamed in Place Insulation: A General Overview – The FOM Company (2 credits)
- C/M for Load Bearing Tall, Slender Walls and Tall Buildings – TXI (2 credits)
- Inspection of Concrete Masonry Construction – Lafarge Corporation (1 credit)
- What Color is all About, and Color in Concrete Products – Bayer Corporation (1 credit)
- Specifications and Construction Details for Interlocking Concrete Pavements – Interlocking Concrete Pavement Institute (1 credit)
- Designing Concrete Masonry Walls to Resist Moisture Penetration – National Concrete Masonry Association (1 credit)

10:00 – 11:30 am

Masonry Expo Featured Speaker Brunch with Bruce Jenner

11:30 am – 5:00 pm

Masonry Expo Tradeshow

INSTALLER EDUCATION PROGRAM

NCMA SRW Installer Program

Sat., Feb. 9, 8:00 am - 5:00 pm

The Segmental Retaining Wall (SRW) industry continues to prosper. SRW systems are available from numerous producers in a variety of colors and shapes to meet any aesthetic requirement. Long-term performance and success is not only a function of aesthetics, but includes both design and installation. The best looking block and design on paper are immaterial if not properly installed in the field. Installation is the critical element in ensuring the integrity and continued expansion of the SRW industry.

NCMA recognizes the importance of proper installation and invites SRW installers, from both the residential and commercial industry, to attend this program. Learn from industry experts; the mechanics of soils and how soil relates to structural performance, the structural elements of SRWs and how each interacts with the other during construction, proper SRW installation procedures in accordance with NCMA recommended guidelines; estimating and bidding of SRW projects; and effectively marketing your services to the residential and commercial community. Program will include an open forum discussion for SRW installers.

ICPI/NCMA Installer Free Sessions

Fri., Feb. 8, 1:00 – 1:45 pm

Sun., Feb. 10, 12:00 – 12:45 pm

Design with Interlocking Concrete Pavements

Learn how concrete pavers support the design intent of any project. The session introduces ICPI's new 200-page book. The Pattern Language of Concrete Pavers.

Fri., Feb. 8, 3:00 – 3:45 pm

Finding the Right Equipment for the Job

Are you using the right equipment on your SRW project? What equipment best fits the job? From compactors and earth moving equipment to masonry saws and geosynthetic cutters, some equipment works and some does not. You should know now, rather than later.

Sat., Feb. 9, 12:15 – 1:00 pm

Water and Drainage Systems — A Contractor Perspective

Surface water and ground water can result in a number of difficult site conditions that, as a contractor, you need to be able to handle. Are you prepared? Learn the do's and don'ts of working with drainage and SRWs.

Sat., Feb. 9, 1:15 – 2:00 pm

Permeable Interlocking Concrete Pavements

Federal and state laws have expanded their use as a best management practice for the control of storm water runoff. Discover a marketing strategy and the technical requirements for this unique paving system. Learn how and where to deliver the benefits and technical support to them found in the ICPI manual.

Sun., Feb. 10, 1:00 – 1:45 pm

SRWs - Unlimited Application

Come and see where SRWs are being installed and find out their unlimited structural capacity. From riverways to roadways, SRWs fulfill your grade separations needs.

NCMA REGISTRATION INFORMATION

Take advantage of the early registration fee — send your full registration in by January 3, 2002.

FULL DELEGATE REGISTRATION

Fees: NCMA Member $500
Non-Member $600

- Ticket to the MASONRY EXPO Welcome Reception, Thurs., Feb. 7
- Admission to all NCMA Educational Sessions & Presentations
- Admission to MASONRY EXPO
- Admission to Committee Meetings
- Continental Breakfasts

SUPERINTENDENTS' REGISTRATION

Fees: NCMA Member $350
Non-Member $450

- Ticket to the MASONRY EXPO Welcome Reception, Thurs., Feb. 7
- Admission to Plant Tour, Sat., Feb. 9
- Admission to MASONRY EXPO
- Admission to breakfast for "Superintendents Only," Fri., Feb. 8
- Superintendents' Program, Thurs., Feb. 7 and Fri., Feb. 8

Note: This special package is not meant as a substitute for the full delegate registration. Superintendents only please! Superintendents interested in attending any other NCMA sessions must register as a full delegate.

ARCHITECTS' PROGRAM

Fees: $35

- Admission to Architects' Program, Fri., Feb. 8
- Admission to MASONRY EXPO Featured Speaker Brunch, Fri., Feb. 8
- Admission to MASONRY EXPO

SRW INSTALLER PROGRAM

Fees: $125

- Admission to SRW Program
- Admission to MASONRY EXPO
- Admission to SRW and Paver Installer Floor Sessions

SPOUSE REGISTRATION

Fees: NCMA Member $300
Non-Member $400

- Welcome to Kansas City Presentation, Thurs., Feb. 7
- Ticket to the MASONRY EXPO Welcome Reception, Thurs., Feb. 7
- NCMA Educational Sessions and Presentations
- Admission to MASONRY EXPO
- Admission to The Nelson-Atkins Art Gallery & Union Station Tour, Fri., Feb. 8
- Admission to the Jazz & Negro League Museums Tour, Sat., Feb. 9
- Admission to NCMA Continental Breakfasts

OPTIONAL EVENTS

Tickets for Optional Program Events are only available to those who register for the FULL CONVENTION. The following tickets must be purchased separately and are not included in any registration fee.

- NCMA Business Luncheon, Thurs., Feb. 7
- Highlights of Kansas City & Steamship Arabia Tour, Thurs., Feb. 7
- MASONRY EXPO Featured Speaker Brunch, Fri., Feb. 8
- NCMA PAC Reception, Fri., Feb. 8
- Plant Tour on Sat., Feb. 9
- "A Taste of Kansas City" Tour, Sat., Feb. 9
- ICPI Brunch Session, Mon. Feb. 11
- NCMA Business Luncheon, Thurs., Feb. 7
- Design Awards Recognition Breakfast, Sun., Feb. 10

REGISTRATION INFO

Full payment in U.S. funds must accompany registration. Deadline for early registration is January 3, 2002. A 50% cancellation fee will be applied to any cancellations received after January 3, 2002.

Pre-registered attendees may pick up their registration materials at the NCMA headquarters hotel (Kansas City Marriott Downtown) beginning on Tuesday, February 5, 2002.

Note: Complimentary Registration

NCMA is offering one (1) complimentary full delegate member registration for every five (5) paid full delegate member registrations within the same company. ***All registrants must be employees of the same company, in the same city, and all six forms must arrive at NCMA together to be eligible.*** The complimentary registration does not apply to Superintendent registration.

Housing Information

The Kansas City Marriott Downtown is the headquarters hotel for NCMA. NCMA's special hotel rate is $128. Call (816) 471-6800 to make reservations or see the enclosed official Housing Request Form and Instructions.

Travel Information

Greaves Travel Inc. MASONRY EXPO's official travel agency, can help you get the best airfare to Kansas City. They can also assist with your car rental needs. Greaves offers toll-free convenience, pre-arranged seating, automatic frequent flyer credit and 24-hour emergency service. Discounts are being offered on United Airlines and US Airways, official air carriers for MASONRY EXPO 2002. When making arrangements with Greaves or the official airlines identify yourself as a MASONRY EXPO attendee.

Greaves Travel Inc.
M-F 8:00 am – 6:00 pm (CST)
(800) 745-3222

United Airlines
Meeting ID: 500FA
Reservations: (800) 521-4041

US Airways
Gold file number: 12612188
Reservations: (877) 874-7687

AVIS
Discount number: J099093
Reservations: (800) 331-1600

www.masonryexpo.com

NCMA / MASONRY EXPO 2002 REGISTRATION FORM

(Please complete one registration form per attendee)

Name _____ Badge Name _____

Title _____

Company _____

Address _____

City / State / Zip _____

Country _____

Telephone _____ Fax _____

Email Address _____ Website Address _____

Spouse/Guest Name (if registering to attend) _____

INDUSTRY AFFILIATION

(must be completed for registration to be processed)

- ☐ A. Brick Manufacturer/Distributor
- ☐ B. Lightweight Aggregate Producer
- ☐ C. Interlocking Paver Producer
  Are you a member of ICPI? ☐ Yes ☐ No
- ☐ D. Concrete Masonry Producer
  Are you a member of NCMA? ☐ Yes ☐ No
  ☐ Associate ☐ Producer ☐ Member
- ☐ E. Architect ☐ Landscape ☐ Structural
- ☐ F. Engineer ☐ Structural ☐ Civil ☐ Geotechnical
- ☐ G. Builder ☐ Commercial ☐ Residential
- ☐ H. Portland Cement Producer
- ☐ I. Mason Contractor ☐ Commercial ☐ Residential
- ☐ J. Masonry Lime Producer
- ☐ K. Concrete Paver Installation
- ☐ L. SRW Installer
- ☐ M. Other _____

Is this your first NCMA Conference? ☐ Yes ☐ No

INSTALLER REFERRAL
Referred by: Name _____
Company _____
Telephone _____

AMERICANS WITH DISABILITIES ACT (ADA) INFORMATION:

If any individual registered on this form requires special needs or services, please specify:

Name _____

Need/Service _____

PAYMENT INFORMATION

METHOD OF PAYMENT: ☐ CHECK ☐ MASTER CARD ☐ VISA ☐ AmEx

CARD # _____

EXP. DATE _____

SIGNATURE _____

FEES: Take advantage of the early registration fee – send in your registration by **January 3, 2002.**

Event Registration	No. of tickets	Early Registration (on or before Jan. 3)	After January 3	Total
1. Full Member Delegate	____	$500	$600	$____
Please indicate the events you plan to attend: ☐ NCMA Member Reception ☐ MASONRY EXPO Welcome Reception				
2. Full Non Member Delegate	____	$600	$700	$____
Please indicate the events you plan to attend: ☐ NCMA Member Reception ☐ MASONRY EXPO Welcome Reception				
3. Superintendent *(includes plant tour)*	____	$350	$450	$____
4. Spouse	____	$300	$400	$____
Please indicate the events you plan to attend: ☐ Welcome to Kansas City Presentation ☐ Nelson-Atkins Art Gallery & Union Station ☐ Jazz & Negro League Museums				
5. Architects Program	____	$35	$45	$____
Please indicate the events you plan to attend: ☐ MASONRY EXPO Featured Speaker Brunch				
6. SRW Installer Program	____	$125	$175	$____
7. Exhibits Only *(Free to students)*	____	$40	$50	$____

MASONRY EXPO EVENTS

8. MASONRY EXPO Welcome Reception (included in full delegate registration – ADDITIONAL TICKETS ONLY) Thursday, Feb. 7 7:00 pm – 9:00 pm	____	$35	$45	$____
9. MASONRY EXPO Featured Speaker Brunch Friday, Feb. 8 10:00 am – 11:30 am	____	$30	$40	$____

NCMA OPTIONAL EVENTS

The following tickets to Optional Events are only available to those who register as full member or non-member delegate (#'s 1-5 above). All others may register on-site for these events. There will be a $50 on-site processing fee in addition to the fees below.

10. NCMA Business Luncheon Thursday, Feb. 7 12:00 pm – 1:30 pm	____	$30	$40	$____
11. Optional Kansas City & Steamboat Arabia Tour Thursday, Feb. 7 1:00 pm – 5:00 pm	____	$53	$63	$____
12. Plant Tour Saturday, Feb. 9 6:30 am – 11:00 am	____	$35	$45	$____
13. Optional Taste of Kansas City Tour Saturday, Feb. 9 7:30 pm – 12:30 am	____	$65	$75	$____
14. Design Awards Recognition Breakfast Sunday, Feb. 10 8:00 am – 10:00 am	____	$25	$35	$____
15. ICPI Brunch Session Monday, Feb. 11 11:00 am – 1:00 pm	____	$30	$40	$____
			Total	$____

RETURN REGISTRATION FORM AND PAYMENT TO:

NCMA Convention
2302 Horse Pen Road
Herndon, VA 20171-3499

Make checks payable to **NCMA**.

If paying by credit card, your form may be faxed to (703) 713-1910.

PT 01562

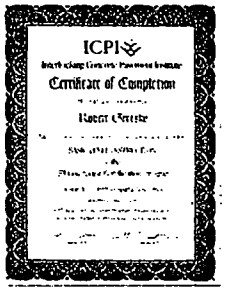
ICPI INSTALLER CERTIFICATION & WORKSHOPS

WHO IS ICPI?

The Interlocking Concrete Pavement Institute (ICPI) represents installers, manufacturers, and suppliers to the concrete paver industry across North America. As the voice of the concrete paver industry, the ICPI issues technical bulletins, promotional brochures, software, videos, and slide presentations to promote the industry. Installer training and certification are key programs to the Institute.

ICPI installer members have helped select ICPI education programs for the 2002 MASONRY EXPO. We invite you to participate! Your company will see a return on your time and money invested in the seminars. The time and money invested will be returned by increasing your profits!

ICPI invites you to join over 2,000 paver installers who have earned Basic Level Certification since 1996. As the North American concrete paver industry continues to grow rapidly, the best paver installers will set themselves apart from their competition and from fly-by-night operators. ICPI in-service certification of individuals involved with concrete pavers provides that recognition. Moreover, the installer certification course itself is a unique opportunity to network with others in the same business. It's designed to help find better ways to sell, estimate, and install the world's finest pavement.



Course objectives

- Establish minimum, industry-accepted standards of knowledge in the construction of interlocking concrete pavement.
- Recognize knowledge gained by individual installers that have taken the course and successfully passed the exam.
- Provide credentials for promotion by the individual installer.
- Benefit owners, design professionals, and the general public by creating and contributing to value and quality of interlocking concrete pavements.

Topics

Soils classification • Soil compaction • Base materials and compaction • Job layout and management • Bedding sand • Paver installation • Edge restraints • Use of labor-saving tools • Basic materials estimating • Documenting job costs and job costing • Basic contract law

Prerequisites

The course is for owners and job superintendents of companies that build residential and small commercial paving projects. Participants should have at least one year of experience in installation. Registrants will be asked to complete an application that asks for additional career information and sign a disclaimer.

Ross Yantzi, owner of Yantzi's Pavestone Plus, Tavistock Ontario has 12 years as a paver contractor servicing the residential and commercial markets in Southwestern Ontario. He is a certified paver instructor and has certified over 1,000 installers.

Ross Yantzi

Russ Heitman is the President of American Paving Design, one of Michigan's largest pavingstone installation companies. Starting in 1987 as a concrete flatwork contractor, he switched exclusively to pavingstones in 1993.

American Paving Design specializes predominantly in the residential market sector with a growing market in the commercial sector. As a certified instructor for the ICPI, Russ has certified over 300 installers nationwide.

DoubleTree Hotel Downtown
Kansas City, MO
February 9-10

Registration:
Saturday, February 9 at
7:30 am – 8:00 am
Session begins at
8:00 am – 5:00 pm
Session continues Sunday,
February 10 8:00 am – 12:00 pm

Tuition: $300 for the course, students manual, handouts, refreshments, and admission to MASONRY EXPO.

Members of the ICPI receive the discount price of $245.

Special $50 Early Registration Discount if registration is received with payment by January 3, 2002.

PT 01563

ICPI INSTALLER CERTIFICATION & WORKSHOPS

PAVER INSTALLER COURSES

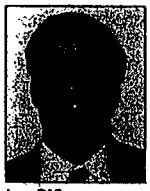
SPECIAL SEMINAR: SAFETY TIPS FOR THE PAVER INSTALLER WORKSHOP

Make your workplace safer!

The ICPI presents the first in a series of safety workshops specific to the business of Paver Installers.

Join us in this very informative workshop designed to be job-site specific and interactive. Attendees will work with a safety consultant to identify the hazards on a typical paver job site and what they need to do to be in compliance with today's safety regulations.

The program will cover such topics as job hazard analysis, job-site inspections, hazard controls, chemical safety and "Right to know" legislation, silica, personal protective equipment, electrical safety, and paver-specific equipment safety.


Joe O'Connor

Joe O'Connor is the President of INTEC. He received his Bachelor of Science Degree in Education from the University of Scranton and M.S.T. Degree from the State University of New York. He is an authorized OSHA Train-the-Trainer and has served on various work groups for OSHA's Advisory Committee for Construction Safety and Health. He has provided safety training and/or developed safety programs for associations, private industry and government agencies.

SAFETY TIPS SEMINAR
Seminar leader: Joe O'Connor, INTEC

DoubleTree Hotel Downtown Kansas City, MO

Registration: Sunday, February 10 2:00 pm – 2:00 pm

Session: 2:00 pm – 6:00 pm

Fee: $200 per person for the seminar, refreshments and admission to MASONRY EXPO. The ICPI member discount price is $150.

Special $50 Early Registration Discount if registration is received with payment by January 3, 2002.

WINNING THE HOMEOWNER SEMINAR

Improve your sales closing percentage with homeowners!

The days of peddlers are gone. Savvy consumers with substantial disposal income are smarter and have more choices and options than ever available to them. Decorative paving products, with its inherent benefits, has to be differentiated by a professional sales process and person. Learn how to develop a "client-centered" sales approach that equips you with tools/techniques to make you more successful and valued by the consumer as a knowledgeable source for paving products.

From this on-site seminar, you will learn how to:

- Develop an effective sales process to increase sales of decorative paving
- Flex your selling style based on personality and diversity of client
- Sell solutions that bring value to client and top dollar to you

Jeff Stokes

Jeff Stokes is cofounder and CEO of Pinnacle Performance Group, Inc., a national training and consulting firm. He consults on a regular basis with executives and managers throughout the nation in organizational design, development and operational improvement initiatives.

SPECIAL SEMINAR & BRUNCH
Seminar leader: Jeffrey D. Stokes, Pinnacle Performance

DoubleTree Hotel Downtown Kansas City, MO

Registration: Monday, February 11 7:30 am – 8:00 am

Session: 8:00 am - 11:00 am & 1:00 pm – 4:00 pm

ICPI Brunch Session: 11:00 am – 1:00 pm

Fee: $245 per person for the seminar, brunch and refreshments. The ICPI member discount price is $195.

Special $50 Early Registration Discount if registration is received with payment by January 3, 2002.

See page 7 for more information.

ICPI ANNUAL MEETING

ICPI
INTERLOCKING CONCRETE PAVEMENT INSTITUTE

February 10-14, 2002
Doubletree Hotel
Kansas City, Missouri

HOTEL INFORMATION

The hotel for the ICPI 2002 Annual Meeting is the **DoubleTree Hotel Downtown Kansas City** located in the heart of the theatre and business district and just footsteps away from the Kansas City Convention Center.

A limited amount of guest rooms have been reserved at a discounted rate of $99.00 single/double through January 17, 2002 for ICPI Conference attendees. To make your reservations call the DoubleTree directly at (816) 474-6664. In order to receive this special rate you must mention ICPI when making your reservation.

ICPI Annual Meeting registration includes admission to MASONRY EXPO

Highlights of ICPI Committee Meetings at the 2002 Annual Meeting

See "Schedule at a Glance" on back page for more information.

Construction Committee

- Update on Chapter Development
- Update on Contractor Portal for Web Site
- Review of the World of Concrete Participation
- Review of Base Installation Pilot Course
- Continuing Education Progress and Update
- Update on base construction course
- Paver installer certification school participation
- Mechanical installation guide specification

Technical Committee

- Roll-out of the ICPI University Curriculum
- Update on pavement testing for wheelchairs
- Update on freeze-thaw testing
- Review of tech specs
- Review of permeable pavement presentation
- Changes to ASTM and CSA standards

Marketing Committee

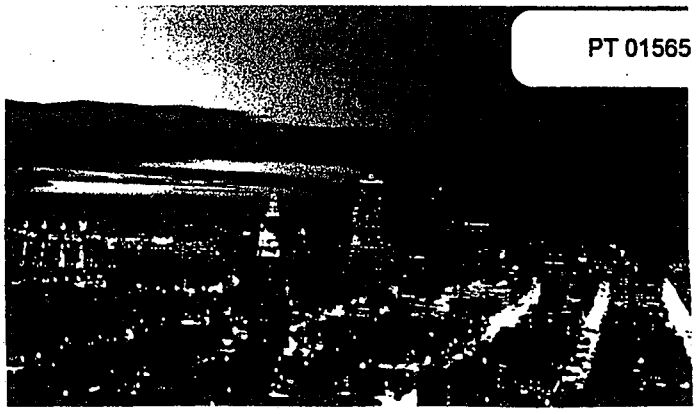
- Canadian Municipal Market Strategy Update
- Web enhancements
- Release/promotion of the paver project book
- Update on trade shows (GIE, WOC)
- New directions on PR and promotion to municipal markets
- Update on magazine, Municipal Markets and Paver Sales Schools

Expo/Convention Committee

- Develop guidelines for future trade show participation
- Planning for 2006 international conference
- Schedule and planning for future ICPI annual/summer meetings

Dues, Bylaws, Membership Committee

- Update on Membership Development Activities
- Consideration of new revenue opportunities
- Review of proposed bylaw and policy changes



ICPI REGISTRATION FORM

You can register for the ICPI Annual Meeting and seminars by using this registration form. Early registration ensures your placement in the seminar at the discounted rates. All fees must be paid in advance by check in US dollars or by credit card.

Name _____ Badge Name _____

Spouse/Guest Name (if registering) _____ Badge Name _____

Child Name (if registering) _____ Badge Name _____

Company _____

Address _____

Telephone _____ Fax _____

Email Address _____

INSTALLER REFERRAL
Referred by: Name _____
Company _____
Telephone _____

PAYMENT INFORMATION
METHOD OF PAYMENT: ☐ CHECK ☐ MASTER CARD ☐ VISA ☐ AmEx

CARD # _____

EXP. DATE _____

SIGNATURE _____

ICPI Cancellation Policy:
All cancellations must be received in writing by ICPI via fax or mail. A refund, less an administrative fee of $25 will be issued if received within 7 days prior to the start of the program. Due to financial obligations incurred by ICPI and program sponsors, no refunds will be issued on cancellations after 7 days prior to start of the program. Substitutions will be permitted from the same company at any time prior to the meeting start date without penalty.

☐ Yes! Please send me more information on the advantages of ICPI membership.

☐ Check here if your company is an ICPI member.

RETURN REGISTRATION FORM AND PAYMENT TO:
ICPI
1444 I Street, NW, Suite 700
Washington, DC 20005-2210
Phone: (202) 712-9036
www.icpi.org

Make checks payable to ICPI.

If paying by credit card, your form may be faxed to (202) 408-0285.

Early registration discount deadline: Thursday, January 3, 2002

Event Registration	No. of tickets	Early Registration (on or before Jan. 3)	After January 3	Total
ICPI Annual Meeting • February 10-14, 2002 • Kansas City, MO				
First Company Attendee	____	$285	$335	$____
Add'l Company Attendee	____	$260	$310	$____
Spouse	____	$165	$175	$____
Child	____	$70	$75	$____
ICPI Paver Installer Certification Program February 9-10, 2002 • Kansas City, MO				
ICPI Member	____	$195	$245	$____
Potential Member	____	$250	$300	$____
Safety Tips for the Paver Installer Workshop February 10, 2002 • Kansas City, MO				
ICPI Member	____	$100	$150	$____
Potential Member	____	$150	$200	$____
Winning the Homeowners Seminar February 11, 2002 • Kansas City, MO				
ICPI Member	____	$145	$195	$____
Potential Member	____	$195	$245	$____
THREE SEMINAR PACKAGE: ICPI Paver Installer Certification Program, Safety Tips for the Paver Installer Workshop, Winning the Homeowners Seminar — Feb. 9-11, 2002, Kansas City, MO				
ICPI Member	____	$390	$540	$____
Potential Member	____	$545	$695	$____
ICPI Contractor Membership Fees				
Voting $1,500	Non-voting $250			$____
SPOUSE AND OPTIONAL EVENTS:				
Welcome to Kansas City Presentation ☐ *Check if you plan to attend.*	____	$0	$0	
MASONRY EXPO Welcome Reception	____	$35	$45	$____
MASONRY EXPO Featured Speaker Brunch	____	$30	$40	$____
Exhibits only* *(Free to students)*	____	$40	$50	$____
Nelson Atkins Art Gallery and Union Station	____	$50	$60	$____
Jazz & Negro League Museums	____	$65	$75	$____
Optional Kansas City Highlights & Steamboat Arabia Tour	____	$53	$63	$____
Optional Taste of Kansas City Tour	____	$65	$75	$____
NCMA Business Luncheon	____	$30	$40	$____

*Included in Annual Meeting and Seminar Registration

Total Payment $____

PT 01566

MASONRY EXPO 2002

BRING YOUR SPOUSE!

SPOUSE PROGRAM

MASONRY EXPO has planned a number of exciting programs to guarantee your spouse has a lively and memorable time at MASONRY EXPO. Join other spouses for a special taste of this wonderful city.

Welcome to Kansas City Presentation

Thursday, February 7
9:00 am – 10:00 am

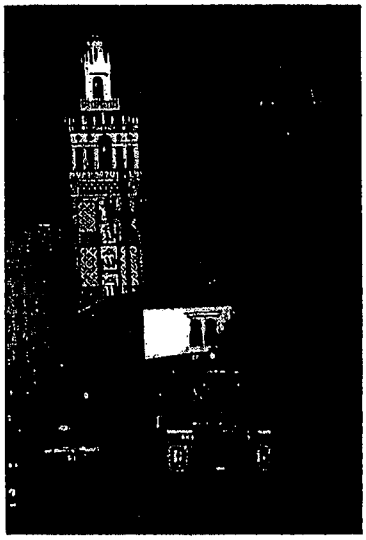
Enjoy a short 10-minute video on Kansas City. Receive an overview of the city and the surrounding areas, including a bit of history, information on its attractions, restaurants and its citizens.

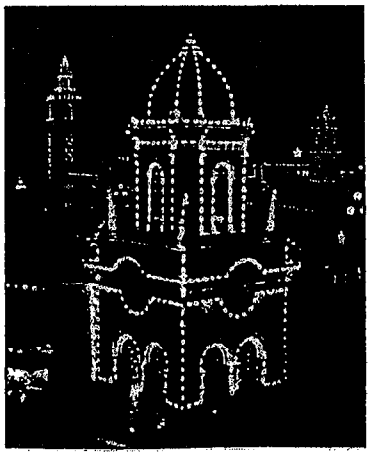
Nelson-Atkins Art Gallery and Union Station Tour

Friday, February 8
1:00 pm – 5:00 pm

The Nelson-Atkins Art Gallery has attracted art lovers to Kansas City from all over the nation. Among the distinguished artists represented at the Museum are: Rembrandt, Rubens, El Greco, Goya, Van Gogh, and Missouri's own Thomas Hart Benton. Enjoy a guided tour of the Museum's most prized exhibit, the Oriental Collection, ranked among the top three collections in the Western World.

See Union Station in all its former glory. Built in 1914 and re-opened in November of 1999, Union Station is the second largest train station in North America. During World War II, approximately 90% of United States servicemen and women passed through Union Station as they were being transported to various Allied bases around the world. You'll also enjoy the latest interactive display, "Behind the Screen: Making Motion Pictures and Television" and discover the science of the moving image through an array of interactive exhibits, multi-media information stations, audiovisual materials and movie and television artifacts.





Jazz & Negro League Museums Tour

Saturday, February 9
10:00 am – 1:30 pm

Tour these unique museums located in the historic 18th and Vine district. The Jazz Museum features the many famous jazz greats that played their music in Kansas City during the 1920's and 30's. Charlie Parker, Julia Lee and Count Basie are just a few. The Negro Leagues Baseball Museum is a wonderful display of the League's great legends from their introduction after the Civil War through their end in the 1960's. Both museums allow you to discover something interesting about this period of American history. Lunch at a Kansas City restaurant is included.

Network with colleagues and see Kansas City at these special optional events!

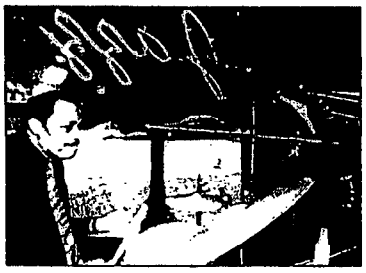
Kansas City Highlights & Steamboat Arabia Tour

Thursday, February 7
1:00 pm – 5:00 pm

A driving tour of downtown Kansas City will offer you an opportunity to view the beautiful architecture of old buildings and new sparkling skyscrapers. The downtown area has been revitalized into a financial district. Travel by the Crown Center Complex which will acquaint you with the home of Hallmark Cards, two major hotels, office buildings, upscale condo living and a shopping center. You'll

MASONRY EXPO 2002

OPTIONAL EVENTS



see historic Westport, once a trading post for wagon trains headed West; today it features the hottest nightspots in Kansas City. Following a great lunch at Figlio's, travel to the River Market area, home of the Arabia Steamboat Museum.

The featured stop will be at the unique **Steamboat Arabia Museum**. The Arabia sank just north of Kansas City in 1856 and rested under 40 feet of sand, silt and mud until excavated in 1988. More than 200 tons of the cargo was recovered and after hours of restoration and preservation, thousands of these items are on display in the Museum. This collection of pre-Civil War artifacts is the largest in this country. View the recreated 171-foot deck and 28-foot paddle wheel as well as several recovered items used on the original steamboat. A 15-minute video presentation tells the story of the "Great White Arabia".

Cost: $53 Advance/$63 On-site

MASONRY EXPO Featured Speaker Brunch

Friday, February 8
10:00 am – 11:30 am

Bruce Jenner captivated the world when he broke the world record by scoring 8,634 points in the decathlon at the 1976 Olympic games in Montreal and earned the title, "World's Greatest Athlete." In the years since his athletic achievements made him world famous, he has become a highly respected motivational speaker, sports commentator, entrepreneur, commercial spokesperson, television personality, actor, producer and author. His message, "Finding the Champion Within," is relevant to people everywhere.

Cost: $30 Advance/$40 On-site

A Taste of Kansas City

Saturday, February 9
7:30 pm – 12:30 am

Kansas City is well known for outstanding Jazz and an evening on the Jazz and Blues Tour includes stops at some of the finest Jazz and Blues clubs in town. Kansas City is as known for barbecue as it is for Jazz, so a barbecue dinner at a popular local cafe is the perfect way to begin this tour.

Following the barbecue dinner, you will visit three of Kansas City's favorite Jazz/Blues clubs and pubs. Cover charges will be included in the tour package; however, all beverages during the pub visits will be the responsibility of the individual.

Cost: $65 Advance/$75 On-site

NCMA OPTIONAL EVENTS

NCMA Business Luncheon

Thursday, February 7
12:00 pm – 1:30 pm

An industry specialist offers insight on a hot topic.

Cost: $30 Advance/$40 On-site

PAC Reception and Prize Drawings

Friday, February 8
6:00 pm – 7:30 pm

Enjoy NCMA's prestigious PAC Reception and the chance to win wonderful prizes or a trip to some exotic place. Join NCMA's effort to support federal political candidates who share industry views on concerns that directly affect your business. *(Personal Contribution $175/single, $225/couple)*

NCMA Plant Tour

Saturday, February 9
6:30 am – 11:00 am

Enjoy a continental breakfast prior to visiting Midwest Block & Brick, Oldcastle/Miller Materials Company and the Pavestone Company. Midwest operates a dual line concrete production facility. Miller Materials includes a three-mixer block operation. And Pavestone produces interlocking pavers, SRW units, edging products and more.

Cost: $35 Advance/$45 On-site

Design Awards Recognition Breakfast

Sunday, February 10
8:00 am – 10:00 am

See how the world uses concrete masonry and understand what it takes to build a winning design. Design awards for commercial and residential buildings will be featured.

Cost: $25 Advance/$35 On-site

SCHEDULE-AT-A-GLANCE

NCMA

WEDNESDAY, FEBRUARY 6
7:00 am - 5:00 pm
NCMA Registration
7:00 am - 5:00 pm
NCMA Committee Meetings
7:00 am - 5:00 pm
NCMA Committee Meetings
10:30 am - 11:30 am
PDCS Exam
12:00 pm - 2:00 pm
NCMA Staff Association Luncheon
1:45 pm - 2:45 pm
NCMA Technical Commercial Program
NCMA Technical Commercial Program
3:00 pm - 5:00 pm
NCMA Committee Meetings
6:00 pm - 7:00 pm
NCMA Member Reception

THURSDAY, FEBRUARY 7
7:00 am - 8:00 am
NCMA Continental Breakfast
7:00 am - 2:00 pm
NCMA Registration
7:30 am - 8:30 am
NCMA Technical Residential Program I
NCMA Commercial Markets Program
NCMA Family Business Program
8:45 am - 11:45 am
NCMA Committee Meetings
9:00 am - 10:00 am
"Welcome to Kansas City" Presentation
12:00 pm - 1:30 pm
NCMA Business Luncheon
1:00 pm - 5:00 pm
Superintendents' Program Session I
1:00 pm - 6:00 pm
Optional "Kansas City Highlights & Steamboat Arabia" Tour
1:45 pm - 2:45 pm
NCMA Landscape Markets Program
NCMA Residential Markets Program
NCMA Business Management Forum
3:00 pm - 5:30 pm
NCMA Committee Meetings
5:00 pm - 6:00 pm
NCMA CCCM Reunion & Roundtable
6:00 pm - 9:00 pm
NCMA Registration
7:00 pm - 9:00 pm
MASONRY EXPO Reception

FRIDAY, FEBRUARY 8
7:00 am - 8:00 am
NCMA Hospitality
7:00 am - 9:00 am
NCMA Registration
7:00 am - 10:00 am
NCMA Architects' Program
7:00 am - 11:15 am
Superintendents' Program Sessions II & III
7:30 am - 8:30 am
NCMA Committee Meetings
10:00 am - 11:30 am
MASONRY EXPO Featured Speaker Brunch
11:30 am - 5:00 pm
EXPO open
1:00 pm - 6:00 pm
Optional "Nelson-Atkins Art Gallery & Union Station" Tour
6:00 pm - 7:30 pm
NCMA PAC Reception

SATURDAY, FEBRUARY 9
8:30 am - 11:00 am
NCMA Block Plant Tour
8:00 am - 5:00 pm
SRW Installer Education Program
10:00 am - 6:00 pm
NCMA Registration
10:00 am - 1:30 pm
Spouse Program: "Jazz & Negro League Museums" Tour
11:30 am - 5:00 pm
EXPO open
7:30 pm - 12:30 am
Optional "Taste of Kansas City" Tour

SUNDAY, FEBRUARY 10
8:00 am - 10:00 am
Awards Recognition Breakfast
8:00 am - 2:00 pm
NCMA Registration
10:00 am -2:00 pm
EXPO Open
2:00 pm - 4:00 pm
NCMA Board of Directors Meeting

ICPI

THURSDAY, FEB 7
9:00 am - 10:00 am
Optional "Welcome to Kansas City" Presentation
1:00 pm - 6:00 pm
Optional "Kansas City Highlights & Steamboat Arabia" Tour
7:00 pm - 9:00 pm
MASONRY EXPO Reception

10:00 am - 11:30 am
MASONRY EXPO Featured Speaker Brunch
11:30 am - 5:00 pm
EXPO open
1:00 pm - 6:00 pm
Optional "Nelson-Atkins Art Gallery & Union Station" Tour

8:00 am - 5:00 pm
ICPI Paver Installer Certification Program
10:00 am - 1:30 pm
Spouse Program: "Jazz & Negro League Museums" Tour
11:00 am - 5:00 pm
EXPO open

8:00 am - 10:00 am
Design Awards Breakfast
8:00 am - 12:00 pm
ICPI Paver Installer Certification Program
10:00 am - 2:00 pm
EXPO Open
2:00 pm - 6:00 pm
ICPI Safety Tips for the Paver Installer Workshop
6:00 pm - 7:00 pm
ICPI Registration

7:30 am - 11:30 am
ICPI Registration
8:00 am - 8:30 am
ICPI Roundtable Discussions
8:00 am - 4:00 pm
ICPI Winning the Homeowner Seminar
8:30 am - 10:30 am
ICPI EXPO/Convention Committee Meeting
9:30 am - 10:30 am
ICPI Spouse Hospitality
11:00 am - 1:00 pm
ICPI Brunch Session
1:00 pm - 3:00 pm
ICPI Construction Committee Meeting
3:00 pm - 5:30 pm
ICPI Marketing Committee Meeting
6:30 pm - 8:30 pm
ICPI Associate Sponsored Reception

8:30 am - 12:00 pm
ICPI Technical Committee Meeting
1:00 pm - 3:00 pm
ICPI Construction Committee Meeting
3:00 pm - 5:30 pm
ICPI Marketing Committee Meeting
6:00 pm
ICPI Social Event

8:30 am - 1:00 pm
ICPI Dues, Bylaws & Membership Committee Meeting
1:00 pm - 2:30 pm
ICPI Leadership Orientation

8:30 am - 1:00 pm
ICPI Board of Directors Meeting

PAVER INSTALLERS

11:30 am - 5:00 pm
EXPO open
1:00 pm - 1:45 pm
Paver Installer Session: Design with Interlocking Concrete Pavements

8:00 am - 5:00 pm
ICPI Paver Installer Certification Program
11:00 am - 5:00 pm
EXPO open
1:15 pm - 2:00 pm
Paver Installer Session: Permeable Interlocking Concrete Pavements

8:00 am - 12:00 pm
ICPI Paver Installer Certification Program
10:00 am - 2:00 pm
EXPO Open
12:00 pm - 12:45 pm
Paver Installer Session: Design with Interlocking Concrete Pavements
2:00 pm - 6:00 pm
ICPI Safety Tips for the Paver Installer Workshop

8:00 am - 4:00 pm
ICPI Winning the Homeowner Seminar

SRW INSTALLERS

FRIDAY, FEBRUARY 8
11:30 am - 5:00 pm
EXPO open
3:00 pm - 3:45 pm
SRW Installer Floor Session: Finding the Right Equipment for the Job

SATURDAY, FEBRUARY 9
8:00 am - 5:00 pm
NCMA SRW Installer Education Program
11:00 am - 5:00 pm
EXPO open
12:15 pm - 1:00 pm
SRW Installer Floor Session: Water and Drainage Systems — A Contractor Perspective

SUNDAY, FEBRUARY 10
10:00 am - 2:00 pm
EXPO Open
1:00 pm - 1:45 pm
SRW Installer Floor Session: SRWs — Unlimited Application

ARCHITECTS

7:00 am - 10:00 am
NCMA Architects' Program
10:00 am - 11:30 am
MASONRY EXPO Featured Speaker Brunch
11:30 am - 5:00 pm
EXPO open

11:00 am - 5:00 pm
EXPO open

10:00 am - 2:00 pm
EXPO Open

MASONRY EXPO

THURSDAY, FEBRUARY 7
6:00 pm - 9:00 pm
MASONRY EXPO Registration
7:00 pm - 9:00 pm
MASONRY EXPO Reception

FRIDAY, FEBRUARY 8
9:30 am - 5:00 pm
MASONRY EXPO Registration
10:00 am - 11:30 am
MASONRY EXPO Featured Speaker Brunch
11:30 am - 5:00 pm
EXPO open
7:30 pm - 12:00 am
Exhibitor Hospitalities

SATURDAY, FEBRUARY 9
10:00 am - 5:00 pm
MASONRY EXPO Registration
11:00 am - 5:00 pm
EXPO open

SUNDAY, FEBRUARY 10
9:00 am - 2:00 pm
MASONRY EXPO Registration
10:00 am - 2:00 pm
EXPO open

PRODUCTS YOU WILL SEE • PRODUCTS YOU WILL SEE • PRODUCTS YOU WILL SEE

- Admixtures
- Aggregates
- Appraisals
- Articulated Concrete Block
- Block & Paver Machines
- Cements
- Cements Portland, Masonry, Mortar
- Computer Programs
- Concrete Brick Equipment
- Concrete Brick Machines
- Concrete Chemicals
- Concrete Masonry Adhesives
- Concrete Product Finishing Machines
- Concrete Slab Machines
- Control Joint Material
- Controls, Batching & Mixing
- Curing Systems
- Equipment Installation
- Erosion Control/Revetment Block
- Flashing Materials
- Fly Ash
- Geosynthetics
- Insulation for Blocks
- Insulation for Cavity Walls
- Internet Services
- Kiln Doors
- Large Format Machines
- Lintels For Masonry
- Marketing
- Masonry Mortar Materials Other Than Cement
- Masonry Wall Design & Evaluation
- Material Handling Systems For Bulk Goods
- Molds & Mold Parts
- Other Plant Equipment
- Pallets
- Paver Cleaning Products
- Paver Installation Equipment & Products
- Pigment Metering Dispensers
- Pigments
- Plant Construction
- Plant Design
- Prefaced, Prefinished & Glass Masonry Units
- Programming
- Retaining Wall Design & Evaluation
- Retaining Wall Units
- Sealers and Protective Coatings
- Sound Absorbing Block
- Specialty Concrete Masonry Units
- Testing & Inspection
- Truck Equipment & Boom Unloaders
- Turn-Key Services
- Unit Concrete Pavers
- Wall Machines
- Wall Reinforcing, Ties & Anchors
- Waterproofing,Coatings, Membrane, Bonding, Patching

MASONRY MACHINERY EXPO 2002

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