



# NEWS

Don Spier

Vice President, Turf Business Development

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**FOR IMMEDIATE RELEASE**

## **Precision Laboratories Adds Franklin**

Waukegan, IL, March 22, 2004 – Don Spier, vice president, turf business development, today announced that Curt Franklin has been added to the Precision Laboratories sales team. He will be responsible for managing customer relationships in the states of Alabama, Arkansas, Louisiana, Oklahoma, Mississippi, Tennessee and Texas, for the golf course, lawn and landscape and athletic field markets. Franklin's hiring represents a completion of the company's plan to expand its national sales presence.

"Curt's background is a unique blend of turf and business management expertise," said Spier. "His career has been characterized by a focus on adding value for his customers, through developing product mixes that address their specific needs and working with them to expand the profitability of their business. This is exactly the customer service focus that exemplifies Precision's commitment to evolve its product line and help its clients in the specialty turf industry succeed."

Franklin most recently served as a sales representative for Arthur Clesen in the Chicago area and prior to that, for U.S. Turf in St. Louis. In addition, he has held increasingly responsible positions in turf grass maintenance and management at various golf courses in the Midwest. Franklin holds a BS in Horticulture and Business Administration. He will be based in Austin, Texas, reporting to Spier.

Precision Laboratories, based in Waukegan, Illinois is a manufacturer and marketer of high performance specialty chemicals and nutrients used to improve the performance and playability of turf, by enhancing growing conditions, pesticide efficacy and turfgrass quality. The company's products include soil surfactants, turf and aquatic colorants, adjuvants, swath and spray pattern indicators and specialty nutrients.

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