

May 2006

MID-TECH

In this Issue:

Spray Product News

Electronics News

Personnel News

Promotional Programs

CenterLine® 220 Review

NEW PRODUCTS

Spray Product News

Turbo TwinJet® (TTJ)

The interest in our newest nozzle, the Turbo TwinJet, remains extremely strong as evidenced by the number of inquiries at trade shows during the last few months.



The 04, 05, and 06 capacities are already shipping from our factory in Wheaton. The 02, 025, and 03 capacities are scheduled to begin shipping at the end of June.

Turbo TeeJet® Induction (TTI)

The 06 capacity of the TTI is now available and shipping. Other capacities introduced previously include the 015, 02, 025, 03, 04 and 05. The TTI



line continues to be in high-demand. The TTI received the 2005 Innovative Product of the Year Award from *Grounds Maintenance*, a very high profile magazine in the turf and landscape industry.

AIC TeeJet®

The 02 capacity of the AIC-VS tips began shipping the week of March 13th. The 015 capacity began shipping in April.



Other New Products Now Shipping:

- Turbo TeeJet®, 025 capacity
- 56720 Air ChemSaver®
- TwinJet®, 05 capacities, 11005VS and 8005VS

Electronics News

CenterLine® 220 roared into the market and hasn't lost momentum. We've been shipping since the early part of the year and keeping pace with demand. Sales are significantly over forecast and climbing steadily.

CenterLine® add-ons: Swath Manager 5, for automatic boom section control, and the Tilt Compensation Module are also shipping and receiving positive response as good value upgrades for CenterLine users. Coverage in the trade press has brought good visibility to these products and many CenterLine owners received a mailing making them aware of these new options.

For CenterLine®
Guidance System Owners...

**New Enhancements Eliminate Errors,
Reduce Chemical Consumption and
Offer Quick Payback**

When it comes to manual guidance, there is no other system that offers so many features at such a low price. In fact, that's probably why you purchased your CenterLine system in the first place. We're pleased to introduce new optional products for your CenterLine system that feature the same benefit: **high value at a very low cost.** In fact, you'll probably be able to recoup your modest investment in these options in just a few applications by lowering your use of chemicals.

Contact your TeeJet® Mid-Tech® dealer today to take advantage of these money-saving options!



**Mailing Announcing New Enhancements to
End Users with CenterLine Systems**

PERSONNEL NEWS

Sales Engineering Team Formed for Mid-Tech® Products

The creation of a new technical support team for Mid-Tech precision application systems has resulted in the following changes:

- Tony Chadwick, Brian Mathis and Dugan Petersen will provide technical sales and support to all customers in the United States and Canada for Legacy™ 6000 systems, direct chemical injection products, and assisted steering products.
- Jim Shone also joins our team as Sales Director for Mid-Tech. Jim has a 20+ year successful sales career in the agricultural and turf markets. He will be working with Tony, Brian and Dugan to ensure customer satisfaction.
- Greg Derksen is the new regional sales manager for western Canada and Montana. Greg joined our sales team and started working this territory on January 1, 2006.



Tony Chadwick



Brian Mathis



Dugan Petersen



Jim Shone



Greg Derksen

- Randy Glover is the new regional sales manager for Tennessee, Mississippi, Alabama, Georgia, South Carolina and Florida. Randy officially takes over these states on April 1. Arkansas and Louisiana will also be served by Randy beginning July 1, 2006.
- Eric Petersen is the new regional manager for Washington, Idaho and Oregon, effective April 1. In July, Eric will also be responsible for California, Arizona, Utah, Nevada and Hawaii.
- Don Leslie continues as a regional sales manager but with a new territory – Minnesota, North Dakota and Wisconsin. Oklahoma, Texas, New Mexico, Colorado, Wyoming and South Dakota will continue to be served by Don. All customer service and technical support will be moved to the factories in Wheaton, IL for TeeJet products and Springfield, IL for Mid-Tech products.
- If your state is not mentioned, there is no change in representation in your area.



Randy Glover



Eric Petersen



Don Leslie



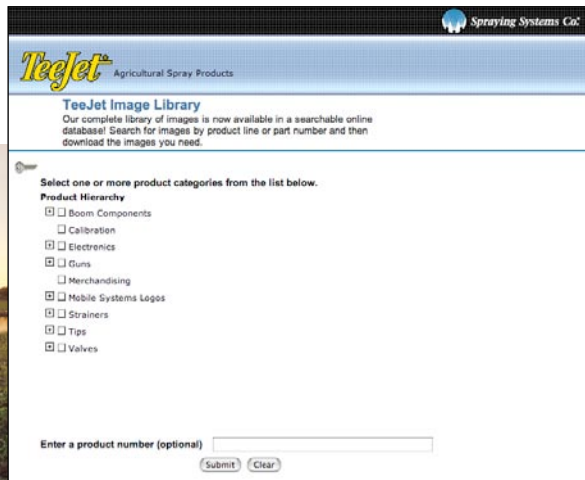
TeeJet® and Mid-Tech® Promotional Programs

Promotional kits were mailed several weeks ago. You should have complete information on our advertising, public relations and trade show programs. The kit also included some of our newest literature. A few updates of interest:

In conjunction with the 15+ trade shows we participated in between January 1 and March 20, we scheduled meetings with editors of key magazines to introduce them to our new products and obtain coverage. While we're already starting to see the benefit of these meetings, we're confident we will see additional coverage in the months ahead. Magazines featuring our products to date include *Successful Farming*, *Farm Industry News*, *Corn & Soybean Digest*, *CropLife*, *CropLife Iron* and more.

There is a lull in show activity for a few months with just one June show in western Canada before the fall shows in August through November. We're working on arrangements for "ride and drive" demos and will announce the details in the weeks ahead.

Remember TeeJet and Mid-Tech images/logos are available online: <http://www.teejet.com/MS/imglib/query.asp>. Search by product category and download the photos and drawings you need for your promotional activities at your convenience!





PRODUCT UPDATE

CenterLine® 220 passes testing in Germany with flying colors!

Profi Germany, one of the most prestigious agricultural magazines in Germany, recently did some significant field testing of the CenterLine 220. Here are a few excerpts from the article published after the evaluation.

The CenterLine 220 does what is expected from it. And what it does, it does very well. On top of that this instrument does not cost even half of the cheapest competition instrument and operates with the free of charge Egnos DGPS correction service. What is the catch? - That is what the testing team of Profi wanted to find out.



***Sum-up:** The CenterLine 220 is a trustworthy instrument. It is easy to move and to operate. The lightbar and the screen are adjustable to all conditions and are always fine to read. The keys are not lit at all. Even during a break-down of Egnos the CenterLine 220 operated during the test as precisely as with this DGPS correction. This instrument can not be upgradeable. Just to confirm a good value for money would be too little – it features a competitive price.*

This is how Profi judges the CenterLine 220:

Grading:

- ++ = very good + = good
- 0 = average - = below average

Mounting

- Space requirements* +
- Material requirements* +
- Mounting* +
- Positioning of the display* +

Application

- Operating instructions* +
- Keyboard* 0
- Menu prompting* +
- Display dimming* +
- Head swath registering* +

Operation

- Readability of the display* +
- Navigate straight* ++
- Turn* ++
- Drive in mode curve* ++
- Night operation* +
- Measured precision* +
- Stability of the software* +

American Soybean Association Rust Education Program

Once again, TeeJet was a sponsor of and participant in the ASA Soybean Rust Education Program. Five meetings were held between January 1 and February 1. *Beyond 2005 – Preparing for Rust is a Must* focused on why rust didn't prove problematic in 2005 and what to expect in 2006. We participated in the afternoon session of each seminar sharing information on how to prevent, detect and treat rust. It was a good opportunity for us to share our experience and knowledge with all those in attendance.

