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SHINDAIWA SIGNS SECOND MAJOR CONTRACT

Symbiot names Tualatin firm a preferred national supplier.

Tualatin, Oregon (February 2, 2006) – Clearly on a roll, Shindaiwa Inc., manufacturer of outdoor power equipment for landscape, woodcutting and construction applications, has announced the winning of another large preferred supplier contract, this time with landscape services provider Symbiot Business Group of Draper, UT. This is the second such deal announced in recent days; the first was with TruGreen Companies of Memphis, TN.

Terms of the agreement call for Shindaiwa to supply Symbiot’s 1,000 member-companies on a national basis. Symbiot is a consortium of property management disciplines including landscape maintenance, HVAC, snow clearing, parking lot sweeping & striping, irrigation, electrical and pest control. Member companies number in the hundreds. According to Mike Nichols, Shindaiwa VP for marketing & business development, “Symbiot was looking for ways to cut costs for its member companies while keeping productivity up. They came to us because we offer choices – from 2-stroke to hybrid 4-stroke power, from lightweight, high-performance trimmers to rugged, labor-saving blowers, brushcutters and hedge trimmers.” Symbiot also wanted to address noise, emissions and other environmental impacts, and Shindaiwa’s highly engineered and clean equipment – especially its environmentally friendly small engine technologies – filled the bill. “The fact that we pay attention to being responsible environmentally made a difference to this deal,” Nichols added.

Symbiot spokesman Brian Hickey was enthusiastic as well. “Landscape is our largest business unit and Shindaiwa’s product array matches up perfectly. Plus, as a result of this agreement, we’re looking at real growth potential in sweeping, snow clearing, and pest control as well. Shindaiwa has tools that provide one-of-a-kind fits in these areas.”

“Symbiot is one of America’s largest landscape organizations,” Nichols said. “We are extremely pleased to be named a preferred equipment supplier. We know there are many choices in the marketplace, and it feels good to be selected by a fine company like Symbiot.”

A world leader in producing commercial-grade outdoor power equipment and environmentally-friendly small engine technologies, Shindaiwa products are distributed exclusively through clean two-step distribution and independent servicing dealers. For more information, please contact Shindaiwa, Inc. Tualatin, Oregon (800) 521-7733. Or visit www.shindaiwa.com.