Penn Pals Profile:
A portfolio of creeping bentgrasses perfect for your plans... from the world's foremost marketer

<table>
<thead>
<tr>
<th>Scientific name:</th>
<th>Growth habit:</th>
<th>Shade tolerance:</th>
<th>Heat tolerance:</th>
<th>Cold tolerance:</th>
<th>Traffic and wear tolerance:</th>
<th>Seeding rate, greens:</th>
<th>Seeding rate, fairways:</th>
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</thead>
<tbody>
<tr>
<td>Agrostis stolonifera</td>
<td>Spread by aggressive stolons</td>
<td>Fair</td>
<td>Good</td>
<td>Excellent</td>
<td>Very good</td>
<td>1 to 1 1/2 lbs. per 1000 sq. ft.</td>
<td>Up to 50 lbs. per acre</td>
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**Penncross**
For tees and greens

The standard for creeping bentgrasses since 1955 and still the most specified bentgrass for golf courses. Recovers quickly from injury and divots. Good heat and wear tolerance. First choice of golf course architects and superintendents.

A few fine courses with Penncross greens:
- PGA West Stadium Course
- The Vintage Club
- Troon North Golf Club
- Wolf Run Golf Club
- Eagle Crest Golf Course
- Kananaskis Country Golf course

**Penneagle**
For fairways


A few courses with Penneagle fairways:
- Oakmont Country Club
- Butler National Golf Club
- Pumpkin Ridge Golf Club
- The Merit Club
- Inverness Club (Toledo)
- Des Moines Country Club

**PennLinks**
For new greens, green renovation and overseeding


A few fine courses with PennLinks greens:
- Wilmington Country Club
- Inverness Club (Toledo)
- SandPines Resort
- Prairie Dunes Golf Club
- Baltimore Country Club
- Wild Wing Plantation

**PennWay Blend**
For fairways and winter overseeding greens

Economical fairway and winter overseeding blend of Penncross, Penneagle and 50% quality creeping bentgrass. Certified PennWay contains Penncross, PennLinks and 70% Penneagle for genetically diversity meeting certification standards.

A few courses featuring PennWay:
- Wakonda Club
- Carlton Oaks Country Club
- Riverwood Golf Club (winter overseeded greens)

**PennTrio Blend**
For tees, fairways, greens, and winter overseeding

Certified creeping bentgrass blend with 1/3 each Penncross, Penneagle and PennLinks. All the attributes of a blend with ready-to-seed convenience.

The increasingly popular blend for all around the course, from the world leader and foremost marketer of creeping bentgrasses.

For more information, call or fax: **Tee-2-Green Corp., 1-800-547-0255 / FAX 503-651-2351**
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DON'T JUST HAPPEN.

Let's not mince words - your job's challenging. Just think about all the people you have to please. And about what happens if you don't. You need confidence. You need security. And you're not alone. Superintendents at some of the top courses in the country need the same thing. Which is why they use Barricade® preemergence herbicide to keep fairways, tees and roughs weed-free. So can you. Since Barricade has the longest residual of any preemergence herbicide, it gives you maximum flexibility. You can apply when it's most convenient for you. And have full confidence that you'll get excellent results.

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control of crabgrass, goosegrass and other tough weeds. Consistent control that lasts for up to 26 weeks depending on the rate you choose. For even more confidence and security, Barricade keeps golf shoes and everything else on your course stain-free. And since you're applying as little as one-fourth as much active ingredient, you'll reduce worker exposure and lessen the environmental load. What's more, its low water solubility means Barricade will stay right where you put it, even on slopes and hillsides. Choose from two different formulations: on-fertilizer and sprayable. Barricade really can provide the added confidence and security you need. But only if you apply it. For more details, talk to your authorized Barricade distributor, Sandoz sales representative or call 1-800-248-7763.
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October 1995 (expires 1/96)

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   - □ A. Golf Course Superintendent
   - □ K. Assistant Superintendent
   - □ B. Green Chairman/Dir. Grounds
   - □ C. Director of Golf/Head Pro
   - □ D. Club President
   - □ E. General Manager
   - □ F. Owner/CEO
   - □ G. Builder/Developer
   - □ H. Architect/Engineer
   - □ I. Research Professional
   - □ J. Others allied to field (please specify)

2. **My primary business is:** (check one only)
   - □ 01. Public Golf Course
   - □ 02. Private Golf Course
   - □ 11. Semi Private Golf Course
   - □ 13. Municipal/County/State/Military Golf Course
   - □ 04. Hotel/Resort Course
   - □ 10. Other Golf Course (please specify)

3. **Number of holes:**
   - □ A. 9 holes
   - □ B. 18 holes
   - □ C. 27 holes
   - □ D. 36 holes
   - □ E. Other (please specify)

4. **Total annual maintenance budget:**
   - □ 1. Under $50,000
   - □ 2. $50,000-99,999
   - □ 3. $100,000-249,999
   - □ 4. $250,000-499,999
   - □ 5. $500,000-749,999
   - □ 6. $750,000-1,000,000
   - □ 7. Over $1,000,000

5. **Annual capital expenditure:**
   - □ A. Under $100,000
   - □ B. $100,000 - 249,999
   - □ C. $250,000 - 500,000
   - □ D. Over $500,000

6. **Purchasing involvement:**
   - □ 1. Recommend equip. for purchase
   - □ 2. Specify equipment for purchase
   - □ 3. Approve equipment for purchase

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**TITLE:** ____________________________

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**TELEPHONE:** (________)  **FAX:** (________)

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Oct 95
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And Because it's Sponsored by Golf Course News, Golf Course Expo Means Business for You!

The public-access golf industry comes together at Golf Course Expo, the only national trade show and conference for superintendents, managers, owners, operators and developers of public-access golf facilities—daily-fee, semi-private, resort, and municipal courses.

Register Today to be Part of this National Event for Public-Access Golf Facilities

Gain Insights from Keynote Sessions

Thursday, November 9 • 9:00 a.m.

As the nation's first family of public-access golf, the Dyes are uniquely qualified to key-note Golf Course Expo. They are right in the middle of golf's fastest growing market. During the keynote session, they will discuss the broad range of development issues in public-access golf courses.

Patriarch Pete—who's global reputation for design innovation made possible and profitable the development of high-end daily-fee courses—will discuss the future of this member-for-a-day genre, including the importance of designing and marketing courses to meet client and competitive needs.

Alice Dye, slated to serve as president of the American Society of Golf Course Architects in 1996, will discuss her professional passion: sound design of multiple tees, a consideration of paramount importance to public-access courses aiming to accommodate the full spectrum of golfing skills.

As the designer of numerous daily-fee courses in the highly competitive markets of Florida and the South Carolina coast, P.B. Dye speaks from experience on the need to identify market niches and design accordingly in areas densely populated with golf courses. After designing and building courses all over Asia-Pacific, Perry Dye has returned to these shores and turned his attention to the burgeoning municipal course market. He will speak on a subject often troubling to municipal concerns: Positioning town- and city-owned facilities to compete with privately owned competitors.

Friday, November 10 • 9:00 a.m.

Management giant Club Corporation International, and Robert Dedman need no introduction—it has more than 260 golf courses under its direction. As founder of ClubCorp, Robert Dedman Sr. has witnessed and influenced the dramatic changes in golf course management for nearly 40 years. However, until 1984 ClubCorp was known primarily as an operator of private golf clubs.

It is true that for its first 25 years, ClubCorp built the largest private club client portfolio in the business. But Robert Dedman has always demonstrated the ability to identify trends and act on them before the competition. As long ago as 1979, ClubCorp realized the game was changing. Public-access golf was beginning to dominate new course development and they, under Robert Dedman, wouldn't be left behind.

When daily-fee and resort development began to outpace private projects in the 1980s, ClubCorp formed separate divisions dedicated entirely to the daily-fee and resort markets to meet the special management needs of public-access facilities. GolfCorp (founded in 1979) and Club Resorts (1984) now account for one-third of the ClubCorp course holdings.

At Golf Course Expo, Dedman will discuss how the public-access development boom (two out of every three courses are now open to the public) has affected efficient facility management. He will also offer his vision of the future, specifically how the breakneck pace of public-access development will only increase competition, making management innovation the top priority for owners and operators looking for an edge.

Shop Talks

Exhibit hall and conference attendees will be able to attend Shop Talks free of charge, as part of the Expo experience. During these vendor-sponsored sessions—right on the show floor—suppliers will showcase solutions, feature their products and services, and address critical industry trends and issues.

These sessions give you a chance to hear in-depth discussions from vendors on the use of their products. Ask the questions you need answered and benefit from the interaction with other Expo attendees when you attend these dynamic information sessions.
**New Approaches and Confirm Current Ones by Attending the Multi-tracked Conference Program**

In the crowded public-access marketplace, maintaining quality conditions on your course in the face of high traffic—at a reasonable cost—is even more important. Marketing your traffic—at a reasonable cost—is even more important. Marketing your traffic—at a reasonable cost—is even more important. Efficient management becomes an absolute must. The conference offers easy-to-adopt ideas that really work.

**Golf Course Expo is for:**

- Golf Course Superintendents
- Owners/CEOs
- General Managers
- Golf Administrators
- Directors of Parks and Recreation
- Golf Course Managers
- Architects
- Corporate Presidents
- City Administrators
- Club Managers
- Directors of Golf
- General Managers
- Green Committee Chairmen
- Assistant City Managers

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Golf Course Expo will be held at the Orange County Convention Center, a world-class facility conveniently located on International Drive in Orlando, Florida. The state-of-the-art complex offers easy access, ample parking, and fully-equipped conference facilities. It's an economical and easily accessible location—and one of America's favorite destinations.

**Two Days—Two Ways to Attend the Expo. Join us in Orlando November 9 and 10**

**Free VIP Pass**

Compliments of Golf Course News, the VIP pass is your ticket to all vendor exhibits and displays, golf talks, keynotes, and special events. Mail or fax this form by October 27 and we'll mail your VIP Badge to you before the show.

**Conference At A Glance**

**THURSDAY, NOVEMBER 9**

9:00 a.m. - 5:00 p.m. Exhibits • Shop Talks

10:15 a.m. - 11:15 a.m. Maintaining Play During Renovation

12:30 p.m. - 1:30 p.m. Savvy Tips From The Frugal Super

2:30 p.m. - 4:00 p.m. GENERAL SESSION: Profit Through Improvement—Upgrading Your Golf Course To Compete

4:00 p.m. - 5:00 p.m. Networking Party on the Show Floor

**FRIDAY, NOVEMBER 10**

9:00 a.m. Keynote Sessions: Robert Dedman Sr., Founder and Chairman of ClubCorp

10:00 a.m. - 4:00 p.m. Exhibits • Shop Talks

10:15 a.m. - 11:15 a.m. Environmental Management Track: Environment Of Development

12:30 p.m. - 1:30 p.m. Environmentally Sensitive Management Strategies

3:00 p.m. - 4:00 p.m. Best Management Practices for Today's Golf Courses

4:00 p.m. - 5:00 p.m. Networking Party on the Show Floor

**Free VIP Pass—Registration Form**

1. **My primary title is:** (check only one)
   - A. Golf Course Superintendent
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   - C. General Manager
   - D. Club President
   - E. Green Chairman/Dir. Grounds
   - F. Assistant Superintendent
   - G. Builder/Developer
   - H. Architect/Engineers
   - J. Others allied to field (please specify)

2. **My primary business is:** (check only one)
   - 1. Public Golf Course
   - 2. Semi-Private Course
   - 3. Municipal Course/State
   - 4. Military Golf Course
   - 5. Hospital/Institution Course
   - 6. Municipal Course
   - 7. Private
   - 8. Other Golf Course (please specify)

3. **Total annual maintenance budget:**
   - A. Under $50,000
   - B. $50,000 - $99,999
   - C. $100,000 - $499,999
   - D. $500,000 - $999,999
   - E. $1,000,000 - $1,999,999
   - F. $2,000,000 - $3,999,999
   - G. $4,000,000 - $9,999,999
   - H. $10,000,000 or more

4. **Annual capital expenditure:**
   - A. Under $100,000
   - B. $100,000 - $499,999
   - C. $500,000 - $499,999
   - D. $100,000 - $499,999
   - E. $750,000 - $1,000,000
   - F. 750,000 - $1,000,000
   - G. $1,000,000 or more

**Purchasing Involvement:**

1. I recommend equipment for purchase

2. Specify equipment for purchase

3. Approve equipment for purchase

**Plan to purchase:**

A. Immediately

B. Within six months

C. Six months to 1 year

D. Over 1 year

**You must be 18 years of age to attend**

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**THIS IS THE ONE!**

(Ask any past attendee.)

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- "Unlike other major golf conventions I've attended, Golf Course Expo hits the mark by approaching the entire operation as a coordinated effort. An enjoyable and profitable session. I'll be there next year!" — Otto Kanney, General Manager, River Ridge Golf Course, Oxnard, CA

- "Very interesting information. Being new in the business, this is very informative and interesting." — Mark Clark, Food and Beverage Manager, Sandy Ridge Golf Course, Midland, MI

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The full conference costs $295 and includes access to all exhibits and displays—plus attendance at our two-day multi-tracked conference. Participants also receive a wealth of valuable take-back to the office materials. Check the box to receive complete conference information and a registration form.

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**Save $20! Send your FREE VIP Pass to Golf Course Expo today. Please complete the information below and mail it to Golf Course Expo, Expo Registration, P.O. Box 805, Westwood MA 02090. Or Fax it to 617-329-8090. This form may be photocopied for additional registrations—why not bring the whole team and save them $20 too? To avoid long lines at the show, this form should be received by October 27. After that date, just complete it and bring it to the show with you. Badges will be mailed two weeks before the show.**

- **Please send me information on the Conference program (bb).**
- **My company is interested in purchasing exhibitor space.**

**Name:** ____________________________ **Title:** ____________________________

**Company:** ____________________________ **Address:** ____________________________

**City/State/Zip:** ____________________________ **Phone/FAX:** ____________________________

**Country:** ____________________________ **Nickname:** ____________________________

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Please Print
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All requests are subject to verification.

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**More sensible features.** New, more ergonomic controls mean more operator convenience. A stylish, new enclosed hood design lowers sound levels and makes accessibility easy. And the optional, one-of-a-kind Turf Groomer® fairway conditioner creates the ultimate fairway playing surface. Both two-wheel and four-wheel-drive models are available. Ask your Jacobsen dealer for a demonstration.