

NEW PRODUCTS

Hunter releases G880

Hunter Industries has released the high-capacity G880, a gear-driven rotor that delivers up to 88 feet of full-circle coverage. It has a pop-up height of three and a half inches and is available in three models: electric valve-in-head, check-o-matic and n.o. hydraulic. Like other rotors in the 800 series, the G880 is top serviceable. Every key component in the rotor can be accessed from the top for easy maintenance and cleaning. For more information, contact www.huntergolf.com.



The Hunter G880

Bear's new Quantum valves

Bear Irrigation is ready with its Quantum series valves. The valves are available in three models: electric-regulated, electric three-way and hydraulic. All models include top servicing, snap-in components with no screws or bolts to fumble with. Made of composite material, Quantum valves are the only valves on the market designed with outside inlet threads for extra strength under pressure. A special add-on compact service valve is also available. For more information, contact: 800-491-4975 or www.bear-irrigation.com.

Rain Bird aims financial offering at renovations

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is geared toward both new course construction and renovation work, Griffie said existing courses will see more benefit.

"There is more benefit to renovation projects because in this case, the deal can be structured based on cash flow rather than collateral or a real estate-based transaction," he said. "As long as you have evidence of solid footing, it is easier to secure financing. We are looking for more of these deals in renovations, given the landscape of today's market."

To help courses determine what renovation work needs to be done, Rain Bird is also offering irrigation assessment studies that evaluate the irrigation system's capabilities. The resulting renovation plan takes into account the course's budget and performance goals.

The financing program can also be tailored to each individual course's needs.

"If seasonality is an issue, the payment schedule can be altered to reflect the months of the course's operation," said Griffie. "If a member-owned course wants to assess some members while offering a monthly payment plan to others, this too can be accommodated."

The financing deal can also be extended beyond the irrigation system to other hard and soft costs, including labor associated with renovation work, or even new mowing equipment.

Griffie said the financing option is an important offering for the company because it makes the renovation decision easier for courses.

"Competition has never been more intense than it is today," he said. "And the rate of new golf courses will probably continue to decline in the next couple years. However, we realize that today's golf course managers are challenged with keeping good playing conditions to attract golfers. Since irrigation plays such a critical role in maintaining the appearance of a golf course, renovating the current system will help courses gain a competitive advantage." ■

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- A. Golf Course Superintendent
- F. Course Owner
- L. Golf Course Management Company Executive
- B. Green Chairman/Grounds Director
- C. Director of Golf/Head Pro
- D. Club President
- E. General Manager
- K. Assistant Superintendent
- G. Builder/Developer
- H. Architect/Engineer
- I. Research Professional
- Z. Others allied to field: (please specify) _____

2 My primary business is: (check one only)

- 21. Public Golf Course
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- 23. Semi-Private Golf Course
- 24. Municipal/County/State/Military Golf Course
- 25. Hotel/Resort Course
- 26. Par 3/Executive Course
- 27. Practice Facility
- 29. Other Golf Course (please specify) _____
- 30. Golf Course Management Company
- 31. Golf Course Architect
- 32. Golf Course Developer
- 33. Golf Course Builder
- 39. Supplier/Sales Rep
- 99. Other (please specify) _____

3 Number of holes:

- A. 9 holes
- B. 18 holes
- C. 27 holes
- D. 36 holes
- F. More than 36 holes
- Z. Other (please specify) _____

4 Purchasing involvement: (check all that apply)

- 1. Recommend equipment for purchase
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- 3. Approve equipment for purchase

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