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1. What is your primary business at this location? (check one)
   - Q 21-Public Golf Course
   - Q 22-Private Golf Course
   - Q 23-Semi Private Golf Course
   - Q 24-Municipal/City/State Golf Course
   - Q 25-Hotel/Resort
   - Q 26-Par3/Executive Golf Course
   - Q 27-Practice Facility
   - Q 29-Other Golf Course
   - Q 30-Golf Course Management Company
   - Q 31-Golf Course Architect
   - Q 32-Golf Course Developer
   - Q 33-Golf Course Builder
   - Q 34-Supplier/Sales
   - Q 99-Others (please describe)

2. What best describes your title? (check all that apply)
   - A-Golf Course Superintendent
   - B-Green Chairman
   - C-Director of Golf/Head Pro
   - D-Club President
   - E-General Manager
   - F-Golf Course Owner
   - G-Business/Developer/Manager
   - H-Architect/Engineer
   - I-Research Professional
   - K-Assistant Superintendent
   - L-Golf Course Management Company Executive
   - M-Others (please describe)

3. Number of Holes: (check one)
   - Q 2-A-9 Holes
   - Q 3-B-18 Holes
   - Q 4-C-27 Holes
   - Q 5-D-36 Holes
   - Q 6-E-Other

4. Purchase Involvement: (check all that apply)
   - 1-Recommend equipment for purchase
   - 2-Specify equipment for purchase
   - 3-Approve equipment for purchase

5. Total Annual Maintenance Budget: (check one)
   - Q 1-Less than $50,000
   - Q 2-$50,000-$99,999
   - Q 3-$100,000-$249,999
   - Q 4-$250,000-$499,999
   - Q 5-$500,000-$749,999
   - Q 6-$750,000-$1,000,000
   - Q 7-$1,000,000+

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- Pressure-based water level recording device
- Records water level and temperature
- Provides 0.1 percent full-scale accuracy with a 30-foot measurement range
- Stand-alone unit simplifies deployment

Onset
Circle 200 on reader service form

Aloha seashore paspalum
- Takes as much as 50 percent less water than Bermudagrass
- Can be irrigated with recycled and highly salty water
- Tee-to-green usage
- Fairly shade and cold tolerant
- Takes as much as 75 percent less nitrogen for fertilization than Bermudagrass
- Resistant to green bug aphid

Environmental Turf & University of Florida
Circle 201 on reader service form

I-Trim triplex rotary mower
- Powered by a Briggs & Stratton 34-hp, 954 DT diesel fuel, turbocharged three-cylinder engine
- Engine is mounted on rear for stability and traction on slopes and hills
- 10-gallon fuel tank provides four-hour run time at full power
- Single foot-pedal control for forward/reverse travel
- 70-inch width of cut
- Height of cut ranges from 1 to 4 inches in ¼-inch increments
- Multi-use decks: mulching or rear discharge

National Mower
Circle 202 on reader service form

Pump station
- Completely integrated with irrigation system
- Compares actual flow at the pump station to the expected flow
- Constant monitoring and automatic adjustment helps save water and money
- Reduces wear and tear on irrigation systems

Rain Bird Golf
Circle 203 on reader service form

Drain-Rite in-line drains and catch basins
- Made from heavy duty, abrasion- and corrosion-resistant SDR35 sewer pipe to provide years of reliable service life
- Designed to fit the company's gasketed pipe
- Available with an assortment of grates plus other custom and standard fittings

Hancor
Circle 204 on reader service form
Nature Pure water cooler purification system
- Provides purified, not just filtered, water
- Retrofits to 5- and 10-gallon Igloo water coolers in minutes without any special tools
- Independently certified to meet EPA microbiological purification standards
- Protects against waterborne bacteria and viruses
- Removes chlorine, herbicides, pesticides and unpleasant tastes and odors

2500E hybrid triplex greens mower
- Electric reel motor reduces hydraulic leak points
- Produces lower sound levels
- Features increased fuel efficiency
- Operates on gas or diesel-powered engine
- Choice of four-cycle gas or three-cycle diesel engine – both 18 hp
- Three 22-inch cutting units are available in seven- or 11-blade reeds
- Height of cut ranges from 5/64 inch to 1 1/4 inches

Futurra F4 netless erosion-control blanket
- Eliminates nets and threads to remove environmental and maintenance hazards and improves site aesthetics
- Stimulates germination and growth quickly
- Provides erosion control by bonding to the soil surface to prevent washouts and seed migration for as long as one year
- Lightweight and requires few staples

Titan tines
- Available in quad, hollow, side-eject or solid
- Designed with long-lasting carbide tips
- Thin-wall design allows for maximum core pulling
- Optimized core removes thatch for maximum topdressing
- Can speed up playability

The Aerating Fountain
From Otterbine

AT OTTERBINE, we know that water quality is equally as important as aesthetics. That is why our Aerating Fountains are tested at the University of Minnesota and have been proven to create excellent circulation and oxygen transfer.

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Where would we be without the intelligent use of pesticides?
BioPro Multi-Purpose Plus fertilizer
- Increases root mass, saves water and improves nutrient uptake
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- Combination liquid for turf and ornamental maintenance
- 4-0-2 analysis product contains CytoGro biostimulant, H3O soil moisture management liquid, a micronutrient package and a natural-based surfactant
- Effective at low volumes to help the active ingredients reach their target destination

Spindler Enterprises
Circle 209 on reader service form

Single-rider golf car
- Ergonomically designed controls
- Swivel seat locks in any position and makes it easy to enter and leave the car
- Elevating seat puts golfer in position to play a shot
- Strong hill-climbing ability makes every course accessible
- Seven-inch clearance allows course access
- Easy on turf with low impact on greens
- Top speed of 14 mph - same as standard golf car
- Regenerative braking system

SoloRider
Circle 210 on reader service form

TVM 3077 overseeder
- Verticutter covers a 77-inch swath with three independent verticut heads
- Banana-shaped blades are spaced 1 ¾ inches apart
- Seed hopper capacity of 9.4 cubic feet accepts all seed varieties
- Seed scatter box ensures seed traveling through the tubes is evenly distributed into the slits cut by the blades
- Roller gently presses the seed into contact with the soil
- Constant velocity joint allows the operator to make tight turns with the units out of the ground without the need to switch off the PTO

Locke Turf
Circle 211 on reader service form

Detachable pull cart
- Marries pull cart with motorized golf cart
- Can speed play and maximize the number of rounds per day
- Quickly lifts and locks on and off golf carts
- Lets golfers keep a full bag of clubs at their sides even when riding carts are restricted to the cart path

Cassoni
Circle 212 on reader service form

Surveyor central control system
- Flow balances large systems (as much as 999 controllers, more than 100,000 stations) to station level
- Two modes of automatic irrigation: traditional sequential or by plant management and location groups
- Radio and/or hardwire communications with the company's VSX controllers, including decoder controllers
- Task Scheduler automates common tasks and serves as personal calendar - can track and schedule years ahead
- Accepts scans, aerial photos and autoCAD imports

Hunter Industries
Circle 216 on reader service form
Management of Turfgrass Disease, 3rd Edition
$110
J. M. Vargas, Jr.
This newly revised and updated Third Edition of the successful Management of Turfgrass Diseases provides professionals the most current practical information for maintaining the best playable turfgrass on their courses. Management of Turfgrass Diseases, offers golf course superintendents, lawn care operators, and landscapers a comprehensive, decision-making tool.

Superintendent's Handbook of Financial Management, Revised Edition
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The key to any successful business is the effective management of revenue, costs and of course profitability. This book provides golf course superintendents with the necessary tools to manage their daily financial operations by explaining basic accounting principles such as pricing, budgeting, cost control, payroll and cash flow. With chapters on financial statements, golf course operation schedules, breakeven analysis and operating budgets this is an invaluable tool for all owners, operators and managers of golf courses.

The Superintendent's Guide to Controlling Putting Green Speed
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Thomas Nikolai
It is critical for golf course superintendents to know the factors that impact green speed. This book covers every aspect of green speed maintenance including playability, environmental considerations, mowing and pest management. It also provides practical decision-making advice relative to financial and budgeting issues.

Practical Golf Course Maintenance: The Magic of Greenkeeping
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Gordon Witteveen, Michael Bavier
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Circle 214 on reader service form

Drainage system
- Virtually invisible
- Ideal for new construction and renovation of existing courses
- Cost-effective alternative to sand capping fairways
- For courses using reclaimed water
- Provides permanent aeration system that improves infiltration rates and distribution uniformity of irrigation systems
- 1.5-inches wide
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QuickDrain Systems
Circle 215 on reader service form

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Beer and scribbles

I've sort of lost count, but I think this was my 18th Golf Course Superintendents Association of America show ... et, I mean, Golf Industry Show ... and once again, I returned from the big hoo-haw in Orlando with a pocket full of completely unreadable notes scribbled on cocktail napkins, matchbooks, my left forearm, the hood of my rental car, etc. Upon further review, many of these jottings are harder to figure out than the Da Vinci Code. I'm looking at my notes right now, and I'm sure it was critically important when I wrote, "Blaggh! Don't forget that Blaggh is planning to acquire Guichop! Big news!" This almost certainly turned from the big hoo-haw in Orlando with a pocket full of completely unreadable notes scribbled on cocktail napkins, matchbooks, my left forearm, the hood of my rental car, etc.

Assistant stay home
I've been on record warning that some primary decision-makers (superintendents, owners, general managers) will get left out of the big mixing bowl that is the new GIS. In short, some courses will not send all three key personnel to the same show. Thus, once again, I'd just like to state for record that (say it with me) beer and journalism just don't mix.

The combination platter
The "surf and turf" concept of combining the GCSCAA and National Golf Course Owners Association shows seemed to be pretty well received and caused few problems. Most attendees and exhibitors said the show was basically the same as it always had been. Oil and water mixed nicely, and the lion and lamb laid down together in peace. Perhaps this was because the owners largely bagged the show in favor of golf, poolside lounging or other fun activities. My impression is that they simply didn't appear for the show. I love the NGCOA guys, but I searched long and hard for owners to interview on the trade show floor, and it was like looking for a badly sliced ball in the deep woods.

Say what you will about the "team-decision-making" concept being floated by the various associations, but the team has to show up. For the many exhibitors who spent a lot of time and money trying to figure out how to handle the "new" show, this was a big disappointment.

The bottom line was that the first of the new "alphabet soup" GIS shows went off without a hitch. The only downside is that the New Orleans venue probably doesn't allow for some of the same cool things (building the green, solution centers, etc.) that Orlando offered. That's the bad news. The good news is: Bourbon Street beckons. See you there. GCN

Pat Jones is president of Flagstick LLC, a consulting firm that provides sales and marketing intelligence to green industry businesses. He can be reached at psjhawk@cox.net or 480-478-4763.

World's biggest centerpiece
OK, the "Building of the Green" smack in the middle of the show floor was really cool, but most attendees missed the actual construction, which was the nearest part. The time-lapse video shown around the site was slick, but watching the dump trucks bring in soil, sand, etc., was even slicker. It literally created a centerpiece for the whole show. I'll never forget all the "workers" - most of whom were presidents or honchos for the Golf Course Builders Association of America member companies who did the majority of the work - carefully creating the green complex. And, I certainly won't forget Tom Marzolf, one of Tom Fazio's main guys and the incoming president of the American Society of Golf Course Architects, out there hand-shaping the site with a shovel. Did I mention he was wearing dress clothes and a necktie at the time? It was fantastic to see all the chiefs of some of our industry's most notable companies out there getting dirty.

can you top this?
The bottom line was that the first of the new "alphabet soup" GIS shows went off without a hitch. Orlando is a tremendous site, the GCSCAA staff did its usual dandy job, and the combined show was a hit. The only downside is that the New Orleans venue probably doesn't allow for some of the same cool things (building the green, solution centers, etc.) that Orlando offered. That's the bad news. The good news is: Bourbon Street beckons. See you there.