

Common Ice-Melting Components

Ice melters are commonly available as either single materials or combinations of them. The following overview reviews the dynamics of the basic ice-melting components and how these characteristics determine their overall effectiveness relating to performance and value. References regarding melting temperatures are derived from practical use-rate applications.

- **Sodium Chloride**

Sodium chloride (or “salt”) is the traditional “rock salt” and the least expensive ice melter available. Soils and plants can be damaged by high concentrations of sodium chloride. It is also highly corrosive to metals and should not be applied where tarnish or corrosion may damage metal or result in unsafe conditions, such as near aircraft, electrical boxes and other similar locations. Unscreened salt for roads (cheapest) usually contains slate with other foreign and off-sized materials. Sodium chloride melts effectively to approximately 12°F.

- **Potassium Chloride**

Potassium chloride is a common fertilizer nutrient that offers more safety to plants than sodium chloride. Compared to salt, this material is not damaging to the soil structure and will corrode metals to a lesser degree. Potash (KCl) is usually screened and sized for use in granular applications and melts effectively to approximately 20°F.

- **Urea**

Urea is a fertilizer nutrient that can contaminate groundwater and runoff collection ponds with nitrates, a degradation product. Approximately 10% as corrosive as sodium chloride, urea is Federal Aviation Administration (FAA)-approved as an airport runway ice melter (when chloride content is less than 200 ppm). It is also used near equipment that is sensitive to corrosion by chloride salts (electrical boxes, etc.). If using near airports or other sensitive areas, make sure the product meets the chloride specifications. Urea melts effectively to approximately 21°F.

- **Magnesium Chloride**

Magnesium chloride is a very hygroscopic salt. An open bag will leave a pool of water if left open with the remaining material subsequently becoming hard. Often used in blends with other chlorides or as a liquid spray solution on concrete surfaces. Heavy applications can be tracked to indoor surfaces, resulting in slippery flooring or oily carpeting. Magnesium chloride melts effectively to approximately -25°F.

- **Calcium Chloride**

A byproduct of chemical-manufacturing processes, calcium chloride is a traditional ice-melter product. Very hygroscopic, it forms slippery, slimy surfaces on concrete and hard flooring. Some people and pets show dermal sensitivity in the form of rashes and “burns.” Handling precautions suggest the use of gloves, goggles and respirators. Calcium chloride melts effectively to approximately -25°F.

- **CMA**

Calcium-magnesium acetate (CMA) is a noncorrosive ice melter. Developed by the Federal Highway Administration and promoted as an environmental alternative, CMA is extremely expensive and has very limited melting capabilities. Its primary advantage is that it prevents ice from bonding to cold surfaces when applied prior to snow and ice accumulation. CMA is commonly used to control ice formation on bridges and overpasses as well as in areas with new concrete or where materials are extremely susceptible to corrosion. CMA is sometimes blended with chloride salts to reduce cost. CMA melts effectively to approximately 15°F.

- **Liquid Potassium Acetate**

Promoted as biodegradable and environmentally friendly, potassium acetate is available only in liquid form. Like CMA, potassium acetate is extremely expensive. Most commonly preapplied to road surfaces before snowfall. Liquid potassium acetate melts effectively to approximately -15°F.

- **MG-104**

A corn byproduct, MG-104 aids in keeping the resulting slush from refreezing. It is expensive to use at rates that provide this utility. MG-104 is blended with other ice-melting agents.

- **Blends**

Blends are mixtures of deicing components that enhance the ice-melting capabilities of each individual ingredient. Combining the attributes of low-temperature performers like calcium and magnesium chloride with the inexpensive qualities of sodium or potassium chloride results in a product that is effective and affordable. Depending on the mixture of ingredients, blends melt effectively from 20°F to -15°F.

- **Liquids**

Liquid deicers are available as several ice melters in varying concentrations. Liquids are most commonly used as pretreatment before snowfall and as a “hot mix” to enhance the performance of sodium-based deicers. The drawback for liquids includes heated winter storage and the added expense for spray equipment. Liquid deicers are effective from 20°F to -25°F depending on the material applied.

– Roger Ogalla
BTISI

the Bull Sheet

John Gurke, CGCS, Contributing Editor

DATES TO REMEMBER

January 3 – March 10 – The Rutgers Professional Golf Turf Management School's Two-Year Certificate Program Winter Session in New Brunswick, NJ. Call 732-932-9271 for info.

January 16 – February 3 – The Rutgers Professional Golf Turf Management School's Three-Week Preparatory Short Course in the same place with the same contact number as above.

January 17 & 18 – MAGCS and GCSAA Education seminars at Midwest Golf House. Information follows.

January 18–20 – Mid-America Horticultural Trade Show at the Lakeside Center at McCormick Place in Chicago, IL.

January 24 – MAGCS monthly meeting at Prairie Landing Golf Club in West Chicago, IL, **Tony Kalina** host.

February 3–7 – GCSAA's National Championship and Golf Classic in Houston, TX.

February 6–11 – GCSAA (et. al.) Education Conference and Golf Industry Show in Atlanta, GA.

February 9–10 – MAGCS Hospitality Room at the Hyatt Regency Hotel from 6 p.m. until 9 p.m. each night.

February 23 – Tentative date for the 2nd Annual Class C Winter Workshop at Midwest Golf House. Planned speaker is Paul Vermeulen of USGA Green Section. Look for more info online soon.

March 8 – BASF and Lesco educational seminar at Butterfield Country Club (**Mike Vercautren** host). Information follows.

March 14–16 & 28–30 – Toro Golf Customer Factory Service Training Programs in Bloomington, MN. Call your TPEC representative for details.



John Ekstrom.

The previous item leads obviously to this one—the departure of Chad Kempf as both assistant superintendent of Hinsdale Golf Club and Class C advisor. Chad has accepted a position at EPIC Creative Communications in West Bend, Wisconsin as of November 21. His title is agronomist/project manager, and he will serve as a writer, producer and technical consultant on all educational and marketing projects related to golf course management. Chad plans to remain a member of MAGCS, and may be contacting his friends in the area regarding his new position. Good luck to you, and thanks for all you've done with the Class C Committee, Chad.



Chad Kempf.

MAGCS also welcomes Greg Wiggins, the new assistant superintendent at Bryn Mawr Country Club. Greg hails from Loch Lloyd Country Club in Kansas City.

As mentioned in Dates to Remember, MAGCS and GCSAA will hold two consecutive days of seminars at Golf House on January 17 and 18. On the 17th, Dr. Frank Wong will

(continued on page 14)

Hey! If you are not currently getting e-mail notification from MAGCS, it's not too late to sign up. Hurry, and act before midnight tonight to receive your FREE e-mail updates and notices hot off the presses from **Luke Cella's** cubicle at Golf House. Contact Luke at 630-243-7900, or find him at cella@cella.us.

Hello, welcome, and Happy New Year to all MAGCS members—especially the newest to join the fold: **Mark Norville**—Class E—Shoreline Sand Company
Gregory Hrycyk—Class A—Sun City Visto Golf Club

Derek Weber—Class C—Flossmoor Country Club.

Also welcome **John Ekstrom** (Cantigny G.C.) to the MAGCS Board of Directors. John takes over as Class C advisor for departing **Chad Kempf**. Assistant superintendents: Keep an eye out for notices of upcoming Shop Talk sessions (for which, in his first act as advisor, John procured sponsorship funds from the Board to defray the cost of the sessions). Best of luck with your new responsibilities, John.



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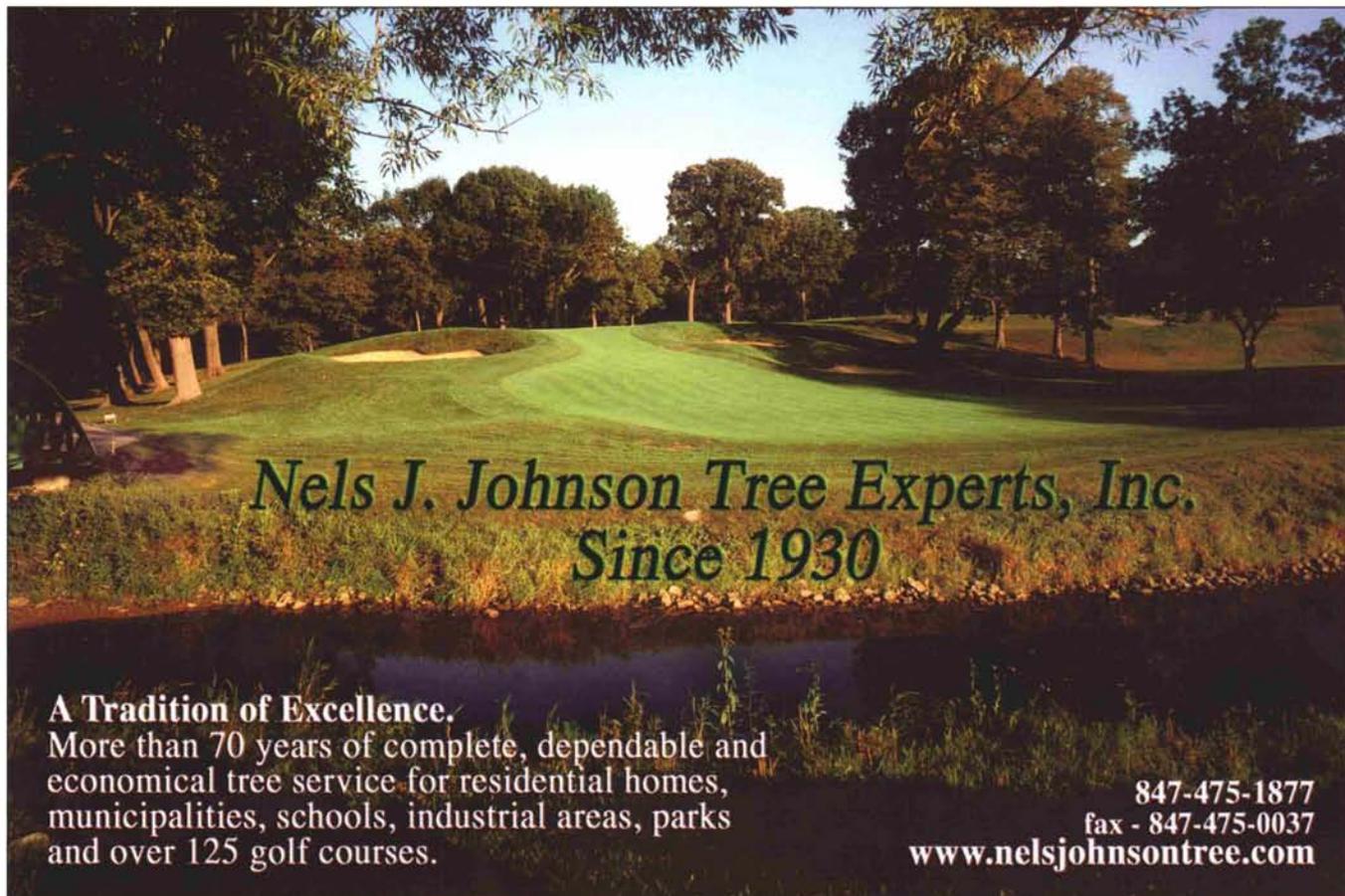
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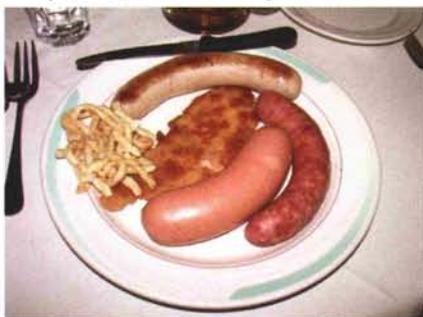
present "Fungicide Resistance Management," and on the 18th, John C. Miller, CGCS will present "Building a Better Golf Operation." Both are full-day seminars worth 0.7 PDUs each, so make plans to attend.

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Later this month, on the 24th, Tony Kalina and Prairie Landing Golf Club will host our monthly meeting, which will feature something a little off the beaten track as far as education goes. Mr. Harvey Drucker (having sold his general store in Hooterville to Walmart) will speak on the effects of terrorism and counterterrorism efforts in the United States. This should be a really interesting discussion, and one from which all MAGCS members can benefit in some way. Look for sign-up info at magcs.org.

.....
It was nice seeing the sizable turnouts at the two big holiday parties offered around town last month. The South Side Superintendents' Party was held on Monday, December 5 at its usual haunt, the Bier Stube in Frankfort. A full house enjoyed all the trappings of a German holiday celebration, including a plateful of varying sizes and colors of sausages.



The cozy Bier Stube, packed with holiday revelers.



Lunch Bier Stube-style.

Just a week later, the West Side Superintendents' Party was held at its normal venue—Dave & Buster's in Addison. Another large crowd

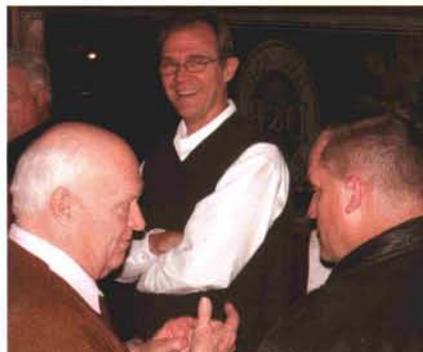
enjoyed the Italian lunch spread, followed by some very competitive billiards and other gaming options.



The crowd at Dave & Buster's enjoying lunch.



No West Side party would be complete without a few games of pool.



Perennial attendee Jim Burdett keeps in touch with Nick Hongisto and Tim Anderson.

Many thanks to the organizers of these fine events, including **Keith Peterson** and **Ed Esgar** on the south side, and **Gary Hearn** and **Don Ferreri** on the west side—you guys sure know how to throw a party!

.....
If you're heading to Atlanta for the Golf Industry Show, don't forget about the MAGCS Hospitality Room at the Hyatt Regency on Thursday and Friday evenings. The room is open from 6 to 9 p.m. both evenings, and will no doubt be the social event of the entire show.

Come on in and have a refreshment and bite of food courtesy of our valued and generous sponsors while meeting with all of your friends and colleagues. See you in Atlanta!

.....
As long as you're going to be in Atlanta (and if you are a University of Illinois turf alumnus), why not stop by the U of I Turf Alumni Reception, taking place from 5 to 6:30 p.m. on Thursday, February 9, in the Hanover B room of the Atlanta Hyatt? This will be a great way to catch up with old acquaintances before heading over to the MAGCS room.

.....
Another prominent university will make some noise at this year's show when Dr. Joe Duich of Penn State receives GCSAA's 2006 Old Tom Morris Award for his countless contributions to the world of golf course turfgrass. Dr. Duich has taught more than 6,000 students during his 36 years at Penn State, and there could not be a more deserving recipient of this prestigious award. Congratulations to Dr. Duich and to all of our Penn State alums who share in this honor.

.....
Kudos to **Paul Voykin** (Briarwood C.C.), who notes that he recently became the oldest Class A superintendent to pass the Illinois Department of Agriculture's pesticide exam. A beefed-up, harder version of the test debuted in November, and the examiner informed Paul that he was not only the first person taking the new test to pass it on the first attempt, but he also earned one heckuva score. "I studied hard and got a very good mark," says Paul, who hopes his success will inspire his colleagues to take a stab at it.

.....
Congratulations are in order for our own **Cathy Miles Ralston** and her husband, Phil—Cathy gave birth to Dana Elizabeth Ralston on Tuesday, November 29 at 1:59 a.m. Dana was 7 lb., 10 oz., and 20-3/4" long, and everyone is doing great. And Cathy says yes, this IS the last one!

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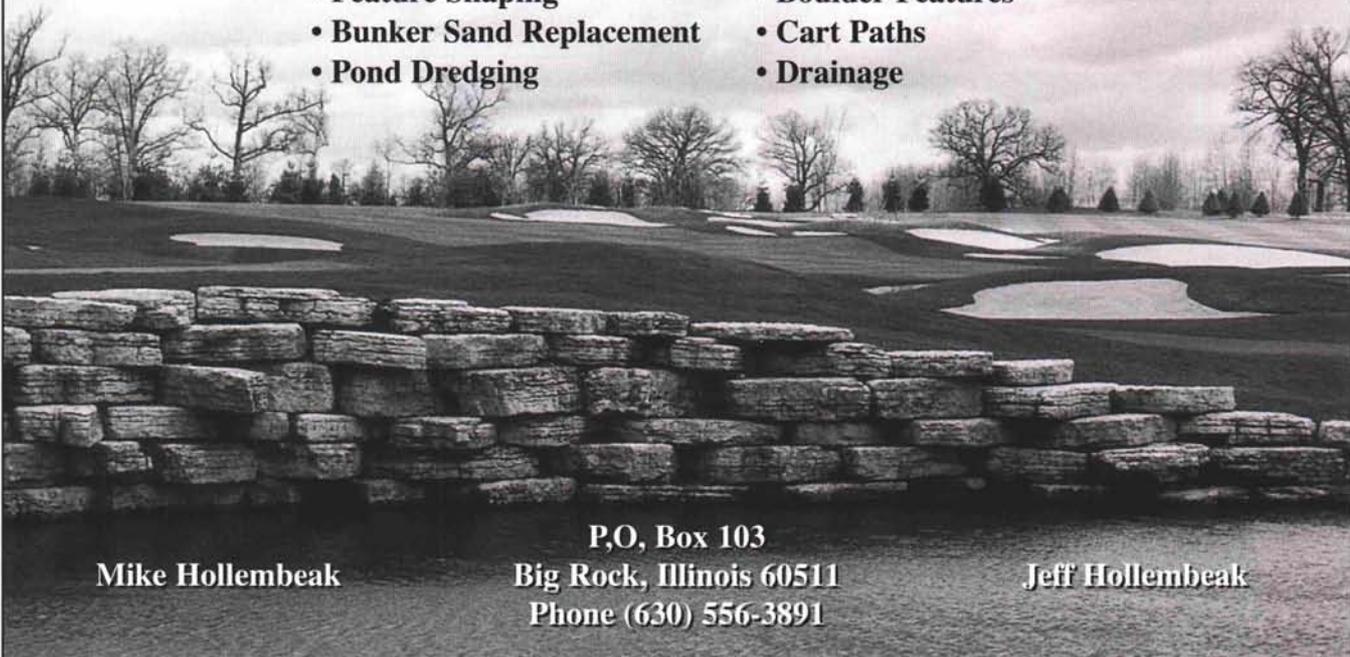
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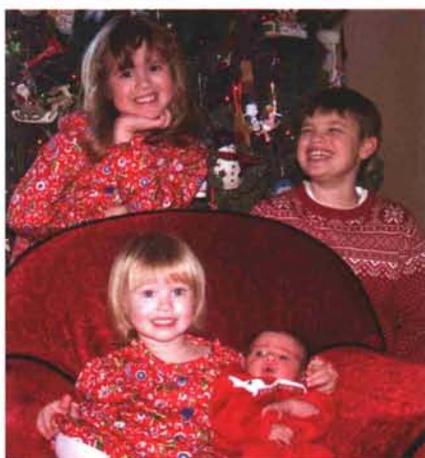
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Jeff Hollembek



Dana Ralston solo at three weeks old and with siblings Amy (2), Kristin (5) and Ryan (8).

Another bit of newbie-news comes from **Peter Leuzinger** in Arizona, where his daughter Megan Mogan and her husband, Chris, welcomed Pete's fifth grandbaby into the world on November 16. Madyline Beth Mogan weighed 7 lb., 15 oz., and was 21" long. Congrats!

CLASSIFIEDS

Winter Equipment Clearances:

20 standard crank-style ballwashers, red, with extra parts for sale. They are in good condition, and the asking price is \$20 each. Call Bill Humphres at McHenry Country Club at 815-385-0635.

The Annual Bryn Mawr Sale:

- * 1989 Ford F250XLT with Western plow. Runs well—\$3,000.
 - * Four Jacobsen 22" putting green mowers (2-1991, 2-1992) with new reels, very well-kept and used as back-up mowers this past season. Groomers not on, but available—\$700 each.
 - * 1992 T.I. International (Locke now) bedknife AND reel grinder, works very well—\$4,000.
 - * 1988 Jacobsen Greens King IV diesel triplex. 9-bladed reels, 1,966 hours—\$900.
 - * 1974 Ford 2110 tractor—\$3,000.
 - * Very old Jacobsen 548 PTO overseeder—\$350.
 - * Never-installed two-year-old Reelcraft underground syringing system (hose reel and hose buried in the ground)—\$850.
 - * 1988 Cushman Core Harvester—\$700.
- Call Brian at 847-677-4112 for info on any of these hot deals.

Our deepest condolences go out to **Bob and Bruce Williams** and family on the passing of Bob's wife and Bruce's mother, Bobbie, in early December. Please keep the Williams family in your prayers.

Hopefully this is not a trend—after seeing the sale of Timber Trails Golf Course to development, another fine course is following suit. Woodmar Country Club in northwest Indiana closed its doors when its membership voted (by only five votes) to sell the property to Cabelas, a large hunting and fishing chain. What a shame.

And finally, the biggest shame of them all—we lost another of our brethren when **Dan Nielsen** of Golf Club of Illinois passed away on December 12. As most of you know, Dan was battling pancreatic cancer this past year. An extended tribute appears on page 22 of this issue. Please have Dan, his family and his friends in your thoughts and prayers during this terribly difficult time.



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A Place For Everyone

The goals and aspirations of the men and women in the golf course management profession are as diverse and varied as those in any profession. There is no single title that guarantees success, nor is there any given job that defines success. From the smallest nine-hole rural courses to the most recognized and revered metropolitan golf courses, superintendents contribute significantly to the playing experiences of all those who play the game.

Instead of relishing the positions and jobs we hold, too often we get caught up in the debates involving limited budget versus big budget, two-year versus four-year turfgrass degrees, college-educated versus non-college-educated superintendents. Professional competition is grand but not at the point of getting excited, miffed or engrossed in the titles we have, don't have or that someone else has. In truth, all that matters or should matter is how we as individuals feel about ourselves and the jobs we do. Basing our definition of success on what others (even strangers) think can be a huge mistake.

I have had the good fortune of managing some very fine golf clubs, far beyond the conditions of the nine-hole course in south Texas where I began playing as a 5-year-old. While I have enjoyed playing some of the finest conditioned and most recognized golf courses on this continent, I have never enjoyed golf more than on that tattered golf course in Gonzales, Texas.

My point is that golfers can and do have fun at every type of facility, and each of our jobs is meaningful and important. Our job is to provide our employers with the golfing conditions they expect. Every superintendent has the opportunity to meet that expectation and enjoy significant satisfaction. Golfers don't just have fun at top-100 courses; they have fun at courses all over this continent.

As golf course superintendents, each of us has the ability to impact thousands of golfers in a variety of venues. Our profession has progressed in recognition and status. Today there is specialization that has never existed. There are professionals who excel in a wide variety of areas, whether that is golf course construction and renovation, environmental compliance, detailed manicuring of established courses or a host of other skills.

Due to strong business and management skills, superintendents are also being promoted to general manager, chief operating officer and director of golf positions. There are those professionals who manage top-100

courses, and there are those equally successful and happy superintendents who manage small courses in remote towns all over this country. Each of us can only measure success by what is important to us rather than trying to compare ourselves to everyone else.

Don't get me wrong, I do not see anything wrong with wanting to compete against the very best. But what is really the best? I have friends who make half the salary I make and others who make twice the compensation I do. I respect the agronomic skills of both. I am encouraged and applaud those in our profession who set the course-conditioning and compensation standards. Their recognition, visibility, exposure and success benefit every one of us.

There are thousands of golf courses all over this country and each of them needs a qualified golf course superintendent. If we look deep inside ourselves and define what is really important to us, we can pursue a job at a place that will fit our dreams, our goals, our families and our careers. Our personal and professional

worth and value are not measured by budget dollars and salary amounts, but rather by the heart and passion that we give to the game of golf.

To me, every superintendent is important. We may not all be certified or all Class A. We are not all equal in skill, experience and talent. Salaries and recognition are not the same for everyone in our profession, just like they are not in any other profession. But our profession is grand because no matter where we work, each of us can and does play a significant role in the enjoyment of the game for all golfers. So no matter where we work, we each have a set of unique challenges and circumstances that make us valuable. Each of us who manages a golf course is a "Keeper of the Green." Where would golf be without you?



Our personal and professional worth and value are not measured by budget dollars and salary amounts, but rather by the heart and passion that we give to the game of golf.

The 2005 Illinois Professional Turf Conference: A Good Value for the Green

This year's IPTC proved to be a success despite a slight downturn in attendance from last year. Registrants enjoyed many of the new offerings that the Conference implemented this year.



The Ferreri family.

The highlight of the Conference was the all-education day featuring professional turf seminars, held on Tuesday, November 29. This was a change from years past and it proved to be a good one. Normally, workshops were held the day after the trade show and attendance was around 50. This year, the education attracted a record number of attendees—115, and who can blame them? For \$75, an attendee could spend the entire day learning, choosing from 15 different topics, earn some PDUs and enjoy an onsite lunch. Please make sure not to miss this “added benefit” of the Illinois Turfgrass Foundation at next year’s show. Overall, the conference offered 56 educational opportunities, including TETA reel training and certification testing and pesticide safety training and testing in Spanish. A total of 1.7 GCSAA credits were offered this year, providing a great value for golf course superintendents.

The trade-show floor opened on Wednesday at 10 a.m. and was bustling from the start. Vendors agreed that the traffic was good and once again, the onsite lunch made for an efficient day for the attendees. One new feature included three separate Solution Centers so everyone could enjoy live demonstrations that covered topics ranging from tree planting and pruning, to how to construct a pitcher’s mound, to how to sharpen and maintain mowing equipment. ITF welcomed 10 new companies offering their goods and services to the Midwest’s clientele.



ITF president Don Altman, CGCS, Don Ferreri, and John Turner.

At 3 p.m., the trade show was favored with music provided by the Michael Heaton Band. This “blue jean” rock band, accompanied by a cash bar and hot hors d’oeuvres, allowed registrants to continue to visit their vendors in a social atmosphere. At 3:30, John “JT” Turner of Bayer Environmental Science presented the 2005 Distinguished Service Award to Don Ferreri, superintendent of Seven Bridges Golf Club in Woodridge, IL. JT highlighted Don’s many accomplishments, both in his career and in his service to the turf industry. Some of the highlights: Don has served as president of the ITF and the MAGCS. His current volunteerism has led him to be the chairman of the Illinois Turfgrass Endowment, which is responsible for the long-term growth and development of turf research and education within Illinois. With Don’s leadership, this fund will continue to grow and play an increasingly important factor in turfgrass research. Congratulations Don! Following the ceremony, four IPODs were given away for participants in the IPTC road rally.

On Thursday, the trade show opened up at 9 a.m. and lasted until 2 p.m. Seminars started earlier with one salon offering an USGA/CDGA putting-green symposium covering topics from topdressing application amounts to the advantages/disadvantages of different rootzone mixes. Another highlight on Thursday was the presentation of numerous scholarship checks to deserving students and for turfgrass research throughout the state of Illinois.

Thursday’s show wrapped up with giving away another four IPODs and a lot of satisfied customers. Following the show, the ITF board held its annual meeting. Afterward, the ITF board oversaw a trade-show “wrap up” meeting. Luke Cella, executive director, dutifully took notes on comments received from this year’s attendees. Committees and plans are already underway for next year’s conference to ensure an even better value for the 2006 show participant.



MAGCS president Gary Hearn presents Don Altman a \$13,000 check for ITF to apply toward turf research.



Keep Your Money Working After You Retire

If you're planning to retire soon or have recently done so, you are facing quite a few decisions. If you have a 401(k) or other qualified retirement plan administered by your employer, one of the most important decisions is what to do with the money in your account. You may have a variety of choices. Below are some of the more common options:

Option 1: Take the money in a lump sum.

For most retirees, this is not the best choice. Once you've taken a lump-sum distribution, it is immediately taxable and no longer earning income on a tax-deferred basis. Also, to ensure that your taxes are paid, your employer must withhold 20% from your distribution. And if you're not yet aged 59½, you may also be subject to a 10% penalty.

Option 2: Leave your money in your employer's retirement plan.

If you have more than \$5,000 in your account under your former employer's retirement plan, you can usually leave the money where it is. (Check with your employer.) The downside is that you continue to be limited to the investment choices offered by your ex-employer—or even fewer choices, since some companies have additional restrictions for non-active employees. Also, your employer's 401(k) plan may offer limited flexibility if you want to designate anyone other than your spouse as your beneficiary.

Option 3: Roll your retirement assets into a traditional rollover IRA.

For many people, this option makes the most sense. By having your former employer's retirement plan check payable directly to a new IRA custodian, you avoid the 20% withholding or any penalties. Your assets have the potential to continue to grow on a tax-deferred basis. You also have a wide choice of investment opportunities—you can select the stocks, bonds, mutual funds or other investments that are right for you.

Other Post-Retirement Decisions

Once you've decided where to put your retirement assets, you have to decide how best to invest them. Your financial professional can help you determine how much you will need in current income to live on and how much to put into investments with potential for long-term growth. Remember that if you are 65, your probability of living another 20 or more years is quite high—so you need to plan for the future as well as for the present. If you have taxable sources of income—such as salary from a part-time job or investment income outside of retirement accounts—most financial professionals suggest you use these assets first before withdrawing from your tax-deferred retirement accounts. The longer your tax-deferred assets can grow, the greater your potential return.

You will, however, need to begin taking distributions eventually. The law specifies that you generally must begin taking Required Minimum Distributions (RMD) as of April 1 of the year after you reach age 70½. You will likely need the help of your tax advisor to determine the exact amount of these required distributions, which are based on your life expectancy and, in some cases, those of your beneficiaries.

(continued on page 20)

The law specifies that you generally must begin taking Required Minimum Distributions (RMD) as of April 1 of the year after you reach age 70½.

Updating your beneficiaries is also an important decision you may need to make, especially if you are rolling over your 401(k). Unless he or she signed a waiver, your spouse is most likely your beneficiary of your 401(k). With an IRA rollover, you may have much broader flexibility about naming your beneficiaries. If your spouse does not need the income to meet current income needs, you may be able to name your children, for example, as beneficiaries. Doing so will reduce your Required Minimum Distributions and allow the money in your IRA to potentially

grow tax-deferred over a longer period of time. Make sure you've filled out your beneficiary forms, and update them as necessary. To pass your IRA to your desired heirs you must specifically name them on the forms—a statement in a will does not override the account documents. You should consult with your tax advisor regarding your particular circumstances before making any decisions.

Contact your financial professional to explore funding options and decide if an IRA rollover is right for you.



This material is not intended as tax or legal advice. You should consult with your personal financial, tax or legal advisor regarding your specific situation before implementing any estate or business strategy.

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