

## IGM opens two Florida offices

LAKELAND, Fla. — International Golf Management, Inc. (IGM) has opened a pair of regional offices in the Florida communities of Ft. Myers and Tavares.

"Our regional offices will enable us to provide existing clients with a higher level of service and will also be an asset in securing new business in the rapidly-developing Southwest and Central Florida markets which we view as tremendous growth areas for our business," said Scott Zakany, CGCS, vice-president and general manager of IGM.

Located at 1419 Courtney Drive, the Ft. Myers office houses John Carlin, CGCS, Southwest Florida regional manager. From this office, Carlin oversees maintenance at several IGM-maintained Southwest Florida golf courses, including the Mirror Lakes and North courses at the Admiral Lehigh Resort in Lehigh Acres; Hideaway Country Club and Golfview Golf & Racquet Club in Ft. Myers; Brooksville Golf & Country Club in Brooksville; and Tarpon Springs Golf Course in Tarpon Springs.

The Tavares office, located at 1617 East Alfred Street, houses Jim Wells, CGCS, Central Florida regional manager. Wells' golf course portfolio includes Kissimmee Golf Club, Kissimmee Bay Country Club and Poinciana Golf & Racquet Club in Kissimmee; Bella Vista Golf Resort and Yacht Club in Howey-In-The Hills; Highland Fairways in Lakeland; Pelican Bay Country Club in Daytona Beach; and Aquarina Golf Club, Spessard Holland Golf Course and The Habitat at Valkaria in Melbourne.

Headquartered in Lakeland, IGM provides facility leasing and contractual course maintenance services for private, semi-private, public and municipal golf courses. IGM services more than 30 Florida golf courses including Palm Beach County's 27-hole Okechee golf complex in West Palm Beach, a recent addition.

## IGM in Georgia

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much newer Plantation and Bottom courses.

Headquartered at 2101 E. Edgewood Drive in Lakeland, Fla., and with a regional office at 1895 Phoenix Boulevard in Atlanta, IGM specializes in facility leasing and contractual course maintenance. IGM provides ongoing course maintenance for more than 30 courses in Florida, Georgia and other states in the Southeast.

GOLF COURSE NEWS

## Multiple-use software available on national basis

Tournament Director Software is now available on a national basis.

Tournament Director was developed in the Phoenix market for facilities that handle hundreds of outings per year. It is currently in use at Grayhawk, Troon North, and the Camelback Inn in Scottsdale; the TPC at The Canyons in Las Vegas; the Westin Mission Hills in Palm Springs, Calif.; and 20 other Southwest U.S. courses.

Tournament Director prints pairing sheets, cart signs, score cards with handicaps, proximity event signs, and score boards. The software also personalizes contracts, welcome letters, thank-you letters, and guest surveys. It is distributed by Pactum Factum Inc., a Scottsdale-based software firm. Those interested can request a color brochure and video by contacting Jim Schamadan at 602-922-9097.

## NGP ACQUIRES TWO SOUTHEAST GOLF COURSES

SANTA MONICA, Calif. — National Golf Properties Inc. has acquired Baymeadows Golf Course in Jacksonville, Fla., and The Golf Club at Bradshaw Farm in Woodstock, Ga. It will lease both facilities to American Golf Corp. NGP recently announced funds from operations of \$11.7 million in the quarter ended March 31.

THEY'LL BE A FORCE  
IN YOUR TEE BOX.

THEY'LL HAVE NO  
PROBLEMS PLAYING  
THROUGH YOUR ROUGH.

THEY'LL WORK YOUR  
FAIRWAYS LIKE PROS.

THEIR HUNGER FOR GOLF  
IS VORACIOUS.

THEY'RE  
GRUBS

AND IT'S TIME THESE  
LITTLE BUGGERS FIND  
A NEW SPORT.

Tee Time®

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the professional's  
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CIRCLE #136



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WOULD  
LOVE TO  
SPEND THIS  
SEASON HACKING-AWAY AT  
YOUR GOLF COURSE.

Tee Time® Fertilizer with MERIT® provides you with a premium formulation of the most effective season-long white grub control on the market today plus a granular turf fertilizer that allows you to maintain a green and grub-free course.

### A SINGLE APPLICATION PROVIDES MULTIPLE BENEFITS

A single application prior to egg hatch protects all season long against grubs. Grubs however, aren't the only insects that MERIT® controls. A single spring application applied at peak adult activity also controls billbugs, bluegrass weevils, and mole crickets. The granule particle sizing allows for the uniform and effective distribution of both the fertilizer and MERIT® right where it needs to be.

### EFFECTIVE AND SAFE.

### A WINNING COMBINATION!

Tee Time® Fertilizer with MERIT® is remarkably effective and can give you residual soil insect control up to four months or longer in turf. And it has an exceptionally low application rate of only 0.3 pound of active ingredient per acre.

The lower environmental load of the insecticide's active ingredient means lower toxicity to workers, birds and fish when used as directed.

### THREE FORMULATIONS TO FIT YOUR SPECIFIC NEEDS

Tee Time® Fertilizer with MERIT® comes in three different formulations to control grubs wherever they threaten your turf.

- 18-0-18 WITH 50% SCU & 0.2% MERIT®
- 10-4-24 WITH 50% NUTRALENE® & 0.2% MERIT®
- 18-3-18 WITH 80% NUTRALENE® & 0.2% MERIT®

TEE TIME® FERTILIZER WITH  
MERIT® CONTROLS GRUBS  
BEFORE THEY BECOME PLAYERS  
ON YOUR COURSE.

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Tee Time® Fertilizer with MERIT®.