

What they're saying about **The New Penn Pals**

"Penn A-4 enhances the game of golf. It is my personal feeling that Penn A-4 is one of a number of significant contributions to the game of golf by Dr. Joe Duich." "Awesome."

Cutler Robinson, CGCS, Supt.
Bayville GC, Virginia Beach, VA

"Simply stated, everyone who has played Bayville comments the greens are 'the best they have ever puttied.' This grass allows our members to experience 'tour' quality putting and green speed without jeopardizing fairness and enjoyment. Properly managed, Penn A-4 is, in my opinion, the best grass to date and has set a new standard for excellence."

Dean Hurst, PGA Professional
Bayville GC, Virginia Beach, VA

"Even though summer temperatures can reach 115-120°, we've cut our Penn A-4 at 7/64" for more than a year with no problems."

Doug Anderson, CGCS, Supt.
The Vintage Club, Palm Desert, CA

"For me, the lower the cutting height, the better the management (Penn G-6)."

Pete Gerdon, Supt.
Grandfather Golf and CC, Linville, NC

"Because of the short season at our 7,500 ft. elevation, we sodded our rebuilt greens with 42" wide rolls of Penn A-4 from West Coast Turf in California.

There, we found a source for rootzone sand that closely matched our own, and the long, wide rolls minimized seams. We re-opened 5 weeks after sodding, and dense, fibrous roots reached 10-12" in a matter of months."

Kevin Ross, CGCS, Supt.
CC of the Rockies, Edwards, CO

"Quality of the Penn A-4 putting surfaces at The Estancia Club is beyond comparison. Ball roll and the pace of the greens are excellent. I would not hesitate using Penn A-4 again."

Carl Rygg, CGCS, Supt.
The Estancia Club, Scottsdale, AZ

"Penn A-4 Greens do not cost more. While they do need more topdressing and aerification, they require significantly less water, fertilizer, and pesticides."

Ted Hunker, Supt.
Tartan Fields GC, Dublin, OH

"We've overseeded Penn G-6 into our Poa/bentgrass greens after aerifying a total of five times. We fill the holes within 1/4 to 1/8" with sand, seed with one lb. per 1,000 sq. ft., then topdress. When the Poa stresses under heat pressure, Penn G-6 will re-populate that area."

John Lof, Supt.
Michelbook CC, McMinnville, OR

"Penn A-4 greens do not mean more work, more trouble, and do not cost more money to maintain. In fact, just the opposite may be true. We have found that they require fewer cultural practices such as vertical mowing and brushing.

In two years of managing Penn A-4, we have not observed any brown patch or dollar spot, and greens require limited amounts of fertilizer."

Kurt Thuemmel, CGCS, Supt.
Walnut Hills CC, East Lansing, MI

"I overseed our 18 old greens with 1/4 lb. per 1,000 sq. ft. of Penn A-4 each time we aerify. Now, with single cut and roll, our green speeds are consistently fast at 12 to 12-1/2'. Where ball marks tend to tear older bents, they just make dents in Penn A-4."

Pat Franklin, Supt.
Plum Creek CC, Fishers, IN

"We resodded high stress areas in our PennLinks fairways with Seaside II, and are very pleased with its performance. I selected Seaside II with improved dollar spot disease resistance and salt tolerance to address two major turf challenges; the coastal influence and potential sodium buildup from irrigation.

We find Seaside II a strong ally to our PennLinks fairways, and in the future, will slit seed with Seaside II where needed to enhance turf quality."

David Major, CGCS, Supt.
Del Mar CC, Rancho Santa Fe, CA

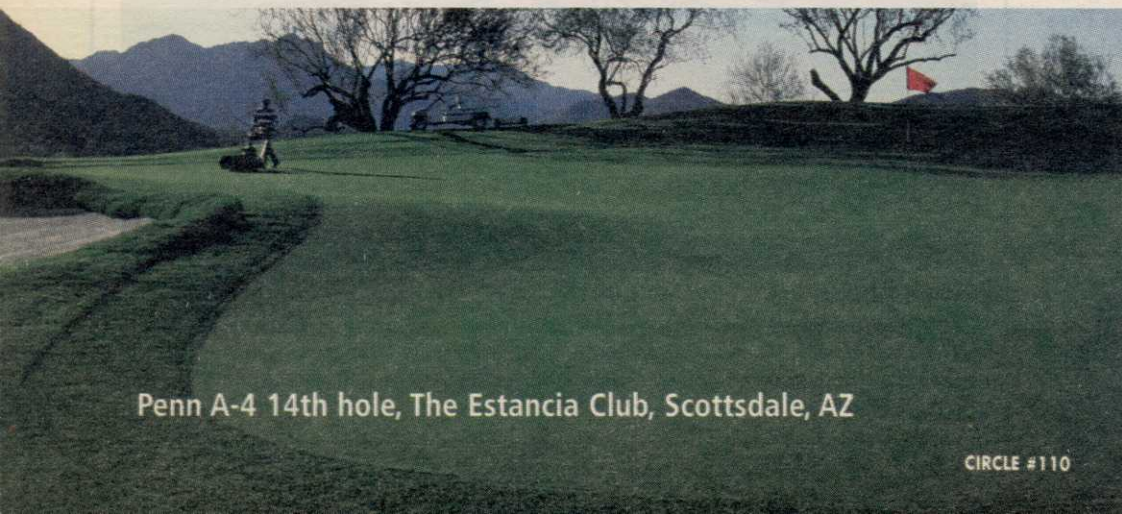
"We have 36 putting greens and 4 practice greens that have been converted from Toronto C-15 to Penn A-4 Creeping bentgrass.

When the greens were placed in play the spring after conversion, comments from our golfing membership were very positive even though turf maturity had not been reached. Putting trueness and turf appearance were among the positive remarks most often mentioned. Now that the putting surfaces have additional development, comments are the greens are superior to anything they've played."

Bill Byers, CGCS, Supt.
Des Moines G & CC, West Des Moines, IA

"Comments from golfers have been extremely positive (Penn G-2)."

Jeff Hill, CGCS, Supt.
Pinehurst Resort and CC, No. 8, Pinehurst, NC



Penn A-4 14th hole, The Estancia Club, Scottsdale, AZ

Penn A-1
Penn A-2
Penn A-4
Penn G-1
Penn G-2
Penn G-6
Seaside II
NuPenn Blend

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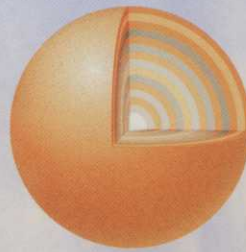
 **Terra**®

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Predictability – that’s exactly what you want and need from a controlled-release fertilizer. And that’s exactly what Terra’s GoldCote™ polymer technology delivers.

Terra’s GoldCote nutrients are released based on soil temperature. As turf root activity and nutrient requirements increase with soil temperature – the release of nutrients from Terra’s new fertilizers with GoldCote also increases. Your turf has what it needs – when it needs it.

Plus, since temperature is the key, the GoldCote release rate is virtually constant for all levels of soil moisture, soil pH and microbial activity.



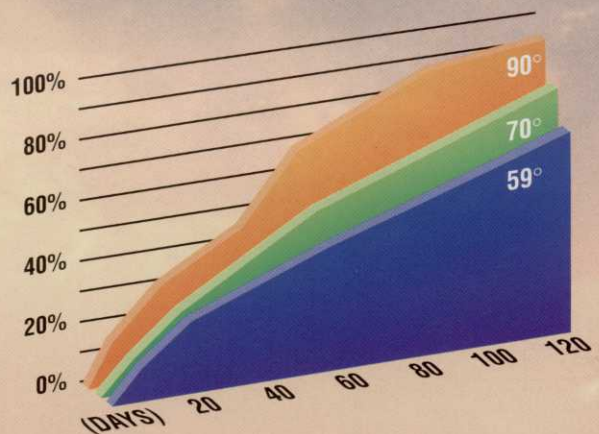
Here’s how GoldCote works.

As the soil temperature increases, water vapor from the soil passes through the multiple coatings. The resulting condensation and pressure within the fertilizer granule causes a precise and predictable release of nutrients.

In fact, as this chart shows, nutrient release from Terra fertilizers with GoldCote can be accurately predicted based on temperature. That means you’ll get the performance you expect – when you expect it. You can count on it.

GoldCote Release Rates

% Released/Days/Soil Temperature



Consistent, Superior Nutrition

You know exactly what you want and what your course needs. From urea to monoammonium phosphate (MAP) to potassium nitrate, there's a Terra controlled-release fertilizer with GoldCote that will meet your demands.

And if you demand the best, Terra's potassium nitrate fertilizer with GoldCote is what you want. It provides a balance of potassium and nitrate nitrogen for good blade and root growth. Terra's potassium nitrate fertilizer with GoldCote:

- improves turf quality and color;
- promotes steady, consistent growth;
- eliminates growth spurts and fluctuations;
- minimizes waste and potential pollution caused by leaching and volatilization, and
- reduces the salinity and potential burn common with the use of many fertilizers.

One thing is as certain as you seeing the sun rise each morning – all Terra GoldCote fertilizers have been formulated with the highest quality nutrients and developed to deliver the results you want.

Fewer Applications

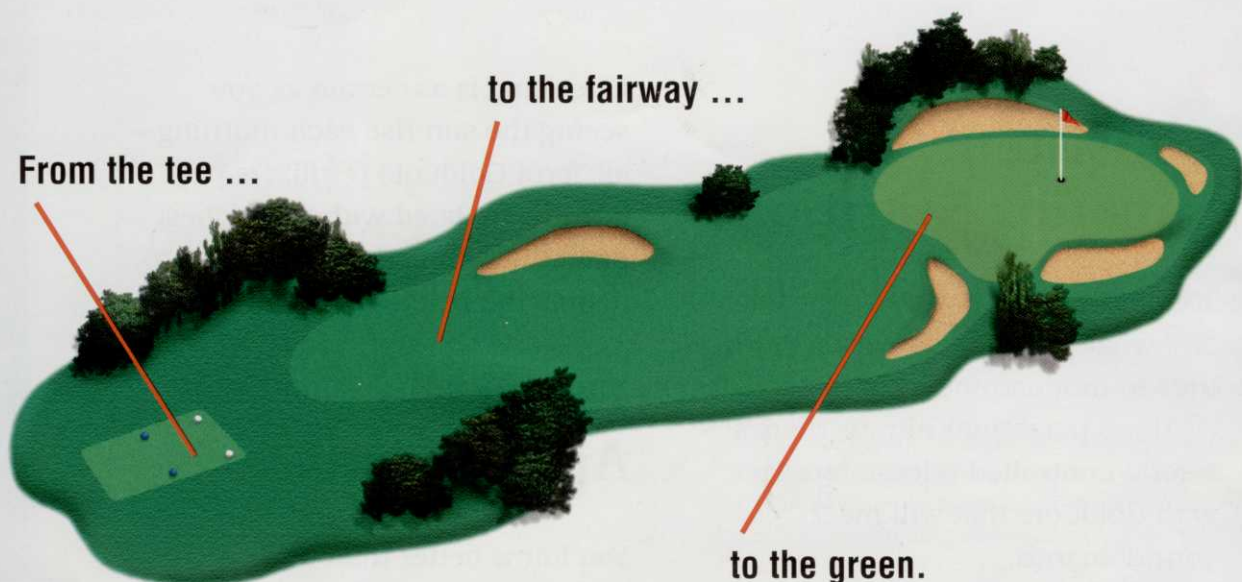
You know better than anyone that there's never enough time – or manpower – to do everything that you need to do. Terra GoldCote reduces the amount of application time your people have to spend compared to conventional fertilizers. Plus, consistent nutrition means consistent growth. There are no growth spurts. No fluctuations. And, as a result, no extra mowings. You can use your people where you really need them.



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Vietnam: Golf market experiencing growing pains

BY ANDREW OVERBERG

HANOI, Vietnam — In the past decade while the rest of Asia has boomed and subsequently collapsed, Vietnam has maintained a difficult environment for investors and the economy has maintained a slow pace.

While this has not deterred golf projects, it has significantly limited their scope, size and number. This may not be a bad thing. Vietnam, perhaps, has the best chance among the Asian neighbors to develop a golf industry that is not overgrown, over valued, or overdone. However, there are several significant obstacles that must be overcome in order for this to take place.

The challenge that the golf industry faces are twofold. The first is the limited size of the intended market. For the most part, Vietnam's population is young and middle class. They are relying on export markets for the bulk of their membership fees, which have not provided a stable source of income. As the Asian economic

crisis unfolded, many of the Asian economies were hit hard. Vietnam's economy is still recovering from the effects of the crisis. The government is still trying to stabilize the economy and is not yet ready to invest in large-scale projects like golf courses.

The second challenge is the limited infrastructure. Vietnam's infrastructure is still in the process of being developed. This makes it difficult to build and maintain golf courses. The government is still trying to improve the infrastructure and is not yet ready to invest in large-scale projects like golf courses.

The third challenge is the limited marketing. Vietnam's marketing is still in the process of being developed. This makes it difficult to attract investors and members. The government is still trying to improve the marketing and is not yet ready to invest in large-scale projects like golf courses.

The fourth challenge is the limited government support. Vietnam's government is still in the process of being developed. This makes it difficult to attract investors and members. The government is still trying to improve the government support and is not yet ready to invest in large-scale projects like golf courses.

The fifth challenge is the limited education. Vietnam's education is still in the process of being developed. This makes it difficult to attract investors and members. The government is still trying to improve the education and is not yet ready to invest in large-scale projects like golf courses.

The sixth challenge is the limited technology. Vietnam's technology is still in the process of being developed. This makes it difficult to attract investors and members. The government is still trying to improve the technology and is not yet ready to invest in large-scale projects like golf courses.

The competition between the two HCM City clubs is fierce, especially since the latter has a much larger amount of experience for professional members. The Vietnam Golf and Country Club in Thủ Đức is the most established club in Vietnam and has the best position in HCM City.

They have the most extensive golf project in the country with two 18-hole courses, one designed by Lee Trevino that opened in late 1997, and another designed by Greg King that opened in 1999. Since the Trevino owner has since sold the club, the King club has been sold to a new owner who is planning to expand and continue to open golf

clubs and is scheduled to soon hold the ground breaking for the new clubhouse and country club.

Their golf courses are of tournament quality and have held two professional tournaments — one of which was the Asian PGA Vietnam Open last year. The club is managed by CTA International, although the staff is currently limited to two full-time staff members. Ted Jones, who is acting as club general manager and director of golf, although

Continued on page 43

management of some projects has led to poor quality golf courses and facilities. Some investors have cut corners on design and construction budgets and as a result have built inadequate facilities. Others have clearly hit an off note than they could have for a project and have failed to raise the general capital needed to complete their projects.

In addition, poor communication between the investor and the developer has led to a lack of understanding of the market and the needs of the investor.

Continued on page 43

Continued on page 43



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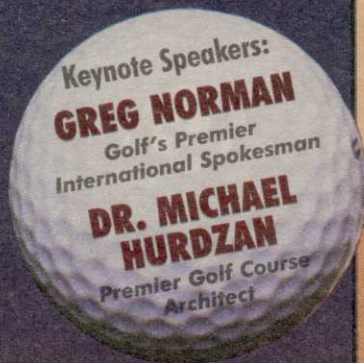
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	10:00 - 10:50 AM	Business Factors Changing The Face of Public Golf Management	Renovation: Putting New Life Into The Old Track	Poa Annua Control: The Solution Is Here!
	11:00 AM - 2:00 PM	LUNCH & EXHIBITS		
	2:00 - 2:50 PM	Developing New Markets: Resurrecting a 9-Holer in a Resort Marketplace	Pitch-and Put as a First Step Into Regulation Course Development	Country Club-type Fertility On A Public Course Budget
	3:00 - 3:50 PM	Owner Focus: What Do Top Management Companies Look For in a Public Access Course	New Developments: The Advantages of The Totally Organic Course	Widow's Walk: The First Results/The Proof's in the Pudding
OCTOBER 27	4:00 - 4:50 PM	PGA of America's Career Links Program: Golf Pros As Golf Course Managers	Access For All: The Barrier-Free Design Concept	Pros and Cons of "Going for the Top"
	5:00 - 7:00 PM	RECEPTION AND EXHIBITS		
	9:00 - 9:50 AM	KEYNOTE PRESENTATION Tomorrow's Player Starts at Today's Public Venues—Greg Norman		
	10:00 - 11:30 AM	GENERAL SESSION The First Tee Roundtable		
	11:30 AM - 2:00 PM	LUNCH & EXHIBITS		
	2:00 - 2:50 PM	Leasing vs. Buying: What's Best For You?	Permitting Made Easy: A Step-By-Step Guide	Team vs. Zone Approach to Maintenance Crews
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