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IGM expands

Continued from page 1

Now we will be more focused on new

Longtime golf industry consultant Dennis E. Shirley will head up efforts to expand IGM's business in Texas and Craig Johnson, owner of Golf Course Services, will handle new opportunities in the Southwest.

"Both Shirley and Johnson have lots of contacts in the business," Zakany said. "Once they get us qualified leads, we will get involved. They have the contacts and see the people that we want to get in front of."

IGM has also relocated its western regional operations to Las Vegas from Los Angeles. Brad Rook will head up the new office located at IGM's Silver Stone Golf Club.

"We felt Los Angeles was too far west and that we were missing opportunities in highprofile golf markets like Las Vegas and Phoenix," Zakany explained.

According to Zakany, the changes will help IGM achieve its goal of growing 15 to 20 percent annually.

"This is a time where you either fall back where everyone else is, or you move forward," he said. "We have chosen to grow instead of downsize.

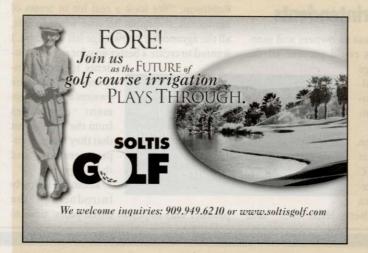
Zakany said additional growth will come from placing new business development offices in the Northeast and Midwest in the coming months.

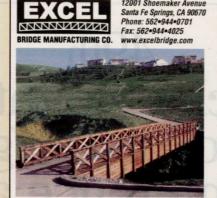
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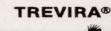




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1-3 Wild Bird, Wildlife & Backyard Habitat Expo in West Bend, Wis. Contact: 800-324-3337

12-14 Turf and Grounds Exposition in Syracuse, N.Y. Contact: NYSTA at 800-873-8873

14-16 Golf 20/20 Conference in St. Augustine, Fla. Contact: www.golf2020.com

18-21 Carolinas GCSA 36th Annual Conference and Show in Myrtle Beach, S.C. Contact: Carolinas GCSA at 800-476-4272

DECEMBER . . .

4-6 49th Rocky Mountain Regional Turfgrass Conference and Trade Show in Denver. Contact: 303-770-0220

9-12 Ohio Turfgrass Foundation Conference and Show in Columbus, Ohio. Contact: OTF at 888-476-4272

Regional GCSAA seminar: "Lake & Aquatic Plant Management" in Ames, Iowa, Contact: 319-286-5596

JANUARY . . .

20-23 Turfgrass Council of North Carolina's 41st Annual Turfgrass Confernce and Show in Charlotte, N.C. Contact: 910-695-1333

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