

## QUOTED

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Bowyer, Tim	Patten Seed Co.	6
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Cummings, Jerry	Commercial Bancorp	16
Cyrus, Matt	Aspen Lakes GC	8
Dickman, Fred	Broadmoor GC	6
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Griffie, Glenn	Rain Bird	17
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Hicks, Kevin	Hillcrest CC	19
Hiers, Tim	Old Collier GC	8
Hurdzan, Michael	Hurdzan, Fry GC Design	1
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Raby, Mike	Cleveland Metroparks	15
Randall, Matt	Randall Corp.	11
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## IGM expands

Continued from page 1

Now we will be more focused on new business."

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 high-profile 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. ■

## We want to hear from you!

Letters to the editor are an integral part of GCN, so let your voice be heard. Send all correspondence to:

Andrew Overbeck, Editor  
Golf Course News  
106 Lafayette Street  
PO Box 997  
Yarmouth, ME 04096  
Fax #: 207-846-0657  
aoverbeck@golfcoursenews.com

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- 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
- 10** 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 Conference and Show in Charlotte, N.C. Contact: 910-695-1333

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