

Vendors applaud GCSAA, NGCOA show merger

Continued from page 3

marketing for Flowtronex. "We think meeting with owners, especially if they are side-by-side with the superintendent, at one big show will be a great opportunity."

Even chemical and fertilizer companies are eager for the opportunity to be in front of both members of the buying team.

"With our product line on the chemical side of the business, there is a lot of differentiation of our product versus our competitor's product," said Peter Farno, turf and ornamental market manager for Bayer ES. "This opens up the owners to why there are differences, why they should value our products versus competitive products. It's an audience we don't always get in front of."

The joint show will offer owners a larger perspective on the golf industry than they might normally get.

"This year was the first year we had done

the owner's show," said Dave Heegard, vice president of sales and marketing for Pursell Technologies Inc. "I spoke to a lot of owners who were glad we were there because it gave them an understanding of

who the players are in the business. In those situations where the owners are an integral part of the decision-making process,

it makes sense for them to go to the show and see what's going on."

As a result, many expect more owners to attend the show than before.

"That is the expectation," said Toro's Ford. "With times being as lean as they are, owners are taking a more active role in where money is being spent. Our product is a capital expense so it makes more sense for them to be involved."

Bayer ES's Farno agreed.

"There's a fair amount of owners that come to the GCSAA show, and that's great, but there will be a whole lot more," he said. ■

'We think meeting with owners, especially if they are side-by-side with the superintendent, at one big show will be a great opportunity.'

— Tom Levey

Link Up 2 Golf expands

Continued from page 3

on-course experiences. The program will culminate in a four-hole scramble.

This year's new markets will be:

Carolinas Section - Raleigh, N.C., Charlotte, N.C., Greensboro, N.C., Greenville, S.C., Columbia, S.C.

Colorado Section - Denver, Colorado Springs, Fort Collins/Greeley

Connecticut Section: Springfield, Mass., Hartford, Ct., New Haven, Ct.

Michigan Section: Detroit, Traverse City

Middle Atlantic Section: Washington D.C., Baltimore, Md., Richmond, Va.

New England Section: Worcester, Mass., Boston, Mass., Providence, R.I.

North Florida Section: Tampa, Sarasota, Jacksonville, Orlando, Tallahassee

Northern Ohio Section: Toledo, Cleveland, Akron

Southern California Section: Ventura County, Bakersfield, San Diego

Southern Ohio Section: Cincinnati, Columbus, Dayton

Tennessee Section: Nashville

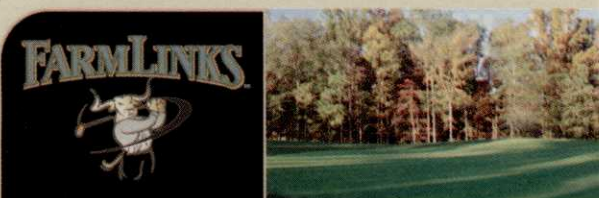
Since its creation, Link Up 2 Golf has attracted more than 1,200 students.

QUOTED

Barker, Joel	.....	Simplot Turf & Hort.	.....	16
Barnes, Howard	.....	Quality Grassing & Svcs.	.....	10
Briggs, Stephen	.....	BASF	.....	1
Bruff, Thomas	.....	KPMG Golf Practice	.....	22
Carlson, Tom	.....	Venice Golf and CC	.....	1
Davison, Tim	.....	Davison Golf	.....	8
Dye, Pete	.....	Pete Dye Designs	.....	10
Farley, John	.....	Teal Bend Golf Club	.....	6
Farno, Peter	.....	Bayer ES	.....	21
Farris, Ron	.....	Farris Golf Designs	.....	1
Ford, Tim	.....	Toro Co.	.....	3
Garcia, Fidel	.....	Ryngolf Inc.	.....	10
Graves, Steve	.....	Private Club Network	.....	14
Heegard, Dave	.....	Pursell Technologies Inc.	.....	21
Hirsh, Laurence	.....	Golf Property Analysts	.....	22
Holanda, Rick	.....	Aronimink Golf Club	.....	8
Hughes, Mike	.....	NGCOA	.....	3
Johnson, Bill	.....	Riverside Golf and CC	.....	13
Levey, Tom	.....	Flowtronex	.....	3
Menningmann, Jorge	.....	Water Equipment Tech.	.....	16
Myers, Rick	.....	DLF-TRIFOLIUM	.....	16
Olson, Alan	.....	Flowtronex	.....	16
O'Malley, Tom	.....	Saddleback Golf Course	.....	22
Price, Robert	.....	Quality Grassing & Svcs.	.....	11
Rink, Ben	.....	Hickory Stick Golf Club	.....	7
Skinner, Steve	.....	KemperSports Mgmt.	.....	13
Torello, Bill	.....	EcoOrganics Inc.	.....	8
Tralies, Phil	.....	Club Car	.....	3
Zysko, Dorothea	.....	Sarasota County	.....	20

GOLF COURSE MARKETPLACE

To reserve space in this section, call Anne Washburn at 207-846-0600, ext. 230



What's New Down At The Farm?

Come visit FarmLinks, Pursell Technologies' new research and demonstration golf course. Join us for a PTI Tour and find out how industry-leading companies in the golf industry came together to create this unique development. To reserve your spot, call 1-866-PTI-TOUR or visit www.polyon.com


Geese are Gone for Good

RejeX-it

FOG FORCE and MIGRATE Bird Repellents


*Nontoxic and Proven Effective
 *Pleasant Odor, Yet Highly Irritating to Birds
 *Birds Develop Aversion to Area and Don't Return
 *Available As Fogging Agent or Spray

For complete details, call 1-800-232-5907 or visit www.beckerunderwood.com

- Pedestrian and Vehicular Bridges • Shelters • Gazebos
- Amphitheaters • Standard and Custom Designs

Design and Engineering Support Available
 Over Sixty Years of Manufacturing Quality Wood Structures



Morrisville, NC • 800.777.8648 • www.enwood.com

Anytime is the RIGHT TIME...



...to increase fertilizer effectiveness with Probiotics

Probiotic® biological supplements work with fertilizers to optimize turf development and oxygenate soil.

TRY our PBS-8x4 Test Kit. It includes:

- DRENCH** loosens and oxygenates soil.
- THATCH** breaks down mat and returns nutrients to soil.
- ENERGIZE** releases soil nutrients to the plant and cleanses soil of toxic chemicals.
- STRENGTH** helps translocate nutrients throughout the plant

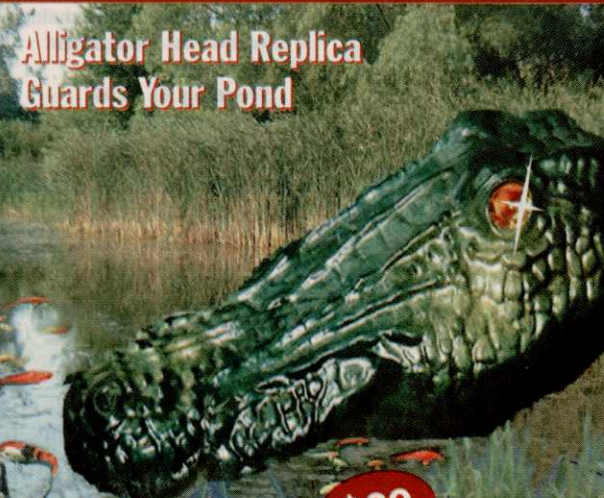
Test 6,000 sq. ft. for only **\$39.95**

ORDER OR CALL TODAY FOR INFO/CATALOG
1-800-969-5920
MARKERS, INC. www.markersinc.com
 33597 Pin Oak Parkway Avon Lake, Ohio 44012

REPEL GEESE, HERON & OTHER PESTS

GatorGuard

Alligator Head Replica Guards Your Pond



\$69

- Realistic • Eyes flash in the sun
- Moves & bounces in the wind
- Environmentally friendly
- Can be anchored


(4 or more \$65 each)

800 662-5021
www.bird-x.com
BIRD-X
 300 N. Elizabeth St. Dept. GCN
 Chicago, IL 60607
 Tel 312 BAN BIRD
 Fax 312 226-2480

POND & LAKE LINERS

- Custom Panels up to 25,000 SF
- Plastic & Rubber Pond Liners
- Installation & Supervision
- Erosion Control
- Soil and Turf Reinforcement

California 877.578.5000
 Colorado 800.524.8672
 Montana 877.448.2777
 So. Dakota 800.661.2201
 Texas 888.546.4641



www.coloradolining.com