

## Toro NSN adds recovery solution

ABILENE, Tex.—NSN, Toro's technical support network for irrigation central control system customers, is now shipping central controller computers pre-loaded with Microsoft Windows XP and Phoenix FirstWare cME solution, which includes FirstWare Recover, as a first-of-its kind disaster recovery software product.

"For Toro customers, this means a backup 'image' of their original operating system and application files is stored in a special area of the hard drive, protected from virus attacks, software corruption, and end-user errors," said Mark Kearney, manager of NSN hardware operations. "Users can restore the PC operating system without the original install CDs or recovery CDs."

Toro is the first irrigation manufacturer to deploy the Phoenix Technologies software.

## SubAir regroups

Continued from previous page

"Our intention is to continue the proven success of the technology and the process," said Gary Stough, vice president of sales and marketing. "We want to bring it to market at a fair price and provide excellent customer service before and after the sale."

The firm has approximately 250 existing golf course clients, including Victoria National in Edinburgh, Ind., The Estancia Club in Scottsdale, Ariz., and Reynolds

Plantation in Greensboro, Ga. The SubAir system provides optimum aerobic subsurface growing conditions on greens by removing moisture, exchanging air and regulating temperature.

Stough said SubAir Systems will be expanding its customer base by offering a broader range of products and services. An installed SubAir system costs \$19,000 per green and a portable system costs \$19,000 in addition to expenses for fittings and other accessories at each green.

"We are going to try and open up our product to more courses through increased

presence in different markets and by offering a broader range of products and services. The majority of the market doesn't have to be high-end," said Stough. "Dave Ferris is solely responsible for new product development and we are looking at expanding the technology to provide customers with another tool to produce world-class putting surfaces."

The company has offices, a warehouse and a manufacturing shop in Aiken and has recently added three salespeople. Stough said the next step will be to expand sales staff beyond the Southeast. ■

## Changes at Dow

Continued from previous page

arch over the markets. This will streamline our management base and simplify how we communicate with our channel distribution partners," he added.

As a part of the reorganization, Dow AgroSciences has added several key staff members.

Lisa Bostock will lead the West district for turf and ornamental out of the firm's Sacramento office.



Bruce Miehle

Mark Ringkob will work out of the same office and will cover northern and central California and much of Nevada.

Kent Redding will be the sales manager for the company's Mid America district and he will be joined by new sales representative Jay Golz, who will cover Alabama, Tennessee and Mississippi.

Linda Satter has signed on with the East district sale team as a representative with responsibility for Georgia, southern Alabama, the Florida panhandle and eastern Tennessee. ■

## Hydrograss in Florida

Continued from previous page

still hold slopes and establish turf quickly." Zirkle said hydrosprigging is usually 30 percent cheaper than sod.

From the Sarasota office, Zirkle and new salesman Tom Ross will handle Florida, and the rest of the Southeast in addition to the Caribbean, Mexico and Latin America.

"We are already pricing jobs in the Caribbean," said Zirkle. "There is good potential there because of water concerns. Since Eco Aegis is a wood fiber we are able to cut down on the water needed during grow-in because the fibers retain water. It is also not as expensive as shipping rolls of sod." ■

## GET YOUR OWN FREE MONTHLY SUBSCRIPTION TO GOLF COURSE NEWS!

# GOLF COURSE NEWS

THE BUSINESS NEWSPAPER FOR THE GOLF COURSE INDUSTRY

www.golfcoursenews.com

Do you wish to receive/continue to receive *Golf Course News* FREE?

Yes  No

Signature: X Date: \_\_\_\_\_

PLEASE PRINT OR AFFIX BUSINESS CARD HERE

NAME: Mr.  Ms.

TITLE: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

TELEPHONE: (\_\_\_\_) \_\_\_\_\_ FAX: (\_\_\_\_) \_\_\_\_\_

E-MAIL: \_\_\_\_\_

Please check here if you prefer not to receive business information via email from companies other than *Golf Course News*:  g.

**IMPORTANT** All information, including signature and date, must be provided for this request to be processed

Publisher reserves the right to serve only those who meet the publication's qualifications. Free offer is for United States only. For subscriptions going to other countries, please include payment of \$150.00 USD which includes air delivery. Non-qualified subscriptions within the US and Canada are \$65.00 USD.

- 1 My primary title is: (check one only)**
- A. Golf Course Superintendent
  - F. Course Owner
  - L. Golf Course Management Company Executive
  - B. Green Chairman/Grounds Director
  - C. Director of Golf/Head Pro
  - D. Club President
  - E. General Manager
  - K. Assistant Superintendent
  - G. Builder/Developer
  - H. Architect/Engineer
  - I. Research Professional
  - Z. Others allied to field: (please specify) \_\_\_\_\_
- 2 My primary business is: (check one only)**
- 21. Public Golf Course
  - 22. Private Golf Course
  - 23. Semi-Private Golf Course
  - 24. Municipal/County/State/Military Golf Course
  - 25. Hotel/Resort Course
  - 26. Par 3/Executive Course
  - 27. Practice Facility
  - 29. Other Golf Course (please specify) \_\_\_\_\_
  - 30. Golf Course Management Company
  - 31. Golf Course Architect
  - 32. Golf Course Developer
  - 33. Golf Course Builder
  - 39. Supplier/Sales Rep
  - 99. Other (please specify) \_\_\_\_\_

## SUBSCRIBE TODAY!

Mail to:  
Golf Course News  
Circulation Dept.  
PO Box 997  
Yarmouth, ME 04096



Fax to:  
(207) 846-8576



Or visit our website  
to subscribe online:  
www.golfcoursenews.com

- 3 Number of holes:**
- A. 9 holes
  - B. 18 holes
  - C. 27 holes
  - D. 36 holes
  - F. More than 36 holes
  - Z. Other (please specify) \_\_\_\_\_

- 4 Purchasing involvement: (check all that apply)**
- 1. Recommend equipment for purchase
  - 2. Specify equipment for purchase
  - 3. Approve equipment for purchase

THANK YOU FOR SUBSCRIBING TO GOLF COURSE NEWS!

HA03