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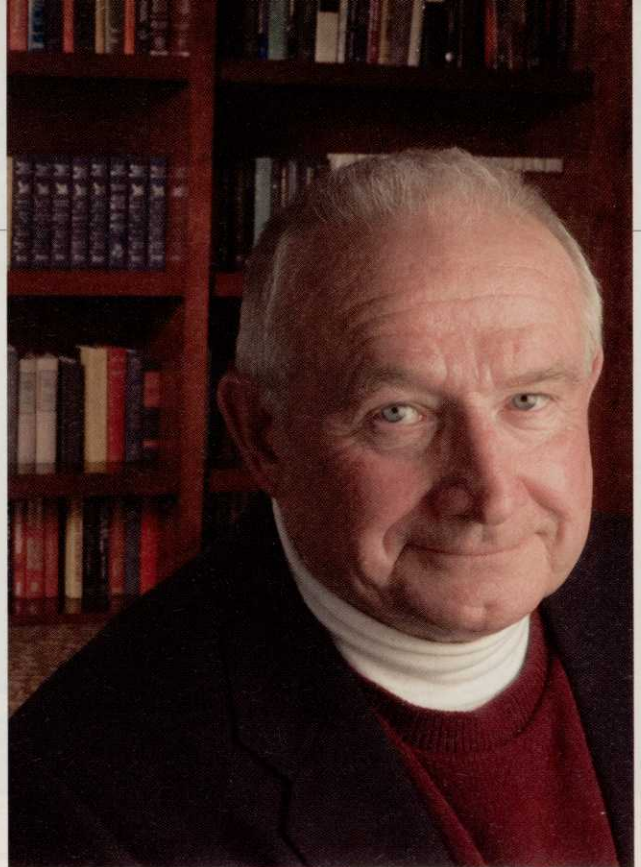
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**GOLF COURSE
INDUSTRY
2007 Builder
Excellence
AWARDS**

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GET WHAT YOU WANT

For most, negotiating contracts is difficult. But effectively negotiating a deal will get you what you want – maybe more, maybe less. Bob Quintella, deputy director of the parks, recreation and neighborhoods department for the city of Modesto, Calif., offers tips about how to become a better negotiator.

COPING WITH LOCALIZED DRY SPOT

There are several ways – some better than others – to decrease water repellency in soil.

ONLINE POLL: EDUCATION

As a golf course superintendent, what level of education do you have? High school diploma? Two year college or technical degree? Four-year college degree? Master's degree? Doctorate degree? Visit our home page to partake.

DIGITAL LIBRARY

For the first time, you can view last year's digital issues of Golf Course News any time you want on DVD. The digital library contains all the

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EDITORIAL MISSION STATEMENT:

Golf Course Industry reports on and analyzes the business of maintaining golf courses, as well as the broader business of golf course management. This includes three main areas: agronomy, business management and career development as it relates to golf course superintendents and those managers responsible for maintaining a golf course as an important asset. Golf Course Industry shows superintendents what's possible, helps them understand why it's important and tells them how to take the next step.

