



The Total Putting Green System

BUILDING YOUR DREAM GREEN PIECE BY PIECE

Tour Links Newsletter
Volume 5 May 2011

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From the Desk of Dave Barlow

It has been a while since we last chatted but with the recent launch of UltraBaseSystems as well as a few upcoming surprises from Tour Links, the staff and I have been on a dead run for months and it is now time to catch up.

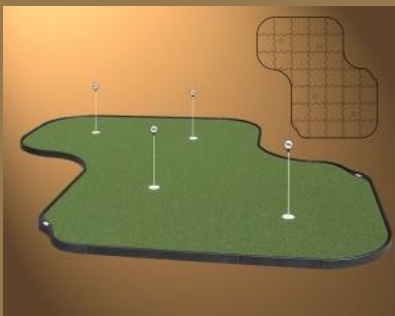
I could not be more pleased with the global response to the new panel system from IBT, and so excited to see the creative projects that are popping up around the world utilizing UltraBaseSystems as well as Tour Links. Our in house completion of the spring training facility for the Tampa Bay Rays Major League Baseball Team was the frosting on the cake. I could not have dreamed 10 years ago that my idea of replacing rock and stone base with a polymeric panel system would gain worldwide acceptance in over 30 countries, or land me on the same ball field with some of baseball's top stars. From beautiful roof top greens in Singapore, a 125 ft tee line in Mexico, to MiniLinks in Malaysia, the last few months have been amazing.

I am also pleased to welcome Bill Salvo to the TourLinks team. Bill's vast experience in corporate marketing made him the logical choice to head up our new Corporate Solutions department. From state of the art logo printed putting turfs to transforming the waiting area of a car dealership into a golf oasis, Bill will help you make it happen.

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News

Featured Green



14' x 14' Professional Series Green

Outfitted with our new Ultraturf nylon turf, this series elevates home putting greens to a new level. Great styling with plenty of room for several players, this Tour Links green will improve any golfer's game, as well as the look of any place it is installed.

[Shop or](#)

[Buy Now](#)

WE ARE GOLF - WASHINGTON, DC

Tour Links a hit in DC once again

Tour Links was front and center as the WE ARE GOLF organization, in celebration of the 4th annual National Golf Day, visited the Capitol to showcase the benefits of the golf industry on our nation.



The officials of many of the golf industry's leading associations, joined by

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From Dave Barlow (Con't)

We also had the privilege of once again providing the greens for National Golf Day in Washington DC. The turnout at the Capitol was twice that of last year and I personally want to thank the CEO of the PGA and his great staff for once again trusting us with this important event and making me feel so welcome.

And lastly we are very pleased to announce that Tour Links has been named the official putting green of the Jim McLean Golf Center at the Marriott Marquis in Miami FL, as well as providing the putting greens for Hank Haney Golf Academies in the US and China. Wow!

What a great year we have had so far and looking forward to working with you all in the very near future.

~Dave Barlow, President

Tips and Techniques

Firm and smooth. No we are not describing the way most of us looked years ago but the way the ground should be prepared prior to panel installation.

Just like in painting a house, preparation is the key. Be sure the ground you are building on, be it stone dust, a bit of gravel or existing earth, is thoroughly compacted and smooth any undulations if so desired. The panels are designed to rest evenly on ALL the vertical ribs on the underside of the panel. By doing so you will create a solid structure underfoot that when installed over the Tour Links geotextile fabric will create a base that will out perform a stone base anytime. Just be patient and do it right the first time.

Remember firm and smooth. Your customers will thank you every time they walk on to their dream green to practice.

WeAreGolf (con't)

industry partners, celebrated National Golf Day at the Rayburn House Office Building in Washington, DC on April 13, 2011. They met with members of Congress to share information regarding the tremendous impact the golf industry makes towards the health of our nation with the many contributions that are a result of golf and golf related activities. Golf's impact includes generation of tax revenue, tourism, philanthropy, environmental leadership and benefits to the health and wellness of its citizens. Golf has also come into it's own as a form of rehabilitation for many of the military's soldiers and veterans as a valuable

tool in the rehabilitation of injuries and the physical and emotional scars sustained in war; evidenced by the fact that Sgt. Ramon Padilla is now an avid golfer despite losing a limb in combat.



With a Tour Links green you can bring golf to where ever you need it!

Tour Links Putting Greens can provide injured veterans the chance to revisit a time and activity that they once greatly enjoyed before their lives were changed so dramatically. Even non-golfers can enjoy the relaxing yet challenging art of putting and benefit from the physical activity and positive results they achieve.



DEALER SPOTLIGHT

3 E INDUSTRIES - ED EHINGER

"Tour Links has added a new dimension to our business. In addition to offering our customers decorative concrete patios and walkways, outdoor grills, kitchens and fireplaces and general excavating and landscaping services, we are now certified to install Tour Links system golf greens.

We have recently installed an 18' X 23' pre-pack golf green as a featured entertainment area surrounded by a multi-level decorative concrete patio. We have also installed a 28' X 28' pre-pack chipping green as a practice area for an avid golfer, which also blends



beautifully with the families' backyard entertainment oasis.

The Tour Links panel system has allowed us to provide our customers with another maintenance free entertainment possibility which can be completed in a matter of hours instead of days." ~ **Ed Ehinger**

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Be a Chameleon

It's time to break out of your comfort zone of putting green installation and add to your repertoire and wallets with UltraBaseSystems.

Take for instance one of the most recent projects completed by our good friend in Mexico, Mr. Hector Vallejo. Hector contacted the office a few weeks back and asked us how hard would it be to build a 125 ft x 6 ft tee line at a country club in Mexico. The answer was easy, it won't be hard at all. You have learned the skills we have been teaching with Tour Links for putting

green installation; a tee line with UltraBase is child's play. The fact is, Hector completed this project in just 2 short days and the results are spectacular and most importantly the client loves it!



This economy is forcing us all to take a look at our businesses and ask the tough questions; what is working, what is not? How do I change? How can I continue to grow in a golf market that is down? The answer is simple, be a chameleon. The panel systems from Tour Links and UltraBase allow you to take your putting green installation skills and build a mini sports field for a community or home owner. Construct a tennis court or basketball court in the yard in a few days. Provide the home owner and their pets a great place to run and play while remaining clean and dry, or build a playground or synthetic ice rink without all the hassle that has been associated with these type installations.



Batting Cages



Pet Areas



Athletic Courts



Grass Courts



Play Grounds

You have the skills we have the system. It is time to take your skills and use them for other big opportunities that could be waiting out there for you.

If you have the desire to grow and are ready to succeed, we have the products to make your financial dreams come true. Be creative, be aggressive, be a chameleon and don't let an economic downturn be an excuse. Every Tour Links dealer around the world has a great opportunity to expand their businesses today, let us show you how with panel technology from Tour Links and UltraBaseSystems.

[Panel Base System Intro Link](#) • [Tee Line Link](#) • [Rays Field Link](#) • [UltraBaseSystems Link](#)



Please forward our newsletter to your golf friends!

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