

## News & Reviews

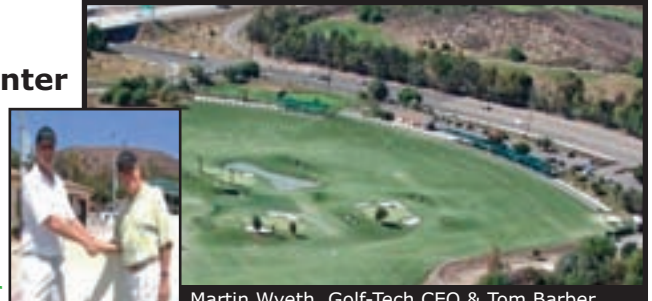
### From The World Leader in Golf Range Automation

Power Tee® is an automated golf ball teeing system designed, manufactured, distributed and serviced by Golf-Tech. Power Tee currently tees up over 1 Billion golf balls per year in 13 countries around the globe

#### Power Tee Client in the Spotlight

<b>Range:</b>	<b>Tom Barber Golf Center</b>
<b>Location:</b>	Moorpark, California
<b>Total number of hitting stations:</b>	75
<b>Number of Power Tees:</b>	50
<b>Power Tee installed:</b>	August 2009
<b>Owner:</b>	Tom Barber

**Quote:** "If you are in the driving range business, Power Tee is a must. Get ahead of the competition and make more money - add Power Tee."



Martin Wyeth, Golf-Tech CEO & Tom Barber, owner of Tom Barber Golf Center - August 2009

This being the first issue of our newsletter, we thought it appropriate to spotlight our first US Power Tee customer.

Tom Barber comes from a great golfing family. His father, Jerry Barber, will be known by many for his success on the PGA Tour, notably the 1961 PGA Championship at Olympia Fields Country Club. Trailing Don January by four shots with three holes to play in the final round, Barber made a 20-foot birdie putt at the 16th hole, a 40-foot par-saving putt at 17, and a 60-foot birdie putt at 18 to tie January and force a playoff, which Barber won the next day by one stroke.

Jerry Barber devoted his life to golf and those who loved it like him. He built the first double-decked driving range west of the Mississippi in 1968. It was a 25 tee range that became 50 tees. Many have copied what Jerry did but none like Tom Barber, Jerry's son, who built the most magnificent golf range in Southern California. The range meanders over 14 acres with 5 target greens to make it a place to practice shots not just bang balls. It was voted the #1 golf range in Southern California by the people.



#### Employee of the Month

**Lisa Carpenter**  
Factory Technician  
Date joined: June 2008

**Quote:** " I thoroughly enjoy working for Power Tee and am delighted to have been awarded 'Employee of the month' - Thank you."

Lisa's speciality is electronics manufacture and repair but she works very closely with the whole team in the factory and contributes to all areas of Ball Engine manufacture. In the first week back at work following the Christmas holiday shutdown, the factory had a backlog of Christmas repairs to do in addition to new manufacture for the USA and European markets. Lisa showed great flexibility in organizing shipments and helping to keep the customers serviced.

'Golf-Tech was recently awarded the Queen's Award for Enterprise in the Innovation category for Power Tee, an award personally bestowed on a very small number of elite companies each year by HRH Queen Elizabeth II.'



#### Golf Trivia Quiz (Answers on reverse)

- 1 Who has hit the record 551 yard record drive in regulation play?
- 2 What is the Royal and Ancient Golf Club more commonly known as?
- 3 Where is the longest golf course in the world?

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### From The World Leader in Golf Range Automation

#### Range Operating Tips from around the World

##### Free Lessons to Junior Beginners

The average age of golfers in both America and Europe is steadily rising and has been for some time, and this is not a good thing. Golf is under tremendous pressure from the myriad of competing alternatives chasing after today's youth. For golf to stay healthy, we need more young people. One very powerful way to do this is to offer free group lessons on the range for juniors. Pick a traditionally quiet night on the range and advertise free golf lessons, the media will often run a story if you approach them correctly; removing the need to pay for advertising.

These aspiring young golfers pay for their balls, and the pro taking the group is suitably encouraging about the students' abilities and how quickly they would progress with some one on one lessons.

If carried out properly, the pro will sell some lessons, the range will get revenue from ball sales and the golfer wins by being introduced to a sport they may like. In this promotion Power Tee is very productive as the student can maintain stance, grip and posture as the instructor helps other students. Also, because the student is not moving between shots to tee up a ball, they hit a far higher percentage of rewarding shots making the session more enjoyable. If you set an age limit, you may sell Mom and Pop a bucket of balls too.

Downsides; You always have to be careful when you give anything away as the risk of de-valuing the commercial service is ever present. In some cases the teaching Pro may not buy into the idea. A cut of the lessons ball sales may be required to fully sell the concept.

Next issue; "Kids Hit Free"



*Martin Wyeth, Golf-Tech CEO, has visited driving ranges the world over and is pleased to share his observations of how some range owners have successfully improved ball sales.*

*(Trivia Quiz Answers: 1. Mighty Mike Austin, 2. St Andrews, 3. The par 77 International Golf Club in Massachusetts which measures a fearsome 8,325 yards)*

## WORDSEARCH

Y	J	N	X	V	I	X	D	H	G	C	R	W	V	D
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L	I	I	O	H	M	N	E	O	V	R	L	T	R	R
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B	C	E	H	A	R	S	R	M	O	N	I	N	B	P
E	A	R	A	E	N	I	E	Y	R	P	G	D	H	E
H	R	W	W	B	N	M	C	H	G	E	M	R	M	W
T	P	O	W	E	E	H	S	O	G	M	J	E	H	W
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M	S	D	C	P	N	H	H	B	J	V	U	J	L	F
J	K	H	N	L	E	D	Q	H	H	B	M	D	Y	X

- AUTOMATIC
- BALANCE
- BALL
- CONTROL
- GOLF
- MAT
- MUSCLE MEMORY
- PEBBLE BEACH
- POWER TEE
- PRACTICE
- RANGE
- REPETITION
- RHYTHM
- ST ANDREWS
- SWING GROOVING
- TEE
- TEMPO
- THE BELFRY
- TIGER WOODS
- WENTWORTH

#### Did you know...?

That Byron Nelson holds the record for consecutive tournaments won - eleven, as part of his total of eighteen wins in 1945.