

Dear Fellow Golf Professional,

I am bringing to your attention two sister products that we are now using at Crooked Stick. It is uncommon for products to benefit all stakeholders in a Club. Still, in this case, my entire staff, including the grounds crew, as well as our members and even caddies, appreciate the value of AccuPin Pro and AccuCaddie Pro.

Jake Gargas, our Director of Grounds, and I were looking for a solution to our needs when we reopened in June after being closed for the past year.

Jake wanted a tool to manage hole locations so he knew that every hole, every day would be fair, and well-distributed across the playable areas of each green. He was not interested in a tool that would tell him where to cut the cup each day because such tools don't know the real-time conditions of each green. In addition, he wanted to find a way, like me, to eliminate the need to dot greens in advance of tournaments.

I wanted a way to select tournament hole locations days in advance that Jake's staff could "see" and avoid cutting cups in those areas in preceding days. That required a method, on the day of the event, for the cupcutter to find those locations without trying to pace them off, which is often inaccurate. Also, some of my members sought a solution that could provide the actual distance to the flagstick each day.

I've known Tom Leonard, the owner of AccuPin LLC, for a few years. Jake and I sat down with him this spring and shared our needs. What he and his team developed exceeded our expectations – everything we wanted and more. I encourage you to check out the attachments to learn more about each product. Some highlights for us are below:

Our cupcutters, with the aid of heat maps in the AccuPin app, can identify hole locations on the green to within 2 inches with a GPS device, with no impact on productivity. With that level of accuracy, they know if a hole is in an unplayable location and can immediately correct it. The cupcutters appreciate being able to view the last ten hole locations on each green in the app.

My staff and I have two options for setting tournament hole locations:

- Option 1 - we can go out on the greens (without spray paint!) and set tournament hole locations with the GPS unit. The grounds crew can see these locations on the AccuPin app and avoid these tournament hole locations the following days. On the day of the event, the cupcutter walks to that exact location within seconds with Reverse GPS.

- Option 2 – I can also set hole locations from my office with a web-based version of AccuPin. I see the last ten hole locations on each green. With the heat map overlays, one click on the screen is all it takes. It takes 10 minutes to set 18 hole locations! I've saved valuable time that I had lost in the past. Like Option 1, the grounds crew sees these locations days in advance and can walk to the hole location in a few seconds. In the event the location chosen is unusable, the grounds crew can adjust it on the day of the event, but that has been rare.

The AccuCaddie app is for members (and guests) to use free of charge. It has beautiful graphics with distances to many features on each hole, most importantly, the distance to the flagstick. AccuCaddie is so accurate and fast that some caddies here are using their phones to get distances rather than their lasers. Just tap on the app and get a distance to any point on the hole, with the remaining distance to the flagstick also shown.

The annual cost for AccuPin and AccuCaddie is a very affordable \$2299 per 18-hole course. There is an additional \$2000 cost for a GPS device (\$1200) and the AccuCaddie graphics (\$800) the first year only.

I do not like to purchase a product without first being able to know it does what the vendor says it will do. Tom understands that, and if you are interested in seeing more, he will set you up with a fully functional demo of AccuPin and AccuCaddie so you and your team can check it out for yourself at your Club.

Tom can be reached at tom@accupin.com if you would like to learn more. I am confident these products will benefit your Club just like we've experienced here at Crooked Stick.

Regards,

Tony Pancake

Director of Golf

Crooked Stick Golf Club

