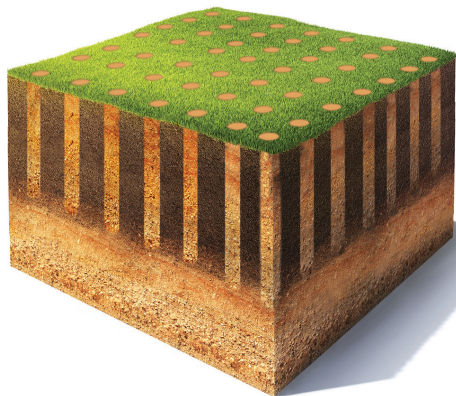


It pays to use DryJect®

"Our data shows that when we core aerate and topdress in early September we see about a \$30,000 drop in revenue over the next two weeks. But when using DryJect® we have only one day of lost revenue. We estimate a \$19,000 savings using DryJect over core aeration."

– Justin N. Smith, GM, Olde Homestead Golf Club

Another daily fee course GM showed us how DryJect Aeration adds \$7,500 to his bottom line. How?
Core aeration limits play and revenue for up to 10 days. But DryJect allows quality play the same day.



Patented technology uses high pressure water to break compaction and fill holes to the top in one blink of an eye. DryJect aeration service for 18 greens takes about a day. Typically, three machines and operators arrive early. You supply your own amendment and crew for loading the hoppers.

You can't afford not to aerate with DryJect

Yes, DryJect Aeration is known at premier courses for the superb way it relieves compaction, amends soil and allows quality play the very next day.

DryJect is for your course too

Try replacing just one core aeration treatment with DryJect. Experience the speed, efficiency and affordable cost compared with the labor, and the lost or discounted rounds that come with core aeration.

Run your own numbers

Use the Revenue Recapture Calculator at DryJect.com/recapture. Or call your nearest DryJect Service Center. You'll be surprised at how much DryJect saves you.

DryJect®

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Dryject® Dryject Aeration Pays You Back By Minimizing Lost and Discounted Rounds Due to Core Aeration

IN-HOUSE AERATION: LABOR	HOURS	RATE	EXTENSION
Coring	12	12.00	144.00
Core clean up	12	12.00	144.00
Apply topdressing	18	12.00	216.00
Brush topdressing	8	12.00	96.00
Supplemental irrigation	4	12.00	48.00
Sharpening cutting uni	8	25.00	200.00
LABOR TOTAL			848.00

MAT'L, PARTS, MAINT COSTS	QUANTITY	RATE	EXTENSION
Topdressing material	44	40.00	1,760.00
Fuel	15 gal	3.00	45.00
Aerator repairs, maintenance	2	250.00	500.00
Core harvester repair, maintenance	1	50.00	50.00
Brush unit repair, maintenance	2	25.00	50.00
Repair, replace cutting units	5	50.00	250.00
MAT'L, PARTS, MAINT TOTAL			2,655.00

REVENUE LOST	Normal Rounds / Days	1,360	EXTENSION
Green fee & cart	Rnds lost	Cost/Rnd	Days Affected
- 15.8 %	215	42.76	10
			9,177.31
Green fee & cart	Rnds Discounted	Ave.Dis.	Days Affected
- 9.9 %	1,145	4.25	10
			4,867.03
Food/Beverage	Ave Sale	Golfers	Days Affected
	13.00	172	10
F&B Captures @ 80% F&B COGS & other cost %	40%		
Food & Beverage Gross Profit Loss			1,329.10
Total Revenue Loss			15,383.44
Total Cost of In-House Aeration			18,886.44

- Experienced players avoid newly aerated greens. Those that play will not enjoy it.
- Can be stressful to turf.
- Requires high labor costs from start of aeration lasting for weeks during turf recovery.

PROJECT COSTS			
100,000 Square Feet at 2" x 3" spacing			6,000.00
LABOR	HOURS	RATE	EXTENSION
Amendment hauling	42	12.00	504.00
Brush sand as clean up	7	12.00	84.00
Mower maintenance	3	25.00	48.00
LABOR TOTAL			663.00

MAT'L, PARTS, MAINT COSTS	QUANTITY	RATE	EXTENSION
Topdressing material	29	40.00	1,160.00
Fuel (Hauling vehicles and Dryject units)	20 gal	3.00	60.00
Brush unit repair, maintenance	1	25.00	25.00
Repair, replace cutting units	2	50.00	100.00
MAT'L, PARTS, MAINT TOTAL			1,345.00

REVENUE LOST	EXTENSION		
Green fee & cart	Rnds lost	Cost/Rnd	Days Affected
- 3.5 %	48	42.76	3
			2,052.71
Green fee & cart	Rnds Discounted	Ave.Dis.	Days Affected
- 1.1 %	1,312	0.45	3
			591.49
Food/Beverage	Ave Sale	Golfers	Days Affected
	13.00	38	3
F&B Captures @ 80% F&B COGS & other cost %	40%		
Food & Beverage Gross Profit Loss			299.52
Total Revenue Loss			2,943.72
Total Cost of Dryject Aeration			10,951.72

- Outstanding agronomic benefits; can amend with multiple materials in one pass.
- Less stress on maintenance crew, who can keep focus on other course needs.

In-house aeration **\$18,886.44** vs Dryject **\$10,951.72** **NET + \$7,934.72**