

Professional Grade:

Cheap Tennis Court Accessories and Amenities are Cheap ... In Every Sense of the Word

Important elements of tennis court construction, ownership, and maintenance – too often overlooked – are selection and proper installation and maintenance of court accessories and amenities. Appropriate court amenities and accessories can dramatically improve the playing experience, supporting memorable tennis matches and helping players fulfill their dreams. Inappropriate court accessories and amenities negatively impact the playing experience – No one enjoys playing on courts with worn equipment, improper net heights, torn wind-screens, or inadequate lighting.

Court accessories are items enabling or enhancing tennis court facility use, including net posts and nets, lighting, fencing, windscreens, divider curtains, and maintenance equipment. Court amenities are items adding value for tennis facility

players and guests by improving the tennis experience. Amenities include items like backboards, benches, ball machines, bubblers, cabanas, landscaping, spectator seating, and video taping and replay equipment.

Munson, Inc. can help you make informed decisions on what accessories and amenities are appropriate for your tennis facility, balancing functionality, durability, and initial cost considerations, and integrating desired aesthetics and play characteristics, appropriate to your facility mission and design.

Often, the frugal choice for tennis court accessories and amenities isn't frugal at all. Always weigh total ownership costs against initial cost savings. Ownership costs include acquisition costs – investigation, valuation of benefits, selection, and installation – and sustaining costs –

energy usage, maintenance, disposal, replacement and reinstallation, and environmental inputs.

"Budgets are tight for most tennis facilities," says Rob Fetherston, Munson, Inc. General Manager. "But it irks me when I see inferior accessories used for school and park and recreation courts ... especially net posts that rust away years before they should and nets that fray in their first or second year of use. High-quality accessories provide better, longer-lasting performance than their low-cost, inferior-quality cousins, and over the long haul, save maintenance headaches and taxpayer dollars. Cheap means cheap – in every sense of the word."

Pictures, descriptions, and pricing for recommended tennis court accessories are found on the page insert included with this newsletter.

Court & Track Newsletter to Go Green in 2011

To best leverage time, technology, and environmental efficiencies, and to cost-effectively produce and distribute a higher-quality, full-color customer newsletter, Munson, Inc. will upgrade in 2011 its construction publication, **Court & Track**, to include both the current print version and a full-color, digital newsletter, distributed via email directly to your email inbox.

The first digital issue will come out early in the new year. To ensure you receive it, sign up now by visiting www.munsoninc.com, sharing your email address in the “receive special offers and news information field” (found on the left-hand side of our home page), and clicking the submit button. You will receive a subscription confirmation of your email sign up. **Note:** *Your privacy is assured – Munson, Inc. will never sell or share your email address with others, install or endorse Spy or Adware, or fill your inbox with SPAM.*

Don't risk missing the debut issue of our full-color, digital **Court & Track** newsletter. Take the initiative today by visiting our web site and signing up for the electronic version of **Court & Track**.

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Don't miss full-color issues! Share your email address with us so we can deliver the electronic version of Court & Track directly to your Inbox, beginning in 2011.

Munson Inc. is a proud and active member of the following associations:



RECENT PROJECT

In the fall of 2009, Munson, Inc. was asked to design and build a 6-court tennis camp facility for a day camp north of Milwaukee. The owners, for whom Munson had built an indoor facility previously, were donating the tennis facility and needed the project completed before the start of camp, an extremely short timeline. Some site preparation – soil borings and site elevations – was completed in 2009, but over winter, the project scope was increased to include possible future facility expansion.

Munson re-evaluated site options and worked with the owner on facility design for an integrated sports venue on another part of the grounds to include a possible 12-court tennis facility, a soccer field, and an outbuilding. When the expanded facility site design was completed, costs were provided for the initial 6-court construction phase. Construction started in early March, and even with the substantial rains during spring and early summer, construction was completed by July 1st.



Owned operated by the Harry & Rose Samson Family Jewish Community Center, and set on 90 acres of wooded farmland in Fredonia, the Albert & Ann Deshur JCC Rainbow Day Camp offers activities for children including tennis, swimming, basketball, archery, boating, wind-surfing, fishing, canoeing, arts, crafts, horseback riding, science and rocketry, wood working, choir, sculpting, and a barnyard petting zoo.

As reported at our Munson, Inc. Blog, this tennis facility project provided the first tangible return on investment from our new 2010 Voegelé Vision 51002 track asphalt paver. The paver lived up to its advance billing, creating wider paths (with less project seams), supplying superior material compaction (and increased durability), and affording a much more uniform surface finish than older asphalt paver technologies can provide.

Court & Track

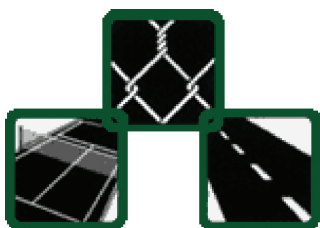
is a construction publication of the **Tennis and Track Division** of Munson Inc.

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MUNSON INC.
Fence • Asphalt • Concrete



There are some things money can't buy. But your financial support of the 2010 MTEF Tennis Ball Dinner and Auction Gala provides amazing return on investment:

- Yellow tennis shirt – \$5.00
- First-ever tennis racquet – \$20.00
- Afternoon snack – \$3.00
- Empowering a Child – Priceless!

Support the 2010 MTEF Tennis Ball

The Milwaukee Tennis & Education Foundation (MTEF) is gearing up for its 12th Annual MTEF Tennis Ball Dinner & Auction. This year's event, titled "Empowering a Child – Priceless," will be held on Friday evening, September 24, at the Milwaukee County Zoo's Peck Pavilion. Event proceeds support MTEF's youth tennis and education programs.

Evening highlights will include emcee Steve "The Homer" True, the 2010 MTEF video, and entertainment by the Brew City Horns, one of the metro area's most popular groups.

Online Ball registration is available by visiting:

<http://www.mtef.com/get-involved/tennis-ball>

Since 2002, MTEF has served over 19,000 Milwaukee children who would otherwise lack safe, productive, and healthy after-school and summer environments. Its high-quality literacy-and-tennis programming successfully builds academic skills, improves fitness, and emphasizes life-skills development, instilling resilience for success – in school and in life – for Milwaukee youth.

Q and A

Our courts have some cracking I would like to have sealed before winter. Can I use the same driveway filler available from the hardware store or do-it-yourself center?

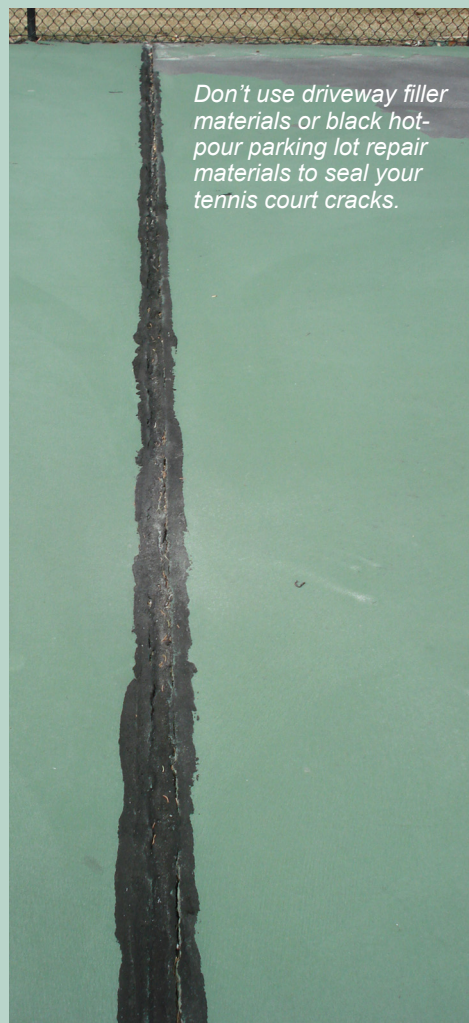
The short answer is no. The long answer is also no ... and here is why.

There may be – but we are not aware of – driveway filler materials available from local hardware stores and do-it-yourself centers appropriate for preventative tennis court maintenance. We do applaud your desire to maintain your facility: Employing proven, lower-cost preventative maintenance measures before court renovation is required helps court owners extend the life of their tennis facility investments. But all too often in our repair and reconstruction work, we encounter courts where, as a cost-savings measure, driveway or parking lot crack filler materials are used to seal cracks. The use of these unproven materials on tennis courts causes major problems, because any future coating work required for the courts will not adhere to these pavement crack-filling products.

This may sound self-serving, but tennis court construction and repair is a highly-specialized field and technological advancements within the field are in constant change. In these uncertain economic times, many competent pavement and sealcoating contractors, hungry for work, are promoting tennis court repair and maintenance services. Though they may have high-levels of expertise in driveway and parking lot sealcoating and repair, this expertise does not automatically transfer to court maintenance and repair. There are also less-than-competent pavement and sealcoating contractors, who claim high-levels of expertise but do not follow fundamentals of good court maintenance and repair practice. To the detriment of tennis court owners, these companies can and do promote in the same ways and places competent contractors do.

Sometimes good intentions can go awry. A sealcoating specialist providing pavement maintenance for a Wisconsin school offered to also provide crackfilling services for the school's tennis facility. He used the same black hot-pour – appropriate for his school parking lot pavement repair services – as crack-sealing material on the school's tennis courts. Unfortunately, black hot-pour material does not provide a compatible surface for court coating adherence, and we cannot find a good way to fix this well-intentioned, but inappropriate maintenance measure, done in the name of cost-savings. The school is resigned to living with the error and to investing in more re-coating services than should be required, until it is time to place new asphalt for full facility reconstruction.

Lesson learned: Employing the services of a tennis court professional always provides the best return on your tennis facility construction and maintenance investments.



Winter Roadshow Tennis Court Repair Seminars Will Help You Save Time and Money

Munson, Inc. is taking its tennis court seminars on the road this winter in southeastern Wisconsin. Various cities have been selected as sites for the three-hour seminar, which will focus exclusively on repairing existing courts. The roadshow format allows school district personnel, park and recreation staff, and other tennis facility owners and managers the opportunity to learn detailed information about exciting new repair products and technologies for keeping their courts in great shape, while requiring a smaller time investment than what is necessary to attend Munson's well-known, full-day, Glendale tennis court seminar.

To find the location and time of the Roadshow Tennis Court Repair Seminar near you, call or email Fred Kolkmann: **800.236.0340** | fred@munsoninc.com.

Stay Connected: Follow Munson, Inc. Online



Digital technology helps us help you to stay connected and up-to-date with news and information about track and tennis court construction, maintenance, and management, on demand, 24/7/365 (even more during leap years). Bond with our Blog; Find us on Facebook (and become a Fan); Track all the news that's fit to tweet by following us on Twitter; Explore our court and track project Flickr Photostreams; View our video channels on YouTube.

facebook



When Court & Track goes digital next year, you will be able to access our social media with a simple mouse click. Until then, type the desired URL below into your web browser to access:

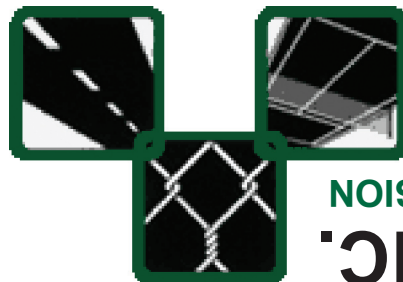
- The Munson, Inc. Blog – <http://munsoninc.blogspot.com>
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- The Munson, Inc. Twitter Feed page – <http://twitter.com/MunsonInc>
- The Munson, Inc. Flickr Photostream page – <http://www.flickr.com/photos/munsoninc>
- The Munson, Inc. YouTube Video Channels page – <http://www.youtube.com/user/MunsonInc>

flickr

YouTube

Visitors to our digital community touchpoints can view our commercial and residential photo albums, including tennis courts, running tracks, fencing, and asphalt and concrete pavements, tour our Glendale, Wisconsin, outdoor showroom, enjoy our decorative concrete video posts, read our Munson, Inc. blog entries, or keep up with the latest news and information about what is happening at Munson, Inc.

Connect with us online and let us know how we can use these emerging media technologies to better help you build, maintain, repair, reconstruct, or manage your courts and tracks.



MUNSON INC.
TENNIS & TRACK DIVISION

6747 N. Sidney Place
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Professional Grade: Nets, Center Straps, Net Posts, and Windscreens



Tips for Selecting a Tennis Net

Factors to consider when selecting a net for your outdoor court include climate, frequency of use, the length of your playing season, the type of court surface, and desired match playing characteristics.

Courts in harsh climates with heavy usage or long playing seasons demand long-lasting, easy-to-maintain nets. Durable, long-lasting nets are made with braided net cord and include double-the-mesh at the top six rows, side pockets for fiberglass dowels (to help hold the net taut) and vinyl-coated steel cables. Braided nets outperform twisted nets: They are stronger than twisted nets, and because they absorb more energy, when a tennis ball hits a braided net, it drops instead of rebounding off it. Polyethylene or polyester make excellent net materials – each weathers well and is UV-radiation resistant.

Court surface type and desired match playing characteristics help determine what tennis net headband is most appropriate. Tennis net headbands are usually vinyl or polyester duck, often with double layers and 4 rows of lock stitching to hold the layers together. Nets with polyester duck headbands are better for hard courts than for soft courts, because soft-court surface material can easily stick to and stain the polyester fabric. Vinyl net headbands are more appropriate for soft courts, because vinyl is easier to clean and more dirt-resistant than polyester. However, the match playing characteristics you desire for your court can also influence tennis net headband selection. Tennis balls are less likely to skid wildly off polyester duck net headbands because the material absorbs more energy than vinyl net headbands. Tennis balls tend to skid off vinyl tennis net headbands, increasing ball speed.

Tennis Net & Center Strap Recommendation



Munson, Inc. recommends outfitting or reappointing your court with a J.A. Cissel Tidyfit Net and Center Strap. The net includes a five-year warranty, a 3mm net body with the top six rows double-hand-knotted, a tapered bottom for a tailored look (42-inches high at the ends and 36-inches in the center), a double-layer, polyester duck net headband, and a flexi-loop cable, which prevents cable damage, extends cable life, and provides for easy take-up.

<u>ITEM</u>	<u>WARRANTY</u>	<u>UNIT</u>	<u>PRICE</u>
Cissel Tidyfit Net	5 Year Warranty	Each	\$231.84
Net Center Strap	N/A	Each	\$ 13.89

Call Munson, Inc. for help with outfitting or reappointing your tennis court: 800.236.0340



Munson, Inc. recommends outfitting or reappointing your court with American Tennis Accessories heavy gauge square steel net post systems. These strong posts include welded steel lacing rods and are covered with durable, baked-on, black or green polyester coatings, which are highly resistant to mildew, UV-radiation, and salt corrosion. An internal head and gear mechanism includes only two moving parts and is housed within an aluminum head – 100% rust-, weather-, and jam-proof.

<u>ITEM</u>	<u>WARRANTY</u>	<u>UNIT</u>	<u>PRICE</u>
3-inch Post (post only)	3 Year Warranty	Pair	\$294.40
Sleeves (sleeves only)	N/A	Pair	\$ 55.20
Sleeve Covers	N/A	Pair	\$ 36.80
Center Anchor	N/A	Each	\$ 13.34
Net Post Set (includes posts, sleeves, and center anchor)	3 Year Warranty	Pair	\$340.40

Tips for Selecting a Tennis Court Windscreen

Windscreens provide both functional and aesthetic benefits when added to your tennis court. They create a dark backdrop against which players can better see and react to ball movement. They serve to break up gusting winds and allow even airflow and consistent playing conditions. They provide privacy and help to minimize outside-the-court distractions. They improve court appearance, support facility brand awareness or school/community spirit (when facility or school or community logos are imprinted on the windscreen), and enhance the playing experience by providing a consistent background and color.

Factors to consider when selecting windscreens for your tennis facility include climate (wind-gust characteristics), fence integrity, and aesthetics. Most windscreen materials do an adequate job of breaking up gusting winds. But how dense of a windscreen can be installed at a court is based on wind-gust characteristics and the structural integrity of the court fencing. Work with your tennis court or fencing professional to ensure windscreen density will not damage the court fencing when strong winds gust occur. For almost all courts, Munson, Inc. recommends nine-foot windscreens with anti-billow tabs and 6-inch by twelve-inch openings placed 5- to 10-feet apart. Six-foot windscreens generally do not look as attractive, or reduce wind as well, as nine-foot windscreens. Enhanced playing experience and improved tennis facility appearance are well worth the additional cost of selecting nine-foot windscreens over six-foot windscreens. Six-foot windscreens should only be used for facilities located in areas with strong-wind-gust characteristics, which can destroy fences with nine-foot windscreens attached.

Munson, Inc. counsels outfitting or reappointing your court with J.A. Cissel windscreens. Cissel's Pro-Screen series is the best performing windscreen available and includes a centered, five-foot high strip of solid vinyl for maximum ball visibility and wind control and two-foot top and bottom strips of open-weave, vinyl-coated polyester for optimal airflow. Its Royal Open Mesh series, made of 10-ounce, vinyl-coated polyester, is the most durable windscreen available. Its Royal Closed Mesh series windscreen is also highly-durable; wind-gust and fence-strength consideration is vital before installing any closed-mesh windscreen system. Its Mastershade series is a durable, low-cost windscreening alternative to the custom windscreen series described above.

<u>ITEM</u>	<u>WARRANTY</u>	<u>UNIT</u>	<u>PRICE</u>
Proscreen series	3 Year Warranty	Square-foot	\$ 1.34
Royal Open Mesh	3 Year Warranty	Square-foot	\$ 1.01
Royal Closed Mesh	3 Year Warranty	Square-foot	\$ 1.16
Mastershade (9' x 120')	3 Year Warranty	Roll	\$364.32

Contact us for pricing on six-foot windscreen options.



Call Munson, Inc. for help with outfitting or reappointing your tennis court: 800.236.0340