



CASE STUDIES

Thousands of bunkers around the world, including many of golf's top 100 courses, have successfully been built or renovated with Capillary Concrete. On top of drastically improving the playability of bunkers, our clients experience significant maintenance savings and +35% ROIs.

DESERT MOUNTAIN GOLF CLUB

Background

Desert Mountain offers the world's largest collection of private, Jack Nicklaus Signature Golf Courses, and one distinct par 54 championship course, No. 7 at Desert Mountain, one of only two such rated courses in the country. Desert Mountain defines golf like no other. Nowhere can you find a collection of courses that will keep players uniquely challenged in every round. The club saw a **need to enhance both the playability and consistency** of their bunkers on all their courses, but also to reduce maintenance costs in terms of tilling, raking and repairing damages after heavy rain events.



Club - Desert Mountain Golf Club

Location - Scottsdale, Arizona

Representatives - Shawn Emerson & Kenton Brunson

Capillary Concrete Installation - Four out of seven courses installed between 2017 and 2019 (Apache, Renegade, Chiricahua and No. 7)



Approach

After researching different options for bunker construction, the club quickly decided to go with the market leader. Capillary Concrete is currently installed on four of the seven unique courses with more to come. Kenton Brunson, Superintendent of Golf Course Operations, expresses how **“Capillary Concrete is absolutely essential as it has drastically and positively impacted our operation”**. He further expresses how **“shovels used to be a part of our daily bunker maintenance, and it isn't anymore”**.

Result Highlights



38%

Return on Investment



2,300

Man hours saved per year



2.5 years

Payback time on a product that last for decades



\$44,000

Saved per year, including man hours saved & sand replacement costs

Results – Expressed by Shawn Emerson, Director of Agronomy

After installing Capillary Concrete, **we saw overnight savings in labor costs.** We used to till our bunkers five times per week and now we only do it once a week on the courses with Capillary Concrete installed, and instead of raking all bunkers, our staff can go out and spot rake for a few hours. After heavy rain storms, **we spend 5 rather than 50 hours on repairing our bunkers,** and this has a significant effect on our team morale. We used to receive more bunker complaints than the greens, however, after the installation of Capillary Concrete the complaints have disappeared and so has my headache. Members now ask why No. 7, Renegade, Apache & Chiricahua are able to open faster than any other courses. **We have not had one single member say that our bunkers are too soft.**



CapillaryConcrete

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HORSESHOE BAY RESORT

Background

Horseshoe Bay Resort is home to three award-winning golf courses (Slick Rock, Apple Rock, Ram Rock) all designed by Robert Trent Jones, Sr., as well as a Jack Nicklaus Signature course (Summit Rock) which was named "Best New Course in America" by Golf Digest, offering its members the ultimate golfing experience. Horseshoe Bay Resort was named as one of "America's Best Golf Resorts" by Golf Magazine and is featured annually in the "50 Best Courses in Texas". Horseshoe Bay Resort is the consummate Texas golf destination.



HORSESHOE BAY RESORT
TEXAS HILL COUNTRY

Club - Horseshoe Bay Resort

Location - Horseshoe Bay, Texas

Representatives - Rey Gomez

Capillary Concrete Installation - Two out of Four Courses installed with Capillary Concrete, Apple Rock and Summit Rock from 2018. The additional courses will be installed with Capillary Concrete in the future.



Approach

After having a fabric liner installed the Club realized that its deterioration made for a lengthy process to repair bunkers after rain events, and therefore decided to install Capillary Concrete after researching different solutions. **"Capillary Concrete holds the sand in place so that we do not have to spend hundreds of man hours moving sand in bunkers. This has allowed for our labor to be focused on other projects", says Rey Gomez, Superintendent.** "The fact that we are not having to constantly repair the fabric in the bunkers and the amount of material and man hours the Club has seen an instant reduction of

Result Highlights



48%

Return on Investment



2,000

Man hours saved per year



2.1 years

Payback time on a product that last for decades



\$56,000

Saved per year, including man hours saved & sand replacement costs

Results – Expressed by Rey Gomez

Capillary Concrete was very easy to install and was able to be shaped perfectly within our bunkers. The entire process was much easier than expected. **If I only had one thing to say about Capillary Concrete is would be just in labor savings alone IT MAKES SENSE.**

I am also very impressed by how well Capillary Concrete drains after a large rain event. It has a vacuum effect and drains very quickly. Our team moral has improved knowing that they won't have to shovel or push sand around after a large rain event. Most importantly, our Members enjoy the consistency of the bunkers as they notice a difference in the playability and consistency of sand depths. **When we renovate the bunkers on the other courses they will include Capillary Concrete because of our fantastic results we have experienced.**



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