Frenzied calls from golf course superintendents desperately seeking bentgrass sod for greens and tees is an annual spring rite at the American Sod Producers Association in Rolling Meadows, Ill.

ASPA Executive Director Doug Fender said, "We get frantic calls every spring for sod for greens and tees. Their (superintendents') members are screaming because the greens are in bad shape, and their jobs are on the line if they don't correct the situation. They need bentgrass ... especially in the northern climates but in the South, too."

"Typically when they have a need it's a serious need," Fender said. "Many superintendents try to grow small supplies of their own, but oftentimes that is not enough."

ASPA has 575 to 600 sod-producer members from all points of the country, and they handle both the production and

<table>
<thead>
<tr>
<th>Company</th>
<th>Region Served</th>
<th>Type Bentgrass</th>
<th>Type of Soil Grown In</th>
<th>Cost/Sq.Yd.</th>
<th>Refrigerated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maine Turf Co.</td>
<td>Northern New England</td>
<td>Penncross</td>
<td>Sandy loam</td>
<td>N/A</td>
<td>No</td>
</tr>
<tr>
<td>Dunn's Rock Turf Farm</td>
<td>Southeast</td>
<td>Cert. Penncross Creeping</td>
<td>Sand</td>
<td>$6.75 FOB</td>
<td>Yes</td>
</tr>
<tr>
<td>Huber Ranch Sod Nursery, Inc.</td>
<td>Midwest</td>
<td>Penncross Creeping</td>
<td>75% sand medium</td>
<td>$2.50 FOB</td>
<td>Yes</td>
</tr>
<tr>
<td>B&amp;E Sod Nursery</td>
<td>Eastern 2/3 of U.S.</td>
<td>Penncross; PennEagle</td>
<td>Sandy loam</td>
<td>$2.50 FOB</td>
<td>Yes</td>
</tr>
<tr>
<td>Andover Farms, Inc.</td>
<td>Mid-Atlantic</td>
<td>Penncross Creeping</td>
<td>Loam</td>
<td>N/A</td>
<td>Yes</td>
</tr>
<tr>
<td>Delta Bluegrass Co.</td>
<td>California</td>
<td>Penncross</td>
<td>Sand and Peat</td>
<td>N/A</td>
<td>No</td>
</tr>
<tr>
<td>Comly's Turf Farm, Inc.</td>
<td>Northeast</td>
<td>Penncross; PennEagle</td>
<td>Native and sand</td>
<td>N/A</td>
<td>No</td>
</tr>
<tr>
<td>Thomas Bros. Grass Co.</td>
<td>Mid-South; Southwest</td>
<td>Penncross</td>
<td>Sand</td>
<td>$5.50 FOB</td>
<td>No</td>
</tr>
<tr>
<td>United Turf</td>
<td>Eastern U.S.</td>
<td>Penncross</td>
<td>80-20% sterilized mix</td>
<td>$10 FOB</td>
<td>Yes</td>
</tr>
<tr>
<td>Washington County Turf Farms</td>
<td>Northeast</td>
<td>Penncross; South Shore;</td>
<td>Providence</td>
<td>N/A</td>
<td>No</td>
</tr>
<tr>
<td>Winding Brook Turf Farm, Inc.</td>
<td>New England; Eastern N.Y.; Northern N.Y.</td>
<td>Penncross</td>
<td>Sandy loam</td>
<td>N/A</td>
<td>No</td>
</tr>
<tr>
<td>Foster Turf Products</td>
<td>Nationwide</td>
<td>Penncross</td>
<td>Sand</td>
<td>$6.75 FOB</td>
<td>Yes</td>
</tr>
<tr>
<td>Nauman Sod Farms</td>
<td>Midwest</td>
<td>Penncross</td>
<td>Sand</td>
<td>N/A</td>
<td>No</td>
</tr>
<tr>
<td>Turf Mountain Sod</td>
<td>Western N.C.; Upper S.C.</td>
<td>Penncross</td>
<td>Sandy loam</td>
<td>$6.50 FOB</td>
<td>No</td>
</tr>
<tr>
<td>Tuckahoe Turf Farms, Inc.</td>
<td>Northeast</td>
<td>Penncross</td>
<td>Sand or Sandy loam</td>
<td>$3.33 FOB</td>
<td>No</td>
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<tr>
<td>Kidwell Turf Farms, Inc.</td>
<td>Mid-Atlantic; Southeast</td>
<td>Penncross</td>
<td>USGA spec. mix</td>
<td>N/A</td>
<td>Yes</td>
</tr>
<tr>
<td>Reddi-Green Turf Farms</td>
<td>Southwestern Pa.</td>
<td>Penncross</td>
<td>Partially modified soil</td>
<td>$3.60</td>
<td>No</td>
</tr>
</tbody>
</table>
ASPA will direct sod inquiries

The American Sod Producers Association has agreed that readers may write (no calls, please) and request the names and contact persons of sod growers by state or states and ASPA will send them a computer list of those producers.

"Some superintendents will be knowledgeable enough to not only say 'I want bluegrass' but to say 'I want "X" brand of bluegrass.' We know only the types of grass a producer grows, not the brand within that variety. But we will provide contact information," said ASPA's Doug Fender.

ASPA's address is 1855-A Hicks Road, Rolling Meadows, IL 60008.

He said 200 miles is "the peak-end average of how far sod can be shipped. "Some companies will ship it further but the combination of cost (because of the weight) and that it starts to decay ... limits this option."

After the sod is harvested, you have 12 to 48 hours to laying it in the ground. The distance factor can be beat if the sod producer can hire refrigerated trucks.

"Foster Turf of La Quinta, Calif., shipped 130,000 square feet (about three acres) of bentgrass aboard 18 refrigerated trailer trucks to the Tanglewood Park course in Clemens, N.C. — a three-day trip."

Jeff Cole, Foster's marketing director, said the trucks are normally used to transport produce and therefore were equipped with vacuum chambers that can reduce the temperature of the product to basically whatever you desire.

"We wanted the sod at 40 degrees," Cole said. "Our ground temperature is 80-85 degrees. If we harvest that, it's still going to take a long time for the sod to go down in temperature, so it isn't nearly as fresh using a truck that's only refrigerated as it is if you put it in a vacuum chamber."

"We're seeing more and more mixtures and blends (of different types of grasses) in sod," said ASPA's Fender. "People are also experimenting broadly with all kinds of mediums for planting grass. An outfit in..."

Contact Person Phone

Tom Albert 207-697-3555
Steve Okula 704-884-4290
John Huber 219-552-0352
Dale Habenicht 815-472-2364
Chris Adkins 301-928-3253
Edward Zuckerman 209-666-8555
Rich Morrison 215-508-7155
Mark Thomas 615-433-0016
Gary Lucks 919-491-8561
David Wallace 401-789-8177
Alan Anderson 203-529-4869
Jeff Cole 619-399-1222
Toon Nauman 319-386-5775
Fred Pittillo 704-685-3642
Skip Doubel 800-245-7582
Jack Kidwell 800-733-7170
Ted Thompson 412-961-0238

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Hyundai

Continued from page 1

a utility vehicle it hopes to introduce at the end of 1990.

Finding a distributor is a key to Hyundai’s future in the United States.

“Our dealership is open to anybody,” Um said. “We don’t have any specific agreement with John Deere or anyone else.” But he said no dealers have been ruled out either.

He did, however, mix the idea of using Hyundai auto dealerships to sell the golf car. The golf community and car dealers are too different,” he said. “They’re quite distinguishable. It wouldn’t work.”

A Hyundai official in New Jersey mistakenly reported in January that the car would be introduced in the second quarter of this year. The company’s Chicago officials in February moved that date to the third quarter of the year, but reported that the car already was being sold in Korea.

A senior manager in the Chicago office said Hyundai would concentrate on selling in Korea until it was ready to distribute in the United States.

Now Um says sales in Korea are going “pretty well.”

“Actually in Korea the situation is quite different,” he said. “They haven’t had any golf cars; they’ve used personal caddies.”

Hyundai’s golf cars, then, came onto the marketplace at a good time, he said.

He said that for the car, which for the foreseeable future will be built in Seoul, Korea, is a source of pride for his company.

“We took the most advantage of things from other golf cars and put them into ours,” he said. “We’re very proud of our design interior and appearance, and we’re proud of its comfort, its smooth ride.”

He said the Hyundai car is quiet, has good “climability” and will be competitively priced.

“We’ll start advertising it probably in October,” he said.

Ron Rogginger, vice president of Backer, Spielvogel, Bates Inc. in Irvine, Calif., said his firm has a verbal commitment to handle advertising for Hyundai Precision.

France is using wood fiber. Others have tried peanut shells.

“Several guys are experimenting to grow it faster, and with containerized growing. Those are beyond the experimental stages but not in wholesale distribution.”

Fender said about 20% of the country’s sod growers lay their product, and those that do “may not want to take on a golf course — it’s so big.”

“Eighty percent is sold to landscape contractors who install it, and most sod growers feel they would be competing with their best customers (if they laid it),” he said. “Some, however, are making installation an option in the bidding process.”