Golf Summit '92, Oct. 21-23 in Orlando, will assess the state of the game and the business of golf.

GCSAA to conduct exclusive research
Withdraws funding slated for USGA

By MARK LESLIE
The Golf Course Superintendents Association of America has withdrawn financial support from United States Golf Association research programs, and is launching its own research projects.

Jim Snow, national director of the USGA Green Section, said: "The GCSAA couldn't do its research without withdrawing funding from our program. They didn't pull out leaving us in the lurch... It wasn't a total surprise to me. They've expressed interest in doing some of these things for some time."

Saying that "in the end it won't affect what we do," Snow added: "In reality, more work will get done. I'm anxious to see the results of their work. We need all the information we can get."

USGA President Stuart Bloch said that although he did not like losing the funding, "I think it will work out in the end it won't affect what we do,"

Environmental liability issue on finance front

By PETER BLAIS
Fleet Financial Group Inc. recently became the first major bank in the country to require nearly all major commercial real estate lenders to obtain environmental liability insurance before getting a loan, a move likely to be followed by other financial institutions that could add thousands of dollars to the cost of a golf course development.

The Providence, R.I.-based firm instituted the new policy for any loan of $1 million or more to protect the bank from having to clean up pollution on foreclosed properties.

The bank estimates a standard, $2 million policy will cost $10,000 to $15,000 with a $10,000 deductible for three years of coverage. After the initial period, the policy must be renewed annually as long as the loan is in effect.

Lenders have required such insurance on occasional golf projects in the past, but this is the first major such move in the country.

Ransomes America working to sort out consumer confusion

By HAL PHILLIPS
MINNEAPOLIS—Different names, different colors, different sets of distributors, different directions.

Cushman Inc., Steiner Turf Equipment and Brouwer Turf Equipment have all come under the Ransomes America Corp. umbrella since 1988. Not surprisingly, the last four years have brought a measure of consumer confusion in terms of name recognition and distribution logistics.

Yet when members of the golf course industry meet in Anaheim this winter, Ransomes hopes to sort out consumer confusion by having a corporate brand identity by the 1993 GCSAA Show in Anaheim.

"Our goal is to have a corporate brand identity by the 1993 GCSAA Show in Anaheim."
— Irv Aal, president, Ransomes America