A USGA agronomist believes comparing courses by weight distribution in search of the perfect cut is "ludicrous." One superintendent has beaten a poa annua problem by overseeding with bentgrass.

Manufacturers are adding blades and tinkering with weight distribution in search of the perfect cut. 20

Impressions from the Asian marketplace

More than 50 different chemicals are used on golf courses to kill insects and weeds and rodents, and regulations of the use of those chemicals is almost nonexistent. The USGA is presently completing its own three-year study, but the bottom line seems to be that some course designers and some who maintain them will not behave unless there are new laws to require it.

Greens Mowers

Manufacturers are adding blades and tinkering with weight distribution in search of the perfect cut.

The Savvy Super: Of wash racks & blueprints

This month's Tour of Duty

Jack Nicklaus II is out to make his own name.

The golf boom has come to Vietnam.

American management firms eye Asia.

Marketing Idea of the Month

Member groups jump into Landmark fray.

American management firms eye Asia.

Greensmix incorporates two divisions.

The golf industry differs on trade policies

At odds with Clinton on Japanese tariffs.

Golf industry differs on trade policies

Golf industry differs on trade policies

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Harvey comment touches a nerve

By HAL PHILLIPS

WILMINGTON, N.C. — The golf industry is still reeling about a Paul Harvey radio report that condemned golf course maintenance practices as underregulated and irresponsible.

The syndicated report, issued by the venerable broadcaster on March 25, measured only 128 words in length (see text at left). But its effect on golf course industry members was felt across the nation.

"I became outraged upon listening to such nonsense, and such foolish accusations," wrote Gary Nokes in a letter to the editor (page 10). Nokes is superintendent at Bey Lea Municipal Golf Course in Tom's River, N.J. "I would like to show Mr. Harvey...

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Golf industry differs on trade policies

At odds with Clinton on Japanese tariffs

Fairly prevent the sale of U.S. goods in their country. He promised to try to change that, possibly by raising tariffs on Japanese goods sold here.

"We hate to see the administration bashing Japan. We don't want higher tariffs on them," Hays said.

The seed industry's major problems involve other Pacific Rim nations — primarily China, Australia and New Zealand, Hays said.

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Going with the flow

By MARK LESLIE

Lava: The substance of nightmares for golf course builders.

It rips up heavy machinery and adds mega-dollars to construction costs and months to timetables. It's so tough you sometimes have to blast it with dynamite. Tales about the hardened volcanic discharge are legendary.

• Some tell of bulldozers falling through hollow "lava tubes" to solid ground 10 feet below.

• Surveyors reportedly wear out a pair of boots every couple of weeks tromping through it.

• You could turn on a fire
Trade policy

Continued from page 1

explained.

U.S. seed producers have no
problem getting product into
China, a burgeoning market.

"The problem is they some-
times steal a variety and then sell
it back a few years later," Hays
said.

New Zealand and Australian
seed producers receive govern-
ment subsidies, giving them a
competitive advantage over their
unsubsidized American counter-
parts, he added.

American golf car makers have
never had problems getting into
the Japanese market. "There's
nothing: it's more open now than it's ever
been," the Club Car executive
said. Inman added he couldn't
speak for all members of the
manufacturers' group regarding
higher U.S. tariffs on Japanese
products to get the Asian country
to further open its doors.

"Personally, I don't think they
are a good idea," Inman said. "Tar-
iffs may have a place on some
occasions. But, in general, all they
do is encourage a lack of invest-
ment and the entrepreneurship
needed to be competitive in a glo-
bal economy.

"Anyone who doesn't think we
are in a global economy today just
isn't in the ballgame. Tariffs inevita-
ble lead to protectionism. And that's
just counterproductive."

American turf equipment
manufacturers don't meet the bar-
riers in Japan that producers of
generic products like steel or food
do, said international marketing
consultant Clark Staples, former
ternational marketing services
director of turf products with
Cushman-Ryan/Ransomes
America Corp.

"U.S. golf equipment is the
equipment of choice there. The
Japanese view golf as an Ameri-
can game and buy American equip-
ment," Staples said.

Japanese manufacturers have
copied most American turf equip-
ment, Staples said. Japan-based
companies like Baroness and
Ransomes have sold turf prod-
ucts in the United States through
American distributors like
Brower and Bunton, he noted.

Japanese manufacturers have no
advantage over companies like
Ransomes, Jacobsen or Toro when
turing to sell in Japan, he
assured.

"What it all comes down to in
Japan is distribution," Staples said.
"If you have good distributors you
will do well."

While on a professional level
Staples seen no need for higher tar-
iffs on golf products. America's $1
billion weekly trade deficit with Ja-
pan bothers him on a personal level.

"I favor some equalization to
make [overall] trade fairer," he
said. "The Japanese should be
buying some of our beef, steel or
something to lower the trade defi-
cit. We need more free trade in
golf equipment."

Chemical manufacturers report
some problems in the Japanese
registration process.

"We haven't done any formal
studies, but we have received
some anecdotal information," said
John McCarthy, vice president of
science and registry affairs with
the National Agricultural Chemi-
icals Association, an industr trade
group.

"Foreign companies must get
their products approved for use in
Japan. Japanese companies seem
to have an easier time getting ap-
proval than U.S. manufacturers.

"A number of years ago the Japa-
nese required that all testing be
done there. With the help of the
State Department, we got that
waived."

Faul Grosh, sales manager of
Lebanon Turf Products profes-
sional group, said his company
unsuccessfully tried to register a
fertilizer in Japan 18 months ago.

"We didn't have a whole lot of
luck. We would be interested in
marketing products there, but our
first experience wasn't very posi-
tive," he said.

Neogen acquisition

Continued from page 43

present and semiquantitate the
pathogen load.

The Reveal diagnostic kits, used
predominantly by golf course su-
perintendents, are used to detect
fungal diseases of turf including
pythium blight, brown patch and
dollar spot. The kit is designed to
complement Neogen's
EnviroCaster, which superinten-
dents can use to monitor environ-
mental conditions and predict the
onset of plant diseases and insect
emergence.

For more information on the
acquisition and other Neogen
products, call 1-800-254-5333.

CIRCLE #144

Now you can keep your ongoing battle against turf disease from becoming an unending one.

Fighting turf disease can be a vicious circle. As soon as one fairly is cured, another outbreak is bound to appear.

That's why many of today's top superintendents are tank-mixing Banner with an effective contact fungicide like Daconil 2787 Flowable.

It allows them to use the most economical rates for the prevailing disease conditions. And its dual mode of action fights disease both inside and outside the plant.

Which doesn't just make turf disease go away. It makes it stay away.

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