**Truce!**

**Soil labs & USGA settle differences**

**By MARK LESLIE**

FEDS SEEK GREEN INDUSTRY COOPERATION WITH NEW PESTICIDE STEWARDSHIP VENTURE

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Legal showdown at California ranch.

**Owners buy into group purchasing**

**By PETER BLAIS**

**COURSE MAINTENANCE**

PG Tour honors supers at TPC operations...15

Troubling research unveils high leach rates...24

**COURSE DEVELOPMENT**

PGA Tour honors supers at TPC operations...15

**COURSE MANAGEMENT**

Conference highlights Asian opportunities...3

NGC and Cobblestone join forces...53

**SUPPLIER BUSINESS**

Miles becomes Bayer; Legacy alliance update...61

Great White Shark stalks the turf market...62

What's new in the marketplace...66

**EPA puts product approval on fast track?**

**By MARK LESLIE**

WASHINGTON, D.C. — The Environmental Protection Agency's (EPA) new Biopesticides and Pollution Prevention Division, created in November to speed up registration of biological pesticides, is accomplishing the task, according to spokeswoman Anne Leslie.

A chemist and turf industry liaison with the EPA, Leslie said that in the division's first three months, three new active ingredients were registered and registration actions had been completed on three others. Historically, it has taken three to five years to approve an active ingredient for use, she said.

"The EPA is committed to expediting registration of safer pest control products," Leslie told an audience at the International Golf Course Conference and Show in San Francisco. She explained that for chemical pesticides, the EPA has initiated a priority set of procedures to hasten approval, while the new division was created to deal with biological pesticides.

In the case of chemical pesticides, "registrants can make an argument as to why registration should be expedited," Leslie said.

**Brauer to assume ASGCA presidency**

**By MARK LESLIE**

SCOTLAND — When the American Society of Golf Course Architects (ASGCA) meets here in April on the eve of its 50th anniversary, a week of travel and meetings will be climaxed with the passing of the gavel to a new president — Jeffrey Brauer.

Already, Brauer's sights are set on April 1996 when the society holds its golden anniversary at the hallowed greens and fairways of Pinehurst, N.C.

Questioned about his objectives, the president of GolfScapes in Arlington, Texas, answered: "I will begin to play on the 50th anniversary theme. In my view, while the challenges of golf course architecture are certainly significant today, with the environment and the financing, I think the challenges have always been there throughout the 50 years of the society. I think the top architects have met those challenges in the past and I'm certain will meet them in the future."

Golf Course News: What have those challenges been?

Jeffrey Brauer: Historically, if you look at the '40s, there wasn't any qualification, but then the '50s, with the beer pong..."
Smart Buy
Continued from page 1

nies, Smithco and Bel-Air Turf Products are the latest exclusive suppliers to join the program.

CNA's new Golf Course Advantage Partnership was developed specifically for public and semiprivate golf course owners. The program covers most special course insurance needs such as golf course property, golf course extension endorsement, liquor, pesticide/herbicide, and directors and officers liabilities. Pollution liability coverage is also available with the transportation of designated pollutants endorsement. The CNA program recognizes that green fees vary from course to course, although rounds remain fairly consistent. To accommodate this difference, credits will be given to general liability rates as green fees increase per round. Referred to as an equitable rating adjustment, NGCOA identified it as one of the program's greatest benefits.

Golf Course Advantage Partnership participants are part of a pool of other courses. If claims are minimal, a portion of the premium is returned to participating course owners.

"Historically, CNA has been very aggressive with this sort of association program," said NGCOA Executive Director Mike Hughes. "Some consider its agent network to be the finest in the business. That and their experience in the golf course industry is why we selected them."

Smithco and Bel-Air were readying to come aboard the Smart Buy program as of mid-March. Smithco was set to offer NGCOA members a significant discount on its electric bunker rake, one of the most-talked about items on display during the recent Golf Course Superintendents Association of America International Conference and Show, as well as its other turf management hardware (see page 61).

Bel-Air of Leeds, Ala., markets remanufactured turf equipment, reconditioned mowers and Cushman turf equipment primarily, according to NGCOA Director of Purchasing Mike Tinkey.

"We've tested their products and found them to be very reliable," Tinkey said. "And they offer an extended warranty."

Other preferred suppliers in the Smart Buy program include:

- NaBanco - credit card processing
- Yamaha Manufacturing - golf cars
- AgResources - grass seed
- CNA's Golf Course Advantage Program - long-distance telephone service
- Page & Addison P.C. - legal services
- Athletic's Edge - private-label golf shirts
- On In Two Publications - scorecards and yardage books

"An 18-hole club can save the cost of its annual membership ($825) with a single purchase from just about any of the suppliers," Tinkey said. "Shirts, for instance, are discounted as much as 40 percent. With a minimum order of 150, that's a savings of $450 to $600.

"With Yamaha, you negotiate your best deal with the distributor for an Ultima, send the invoice to the NGCOA office and get a $50 rebate per car. That's $3,000 to $4,000 for a 60-80-car fleet. Even with just 10 cars that's $500."

The Smart Buy program is limited to NGCOA members. For more information, contact 803-881-7736.

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