

BRIEFS

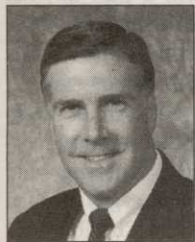


KANGAROO GAINS MARKETING CHIEF

COLUMBUS, N.C. — Kangaroo Motorcaddies has named Thomas Curtin as its new sales/marketing manager. Curtin has moved from Atlanta where he worked in marketing and sales for a national distributor of camping and hiking equipment. Curtin has assumed the role of national sales manager, and will be working on various marketing efforts, including the design and promotion of the Kangaroo web site (www.kangarogolf.com).

KELLY NAMED MID-ATLANTIC PRES

COLLEGEVILLE, Pa. — Joseph A. Kelly Jr. has been named president of Mid-Atlantic Equipment Corp., a leading East Coast distributor of golf cars



Joseph Kelly Jr.

and industrial utility vehicles, specializing in E-Z-GO and Yamaha products. Former President John Clough will become chairman of the board. Headquartered in suburban Philadelphia, Mid-Atlantic Equipment has additional facilities in Gaithersburg, Md., Stuart, Fla., and Richmond, Va.

HERMAN TO LEAD HANCOR

FINDLAY, Ohio — Dail Herman has been named Hancor Inc.'s new president. Herman was most recently chairman, president and CEO of AutoStyle Plastics, Inc., of Grand Rapids, Mich. Prior to joining AutoStyle, he spent 16 years with the General Electric Company serving several divisions.



Dail Herman

SOSTRAM PRODUCT EARNS EPA NOD

ATLANTA, Ga. — Echo 720 Turf and Ornamental Chlorothalonil Fungicide, a product of Sostram Corp., has received final Environmental Protection Agency (EPA) registration and approval for the state of California. This broad spectrum contact fungicide provides excellent disease control on a vast variety of turfgrass and ornamental plantings. For more information, write Sostram Corp. at 70 Mansell Ct., Suite 230, Roswell, Ga. 30076.

Alternative spike industry getting complicated

By HAL PHILLIPS

ORLANDO — Add another high-profile facility to the list of those that have banned metal spikes. While you're at it, add to the alternative-spike universe another manufacturer, a strategic alliance and a lawsuit.

Philadelphia-based EPP, Inc. introduced its "Green Keeper" line of plastic cleats here at the PGA Merchandise Show in January and at the Golf Course Superintendents Association of America (GCSAA) show in February. According to EPP Vice President for Sales and Marketing Matt Spinelli, Green Keepers are designed to last up to 40 rounds. They also feature a self-locking thread design, reducing the possibility of the cleat backing out.

"We designed this cleat especially for the avid golfer faced with pressure from

many courses to preserve putting surfaces by wearing spikeless cleats," said Spinelli.

Across town from the PGA Merchandise Show, Grand Cypress Resort — one

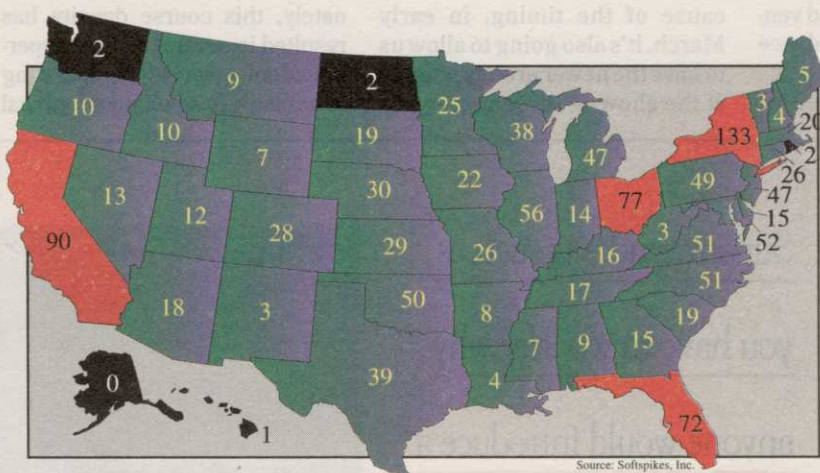
the time being, staff members will replace guests' spikes at no charge.

More than 1,300 courses nationwide have banned metal spikes from their premises (see chart). Grand Cypress is the 72nd course to make the move in Florida. New York leads the nation with 133 spikeless facilities.

"Because of the quality levels we try to maintain at the resort, our heights of cut on the putting surfaces are very low," said Tom Alex, director of golf maintenance at Grand Cypress. "That cut with conventional golf shoes promotes spike marks. Going to spikeless shoes, we anticipate smoother putting surfaces that will allow for more consistent putting."

There was a time, not long ago, when

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The map above shows how many courses have banned metal spikes in each state.

of the busiest course facilities in Florida — illustrated the pressure to which Spinelli referred. Grand Cypress banned metal spikes beginning March 15. For

Burning ban could put bluegrass growers out of business

By BOB SPIWAK

OLYMPIA, Wash. — A Washington Department of Ecology ruling which would eliminate burning of Kentucky bluegrass fields could have a severe impact on growers here. The ban, initiated last year, requires growers to reduce the number of acres burned by one-third each year, with a total ban by 1998.

Field burning has been the traditional way to eliminate post-harvest straw from

the fields, at the same time killing pests and diseases. Some growers maintain that the fires also promote new growth and better yields. Some 60,000 acres in Washington are affected.

Ironically, no such action is contemplated by the state of Idaho, which shares the Rathdrum Prairie with its Washington neighbor. Thus, an imaginary state line separates a 10,000-acre plain, with burning allowed east of the line, but not

west.

According to Linda Clovis, executive director of the Intermountain Grass Growers Association, the ban was instituted by then DOE Director Mary Riveland. Clovis maintains that when Washington Gov. Mike Lowry announced he would not seek re-election, Riveland arbitrarily imposed the ban, eliminating public notice and the normal public-hearing procedure. "She

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New England combines small shows into one

By HAL PHILLIPS

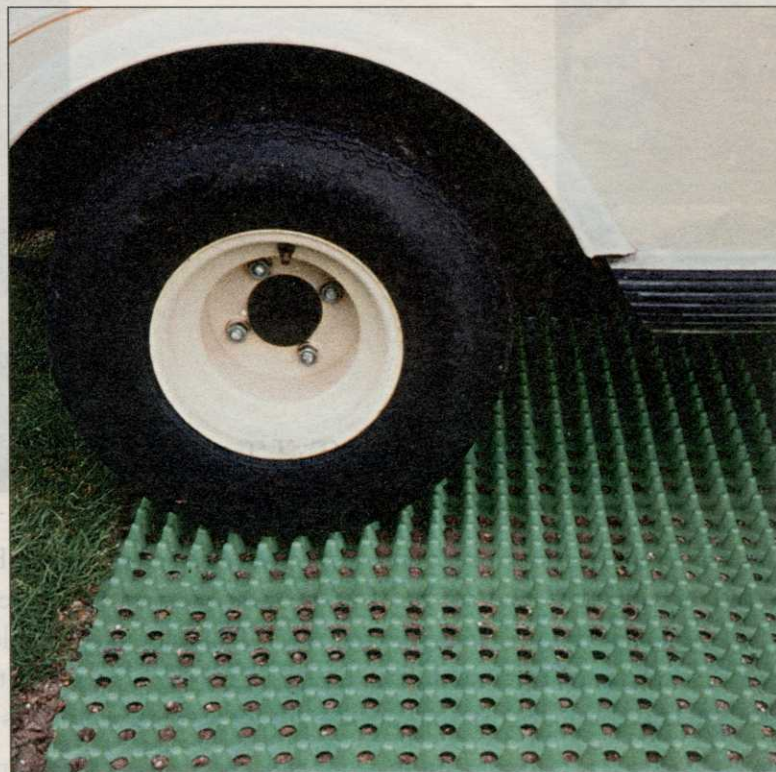
PROVIDENCE, R.I. — Industry firms that privately complain about an overabundance of trade shows, take heart: seven New England superintendent organizations have pooled their resources and pared the number of annual Northeast turf exhibitions by three.

The newly formed New England Turf Foundation — comprised of superintendent groups representing all six New England states, plus the New England Sports Turf Association and Mass Association of Lawn Care Applicators — will sponsor the New England Regional Turfgrass Conference and Trade Show here at the Rhode Island Convention Center, attached to the Westin Hotel, March 3-6, 1998.

This effort has, in theory, given New England superintendents more research fundraising clout while providing exhibitors access to more buyers in a single location.

"We all realized that we were splintering the market," said Richard DiRico, superintendent at Brae Burn Country Club in Newton, Mass., and president of the

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NEW PRODUCT OF THE MONTH

Livonia, Mich.-based G&A Products has introduced Kormat Root Protection, designed for turf areas around cart paths. With the Kormat system, car weight is supported by the Kormat matrix, preventing soil compaction. Kormat is easy to install, cost effective, and aesthetically pleasing. For more information, contact Kormat at 810-363-8905. For more new products see pages 58-59.

King names new national sales manager, sales associate

ST. CHARLES, Mo. — In a move aimed at doubling employment during 1997, King Safety Products has announced the appointments of Henry Witz as national sales manager of its retail division, and Katy King as sales associate.

Witz will lead King's expansion in the DIY market with safety sealed wire connectors, ergonomic tools, cable ties and wire lubricants. Witz was sales manager at Feit Electric

Company, national sales manager at Caltherm, Inc., and field sales manager at Klein Tools.

With the introduction of two new lines of twist-on wire connectors in 1996, King began to broaden its line to move closer to its goal of a "one-stop shopping" source of electrical items and related tools and supplies.

In other King news, King named Douglas D. Hemphill general manager.

Alternative spikes

Continued from page 53

the alternative-spike market was dominated by Bethesda, Md.-based Softspikes, Inc. Yet, competitors have materialized en masse. Indeed, EPP isn't the only manufacturer to enter the market this year.

Marlboro, Mass.-based MacNeill Engineering World-

wide — a veteran of the golf-spike business — also rolled out its alternative-spike models at the winter trade shows. Hoping to capitalize on the long-standing popularity of its Champ metal spike, MacNeill has unveiled the Champ Tred-Lite, complete with metal screw component. The Tred-Lite also features a metal flange, allowing replacement tools to grip metal instead of rubber or plastic.

With 65 years in the spike business, MacNeill enjoys long-standing relationships with many golf shoe manufacturers. The firm added another this winter: MacNeill will supply cleats to the new spikeless golf shoe from Etonic, which has recently embarked on an advertising campaign extolling the virtues of spikeless golf shoes.

Shoe manufacturers will soon play a pivotal role in the meting out of alternative-spike products. As spikeless shoes proliferate, players who have established footwear preferences will invariably be exposed to the spikes favored by various shoe companies.

Trisport, for example, a trading division of the British BI Group Ltd., supplies its Turf Mate plastic golf cleats to Foot-Joy.

The competition among shoe companies has always been fierce. And it appears the tensions have spilled over into the world of plastic cleats.

In late February, Softspikes filed a patent infringement lawsuit against Trisport. The Maryland firm is seeking an injunction against further infringement of its British patent (No. 2,266,223) and damages.

"It is critical to Softspikes, Inc. that we aggressively protect our intellectual property, as it is the lifeblood of our company," said Jon Hyman, chief executive officer of Softspikes, in a prepared statement. "We have made a significant investment in research and development to bring our cleats to the market. We also have made a considerable investment in obtaining patent protection covering our products. Therefore, we will aggressively protect our technology and our competitive position."

According to David Collins, chairman of Trisport, his firm has not yet been served with any proceedings. In a statement, Collins said Trisport is aware of the Softspikes patent and will "vigorously" pursue its revocation.

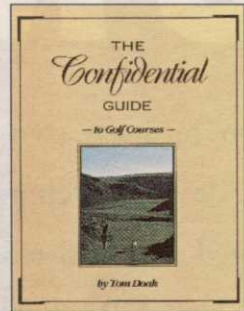
"Trisport will not allow a competitor to restrict Trisport's legitimate use of its own products and will take all action necessary to protect its advantage in the market," said Collins. "And in any case, the British patent obviously does not cover our activities in the U.S.A."

GOLF COURSE NEWS BOOKSHELF

The Confidential Guide to Golf Courses

By Tom Doak

Written in the inimitable style of *Golf Magazine's* golf course design editor, this book describes, uncovers and rates more than 1,000 courses worldwide that the author has visited and photographed.



With more than 180 four-color photographs, it might be the best collection of worldwide photos ever published. It starts with a "Gourmet's Choice" selection of 31 of Doak's personal favorites, each by a different designer, followed by brief reviews of

courses from Pebble Beach, Calif., to Kebo Valley, Maine, and from St. Andrews, Scotland, to Joondalup in Western Australia.

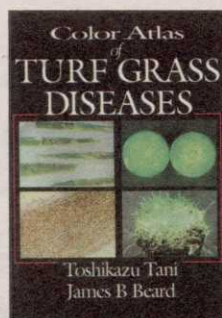
\$45.00, 400 pages, hardcover.

Color Atlas of Turfgrass Diseases on Golf Courses

By Dr. Toshikazu Tani

Contributing Author, Dr. James B. Beard

The *Color Atlas of Turfgrass Diseases on Golf Courses* presents more than 540 high-quality color photographs of all the major turfgrass diseases that occur on both warm- and cool-season grasses. It is international in scope. This book will likely become the standard color-guide to disease diagnosis and pathogen identification for golf course superintendents and turfgrass practitioners. No other book contains as many color photographs of this detail and quality. Helpful maps are included to assist in disease identification by providing geographical locations where each disease/pathogen is likely to occur. A unique feature of this easy-to-use field guide is that it also provides color photos of step-by-step guidance on diagnostic techniques for laboratory analysis which can be used by practitioners.



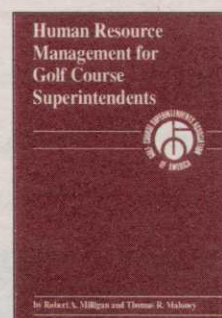
cur. A unique feature of this easy-to-use field guide is that it also provides color photos of step-by-step guidance on diagnostic techniques for laboratory analysis which can be used by practitioners.

\$79.95, Approx. 250 pages, hardcover.

Human Resource Management for Golf Course Superintendents

By Robert Milligan and Tom Maloney

This practical guide provides basic management principles and techniques which view people as the most important asset in golf course management. Five basic management functions are detailed throughout the book, using everyday situations to illustrate the key points.



Designed to serve as a quick reference, or as a self-teaching guide, *Human Resource Management for Golf Course Superintendents* features numerous techniques and practical examples.

Every aspect of management is covered. Learn how to improve your planning abilities, build leadership and communication skills, maximize employee performance, select and train new employees, avoid the mistakes that cause low morale and poor performance, and conduct employee performance evaluations.

Use of the methods and principles presented in this book will ensure the effective management and operation of any golf facility.

\$34.95, 150 pages, hardcover.

Guide to Golf Course Irrigation System Design and Drainage

By Edward Pira

As a working reference or as a textbook, the *Guide to Golf Course Irrigation System Design and Drainage* covers every important aspect of the subject in an easy-to-understand format. It is perfect for the practicing turfgrass manager, superintendent, consultant, sales representative, and student. Used in numerous academic courses for years, this is the first commercially-available version of a perennial best-seller, and is completely revised with new exercises, practical examples, numerous new figures, and expanded sections covering a wide variety of irrigation system components. A hands-on manual, it guides



the reader through every phase of an irrigation program. Turfgrass managers and golf course superintendents will refer to this handy book often to plan effective irrigation systems, ensure appropriate capacity, easy installation, and practical operation and maintenance.

\$59.95, 400 pages, hardcover.

The Course Beautiful

By A.W. Tillinghast

This is a fascinating collection of original articles and photographs on golf course design by one of the masters. A prolific writer, Tillinghast delves into his philosophies on golf course design and maintenance, and his thoughts on what makes a championship course. It is loaded with vintage photographs and original Tillie sketches of such of his creations as San Francisco, Winged Foot and Baltusrol golf clubs.

\$34.95, 120 pages, hardcover.

The Captain — George C. Thomas Jr. and His Golf Architecture

By Geoff Shackelford

The creator of Riviera and Los Angeles country clubs and author of the classic book, *Golf Course Architecture in America, Its Strategy and Construction*, George Thomas has deeply affected the golf industry even since his death in 1932. Thomas worked on single projects with Donald Ross and A.W. Tillinghast, learned from friends Hugh Wilson and George Crump, and designed more than two dozen courses on his own. At the same time he was recognized worldwide for his books about and breeding of roses, his first love. Call him brilliant, or enigmatic, but in his last years his work was on a book about Pacific game fish. Shackelford reveals the man behind the work.

\$35.00, 207 pages, hardcover, limited edition of 1,200 copies.

Turfgrass Management Information Directory

By Dr. Keith Karnok

A 1,700-entry reference for turfgrass and green industry professionals, the *Turfgrass Management Information Directory* compiles the latest information and gives an at-your-fingertips list, complete with names, addresses and useful material you need every day.

The directory covers academic programs and key contacts, instructional resources including slide sets and videos, software and much more.

The section on related books provides a definitive guide to pertinent titles on diseases, weeds, insects, irrigation, pesticides and general information. Industry services such as diagnostic labs and soil-testing facilities are included.

A guide to green industry organizations gives addresses and contact names.

\$19.95, 115 pages, softcover.

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