ARTICLES

GOLFDOM SPEAKS OUT: VERDANT FAIRWAYS, DEWY GREENS AND . . . A MESSAGE FROM YOUR LOCAL GROCER / by Vincent J. Pastena 8

GOLF CO-OPS: A CASE STUDY golf professionals have expressed renewed interest in forming golf cooperatives. Charles Byrket, vice president of Carnoustie Products, Inc., shares his experiences in organizing a golf co-op among Indiana professionals / by the editors 28

THE VALUE ADDED TAX talk has centered around a new federal tax: the value added tax. Its affect on the golf industry are discussed, along with interest rates / by William Loomis 51

GOLF REACHES OUT handicaps in golf put everyone on an equal basis. But handicaps in life create second-class citizens. Golf is now being used to bring handicapped youngsters out of the darkness and into the light / by Jerry A. Olson 55

GOLF WITH A DASH OF SALT the great salt lake desert, a vast wasteland with only occasional intrusion by super-car buffs, now is the unlikely location for the Stanbury Park GC. The course's superintendent, an obvious voice of experience, offers some solutions when dealing with saline soil conditions / by Norm Graft 60

THE PRE-PLANNED COMMUNITY — GOLF'S NEW LAND OF OPPORTUNITY the most rapidly growing area of golf course construction is in residential communities — fairway living. This first of a two-part series examines land developers and their commitments to golf and the industry / by Jerry A. Olson 64

INSURE YOUR REVENUE the first article in this series explores the various types of insurance contracts that protect a club's valuable records and property / by John F. Gleason Jr. 72

DEPARTMENTS

NEWS OF THE INDUSTRY 85
PEOPLE IN THE NEWS 88
NEW PRODUCTS 89
LITERATURE 91
CLASSIFIED 92
ADVERTISER'S INDEX 94

VIEWPOINTS

GRAU'S ANSWERS TO TURF QUESTIONS / by Fred V. Grau 13
TURFGRASS RESEARCH REVIEW / by Dr. James B. Beard 17
SWINGING AROUND GOLF / by Herb Graffis 24

cover photograph of Snowmass, near Aspen, Colo., by David Hiser