The heart of any golf course is its greens, especially during the winter overseeding months. Greens are critical to a quality course. Yet, they're easily the most difficult part of the course to establish and maintain.

Since 1968, Northrup King research has led the way in solving this problem for Southern superintendents with Medalist Brand formulas— the best line of winter overseeding blends available. Medalist 5 is our latest breakthrough.

It's a carefully formulated and play-tested blend of improved fine-leaved perennial ryegrasses. In Medalist 5, Pennfine Perennial Ryegrass is combined with Eton, Pelo and Derby to give you rapid establishment, excellent mowing qualities, good transition characteristics and exceptional reliability.

If you have problems with the heart of your course (or aprons or tees), talk with your Northrup King man. He'll diagnose your problem and prescribe the right formula for your needs.

For more information, write: Medalist Brand Formulas, Northrup King Co., P. O. Box 959, Minneapolis, Minnesota 55440.
beverage employees.

The day's final events start at 7 p.m. with a reception for the club's allied associations. Dinner will be served at 7:30 p.m., followed by a speech from U.S. Rep. Barber Conable of Rochester, N.Y., the ranking Republican on the House Ways and Means Committee.

Saturday's program consists of two seminars beginning at 9 a.m. At one seminar, a group of property tax appraisers will show members how tax officials place a monetary figure on a club's land. The other seminar is a presentation by Joseph Hilger, a certified public accountant from Philadelphia, on developing information to forecast building costs and solve other financial needs.

A program for club members' wives will include a breakfast and tour of shops in Georgetown. The cost is $150 for representatives of clubs which are NCA members and $200 for nonmembers. The spouse program is an additional $75, regardless of NCA affiliation.

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Representatives can also choose to buy tickets for individual seminars and social functions. If this is done, the registration fee is $50 for members and $100 for nonmembers.

Further convention information can be obtained by writing the NCA at 1129 20th St., Washington, DC 20036 or by calling 202/466-8424.

First exposition for club managers

The Club Managers Association of American will hold its 51st annual conference and first annual exposition next February in Los Angeles.

The exhibits will be shown Monday through Wednesday, February 13-15. Wednesday evening has been designated "Suppliers Night," allowing suppliers to meet club managers on a personal basis.

The conference will be held February 14-17. Seminars will be held Tuesday, Wednesday, and Thursday mornings and the opening business session on Tuesday afternoon.

Australian firm wants sales agents

An Australian company which manufactures golf carts is looking for sales agents in the United States.

A number of models have been produced, including the Combi, which has a bag, seat, and carry-all. It is collapsible and can easily fit into the trunk of a car.

The carts will be sold through golf pro shops.

Persons may inquire about sales positions by writing Cyclops Industries Pty Ltd., P.O. Box 17, Leichhardt, New South Wales, Australia 2040.

A new line of golf accessories, which will be introduced at the International Sporting Goods Exposition October 1-4 in New York, will be sold by the Akro-Mils division of Myers Industries, Inc., of Akron, Ohio.

The firm has retained Al Simons, former president of Kent Sales and Manufacturing, Inc., a golf bag manufacturer, to develop and market new products.

Shamrock Golf Co. bought by designer

A group headed by golf club designer S.P. (Pat) Simmons has purchased Shamrock Golf Co., an Akron firm will make accessories

A new line of golf accessories, which will be introduced at the International Sporting Goods Exposition October 1-4 in New York, will be sold by the Akro-Mils division of Myers Industries, Inc., of Akron, Ohio.

The firm has retained Al Simons, former president of Kent Sales and Manufacturing, Inc., a golf bag manufacturer, to develop and market new products.

Simmons designed the Tiger Shark putter used by Chako Higuchi, who won the Ladies Professional Golfers Association and Colgate European tournaments. He will be president of the company.

Other officers will be Robert Nitta, secretary-treasurer, and C. H. Bills, vice president and general manager.

Simmons

Shamrock Golf Co.

A special rule allowing players to drop their balls out of cracks in the fairways created by the drought in California gives one an idea about course conditions at the 59th annual PGA Championship last month.

Yet Pebble Beach Golf Links General Manager Don Marshall maintained the course well enough to earn a "Citation of Performance" award from the Golf Course Superintendents Association of America. It is given for outstanding conditioning of a course for tournament play.

The state utilities commission gave Pebble Beach just 25 percent of its normal water allocation during the drought.
the week of the tournament because of the dry weather. Yet one metropolitan newspaper writer called the greens "superb" and the rough around the greens "high and lush."

Four other persons received the citations this year from the GCSAA. They are Les Snyder and Woodrow "Sonny" Faust, past and present superintendents at Southern Hills Country Club in Tulsa, site of the U.S. Open; Dennis R. Pelerene, Glen Abbey Golf Club, Oakville, Ont., site of the Canadian Open; and Steve Campbell, Aronimink Golf Club, Newtown, Pa., site of the U.S. Men's Amateur.

Snyder retired a year ago following a heart attack. He did some preparation for the 1977 U.S. Open and Faust, 31, became superintendent 9 months before the tournament.

Snyder has received the award three times, an accomplishment unsurpassed by any of the association's 4,300 members in its 50 years.

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**MANAGEMENT STUDY**

**Many women barred from management**

A study has concluded that the majority of women cannot find jobs, including management positions, because of insufficient demand and sex discrimination — and that education and training are "not enough" to overcome these handicaps.

Once these barriers are removed, however, by laws or labor shortages, women flow into management and other skilled positions "with amazing speed," the results show.

The study, done by Patricia Cayo Sexton for the U.S. Department of Labor, reaffirmed that women earn less than men even if their educational background is equal. One of the reasons pay remains lower is that women remain "committed, able, and steady workers" even if wages and incentives are poor.

But the study also threw a punch at the female sex. It claimed that even though men have dominated technology-related jobs, women are not pursuing these positions. Women make up half of the persons in vocational schools, but half are enrolled in home economics classes and another 25 percent in office practices.

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**TURF EQUIPMENT**

**Economy tractors renamed by maker**

When Engineering Products Co. of Waukesha, Wis., introduced its 7-horsepower machines in 1946, they truly were "Economy" tractors. Over the last 30 years, however, the machines have outgrown the name. Henceforth, they will be called Power King.

"Now, with the top of our 1978 line up to 18 horsepower and our smallest model a husky 12 horsepower, we feel the name Power King better reflects the size and capability of our products," explained President James Turner. "The Economy name will continue to be used in conjunction with Power King for the first year, until a complete transition is accomplished."

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**TURF CARE**

**Fungicide permit given to Rhodia**

A New Jersey company has obtained an experimental use permit for a new fungicide, Chipco 26019, designed to eradicate the turf diseases of dollar spot, brown patch, and helminthosporium.

The firm, Rhodia, Inc., said it expects to receive full registration by this fall to use Ronstar G, a herbicide which controls crabgrass, annual bluegrass, goosegrass, and a number of broadleaf and grassy weeds.

Florida officials have also approved the use of a second herbicide, Asulox. It controls crabgrass which grows out of St. Augustinegrass and Tifway 419 bermuda-grass on golf courses.

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**NEW COURSES**

**Public turns out for new course, car**

Did Greater Clevelanders really need another golf course or was it the lure of a new car that brought them to the first tee?

Probably the latter. About 375 golfers showed up August 20 at Euclid, Ohio's first municipal course after a local car dealer offered a new Vega for those who could ace the 190-yard 14th hole and an Astre for a hole-in-one on the 220-yard 17th hole.

No one drove home in either new compact, but the Briardale Greens course has been saturated with curious hackers at $3.50 per round since it opened Aug. 16 (persons 62 years and older pay $2.50). Nine more holes will open next spring.

The par 35, 3,150-yard course also has a driving range. The city, which is immediately east of Cleveland, decided to build the 126-acre facility after razing a low-cost housing project which had become dilapidated since its post-World War II construction.

The club pro is Tom Haase, former head pro at Pine Ridge Country Club in Wickliffe, another Cleveland suburb, and Glades Country Club in Naples, Fla. The architect was Dick LaConte of Jefferson, Ohio.

Estimated cost of the course is about $1 million, said John Urbanich, the city communications coordinator. All greens fees will be used for course upkeep, he said.

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**Golf-camper resort opens in Benton, Pa.**

A resort which combines an 18-hole golf course, fishing, and campsites for vacationers with recreational vehicles will be completed next summer in the small central Pennsylvania town of Benton.

The Mill Race Golf and Camping Resort, developed by former Golf Course Builders of America President Robert Vincent, has offered nine holes, about 125 campsites, and 22 acres of ponds...
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CONTRIBUTIONS

Hall of Fame sets donation programs

Persons may make financial contributions to the World Golf Hall of Fame in three new amounts under the foundation's sponsorship program.

The new amounts are $300, $500, and $1,000 said Hall of Fame President Donald C. Collett. The other donation categories are $5, $10, $100, and $10,000.

“The shrine, which is nearing its third anniversary, relies heavily on tax-deductible, private citizen and corporation contributions in order to subsist,” Collett said. “Our public sponsorship program gives golf fans around the world an opportunity to help sustain and expand our great shrine.”

EQUIPMENT MAINTENANCE

Foley opens three service centers

Foley Manufacturing Co., a producer of saw and tool sharpening equipment, has opened sales, service, and training centers in Indianapolis; Harrisburg, Pa.; and Macon, Ga.

The Minneapolis firm has trained personnel at each center to show customers how their equipment operates as well as techniques in saw and tool maintenance.

GOVERNMENT REGULATION

OSHA paperwork to be eased soon

Beginning January 1, employers will no longer have to fill out the Occupational Safety and Hazard Administration's complicated form 102.

OSHA will replace it with a new form to log injuries and illnesses — form 200 — and employers will check off accidents instead of using a code. Also, the number of entries to be filled out will be reduced from 80 to 19 in an effort by the U.S. Department of Labor to cut down on government paperwork.

OSHA is also dropping forms 100 and 103 and will permit employers to substitute state worker's compensation forms instead of filling out form 101.

And according to James Foster, the U.S. Labor Department's chief of media services, golf courses and country club's probably will be dropped from the bureau's annual survey of occupational injuries and illnesses.

The smaller courses and clubs will benefit even further. The government has decided to not require any records from those establishments with 10 employees or fewer.

A final change made by the Labor Department allows employees to see all OSHA health and safety records kept by their employer.

The newly-formed Commission on Federal Paperwork has called these steps the first significant paperwork reduction by the Carter administration.
In a move said to “meet the needs of a rapidly expanding turf irrigation market,” Ed Shoemaker has been named director of sales and marketing for the Turf Division of Rain Bird Sprinkler Mfg. Corp. A 19-year employee of the firm, Shoemaker will be responsible for all market planning, product development, and sales for the domestic turf irrigation market. He was formerly an irrigation engineer, eastern regional sales manager, and national sales manager.

Joe Hill, assistant executive director of the Western Golf Association since 1966, is now tournament coordinator of the Professional Golfers’ Association of America. He will draw on his experience as tournament manager of the Western Open as he aids in the planning and operation of PGA events.

Alan Braden has been hired by the Power Bilt division of Hillerich & Bradsby Co. as its sales representative in the eastern half of California. Power Bilt serves the state through regional warehouses in Los Angeles and San Francisco.

Ron Howell has been promoted by Ram Golf Corp. to manager of golf club development. In other promotions in the company, Earle Owen became assistant sales manager and Mac McCara became West Coast regional manager.

Dugan Aycock has been named vice president and director of sales for B/G International, Ltd., which markets the PGA-approved Nitro-Nobel Lightning Director. Aycock recently retired from the golf professional’s job at Lexington (N.C.) CC; he will continue to reside in the professional’s job at Lexington (N.C.) CC; he will continue to reside in

Rich LeVine is the new superintendente at Riverivew GC, Santa Ana, Calif.

Bob Shouse, has resigned as assistant superintendent at Big Canyon CC in Newport Beach, Calif., to work again with Robert Trent Jones, golf course architect. His first job is the rejuvenation of Kahuku GC, Huhuku, Hawaii.

Jack Montecalvo was hired recently as the new superintendent at Woodholme CC in Baltimore, Md.

Fred Brown is now superintendent at Pelican CC in Belleair, Fla. He was previously located at East Bay CC.

Marshall Lee Earnest, formerly assistant superintendent at Dunwoody CC in Georgia, has taken the job of superintendent of Valley Brook Golf Club, Hickson, Tenn.

Alvah Greene, formerly assistant superintendent at Riverside G&CC in Macon, Ga., has taken over as superintendent of Turtle Cove, Monticello, Ga.

M. Scott West III has been named midwestern district sales manager for Cushman-Ryan turf care equipment. He will cover Arkansas, Colorado, Kansas, Missouri, Nebraska, and Oklahoma from OMC-Lincoln’s home base in Lincoln, Neb.

Norman E. Blomgren, formerly manager of Harlingen (Tex.) CC, is now manager of Preston Trail GC of Dallas.

James L. Tuttle is now manager of Wabekab CC, part of the 805-acre Wabekab Development in Bloomfield Hills, Mich.

Ronald G. Tinlin has been elected president of Pargo, Inc., manufacturer of golf cars and other electric vehicles. He had previously served as president of the AMF Lawn and Garden Division and of the Outdoor Power Equipment Division of Huffman Manufacturing Co.

Jack Welch has joined Lakeshore Equipment & Supply Co. as product manager of fertilizer and grass seed. He was formerly a regional manager in Scott’s ProTurf Division and, most recently, manager of the professional turf products department of Northrup King Co.

David Simpson has joined the ProTurf Division of O.M. Scott and Sons as technical representative in the Canadian territory east of Toronto. He has extensive sales background with experience in golf course construction and irrigation.

Phil Darbyshire, formerly head golf professional at Mission Valley CC near Laurel, Fla., now operates the Venice driving range in Laurel. Darbyshire had left Mission Valley because of ill health, and he has been succeeded there by his former assistant, Gary Beechler.

Ronald B. Scott, former sports editor of People magazine, has been appointed director of sports publicity for Colgate-Palmolive Co. He will oversee press coverage of Colgate’s national and international events in golf, tennis, and other sports.

Jack Mitchell has been named eastern regional manager for Confidence Golf Co. He will be based in Indianapolis, from where he will supervise 16 manufacturers representatives as well as working directly on Colgate’s national and international events in golf, tennis, and other sports.

Jack Welch has joined Lakeshore Equipment & Supply Co. as product manager of fertilizer and grass seed. He was formerly a regional manager in Scott’s ProTurf Division and, most recently, manager of the professional turf products department of Northrup King Co.

Four new corporate vice presidents were recently elected by the board of directors of The Taylor Wine Co.: Seaton C. Mendall, director of viticulture; James W. Ferguson, director of production; J. Walter Duford, director of operations; and William E. Culhane, national sales manager.

Paul G. Meissner is the new marketing director of Wayco Industries, California manufacturer of Speedy-Bar electronic liquor dispensers and post mix dispensers. His responsibilities include marketing, advertising, sales promotion, and planning.

Lee Walters is now manager of Kenwood G&CC, Bethesda, Md., where John Henley is the new superintendent.

Gary Morgan, formerly superintendent at Port Royal Plantation GC, Hilton Head Island, S.C., has moved to Sherwood G&CC in Tustinville, Fla. His former assistant, Ricky Huey, has moved up to the top job at Port Royal.

William H. Maddox is the new national sales manager of E-Z-Go Textron. Working from the home office in Augusta, Ga., Maddox will direct sales activities of the golf car manufacturer’s 14 branches and 60-plus distributorships in the United States, Canada, and overseas. He served in a number of management positions with Chrysler Corp. during the past 9 years.

Veteran newsman Jim Warters has been appointed to the newly created post of news director for the PGA of America, it was announced recently by Director of Communications Earl Collings.

Warters will primarily be responsible for keeping media editors and directors advised of news and public relations development of the association. He also will work on the PGA magazine, Professional Golfer. Warters’ 25 of journalistic experience include work as a reporter, golf columnist, UPI bureau manager, and magazine correspondent. He has worked closely with the Florida Section PGA as well.
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1977-78

Buyers Guide

PRO SHOP

CLUBHOUSE

COURSE MAINTENANCE
In March 1974, GOLFDOM, the forerunner of GOLF BUSINESS magazine, published a "buyer's guide and trade directory" as a service to the industry. In the 3½ years since then, there has been no new guide published that would tell the golf businessman where to buy all of the products he needs to run his golf course, pro shop, or clubhouse. There may have been some individual efforts to provide a guide to one segment or another of the business, but never all three together in one place. Until now.

Most of the magazine you now hold in your hands is made up of the GOLF BUSINESS 1977-78 Buyers Guide. It comprises four major sections: course maintenance, pro shop, and clubhouse product guides, plus a supplier index.

The Buyers Guide is easy to use. Product categories are arranged alphabetically within each product guide. Suppliers of each type of product are listed alphabetically under that category. All suppliers included in the three product guides are then listed alphabetically in the supplier index. Supplier listings include the full address and, in most cases, the phone number and the person to contact for further information.

The 1977-78 Buyers Guide includes some 650 companies, providing a reference source that is comprehensive, but not complete. We know there are other suppliers whose products have, for one reason or another, not been included this time. Next year we would like to include them, so if you work with or for one of those, please send us the necessary information — including types of products. Address all correspondence regarding the Buyers Guide to: Editor, GOLF BUSINESS, 9800 Detroit Ave., Cleveland, OH 44102.

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LEWISYSTEMS
R & R PRODUCTS
DON SAVAGE CO.
STANDARD GOLF CO.
WITTEK GOLF SUPPLY CO.

HOSE
AMERICAN ARBORIST SUPPLIES
EWING IRRIGATION PRODUCTS
ISLAND GOLF & TURF INC.
LAKESHORE EQUIPMENT & SUPPLY CO.
The LANDSCO CORP.
LAWN & GOLF SUPPLY CO.
RAIN BIRD SPRINKLER MFG. CORP.
SPRINKLER IRRIGATION SUPPLY CO.
SWAN RUBBER

IRRIGATION ACCESSORIES
AMTEK, INC.
DRAGON ENGINEERING CO.—DIV.
OF WES-CO BLOWER & PIPE
EECO, INC.
EWING IRRIGATION PRODUCTS
FGF CORP.
JOHNS-MANVILLE
LAKESHORE EQUIPMENT & SUPPLY CO.
The LANDSCO CORP.
LAWN & GOLF SUPPLY CO.
MCDOWELL MFG. CO.
MOODY SPRINKLER CO.
RAIN BIRD SPRINKLER MFG. CORP.
OETIKER, INC.
RAIN-O-MAT SPRINKLERS, INC.
SAFE T LAWN
SKINNER IRRIGATION CO.
SMR (SURGICAL MECHANICAL RESEARCH)
SOILMOISTURE EQUIPMENT CORP.
SPRINKLER IRRIGATION SUPPLY CO.
TRAVELRAIN POWER SPRINKLER CO.
The TORO CO.
WEATHER-MATIC DIV/TELSCO INDUSTRIES