

Hyundai delays plans

BY MARK LESLIE

Hyundai Precision & Ind. Co., Ltd. has delayed its intended move into the United States golf car market, according to a company official.

Jin Sung Kim, senior manager in the Chicago, Ill., office of Hyundai, said, "We can't explain our situation right now ... (but) we've delayed our process."

A Hyundai official had reported that the company would be selling the car in the United States by the second quarter of the year.

Hyundai finished its prototype in February, and Kim said the manufacturing plant in Korea is now making the car and selling it in that country. He said there are 60 golf courses in Korea and 40 more are being developed, and Hyundai will concentrate on selling in that market until it is ready to distribute in the United States.

Kim disputed a statement by an official from Hyundai Corp. U.S.A. in January that the car would be a three-wheel, gas-powered vehicle.

Kim said Hyundai is making four-wheel cars in both gas and electric-powered models.

L.T. Walden of E-Z-GO said if Hyundai "comes in with a product that's good and if the price is way under (the competition's) they could be tough to contend with. Everybody (in the industry) would fear something like that."

Walden added, "They have to have distributors and that network is going to be the key. Who do they go after: Columbia ParCar's distributors, Yamaha's distributors, E-Z-GO's? That's the key."

Gary Jones, head of Yamaha Motor Corp. U.S.A.'s golf car

division, reiterated the necessity of a dealer distributorship network. "It's going to be very tough for them," he said, "and unless you have something different, a unique product, it's tough."

Yamaha got its foot into the U.S. market 10 years ago when it signed up a number of reportedly disgruntled Harley-Davidson golf car distributors. Harleys were the top gas-powered golf cars at the time but had introduced a couple of cars that had fallen flat in the marketplace.

Some of the Yamaha motorcycle dealers also established separate golf car businesses.

Also, there are few distributorships that sell more than one make, so that would seem to be a dead end.

One plus for Hyundai is its name recognition, gained through sale of its automobiles the last few years. But it still must compete with a small field of well-established car manufacturers who have all carved out their share of the 110,000- to 130,000-car-per-year U.S. market.

Architects' RFPs developed

The American Society of Golf Course Architects has developed a request for proposal form to simplify the bidding process for new golf course projects.

The condensed, 12-page RFP lists project specifics for the golf course architect. The ASGCA's 1988-89 president, Pete Dye, said the RFP's brevity "simplifies the bidding procedure and encourages more course designers to respond to proposals."

The proposal is divided into

six categories, including general notice, project description, scope of the architect's services, the owner's responsibilities, information on the architect's firm and experience, and the owner's selection process for a designer.

It also lists additional responsibilities the architect will be expected to bear, such as a feasibility study, site survey and preparation of an alternate plan.

Copies of the RFP can be obtained from the ASGCA, 221 N. La Salle St., Chicago, Ill 60601.



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Powell retains GCSAA title

Dave Powell, Charlotte, N., C., remains the Golf Course Superintendents Association of America national golf champion.

However, the misfortune of Kim Wenger, Eugene, Ore., was decisive.

Powell was in the clubhouse when disaster struck two-stroke leader Wenger on the par 3 17th hole at PGA West Stadium course, Palm Springs, Calif.

Wenger's tee shot on the treacherous hole made famous by Lee Trevino's ace during the 1987 Skins Game settled among the rocks guarding the island green.

From the ball drop area, Wenger pitched his approach through the green into the rocks again. His third attempt sailed over the green and into the water. He ended with a 9.

Powell also won the USGA Bobby Jones trophy in 1985. He is the third player in the tourney's 50-year history with three titles.

Robert Kronn, La Grange, Ill., and Hal Richburg, LaPlace, La., trailed Powell by one shot.

Of more than 500 players participating, 116 with handicaps of 6 or less competed for the crown.