

CCA subsidiary buys Gleneagles; cost undisclosed

DALLAS—GCC Asset Management Inc., a subsidiary of Club Corporation of America, has acquired Gleneagles Country Club in Plano.

Terms of the purchase were not disclosed.

Gleneagle, which opened in June 1986, has two 18-hole championship golf courses of Robert von Hagge-Bruce Devlin Design, 10 lighted tennis courts, a swimming complex and a 69,000-square foot clubhouse.

Irrigation Association lineup expert-studded

Bill Smith, vice president and senior quality assurance manager for Motorola's Land Mobile Products sector, will give the keynote address at the Irrigation Association's 1991 International Expo and Technical Conference in San Antonio, Texas.

In 1981, Motorola launched a drive for a tenfold improvement in quality of products and services by 1986. When Motorola achieved this goal, the company embarked on another campaign for a hundred-fold improvement in the quality of

products and services by 1991.

The ultimate goal is zero defects in everything it does and an overriding objective of total customer satisfaction. The company's efforts received national attention and Motorola was awarded one of the country's most coveted awards — the 1988 Malcolm Baldrige National Quality Award.

The International Expo will be held Nov. 10-13 at San Antonio Convention Center. Its theme is "Water — Enough for Tomorrow."

The Expo is the only international

exposition and technical conference devoted exclusively to irrigation. Promotional co-sponsors for the conference include the Texas Turf Irrigation Association and Tulsa Irrigation Association.

Other featured speakers include Dr. Don Rice, director of the Thomas A. Read Center for Distribution Research and Education. He is also coordinator of the Industrial Distribution Program at Texas A&M University. Rice is well known as an educator in profit improvement techniques for distributors.

The conference also features two days of certification courses, a number of technical sessions, and the annual President's Reception and Banquet.

The Expo features 400 exhibits of the industry's products and services. The show kicks off on Sunday afternoon and runs through Wednesday. Participants will see live demonstrations and all the new product lines for the year.

For information people may contact Melanie House at IA headquarters at 703-524-1200.

Family sells Deep Cliff GC to Frisco firm

CUPERTINO, Calif.—The Deep Cliff Golf Course, an 18-hole public executive golf course has been sold to a San Francisco real-estate management and investment company.

The sale price for the course was not disclosed.

John Telischak, president of Telischak and Co., believes Deep Cliff is "one of the finest executive courses in Northern California and provides a very satisfactory golfing experience for nine out of 10 golfers. It is a beautifully designed and well-maintained course that requires less time to play than those longer courses, and because the course must be walked, it is a serene and peaceful experience as well."

Mike Glasson and the Glasson family, owners of the course for the past 30 years, said Deep Cliff was their life for a long time, but the family decided to sell it and concentrate on other interests and investments.

Telischak & Co. has commissioned a San Francisco Golf Club consulting company to review all aspects of the course, clubhouse, operations and marketplace and recommend ways to improve the entire operation.

According to Telischak, "until we receive and study our consultant's recommendations, we are not contemplating any immediate changes in course personnel or operations."

County course to open in N.Y.

WARWICK, N.Y.—A 150-acre county golf course is set to open here next year.

Graham Skea, county parks and recreation commissioner, said golfer fees probably would pay off the \$2.02-million loan bonds on the course before the year 2010.

Skea added, "Golf enhances quality of life and usually provides permanent open space. I believe the new course will lure higher paying jobs to the Warwick, Goshen, Chester area south of Route 17."

Course designer was Hal Purdy of Saugerties.



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