

## PGA Show

Continued from page 49

booth to get new ideas, pick up our catalog and price list. They planned to order after the show. However, we did take more orders than last year, and for us, it was a good show overall."

Issy Ramos of Baystar Promotions, an award and trophy manufacturer, said there was a significant change from the 1990 to 1991 shows.

"Last year, the decisions had been made by the tournament committees before the professionals came to the show," he said. "This year, some of these committees haven't made up their minds as to what trophies and gifts they want. I suspect eventually we'll have as many orders as we have had in the past. But instead of ordering 90 days in advance, customers will want to order 30 days ahead of the event."

James Olman, president of The Golf Shop Collection, said his company's orders were up about 50 percent from the year before.

"We offer a large selection of artwork, a variety of prizes and quality gift items, particularly the unusual, special gifts a professional may want," he said. "We find our customers range from the large resort shops to the smaller clubs that need specialized services, a member decorating his office or vacation home or needing special gifts for a corporate outing."

There seemed to be more comparison shopping than at past shows, according to golf professionals. Some said they were checking new lines. Others said they were comparing value and advertising support programs from manufacturers before placing orders.

Still others admitted the show had an almost surrealistic quality, allowing participants eight hours away from CNN and the Persian Gulf War to concentrate on the narrower boundaries of their own club and individual budgets.

Although the show caters to golf professionals already established at clubs, there were companies catering to new courses. Some said they noted a downturn in activity.

Brad Shirley is with Designer Golf Co., which specializes in granite and wood signs. He's seen a decline in business since Iraq's invasion of Kuwait.

"Since late this summer," he said, "a large majority of golf courses that were going to be under development are now on hold. They have found that, although the desire to develop is still there, the money has dried up. The courses that have started to build, for the most part, are all right."

"But most of the signs we sell to golf courses is ordered two years in advance of the completion of the course. If these courses that were planning on opening in two years are put on hold, then I don't know if a company such as mine can survive two years from now."

For many, the show provided an opportunity to introduce new products, services and people.

## Teledyne enters agreement with M-K Power Corp.

MEMPHIS, Tenn. — Teledyne Total Power has appointed M-K Power Products Corp. of Mississauga, Ont., as its distributor for Canada, representing the Wisconsin, Wisconsin Robin,

Continental and Continental "R" product lines.

M-K Power Products, headquartered in Mississauga, Ontario, is prominent in the Canadian industrial engine

market, and distributes construction equipment to a broad customer base.

As a full-line distributor, M-K Power will offer Teledyne Total Power engines, replacement parts

and collateral materials.

It will also provide a complete range of technical assistance and after-market support services to dealers and OEM's throughout the Canadian markets.

## LandCadd Int'l and Toro forge new relationship

The Toro Co. has joined LandCadd in an agreement to market and distribute Irripro™, an irrigation design program developed by LandCadd.

Toro will market and distribute

the Irripro package through its distribution network.

Irripro features the capability to automatically handle sprinkler layout and automatic pipe sizing while locating them on the drawing com-

plete with quantity take-offs.

The program is based in Autocad and was designed exclusively for use with Toro equipment. User defined data files allow the user to incorporate all related equipment

needed for irrigation systems as well.

LandCadd users can prepare contour maps and site analyses, plan the site, design landscapes and more.



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is Pennant.® And although it's brutal on stubborn weeds,

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it won't stunt or otherwise harm the warm-season turfgrasses on fairways as well as non-

tipedegrass stunning, and your St. Augustinegrass awesome.

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Since weed protection lasts up to 4 months, all you'll have to worry about in the meantime is too much rain, too little rain, too many pests, and divot-digging golfers.

Weeds are to turfgrass what hot, sticky wads of gum are to astroturf. They're aggravating, unyielding, and downright offensive.

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