

GOLF COURSE NEWS

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Photo by Pat O'Connor, Colorado DOW

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GCSAA to conduct exclusive research

Withdraws funding slated for USGA

By MARK LESLIE

The Golf Course Superintendents Association of America has withdrawn financial support from United States Golf Association research program to launch research projects of its own.

The move was met with awe by some in the industry, but drew support from the USGA itself.

Jim Snow, national director of the USGA Green Section, said: "The GCSAA couldn't do its research without withdrawing funding from our program. They

didn't pull out leaving us in the lurch... It wasn't a total surprise to me. They've expressed interest in doing some of these things for some time."



Saying that "in the end it won't affect what we do," Snow added: "In reality, more work will get done. I'm anxious to see the results of their work. We need all

the information we can get."

USGA President Stuart Bloch said that although he did not like losing the funding, "I think it will work out

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Environmental liability at issue on finance front

By PETER BLAIS

Fleet Financial Group Inc. recently became the first major bank in the country to require nearly all major commercial real estate lenders to obtain environmental liability insurance before getting a loan, a move likely to be followed by other financial institutions that could add thousands of dollars to the cost of a golf course development.

The Providence, R.I.-based firm instituted the new policy for any loan of \$1 million or more to protect the bank from having to clean up pollution on foreclosed properties.

The bank estimates a standard, \$2 million policy will cost \$10,000 to \$15,000 with a \$10,000 deductible

for three years of coverage. After the initial period, the policy must be renewed annually as long as the loan is in effect.

Lenders have required such insurance on occasional golf projects in the

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Ransomes America working to sort out consumer confusion



'Our goal is to have a corporate brand identity by the 1993 GCSAA Show in Anaheim.'
— Irv Aal, president Ransomes America

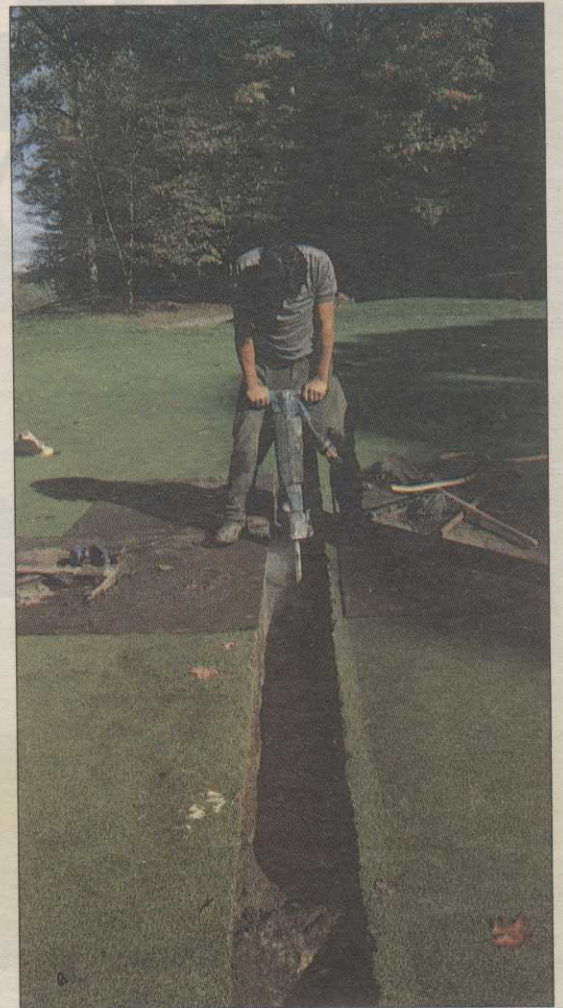
By HAL PHILLIPS

MINNEAPOLIS—Different names, different colors, different sets of distributors, different directions.

Cushman Inc., Steiner Turf Equipment and Brouwer Turf Equipment have all come under the Ransomes America Corp. umbrella since 1988. Not surprisingly, the last four years have brought a measure of consumer confusion in terms of name recognition and distribution logistics.

Yet when members of the golf course industry meet in Anaheim this winter, Ransomes hopes to

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THE HEAVY-HANDED APPROACH?

A maintenance crewman at Burning Tree Country Club in Greenwich, Conn., takes a jackhammer to the 15th green. Why? Turn to page 54 for answers in this month's edition of *On the Green*.

Course owners explore the intricacies of group buying

By HAL PHILLIPS

The National Golf Course Owners Association (NGCOA) is implementing a cost-saving measure that management companies have employed for some time: Group purchasing.

Buying in bulk can save thousands of dollars in a single fiscal year, provided the management firm or association has enough member clubs to make the volume purchase worth executing.

However, the single biggest obstacle to group purchasing may be good ol'

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