



In Case Of Pythium Break Open This Case.

Koban® turf fungicide kills Pythium instantly—on contact.

Keep Koban on hand because, left untreated, Pythium can spread like wildfire.

Koban is the most effective Pythium control available. In over 20 years of use, there's never been a reported case of resistance. It's the brand more and more superintendents are using, because they know

they can trust it, completely.

Koban is available in two convenient formulations—30% wettable powder or 1.3% granular. You can spot apply the granular without interrupting play. And increase the effectiveness of your systemic preventive program by rotating in either formulation at low rates.

Call your Grace-Sierra distributor today. Or for more information call us toll-free at 1-800-492-8255.

And get a case or two of Koban right now. Keep it handy, just like you do a fire extinguisher.

Just in case...

GRACE SIERRA
Tournament Condition
Every Day.

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CIRCLE #101





Golf Development Institute
International

THE INTERNATIONAL GOLF & RESORT DEVELOPMENT SHOW

PUT YOURSELF IN THE SHOW THAT PRODUCES RESULTS!

Financial Seminars, Inc.



GET INSIDE INFORMATION ON THE KEY ISSUES

Finance/Money & Investments

Attracting money for your golf or resort project is the key to your success. As the US money market pulls out of the recession you will discover what the new capital markets will be looking for and the types of projects, debt and equity ratios, IRR's and much more.

You will also find out how to attract foreign investors and which sources are your best option and understand subtle cultural differences. Mexico's economy is red hot! The North American free trade agreement is certain! Find out what's happening and how you can take advantage of the opportunities.

Design & Construction

Whether your project is located in North Dakota, Mexico or Indonesia, you have entered into an international marketplace. Find out how to design and construct a development that will attract more golfers and maximize your profits. Discover which designs are best suited for your project and more importantly why! You will be afforded insights on how to avoid costly overruns and other hazards. Find out how, when and what you should look for when selecting your designer. Construction in Mexico requires a special knowledge. Find out how to do it from those that have!

Management & Operations

A primary reason why golf and resort developments fail is because they are too costly to operate. Find out how you can avoid this pitfall and many others. You will get insider strategies and tips on managing the project to maximizing your profits. You will also discover how to select the right management firm, what questions to ask and why. Can you run your own operation and how to go about it if you're up to it. These are just some of the need to know ideas you will gain.

Market Feasibility & Valuations

The single most important issue to obtaining financing and attracting deep pocket investors is a credible market feasibility. Find out what must be included and what is not necessary. Should it be a public course or private? How many golfers can you really expect and find out why most fall victim to over projecting. More important discover how to attract more golfers through a comprehensive market study! Find out how to appeal to the international "big spending" golfer. A great market and financial package is your key to future profits... Don't miss out!

International Resort Opportunities

The leisure and recreational industry is in the midst of an international boom. Which markets offer the best potential and why. What amenities will appeal to the international travelers. Discover why the Mexican government may help you in your process. Find out which management company you should engage. Get international updates on timeshares, condominiums, marinas and hotel resorts.

USA/Mexico: The New International Marketplace

Find out how to enter this market and profit from Mexico's booming economy. Where are the new hot development sites and why. Discover cultural differences that can make or break your deal. Find out how to access the Mexican banking community and where you should begin the process. Discover what the free-trade agreement really means to your investment in Mexico and many other exciting insights.

Buy/Sell Marketplace

Throughout the conference there will be a separate area where you can network with potential investors, buyers and sellers for your development. You will be afforded the opportunity to display your project (free of charge) in our buy sell forum... affording you instant feedback on your projects value and interest before an international network. Worth the price of the conference alone! Sign-up and get more details.

Note: Simultaneous translations will be provided throughout conference proceedings.

MEET THE LEADING INTERNATIONAL EXPERTS FROM THE FOLLOWING ORGANIZATIONS

Mexican Government • FONATUR
Grupo SITUR
Eleck, Moreno, Valle
Corporacion De Clubes En Mexico S.A. de C.V.
EDAW Inc.
Landex International
Marriott Golf
HJM Corp.
Morgan, Lewis & Bockius
Hale Irwin Golf
Pillsbury Madison & Sutro
von Hagge Design
Palmer Course Design
and many more.

Call for more information
PHONE Int'l 415-883-1960
USA 800-285-2332



A NO-NONSENSE BUSINESS FORUM

Monday, October 5, 1992

Tentative Schedule (subject to change)

- 3:30 PM Registration Desk Opens
4:30 PM USA/Mexico Cultural Exchange Session
"How to Do Business in Mexico"
A panel of banking, construction, government and legal experts will discuss doing business in Mexico and the Mexican culture.
6 - 7:30 PM Pre-Registration Welcome Reception & Cultural Exchange
Cocktails & Hors d'oeuvres - Poolside

Tuesday, October 6, 1992

- 9:30 AM General Session I & Opening Ceremonies
Welcome by Mexican Government Official
Special Keynote Address
The International Picture Part I
Finance, Market Feasibility & Investments
11 AM Business Networking Break
Meet with up to 30 tabletop Exhibitors
Plus: Buy/Sell Marketplace opens
11:30 AM Concurrent Panel Discussion Sessions
Golf Development
Our Panel of Experts will discuss financing, design, construction, market feasibility, and international trends affecting golf developments. Questions & answers will follow each Panel Session
Resort Development
Our Panel of Resort Development Experts will discuss opportunities and insights regarding timeshares, megaprojects, marinas and hotel resort developments.
1:30 PM Special Keynote Luncheon
3 PM Executive Workshop Series I
1 Financial Packaging
2 Market Feasibility for Golf
3 Master Planned Resort Developments - "MEGA Projects"
4 How to Attract Foreign Investors
4:30 PM Executive Workshop Series II
5 USA/Mexico: NAFTA Update
6 Resort Development Opportunities
7 Land Planning & Use
8 Investments & Valuations
6:30 - 8 PM Meet the Speakers Networking Reception -
Cocktails & Hors d'oeuvres will be served on the hotels terrace

Wednesday, October 7, 1992

- 9:30 - 11:00 AM General Session II
The International Picture Part II
Management, Operations, Design & Construction
11:00 AM Business Networking Break -
Meet the Speakers & Tabletop Exhibitors
11:30 AM Executive Workshop Series III
9 Golf Course Design
10 Golf Construction
11 Management & Operations for Resorts
12 Management & Operations for Golf Courses
12:45 PM Tabletop Exhibitor Discussions & Meet the Speakers
Private lunch meetings on your own
2:30 PM Executive Workshop Series IV
13 Environmental Concerns
14 Clubhouse Design & Construction
15 Timeshares & Condos
16 Design & Construction
4:00 PM Program Concludes

A limited number of Tabletop Exhibits are now on sale. Call for more information 800-285-2332!

MEET THE BUSINESS PEOPLE BEHIND THE INDUSTRY OVER \$1.5 BILLION IN GOLF & RESORTS REPRESENTED AT OUR RECENT SHOWS

Here's Just A Small Sample of Those In Attendance

Obayashi Hawaii Corp • Town & Country Golf Bangkok • International Builders Corp • Morrison Homes
• Davidson Communities • Perini Land & Development • Blue T Golf • Sahid Group/Jakarta • Sun
Development/Aruba • Rancho San Marcos Golf Course • Pannell Kerr Forster/Singapore • Chalou
International of Hawaii • Duke & Benedict •
Wasserstein Perella & Co. • Yen Ping Group • Makena
Properties • Ron Jarwarski Golf • Nansay Hawaii Inc.
• FMA • International Golf Services • CB Commercial
• Lincoln Land Investments • Topanga Oaks •
Nationsbank • Textron Financial • City of Barstow •
Graham Taylor Hospitality • Towermarc Corp • Bell
Equities • Flowertime Golf Club • ClubCorp of America
• Sanctuary Golf Club • National Golf Operations •
Wadsworth Golf Corp • Morgan Lewis & Bockius •
United Realty Advisors • Kenneth Leventhal & Co •
and hundreds of other leading national and interna-
tional firms!

ATTENDEE PROFILE At Our Recent Conferences

80% Developer/Owner
75% Presidents/CEO's
60% New To-Be Built
40% Existing Ready to Expand
35% Private Clubs & Resorts
65% Public & Semi Private
Resorts

Acapulco Mexico

October 5, 6 & 7

FIND OUT:

- How to access international capital sources
- How to do business in Mexico
- Meet international industry insiders
- Find out who's buying & selling (and at what price)
- Discover critical must-know issues including:

Finance & Market Feasibility

Design & Construction

Management & Operations

USA/Mexico Cultural Business Exchange

Update of Free-Trade Agreement

Type of Projects
• Golf Developments

• Resort Mega Projects in Mexico

• Timeshares

• Marinas/Boating

• Hotels

Plus Much More!

On a golf course a bad score should be the only thing that stinks.

Foul odors, algae and sludge in golf course ponds are enough to ruin anyone's game. The results of poor water management can be unsightly, smelly and costly.

Now Otterbine has developed CONCEPT₂, the new high-technology surface aerators that can revolutionize your approach to water quality management.

CONCEPT₂ High Volume aerators are built to last, made of stainless steel and tough, versatile thermoplastics, with a rugged, custom built motor and a virtually unbreakable stainless steel prop designed to handle large volumes of water.

And CONCEPT₂ offers almost unlimited versatility, with easily installed, totally interchangeable spray patterns.

SUNBURST₂ in Otterbine's CONCEPT₂ line answers the challenge of producing a sparkling water display with minimal effect on pumping rates.

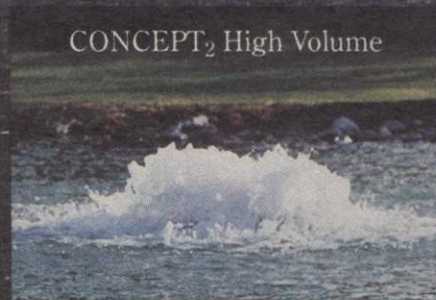
CONCEPT₂ and SUNBURST₂, fulfill the Otterbine tradition of scientifically designed, highly efficient, compact, self-contained aeration systems. They are simple to install and economical to operate.

They need no foundation, external pumps, or other costly plumbing fixtures. All Otterbine Aerators are safety tested and approved by the Electrical Testing Laboratory.

Call or write, today, to find out how CONCEPT₂ can help you keep your water quality up to par.

SUNBURST₂

CONCEPT₂ High Volume



Water works with Otterbine.

P.O. Box 217, Emmaus, Pennsylvania 18049 • (215) 965-6018

A choice of 3 Jacobsen Tri-Kings™ puts you in a commanding position to take more real estate.

Only Jacobsen offers you so many high production mowing choices in such highly maneuverable, compact packages.

Select a 16 hp gas, mechanically driven reel model with 71" cutting width, or a 16.5 hp diesel, hydraulically driven reel unit in either a 71" or 84" cutting width.



Results-oriented machines.

All three units feature your choice of 5 or 10-blade reels that can be switched from fixed to floating simply by removing a bolt. Foot-operated reel lift allows fast, precise cross-cutting.

While responsive yoke steering makes it easy to negotiate around shrubs and flower beds. The generous 10" overhang on the 1684D gives you added reach to neatly handle tricky traps. And large capacity grass catchers are available for quick, easy cleanup.



Take the high ground.

To tackle slopes with confidence and grace, Tri-Kings feature high-torque wheel motors, true differential action, a wide stance and your choice of 2WD or 3WD.

Jacobsen reliability makes it an even better deal.

Tough under pressure, Tri-Kings are built to last. For example, our carbon steel blades and self-adjusting tapered roller bearings on the reels deliver extended life, with reduced maintenance. And



built-in backlapping, standard on the 1684D, keeps reels sharp.

To see just how sharp all three of these shrewd negotiators are, ask your Jacobsen distributor for a complete demonstration.

THE PROFESSIONAL'S CHOICE ON TURF.



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Jacobsen Division of Textron, Inc.

CIRCLE #152

SHREWD NEGOTIATORS.