

# Golf Course Marketplace

To reserve space in this section, call Simone Marsteller at 813-576-7077

## ADVERTISING INFORMATION

### NEW RATES FOR 1993

	2X	6X	12X
Per col. inch:	\$60.00	\$55.00	\$40.00
Add-on per 1/4":	\$15.00	\$13.75	\$10.00
Logo incl. in ad:	\$30.00	\$30.00	\$30.00

- Rates are per insertion.
- Minimum 2-time insertion.
- Prepayment is required.

Send prepayment and ad copy to:

Golf Course News  
7901 4th St. N., Ste. 311  
St. Petersburg, FL 33702  
813-576-7077 • Fax 813-579-9788

## EMPLOYMENT

### IRRIGATION SUPERINTENDENT

Large Irrigation Company looking for experienced installer for Golf Courses. Maxi & Network exp. required. Fax resume & salary requirements to:

(318) 868-4932

### DISTRIBUTORS NEEDED

To sell Prefabricated Drainage Systems: Erosion nettings for foundations, trenches, roads & golf courses. Write or call: **Paul Tarko, Sr., Drainage Products, 383 South Main St., Windsor Locks, CT 06096. Tel: (203) 668-5108.**

### SALESPERSON WANTED

Mid-Atlantic manufacturer of fertilizers & fertilizer-related products seeks an experienced sales representative for its golf course division. Bachelor's in horticulture or agronomy required. Send resume to:

**Moyer & Son, Inc.**  
Attn: Golf Course Division  
P.O. Box 198  
Souderton, PA 18964

### GOLF COURSE SUPERINTENDENTS WANTED

For S.E. Asia assignments. 1 & 2 yr. contracts. Applicants must meet all of the following qualifications: 1) Strong technical, organizational & training skills; 2) Two yrs. exp. as superintendent or asst.; 3) Single; 4) 2 or 4 yr. turf or related degree, golf course constr. exp. a plus. Mail resumes & references to: **Environmental Turfgrass Systems, 500 Ala Moana Blvd., #7-400, Honolulu, HI, 96813. No telephone calls please.**

## SUPERINTENDENT

The owner of a Dye golf course in Thailand wishes to hire a qualified superintendent to work in Phuket, Thailand for a period of at least 2 years. Send resume with salary requirements to: **Thai Muang Beach Resort Co. Ltd., 319/15-19, Rart Xalerm Bldg., Wiphawadi Rangsit Road, Phayathai, Bangkok 10400 Thailand. Or fax to (662) 271-4832, Attn: Dean Glorso, Project Manager.**

## EDUCATION

**GRAYSON COLLEGE**, Dennison, TX. 2-year technical program in golf course & turf grass management. 18-hole golf course on campus. Dormitories, placement assistance, financial aid & scholarships available. Contact: **GCC, 6101 Grayson Dr., Dennison, TX 75020. (903) 463-8653.**

## REAL ESTATE

### DRIVING RANGE FOR SALE

Atlanta Metropolitan Area — 27.77 acres; 8 batting cages; 36 holes miniature golf; 65 tee boxes; 3,000 s.f. building offering Pro Shop; Game Room; Party Room; Club Repair; Small "Snack" Kitchen; 100 car paved parking lot. Reasonably priced. Contact **Skip Smith, (404) 425-1453.**

### GOLF COURSES TO SELL OR BUY!

We have golf courses for sale, but we're always looking for more courses to offer our many qualified buyers. If you would like to acquire or sell a course, please give the professionals at **GOLF PROPERTIES REAL ESTATE** a call today! **Richard M. Farrell or Richard "Rip" Pratt, III, Lic. R. E. Brokers, 1230 S. Myrtle Ave. #404, Clearwater, FL 34616.**

(813) 447-GOLF  
Fax (813) 442-6262

### TEXAS GOLF COURSES

9 & 18 holes — Statewide.  
Some with extra land, dev. lots.  
Descriptive list available.

**TEXAS GOLF PROPERTIES**  
1603 Lightsey — Austin, TX 78704  
512/442-7105 • Fax 512/442-1812

## WESTERN NEW YORK

600 acres - 45 miles south of Buffalo, located in Ellicottville, NY (also home to popular Holiday Valley Ski & Golf Resort). Rolling terrain, some flat, great views. Perfect for 27/36 hole golf course & resort development. Area draws from Southern Ontario, Cleveland, Pittsburgh, Rochester, & Buffalo. \$6,500/acre.

**Tim Hourihan/Bob Culm**  
**Stovroff & Herman, Inc.**  
(716) 689-8101

## FOR SALE

### STEEL BUILDINGS

Save up to 50% on Arch Style Buildings. Factory Clearance. 25x30; 40x40; 50x100 & others. **Factory Direct.**

**UNIVERSAL STEEL**  
1-800-548-6871

### POND LINERS

Buy direct from fabricator 20 & 30 mil. P.V.C. Made to order. Under 20 cents per sq. ft. Installation or supervision available. Call...

**COLORADO LINING COMPANY**  
(303) 841-2022

### PIPE LOCATOR

**Inexpensive! Locates; traces underground drain; water pipelines of clay, PVC, ABS, steel cement. Finds sprinklers, valves, clogs. Bloch & Co., Box 18058, Cleveland, OH 44118. (216) 371-0979.**

## BUSINESS SERVICES

### "ERIC"IFICATION

Lots of Play? No Time to Aerify? We'll aerify with a water-injection system.

- Reduces Compaction
- Improves Water Infiltration
- Deepens Root Growth
- Doesn't Disrupt Play

Call **Eric Gerdes, (813) 688-8425**  
531 Howard Ave., Lakeland, FL 33801  
(Covers state of Florida only)



## Mid Tenn Turf, Inc.

Golf course, athletic field renovations & new construction. Sodding, sprigging, row planting, fairway renovations. Complete turn key operations. Products include: Vamont Bermuda; Tif & Tif II Bermudas; Meyer Z-52 Zoysia; Blended Fescue.

**Mid Tenn Turf, Inc.**  
Rt. 3, Box 3199  
Manchester, TN 37355  
Phone (615) 728-0583

## LASER MEASURING

### LASER MEASURING and SPRINKLER YARDAGE MARKERS

We do it all. Laser measure & installation (same day) of **custom metal yardage markers** for all types of sprinkler heads. Warranty included. Also tee to green measurements, granite fairway markers. Sprinkler yardage markers may be purchased separately. Contact Nick for samples & references. **Fairway Designs of Florida, 800-36-TAGIT.**

## GOLF COURSE ACCESSORIES

### SAVE 40% OR MORE!

Buy personalized flags factory direct & save 40% or more. Flagpoles, tee markers, etc. also available. Fast personalized service guaranteed. Call toll free.

1-800-476-7005



**FOUR SEASONS GOLF COMPANY**

P.O. Box 78011  
Greensboro, NC 27427

### WHY HASSLE WITH SEVERAL VENDORS?

- Scorecards
- Sprinkler Tagging
- Yardage Books
- Fairway Markers
- Laser Measuring
- Tee Signs (wood or granite)

Call **FORE BETTER GOLF, INC.**  
1-800-468-8672

### CUSTOMIZED YARDAGE MARKERS

- ✓ Highest quality bronze markers for tees, 100, 150 & 200; & cart paths
- ✓ Sprinkler head yardage tags to fit all automatic systems
- ✓ Yardage books — 1 & 4 color
- ✓ Laser measure per USGA standards

For more information, references or samples, contact:

**From Tee to Green, Inc.**  
1707 Brandywine Trail  
Ft. Wayne, IN 46845  
(800) 932-5223



# Roberts on Gore

or bad, desirable or undesirable. The senator states uses well all the evidence at his disposal to emphasize the serious nature of environmental deterioration both locally and globally. He believes public support for his position can be developed, media influence can be positive, and technological influences in data availability can be convincing.

We must scrutinize the issues and evidence to determine the level of our support for environmental causes. To do this effectively, Gore initiated a fundamentally sound approach. "I began to separate the parts of the environmental issue that were fundamentally local in nature, like hazardous waste sites, from those that represented threats to the entire globe."

Only in this way can we grasp the true significance of what is happening around us, and determine appropriate courses of action.

Gore writes, "The more deeply I search for the roots of the global environmental crisis, the more I am convinced that it is an outer manifestation of an inner crisis that is, for lack of a better word, spiritual. As a politician, I know full well the special hazards of using *spiritual* to describe a problem like this one. For many, it is like one of those signs that warns a motorist 'steep slope — truckers use brakes.' But, what other word describes the collection of values and assumptions that determine our basic understanding of how we fit into the universe?"

We need to know who we are and why we are here. Is it to destroy the earth? Are we here to rid the earth of this civilization? Is it really materialism that we worship? Does the concept of dysfunctional family life extend to civilization in general? These are spiritual questions that involve values. Many leading educators in recent years have lectured on the real issues of our time being spiritual and not technological. And yet, our attempted solutions so often emphasize technology.

The senator details the needs to change attitudes regarding earth sciences, economics, sociology, learning from history, psychology, philosophy, religion and implications of development.

Without these changes, there may be reasonable doubt whether civilization can survive. Gore suggests a "Marshall Plan" approach, based on assumptions that democracy and modified free markets are preferred worldwide; and a global civilization is preferred over one with diverse objectives. Five strategic goals must receive attention to realize true implementation of this plan.

- World population must be stabilized.
- Appropriate technologies must be developed and shared in agriculture, forestry, energy, building technology and waste reduction and recycling.
- A new global economic plan must be set in place.
- A new generation of treaties and agreements must be enacted.
- A new global environmental consensus must be implemented.

Gore believes it is crucial that this plan be worked out now before population increases make a global environmental consensus even more difficult. Gore describes changes needed in global

Continued on next page 9

# Golf Course Marketplace

To reserve space in this section, call Simone Marsteller at 813-576-7077

## PUT THE BITE ON ALGAE

• SOLVE YOUR PROBLEMS WITH ALGAE AND ODORS

(5) REASONS TO USE ECOPAK

1. Predictable Performance
2. Proven Design
3. Cost Effective
4. Easy to Install
5. No Maintenance

CUSTOMER LEASING PLANS AVAILABLE  
Distributor inquires welcome!



OZONE AERATION SYSTEMS

P.O. Box 1295 Morro Bay, CA. 93443 Ph. 805-541-2206 Fax. 805-541-2532

CIRCLE #170

**TRIMS**  
Grounds Management Software

Dedicated to Technology in Turfgrass Management

Experience what TRIMS can do for you!

- Budget & Expenses
- Equipment Service Records
- Spare Parts Inventory
- Personnel & Labor Records
- Chemical Application Logs and more!

Call or write today to receive free literature and a demo disk (3 1/2, 5 1/4).

LABB Systems/Software  
6018 East Osborn Road  
Scottsdale, AZ 85251  
(800)733-9710

CIRCLE #171

**WEATHERGUARD**  
**Fleet Car Storage**  
LOW PROFILE • DRIVE THROUGH DESIGN  
MODULAR, FREESTANDING, EXPANDABLE, & FAST. CALL FOR IMMEDIATE QUOTE  
**1-800-289-8827**  
100 WEST ASHE STREET, JOHNSON CITY, TENNESSEE 37601 (615)926-1470

PROTECT YOUR FLEET FOR AS LOW AS \$600 Per Square Foot ERECTED  
ROLL-UP DOORS

CIRCLE #172

## Keep Your Divot Seed Mixture Where It Is Used ...



... in Divot Seed & Soil tee buckets next to the tee markers. Available in Cedar or Redwood slats and with companion Trash'M debris buckets.



Ask Your Golf Course Distributor for INNOVATIVE MAINTENANCE PRODUCTS

From

*Master of the Links*



P.O. Box 283, Lockport, IL 60441-0283  
(815) 723-4444 • Fax (815) 723-4485

CIRCLE #173

Nationwide delivery • Install in less than two hours  
**Golf Course Bridges!**  
**1-800-328-2047**  
Thousands in use. Built to last. Sponsor Member  
**CONTINENTAL BRIDGE**  
Route 5, Box 178, Alexandria, MN 56308 • (612) 852-7500  
**NGF**  
NATIONAL GOLF FOUNDATION

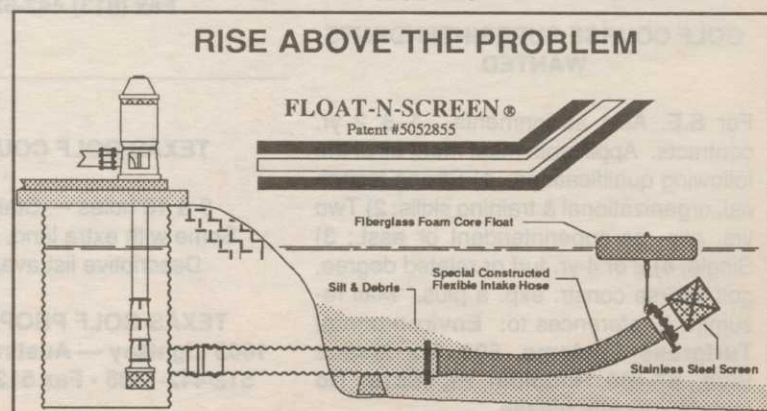
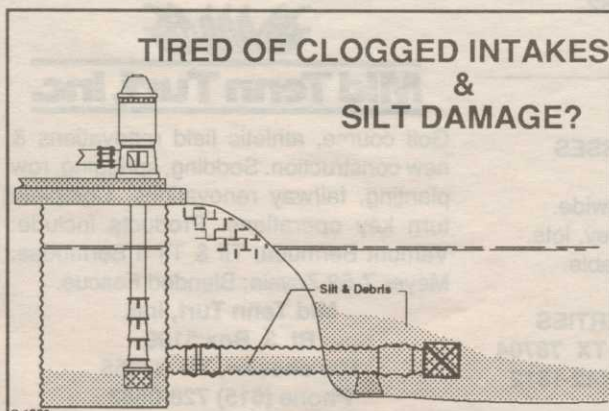
CIRCLE #174

**ACCU-GAGE™**  
Accu-gage™ is a precision measuring instrument for making highly accurate height-of-cut adjustments on greensmowers or other precision mowers.  
Available in 15", 18" and 24" bars.

**GROOMER-GAGE™**  
Groomer-gage™ is a precision measuring instrument for accurately setting the desired grooming depth of groomer or verticutter units.

For more information on this and other precision tools call Toll Free:  
**1-800-253-2112** or 313-429-9571 FAX: 313-429-3985  
**PRECISION TOOL PRODUCTS CO.** 7836 Bethel Church Rd. • Saline, MI 48176

CIRCLE #175



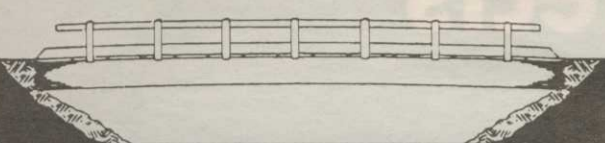
Float-N-Products™: Float-N-Screen®, Float-N-Foot Valve®, Float-N-Pump™, Skid-N-Pump™

By Greenscape Pump Services, Inc., 556 Coppell Road, Coppell Texas 75019 Ph. # (214) 393-0346

CIRCLE #176



# Golf Course Marketplace



## Timber Bridges

by Western Wood Structures, Inc.  
Call Chuck Schmokel - 503/692-6900  
**1-800-482-4004**

CIRCLE #177

Our services are available to Private Courses, Resort Courses, Municipal Courses, Golf Course Architects, Development Companies and Clubhouse Designers.

## GOLF GRAPHICS

GOLF COURSE IMAGE DEVELOPMENT

SPECIALIZING IN TOTAL IMAGE DEVELOPMENT

- LOGO DESIGN
- COURSE & CLUBHOUSE SIGNAGE
- BROCHURES
- PRO SHOP SIGNAGE & GRAPHICS
- GOLF COURSE PHOTOGRAPHY
- MARKETING ASSISTANCE
- CATALOGS
- SCORECARDS
- TIFDWARF
- TIFGREEN II
- BIG ROLLS

1604 ROYAL • MONROE, LA 71201 (318) 388-1644

CIRCLE #178

## Keep That Edge



### pinhigh

reel sharpening compound

Contact Your Local Distributor or Call Us  
Toll Free 1 (800) 422-4748

CIRCLE #179



## QUAIL VALLEY FARM, INC.

"Growers of Quality Turf Grasses"

- Meyer Z-52 Zoysia
- El Toro Zoysia
- Tall Fescue
- Sprigs
- Tifway II
- Tifdwarf
- Tifgreen II
- Big Rolls

(800) 666-0007  
7501 Kanis Road  
Little Rock, AR 72204  
(501) 224-8873

CIRCLE #180

## Keep frost at bay!

(and give your golfers more time to play)

### TurfTemp

HEATING/COOLING SYSTEMS

BioTherm 800-GET-HEAT POBox 750967, Petaluma, CA 94975

CIRCLE #181

## ENGRAVED YARDAGE LABELS

FOR SPRINKLER HEADS



Call for Free Sample Kit

- Bright colors
- Fasteners included
- Orders quickly shipped UPS

**1-800-284-YARD**  
THE YARD EDGE GOLF CO.  
P.O. Box 13159 Wichita, KS 67213

CIRCLE #182

## FREE SAMPLE!

### TOUR-LEVEL™ SAND RAKES



The ONLY Tour-approved rake with:

- \* No-Splinter Oval Handle
- \* Flow-Thru Smoothing
- \* Polycarbonate Head

(919) 765-GOLF (4653)  
Innovative Golf Products, 104-5 Griffith Plaza Drive  
Winston-Salem, NC 27103 FAX (919) 765-9955

CIRCLE #183

NEW! Sand Based or Washed

PENNCROSS & PENNLINKS (100% or 50/50)  
Maryland and Pennsylvania Grown

- Sand Based (USGA)
- Washed (Native Soil)
- Native Soil (Duffield Silt Loam)

## BENTGRASS SOD

Call Toll Free: 800-USA-TURF (872-8873) or 717-898-5000



Lancaster, Pennsylvania

Poa Free

CIRCLE #184

## LIST RENTAL

### GOLF COURSE NEWS

...now offers you the opportunity to reach the decision makers at thousands of golf facilities with an exclusive mailing list.  
Call Simone Lewis for details.  
**(813) 576-7077**

CIRCLE #185

## SYNTHO-GLASS

### PIPE REPAIR KIT



- \* Stops Leaks!
- \* Water Activated!
- \* Sets in 30 Minutes!
- \* No Mixing & Measuring!
- \* Easy to Apply!
- \* Use Directly from Package!

For more information call:  
**(800) 328-0090**  
NEPTUNE RESEARCH, INC.  
FAX: 1-407-683-8366

CIRCLE #186

## Fream on Europe

Continued from page 9

big maintenance cost courses are in operation. Attracting players to a big name course may only work for the first visit. Return players, or players willing to spend large sums on the greens fee, may become a decreasing occurrence, unfortunately for the developer or operator of the project. By this time the "name" or signature architect has been paid, but who is going to cover the mortgage payment or the on-going maintenance costs?

The golf architect and project master planners can help the developer or promoter realize financial and market targeting actions during conception of the project. Excesses in design, construction and maintenance of a golf course all deduct from the net profit. A golf architect who is aware of the financial realities of the project and incorporates financial realism into the planning, design, and construction and into their impact on long-term maintenance is helping to assure the long-term financial success of the project.

Regardless of present economic trauma, a growing standard of living will continue to fuel the need, or market, for golfing facilities throughout Europe and Scandinavia. While the economic reorganization going on in Eastern Europe will be a slow and tedious process, the former Eastern Bloc nations will recognize tourist trade as an excellent potential source of outside income and emerge as attractive locations for golf facilities. Russia and other of the former Soviet states will also evolve as potential locations for golf projects, once the industrial privatization and land ownership issues have been more completely clarified. The Mediterranean coast has considerable potential for expansion of golf facilities, so long as intelligent land use planning, environmental protection and pollution control become stronger factors in coastal development thought processes.

Long-term growth would appear to indicate "daily fee", open-to-the-public courses and resort destination projects as those with the most favorable prospects.

The success of existing and future golf courses in Europe will revolve around knowledgeable planning, creative and thoughtful design, quality construction and proper levels of turfgrass maintenance. The course may be called public daily-fee, country club, or resort, but the basic fundamentals for financial success remain the same.

## Roberts on Gore

Continued from previous page

economics that will place a higher value on environmental quality. He identifies hidden costs that we overlook when calculating the true value of products and services. In a way, for generations, we have subsidized production to the detriment of natural resource sustainability and without adequate concern for the health and safety of society at many levels.

Gore and other authors who have written on earth science and civilization have given us much to think about.