

## American Colloid buys German firm

ARLINGTON HEIGHTS, Ill. — American Colloid Co. has announced the acquisition of certain assets and intellectual property related to the operations of Wennigsen, Germany-based Piepho Abwassertechnik, a specialist in wastewater treatment technologies.

Piepho was the originator of the technology American Colloid and its Colloid Environmental Technologies Co.

(CETCO) subsidiary used in developing CETCO's clay-based waste-water treatment chemical flocculants, now sold under the trade name RM-10.

"The German operation will be known as Colloid Abwassertechnik and will be managed through our Volclay Ltd. subsidiary located in Wallasey, England," said John Hughes, American Colloid president and chief executive officer.

## CARB emissions

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their area as one that needs the air cleaned up. Either they clean it or lose highway funds or something like that. The California regulatory community has no choice."

Indeed, the new CARB emission standards have been welcomed by some in the industry, as they give manufacturers a glimpse of where the country is heading with regard to regulation. Performance has also been enhanced, said Doug Podevels, senior principal design engineer

at The Toro Company's Commercial Products Division.

"Long before these standards there were requests for better fuel efficiency," said Podevels. "So I think it's positive. We've seen already that our products are more reliable and fuel consumption is down. We've seen it happen with our 3100 Greensmower. Customers like it better."

"People must understand, however, that you have to give the engine-manufacturer the opportunity to say, 'Is this profitable?' Engine manufacturers are working with EPA to determine what's feasible. Do you test now-

ers like cars, on a regular basis? They're trying to address it from a practical, technical aspect. And that's a better approach than what's going on in California."

Podevels noted that it can cost the manufacturer \$40,000 to conduct an emissions run on a single engine model. Chemical manufacturers may scoff at that figure, especially compared with what it costs to register an herbicide these days. But the regional nature of CARB standards make it a tough call for engine manufacturers.

And, as Podevels pointed out, "They haven't even addressed the diesel issue yet."

The CARB has addressed the golf car issue. No gas-powered golf cars will be sold in California following Jan. 1, 1997, though existing vehicles will be grandfathered until they fall apart or die.

## Clute & Associates

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Clute pointed to The Quarry course in Palm Desert, Calif., on which the entire playing surface was sodded. "We started construction in June and they played Jan. 22. That is phenomenal," he said. The Clute crew on that job, excluding sub-contractors, was normally 70 to 80 people, and sometimes soared to 200.

Asked what factor he would give prime importance in construction if he were the developer, Clute said: "The schedule, from planning through construction. It is far more important than what many people recognize. The jobs that are well planned and allow enough time to do each phase properly — land planning, golf course designing, etc. — have the highest probability of getting the best product and at the best price."

"When you compress schedules, it becomes riskier and one thing or another happens [to add cost]."

Planning, design, permitting and financing often take far greater time than the owner anticipates, Clute said, adding: "Then they try to compress the construction schedule to hit the same opening date. That generates difficulties. People get shortsighted and try to move too fast."

Often, the fallout is that the course builder — at least in Clute's case — must overstaff "to catch up to the time these people have burned," he said. "I would like to have more time to do our work. We could do a better job. It would be less stressful on our people. And we could maximize the results for the owner, the architect, and everybody. And we might even make some money on some jobs."

Yet, Clute is leaving happy customers. Echoing the feelings of others from the city of Rome, Ga., to LaQuinta Golf Properties in Palm Desert, Calif., Redford said, "I would definitely want to use them again."

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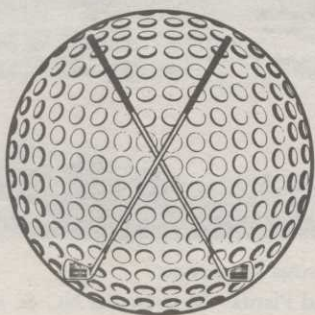
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