

State

CA

MA

TN

NM

IN

NY

FL FL ings

ville

Courses added by golf management companies in recent months

Company/Course Name	City	State	Company/Course Name	City
American Golf Corp.		Buena Vista Hospitality Group		
SeaCliff CC	Huntington Bch	CA	Spanish Hills G&CC	Camarillo
Dunmaglas GC	Charlevoix	MI	Corcoran Jennison Hosp	itality Co.
Hilltop GC	Plymouth	MI	Widows Walk GC	Scituate
Heatherwoode GC	Springboro	OH	Edwin B. Raskin Co.	
Golden Oaks CC	Reading	PA	Bluegrass Yacht &CC	Hendersonv
SilverHorn GC	San Antonio	TX	Golf Enterprises Inc.	
Seven Springs CC	Chesapeake	VA	Paradise Hills GC	Albuquerqu
American Golf Country C		Heritage Golf Management Inc.		
Oregon GC	West Linn	OR	Whitetail GC	Bloomington
Billy Casper Golf Manag	ement	International Golf Group		
Back Creek GC	Middletown	DE	Radisson Greens GC	Syracuse
Tennessee Centennial GC	Oak Ridge	TN	International Golf Mana	gement
Brassie Golf Corp.			Kissimmee GC	Kissimmee
Southern Dunes G&CC	Haines City	FL	Tarpon Springs GC	Tarpon Spri

	Company/Course Name	City	State
	KSL Fairways		
	Tantallon CC	Ft. Washington	MD
	Willow Run GC	Pewaukee	WI
	LinksCorp		
	Thorntree CC	Desoto	TX
Martty Golf Management Inc.			
	Lakewood CC	New Orleans	LA
	Masters Golf Corp.		
	Rosemont CC	Orlando	FL
	O.B. Sports		
	Reserve Vineyards & GC	Portland	OR
	Western Golf Properties		
	The CC at DC Ranch	Scottsdale	AZ
	Oak Creek GC	Irvine	CA
	and the second s		

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Dean Massmann, Golf Course Superintendent Jefferson Golf & Country Club

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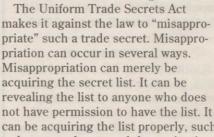
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18th Hole (Green: 38,000 square feet) The largest single green in golf Columbus, Ohio Designer: Robert Trent Jones, Jr.



can be acquiring the list properly, such as by an employee, and then using it improperly, such as after the employment relationship ends. The court noted, however, that the

information not only has to be acquired through special labors, it must be kept under wraps. It must be "the subject of

Trade secrets

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be considered protected if they meet the definition of a "trade secret." In addition to federal trade regulations, many states have adopted the Uniform Trade Secrets Act. This law defines a "trade secret" as information which derives its economic value from not being known to the general public. Once compiled, the information must be kept in a manner that maintains its secrecy. A bona fide trade secret can be a private company's client list compiled from years of hard work by employees using various methods of development.

For example, one California court found that the client list of an employment agency qualified as a trade secret because the list had considerable detail as to the needs and desires of various customers who purchased temporary employment services. In the case of Courtesy Temporary Service, Inc. v. Camacho, the court found the company's client list was a trade secret. The list had been developed over the years and guarded by the company for the valuable information it contained. The information was not available in other public sources, such as telephone books or directories. The court found that there was no source from which to determine what companies might be interested in using temporary services. The list had been "secured by screening a large number of such prospects, at considerable time, effort and expense."

When a small group of employees decided to quit and form a competitive company, the court found that use of the former employer's customer list was an unlawful misappropriation of a trade secret. It was as if the former employees stole the benefit of all the effort that went into making the list.

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