

Golf Course Marketplace

To reserve space in this section, call Diana Costello-Lee at 207/846-0600

EMPLOYMENT OPPORTUNITIES

SALESMAN WANTED

Sell to golf courses. Inexpensive, widely used pipe locator. Commission basis, 30%. **Bloch & Co., PO Box 18058, Cleveland, OH 44118. (216) 371-0979.**

SUPERINTENDENT OF GOLF COURSE QUALITY CONTROL

Serviscape Inc., is seeking a Quality Control Manager. The candidate will possess an ability to plan, solve problems, and establish procedures. Excellent communication skills, strong background in turf mgt, technical writing and computer skills degree in turfgrass related discipline. Duties will include assessing, writing, teaching & auditing operational policies and administration of nonoperational functions. Send resume: **Peter Sinott, Serviscape, PO Box 8658, Michigan City, IN 46361**

GOLF COURSE CONSTRUCTION

Heavy equipment operator and shapers needed. Send resume to: **Eagle Golf Construction, PO Box 256, Novi, MI 48376**

IRRIGATION DIVISIONAL MANAGER

Golf sales, and supervision of installations. Well structured wage & benefit packages. Send Resume to: **MBI, PO Box 2684, Ponte Vedra Beach, FL 32004.**

GOLF COURSE CONSTRUCTION

Experienced shapers, finishers, project managers needed in Asia. Mail resume & references to: **World Golf Group Inc. 9 Music Square S. Ste 277, Nashville, TN 37203.**

WANTED

Experienced golf course construction superintendents irrigation supervisors and shapers. Must travel. Send resume to **Wadsworth Golf Construction Co. 1901 Van Dyke Rd. Plainfield, IL 60544. Phone (815)436-8400. Fax (815)436-8404.**

COURSE CONSTRUCTION

Superintendents/Shapers/Finish Operators needed. **Fax Resume to: Niebur Golf (719)527-0337.**

REAL ESTATE

TEXAS GOLF COURSES

Nine & eighteen holes-statewide. Some with extra land, development lots. Descriptive list available. **Texas Golf Properties, 1603 Lightsey, Austin, TX 78404. Phone# (512) 442-7105. Fax# (512) 442-1812.**

GOLF COURSE FOR SALE

Nine hole, championship layout. Northern Wisconsin resort area. Lake frontage. Some owner financing. **Call: 715-339-3600 before 11AM.**

GET THE LATEST DEVELOPMENT

Subscribe to the Golf Course News Development Newsletter which tracks course projects under consideration across the nation! Just \$195 for a yearly subscription. **Call Editor Peter Blais at 207-846-0600.**

FOR SALE

LASER MEASURING

Laser measuring and sprinkler yardage markers. We do it all! Laser measure & installation of custom metal yardage markers for all types of sprinkler heads. **Fairway Yardage Designs: 1-800-368-2448.**

PIPE LOCATOR

INEXPENSIVE! Locates and traces underground drains, water pipelines of clay, PVC, ABS, steel & cement. Finds sprinklers, valves & clogs. Used by over 1000 golf courses! **Bloch & Co., PO Box 18058, Cleveland, OH 44118. (216)371-0979.**

ARCH STYLE STEEL BUILDINGS

Build it yourself and save money! For cart and equipment storage. Factory direct. Save money on buildings in stock. 30 x 40; 40 x 50; 42 x 76; 51 x 90. Easy to erect. **Archway Steel Buildings: 1-800-344-2724.**

BUCKNER IRRIGATION CONTROLLERS

22 model 39824/5 Solid State field controllers. 3 years old, excellent condition. Includes COPS 4 software and interface board. **BEST OFFER. Call 810-433-0679.**



WATERPROOF

Cardy Twin WP pH meter:
• For soil or water
• Dry sensor storage
• Push button calibration
• ± .1 pH accuracy

CALL 1-800-248-8873

Meters for EC, NO₃⁻, K⁺ & Na⁺
SPECTRUM TECHNOLOGIES, INC.

12010 S. Aero Dr. • Plainfield, IL 60544
800-248-8873 • 815-436-4440
FAX 815-436-4460

SOLID BRONZE SIGNAGE

- Yardage Markers
- Tee Signs
- 100, 150, 200
- Commemorative
- Laser Measuring
- Sprinkler Tagging
- Yardage Books

FROM TEE TO GREEN, INC.
(800) 932-5223
Fax: (219) 637-6874

QUALITY!

- Laser Measuring • Scorecards
- Sprinkler Tagging • Yardage Books
- Redwood & Bronze Tee Signs

FORE BETTER GOLF, Inc.
1-800-468-8672
Fax: 708-893-0455

Premium Replacement Parts for Outdoor Power Equipment

J. THOMAS DISTRIBUTORS, INC.

Introducing: **INTERMIX™**
No Smoke NEW Oil
FOR THE UNBEATABLE PRICE OF \$23.50 PER CASE

OPTIMUM TRIM LINE™
PRICES START AS LOW AS \$9.95

Complete Gearbox
STARTING AS LOW AS \$149.99

Spindle Bearings
PRICED AS LOW AS \$4.80 EACH

FOR PRODUCT INFORMATION OR A FREE CATALOG OF OUR COMPLETE LINE OF MOWER AND SNOWPLOW PARTS CALL **1-800-422-4184**

PRACTICE RANGE



TARGET NETS

AVAILABLE IN 3 SIZES:
2M DIA (APPROX 7') AT \$395.00
4M DIA (APPROX 13') AT \$555.00
6M DIA (APPROX 19') AT \$695.00
Tel: 1-800-684-3065

IPA GOLF SERVICES

Got a Flat?

Fix tubeless tires the professional way yourself! Save money & reduce downtime. The **Stop & Go Tubeless Tire Plug Gun** makes 'on the wheel' on the spot repairs. Kit includes: Plug Gun with nozzle, probe tool, lubricant, 25 mushroom-shaped rubber plugs, razor knife, and full instructions.



Send **\$39.95** VISA/MC/AX Accepted
PrePaid Check Orders = Free Freight:
STOP & GO INTERNATIONAL
385 Dartmoor GCN, Crystal Lake, IL 60014
FAX or Phone (815) 455-9080
Order Toll Free (800) 747-0238



Mid Tenn Turf, Inc.

Services -
• Row Plant Sprigging • Broadcast Sprigging
• Sod Installation • Hydro Seeding • Laser Grading
• Complete Athletic Field Construction & Renovation

Sod Varieties -
Available in 16" x 24" Slab or 42" x 120" Big Roll
• Blended Fescue • Vamont Bermuda
• 419 Bermuda • Quickstand Bermuda
• Tifway II Bermuda • Myer Zoysia
Sprigs available in all Bermudas and Zoysia

Manchester (615) 728-0583
Nashville (615) 254-4728
Fax (615) 728-0168 Toll Free 1-800-782-4083
4698 New Bushy Branch Rd.
Manchester, Tennessee 37355

POND & LAKE LINERS

- Buy Direct from fabricator 20, 30, 40 mil PVC, Hypalon, HDPE, & P.P.
- Custom fabricated panels of up to 25,000 S.F. available.
- Material Only, Material & Supervision, or Complete Installation service.



1-800-524-8672

1062 Singing Hills Road • Parker, CO 80134
303-841-2022 • Fax 303-841-5780

HOW TO ORDER A CLASSIFIED AD

RATES: \$85 per column inch (25-35 words, including a bold headline). Each additional 1/4 inch is \$25. If ordering a logo, please indicate and include an extra \$45; for a blind box, please indicate and include an extra \$20. All line ads must be prepaid. All rates are per insertion. For more information, call Diana Costello-Lee at (207) 846-0600. To place your classified ad, mail your ad copy with payment to:

Golf Course News, PO Box 997, 38 Lafayette St., Yarmouth, ME 04096
or fax to: (207) 846-0657

Your Name _____
Company Name _____
Address _____
City _____ State _____
Zip _____ Daytime Phone _____

TIF financing

Continued from page 1

tricts. Through TIF, cities working with developers can use increased property tax revenues in a defined district to pay for improvements within that area.

Wyandotte isn't the only place TIFs are being employed. In Faribault, Minn. — a 45-minute commute from Minneapolis/St. Paul — city officials and developers are planning on \$700,000 in tax increment financing to help construct a new 18-hole golf course and housing for the proposed Legacy Links project on land at the Shattuck-St. Mary's School.

TIF is initiated by a city through several steps, although laws and regulations vary greatly from state to state and change frequently. Usually the process starts when the city specifies an area or district of land for renewal and redevelopment. The city then establishes an overseeing "authority" for that land, creates a development strategy, and develops a financing plan.

Under TIF, tax values on the designated land are frozen. As that parcel or district is then improved and developed — and the tax values rise — any increased tax revenues above the frozen valuations are then returned to the city and/or the developer, according to previously agreed upon proportions in the financing plan. The city or the developer can then put those increased tax revenues to various uses including, in some states, the development of other projects for public benefit — like golf courses.

The recently-opened 9-hole Wyandotte Shores Golf Club here, just south of downtown Detroit, is one of the first TIF-financed golf courses in Michigan. The 3,200-yard, par-36 golf course and adjacent 25-acre riverfront park were built on a 100-year-old industrial site on the banks of the Detroit River. The site, formerly known as South Works, had most recently been a chemical manufacturing plant for the BASF Corp. The Wyandotte Shores course and park are considered a shining example of urban redevelopment and a model for city planners across the country.

"It's not really a new idea," said Peter McInerney, director of community development for the city of Wyandotte (pop. 31,000) and a key figure in the development of Wyandotte Shores. "It's been around going back to the 1950s in certain parts of the country. It first came to Michigan in the mid-1970s and became a classic way to finance a downtown parking structure and spur development."

McInerney estimated the city of Wyandotte was able to recapture approximately \$5.2 million through tax increment financing, money that was used to build the golf course. The golf course and riverfront park project — which began construction in 1993 and officially opened last fall — also received a \$2 million contribution from BASF Corp. and approximately \$1.5 million in state grants from the Michigan Department of Natural Resources.


The potential for a city to use TIF, to finance something like a new golf course construction project, depends on state laws which vary significantly, according to Dave Wilcox of Economics Research Associates in Los Angeles.

Wilcox said TIF has been a boon for urban redevelopment and infrastructure improvements in the past two decades, especially since federal grant money has diminished. But Wilcox said TIF was not developed with golf courses in mind. He wondered whether the large amount of land required for a golf course even made it economically attractive for TIF when compared with the higher tax value of office buildings, for example.

Golf Course Marketplace

To reserve space in this section, call Diana Costello-Lee, 207-846-0600


P. O. Box 806
201 40th St. NE
FORT PAYNE, AL 35967



"CROSSING THE NATION WITH BRIDGES YOU CAN DEPEND ON"

ENGINEERED AND FABRICATED TO FIT YOUR GOLF COURSE NEEDS, FROM THE CONNECTOR (PICTURED) TO THE ORIENTAL "EDO" SERIES. PEDESTRIAN, GOLF CART AND VEHICULAR BRIDGES. SINGLE SPANS TO 200 FEET AVAILABLE.

CALL TODAY FOR FREE BROCHURES
1-800-749-7515



LANCASTER COUNTRY CLUB, LANCASTER, PA


CIRCLE #170

Featuring **CERTIFIED** MEYER Z-52 ZOYSIA

- EL TORO ZOYSIA
- TALL FESCUE
- TIFWAY II
- TIFTON 419
- TIFDWARF
- MIDLAWN

1-800-666-0007

"Of course we're playing on Quail Valley!"



QUAIL VALLEY FARM

P.O. BOX 5508
LITTLE ROCK, AR 72215

CIRCLE #171

Flymo Hovering Trimmers
GCT12, GCT15 and GCT21

Lightweight, Powerful engine
Fast and easy to use
Assembled in the USA
Multidirectional cutting

Starting at **\$369.95**

NEW for 1996

Adjustable Cutting Heights
(From 3/4" to 2")



PRECISION 1-800-345-1960
SMALL ENGINE CO., INC. FAX 954-973-8032
2510 N.W. 16TH LANE
POMPANO BCH., FL 33064

CIRCLE #172

LIST RENTAL

GOLF COURSE NEWS
THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY


...offers you the opportunity to reach the decision makers at thousands of golf facilities with an exclusive mailing list.

Call Diana Costello-Lee for details
207-846-0600

Timber...

- ✓ Bridges
- ✓ Walls
- ✓ Boardwalks
- ✓ Shelters

Custom Build On-Site
Nationwide Construction
Environmental Experience
3 Year Written Warranty



BRIDGE CONCEPTS
The Professional Bridge Company

800-226-4178

CIRCLE #173

HARCO DUCTILE IRON FITTINGS FOR GOLF COURSE IRRIGATION SYSTEMS

Sizes 2" through 12", all configurations including "knock-on" repair couplings. High Strength, high corrosion resistance.



The Harrington Corporation
P.O. Box 10335
Lynchburg, Va 24506
804-845-7094 Fax 845-8562

CIRCLE #174

TRIMS for Windows
The Building Blocks of Grounds Management Software

TRIMS for Windows Features:

- Budgets & Expenses Tracking
- Inventory, PO's & Fuel Reporting
- Personnel & Labor Activity
- Equipment Maint. & WO's
- Chemical & Fertilizer Records
- Event Scheduling
- TRIMS DrawView for site plans
- Weather Station Communication
- On-Line Reference Manual
- Multi-Tasking
- Multi-User (2 Station) Capability
- On-Screen Report Preview

• Runs on Windows 3.1 or 95

TRIMS Software International
3110 N. 19th Ave., Suite 190
Phoenix, AZ 85015

Call for your FREE Demo Disk
(800) 608 - 7467
(602) 277 - 0067

CIRCLE #175

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 #176

Quality with a Twist

A twist of our easy off lid gives you quick access to Pinhigh's quality reel sharpening compound.



pinhigh
reel sharpening compound

Call 1 (800) 422-4748

CIRCLE #177

EXCEL

BRIDGE MANUFACTURING CO.

Golf Course Bridges are our specialty! We fabricate easy-to-install, pre-engineered spans and deliver them anywhere in the USA. Call today for a free consultation.



Carlton Oaks Country Club, Santee, CA 10' wide x 60' long, 10,000 lb. capacity

Our classic design, with a look that stands the test of time.

800/548-0054 (Outside CA)
12001 SHOEMAKER AVENUE, SANTE FE SPRINGS, CA 90670
310/944-0701 • FAX 310/944-4025

CIRCLE #178

Golf Course Marketplace

To reserve space in this section, call Diana Costello-Lee at 207-846-0600



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 #179

DIRTY BIRDS a PROBLEM??

Scare them away with harmless,
**APPROVED, ENVIRONMENTALLY SAFE
BIRD CONTROL NOISEMAKERS**

**UNIQUE, MORE DISCREET PRODUCTS
ESPECIALLY FOR GOLF COURSES**
near residential areas are available.

**We CAN help solve your bird problems.
CALL TODAY: 1-800-582-8843
JPF Distributors**

CIRCLE #180



PAVELEC BROTHERS GOLF COURSE CONSTRUCTION CO., INC.

✓ New Construction
✓ Renovation
✓ Field Drainage Systems

TONY PAVELEC
(201) 667-1643
EMIL PAVELEC
(201) 939-6182

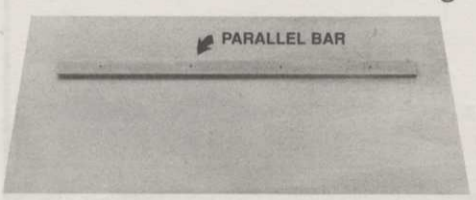
98 Evergreen Ave.
Nutley, NJ 07110

CIRCLE #181

BENCH-PLATE™

... a Precision Tool for Precision Mowing

The bench plate is a utility surface plate, with an attached parallel bar for use in setting putting greens mower rear roller parallel with the reel. The oversized model is useful for making adjustments on larger mowers. Model #006 measures 12" x 24", oversize model measures 24" x 36". To order call 1-800-253-2112 or FAX 1-313-429-3985.



PRECISION TOOL PRODUCTS CO.
7836 Bethel Church Rd. • Saline, MI 48176

CIRCLE #182

Inside Info

Get the jump on your competition by subscribing to the *Golf Course News Development Letter*

This twice-monthly newsletter...

- tracks golf course projects under consideration across the nation
- is packed with news items detailing where and when projects will be undertaken, and by whom
- is just \$195 for a year's subscription

For more information contact
Editor Peter Blais at 207/846-0600

LAMINATED WOOD BRIDGES



PEDESTRIAN & VEHICULAR

Order Direct From The Leading Manufacturer in U.S.

- Complete Prefabricated Packages
- Ready for Fast Erection
- Direct Distribution Throughout the U.S.
- Custom Design & Engineering

ENWOOD STRUCTURES
MANUFACTURER OF ENGINEERED WOOD PRODUCTS

CALL 800-777-8648
P.O. Box A • Morrisville, NC 27560
Tel. 919/467-6155 • FAX 919/469-2536

CIRCLE #183

ENGRAVED YARDAGE LABELS

•Bright Colors •Fasteners included
•Orders quickly shipped UPS **Free Samples!**



NEW ITEM... "THE SOLUTION"

For Areas Without Sprinklers.
Put Your Message Plus Yardage
Anywhere: Hazard Points,
Tees, Practice Ranges.

YARD EDGE GOLF
1-800-284-9273



P.O. Box 13159
Wichita, KS 67213

CIRCLE #184

TURBO TURF HYDRO SEEDING SYSTEMS



- ✓ Seed mulch fertilize 1 step
- ✓ Cut germination time
- ✓ Seeding cost: 1-1 1/2 ¢ a ft.
- ✓ Mix a load in 1 minute
- ✓ Spray @ 300 sq/ft/min
- ✓ Save TIME and MONEY

Need to repair, tee's, walkways etc: 50 Gallon \$ 1295.00, 100 Gal. \$ 1995.00
Need to remodel, re-do fairways, etc, 300 Gal. \$ 3995.00 500 Gal. \$ 4795.00
Need to build a course, add 9. etc. 750 Gal. \$ 7995.00, 1000 Gal. \$ 9995.00

FOR A FREE HYDRO SEEDING INFO PACK, CALL:

BADGER ASSOCIATES
1108 THIRD AVE., NEW BRIGHTON PA 15066
412-846-0670 800-822-3437 FAX 412-846-3470

CIRCLE #185

The Visible Yardage Markers Just Got More Visible!

By popular demand The Kirby Marker System is now available in Red, White, Blue & Yellow as well as traditional Green.



Nobody Does It Better!

The Kirby Marker System
619.931.2624 800.925.4729

CIRCLE #186

Made in U.S.A.

Grass-Craft

The Ultimate Turf Grooming Machine

- Handles Steep Slopes
- Edges Deep Bunkers
- Mows To Water's Edge
- Floats Over Holes
- No Wheelmarks or Scalping



Grass Craft "Air" Mowers Feature:

- Unbreakable Deck
- Safety Shut-Off System
- Nylon Cutting Blades
- 5 H.P. Tecumseh Engine
- Full 1 Year Warranty

390 Presumpscot St., Portland, ME 04103
Tel: 1-800-646-6013, PIN 4319 Fax: (207) 773-6904

CIRCLE #187

ADVERTISERS' INDEX

Cir.#	Advertiser	Page
103	18th Green Bent Grass*	42
116	AgrEvo	23
146	American Cyanamid*	57
127	American Cyanamid	34-35
148	The Andersons	61
140	Aquatrols	51
185	Badger Associates	69
139	Bayer Corporation*	50
149	Bayer Corporation*	62
122	Bayer Corporation	30
131	Brouwer Turf Equip.	40
—	Ciba	41
—	Ciba	4-5
—	Ciba*	26-27
151	Club Car	63
179	Continental Bridge	69
130	DTN Weather Center	39
157	E-Z-GO	71
183	Enwood Structures	69
178	Excel Bridge Mfg.	68
107	Flowtronex/PSI	11
150	Formost Construction Co.	62
187	Grass Craft	69
102	Greg Norman Golf Course Design	3
174	Harrington/Harco Corporation	68
121	Hickson Kerley	29
—	ISK Biosciences Corp.	17
128	Jacobsen	36-37
158	Jacobsen	72
177	Jesco Products/Pinhigh	68
—	John Deere	33
180	JPF Distributors	69
186	Kirby Markers	69
143	Kubota	55
115	Lofts, Inc.	22
145	Martin Marietta Magnesia Specialties	56
120	Midwest Railroad Ties	29
113	Milorganite	20-21
123	National Mower	30
135	Nations Credit Comm. Corp./Greyrock Capital	44
136	Nations Credit Comm. Corp./Greyrock Capital	45
114	Par Aide	22
153	Partac Peat	65
181	Pavelec Bros. Construction	69
155	PBI/Gordon Corporation	66
124	PBI/Gordon Corporation	31
141	PBI/Gordon Corporation	52
129	Player Systems	38
172	Precision Small Engine	68
176	Precision Tool Prod. Co.	68
182	Precision Tool Prod. Co.	69
—	Public Golf Forum	58
171	Quail Valley Farms	68
117	Rain Bird	24-25
108	Ransomes Corporation	12-13
109	Ransomes, Ransomes Corporation	14
—	Rise*	26-27
147	Roots, Inc.	60
137	Sandoz Agro, Inc.	46-47
112	Sandoz Agro, Inc.	18-19
106	The Scotts Company	8-9
111	Seeds West Inc.	70
110	Standard Golf	16
170	Steadfast Bridge Co.	68
119	Synicroflo	28
132	Tee & Green Sod	40
101	Tee-2-Green	2
104	Terra Biotics	6
125	Terra International	32
152	Terra International	64
144	Thinking Superintendent/GolfLink	56
138	Toro Comm'l. Prod. Div.	48-49
105	Toro Comm'l. Prod. Div.	7
175	Trims International Software	68
154	Turfco, Inc.	65
156	Turflite, Inc.	66
134	Valent*	42
126	West Coast Turf	33
184	Yard Edge	69
173	York Bridge Concepts	68
142	Zeneca Professional Products	54

* Appears in regional editions