# USGA ads go for the heart

NEW YORK — The United States Golf Association (USGA) premiered a major new advertising campaign, spotlighting its role as the guardian of golf's heritage and the promoter of its future, during the U.S. Open Championship.

The TV campaign, which started June 12, carries the theme line "For the Good of the Game" and is designed to raise awareness of the USGA's role in making the game of golf a better experience for players at all levels. Four 30-second TV commercials and one 60-second spot, created by BBDO New York, tap into the spirit and convey the emotion shared by those with a passion for the game.

The television campaign will be complemented with print and radio advertising.

The first commercial, "Birth," communicates the overall role of the USGA as the official conservator of all that is "good" about golf. The spot likens the USGA to a parent and the game to a child that needs constant care and protection.

The second commercial, "She Loves Me," uses the old rhyme to symbolize the almost mystical power golf exercises over its most avid suitors. The voiceover, "She loves me;

she loves me not," is paired in witty juxtaposition with film images of golf's pitfalls from bunkers to recalcitrant rim-hugging golf balls to rock slides and water hazards as well as inconveniently placed trees.

The third spot, "Rules," focuses on the USGA's responsibility to write and interpret the rules of golf and foster fair play. As spiritual music is heard in the background, golf rules are announced like commandments, "Thou shalt not carry more than 14 clubs. Thou shalt not ground thy club in a hazard," as offenses roll by on videotape.

The final spot highlights the key role the USGA plays in promoting the future of the game. The commercial, entitled "Kid's Address," showcases the association's involvement in underwriting programs for junior golfers and inner-city youth.

The campaign is scheduled to air in all the major televised USGA-sponsored championships in 1997, including the U.S. Open, the U.S. Senior Open, the U.S. Women's Open, the U.S. Junior Amateur, the U.S. Women's Amateur, the Walker Cup Match, and the U.S. Amateur Championships. All championships will be aired on the NBC and ESPN television networks.

## Mouse-on-a-bun no laughing matter

WALKERSVILLE, Md. - A seasonal course maintenance worker at Glade Valley Country Club has been named in a \$500,000 lawsuit over a distasteful practical joke - he is accused of planting a dead mouse in a friend's sandwich.

NEWS

Golfer Terry Lee, who bit into the sandwich, has filed the suit in Frederick County Circuit Court against the Glade Valley Country Club, the public club's manager James L. Reck, and maintenance employee Charles F. Shawyer, who Lee contends handed him a mustard-covered rodent in a hot dog bun during a golf outing in December 1996. Lee and Shawver are, or were, friends and reportedly have played golf together off and on for the past 12 years.

According to the suit, Shawver, 57, handed Lee what he thought was a hot dog wrapped in foil before his round of golf. Lee bit down and discovered that the bun contained a dead mouse covered with mustard. According to the suit, the incident sent passers-by into fits of laughter.

Shawver, who is retired and works at the course in the summer, told the Baltimore Sun he is surprised that Lee filed a suit. "It makes me irate to have something like this happen over a joke and then to think I have to go through litigation," he said. "This thing started out among friends, but the whole thing just went sour. I'm sorry it really did happen.'

Meanwhile, Lee alleges in his lawsuit that the incident caused him to suffer "highly offensive contact" with the "hot dog" and "emotional pain" caused by his fear that dead rodents can carry potentially fatal diseases.

# U.S. Open savior takes over Cave's Valley

BALTIMORE - Golf course superintendent Steve Glossinger, the man credited by many with saving the rain-threatened 1996 U.S. Open at Oakland Hills in suburban Detroit, left the prestigious club earlier this year for a similar position at Cave's Valley Country Club outside Baltimore.

Cave's Valley, designed by Tom Fazio, has 275 members, but only 75 of them are local. Some of its members include former baseball greats Brooks Robinson and Jim Palmer, plus many U.S. congressmen and senators.

Glossinger, a former superintendent at both Signal Point in Niles and the Point O'Woods in Benton Township, has kept ties to southwest Michigan.

Glossinger is the architect of The Hills of Golden Pond, an 18-hole championship layout under construction near Berrien Center, Mich.

# **GROOM YOUR COURSE FOR COMPETITIVE SUCCESS.**

Good news: Public-access golf is the future of the game. Bad news: your competition is growing as a result. They're getting tougher. Breathing down your neck.

It's no longer enough to simply maintain your operation. These days, you need aggressive marketing and management strategies to make your course stand out.

If you want to get-and keep-your competitive edge, make plans now to attend Public Golf Forum '97. Sponsored by Golf Course News, this national conference is tailored specifically to the needs of owners and managers of Public-access golf courses who are feeling the pinch of the crowded market.

Attend Public Golf Forum '97 if you want to:

- Add the kind of value and prestige to your course that will let you increase your green fees  $-an\partial$ your clientele.
- · Find new products, equipment and technology to help you cut costs, maximize efficiency, and maintain quality throughout your operation. • Learn how to position your course
- successfully against new and aggressive competition.
- Use market-savvy strategies to broaden your customer base, target new demographics, and increase your rounds.
- · Ensure an emphasis on customer service.
- Plan and strategize for results, make better business management decisions, and advance your own career.

FOR MORE INFORMATION Call 1-800-441-6982 Or visit the Public Golf Forum web site today for the latest updates: www.golfcoursenews.com Tel: 207-846-0600 Fax: 207-846-0657 Public Golf Forum '97 106 Lafayette St. P.O. Box 995 Yarmouth, ME 04096

TO REGISTER OR



**BLIC GOLF FORU** A NATIONAL BUSINESS CONFERENCE AND EXPO FOR SUPERINTENDENTS, OWNERS, MANAGERS, AND DEVELOPERS OF PUBLIC-ACCESS GOLF FACILITIES

### October 27 & 28, 1997 Oakbrook Hills Hotel and Resort • Oakbrook Hills, Illinois

Meet Us in the Heart of Public Golf Territory - Oakbrook Hills, Illinois for Two Full Days of In-Depth Seminars

Three Educational Tracks:

· Marketing & Management · Development · Maintenance This conference is for owners, developers, superintendents and anagers, so bring your entire team. Cost for first registration: \$495. Each additional registration, only \$249. Includes FREE Admission to Public Golf Forum '97 Vendor Exhibits.

Don't just survive! THRIVE in this dynamic marketplace. Find out all you need to groom your operation for success at Public Golf Forum '97.

