



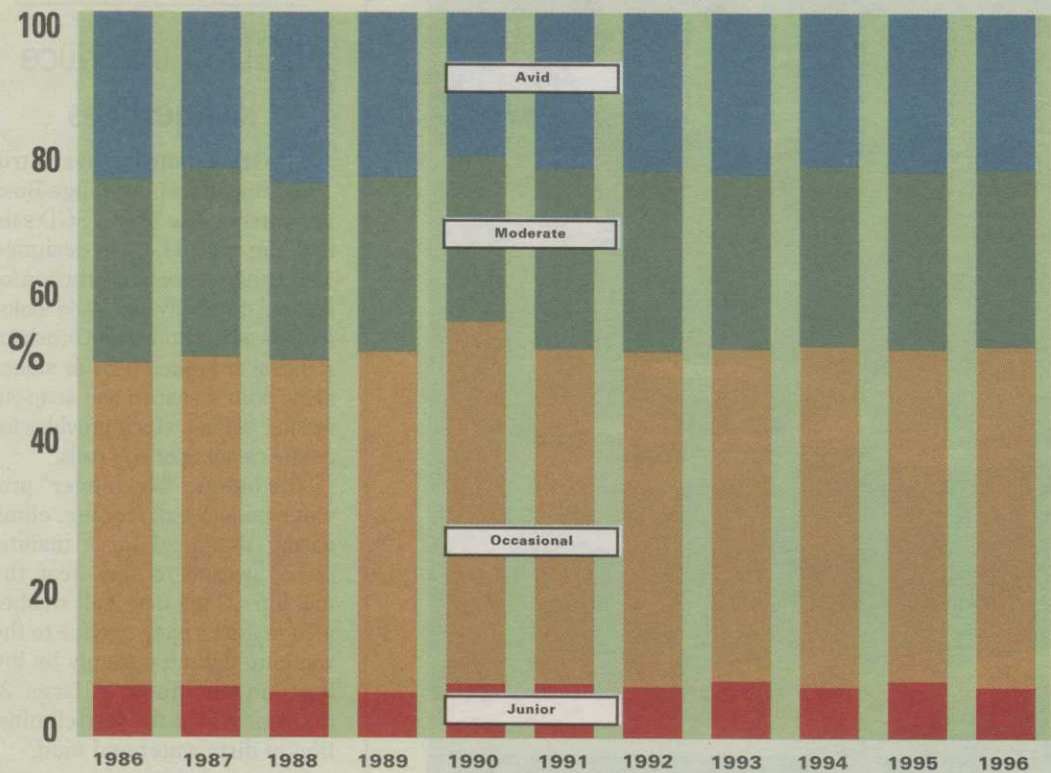
PUBLIC GOLF FORUM
A NATIONAL BUSINESS CONFERENCE AND EXPO FOR SUPERINTENDENTS,
OWNERS, MANAGERS, AND DEVELOPERS OF PUBLIC ACCESS GOLF FACILITIES
OCTOBER 27-28, 1997

SEE COVER STORY ON PUBLIC GOLF FORUM'S MANAGEMENT/MARKETING CONFERENCE TRACK.

Public Golf Forum: Stand out in the crowd

On October 27 & 28, Public Golf Forum, the *Golf Course News*-sponsored conference and expo for superintendents, owners, managers and developers of public-access golf facilities, will take place at Oak Brook Hill Hotel & Resort in Oak Brook Hills, Ill. Join the staff of *Golf Course News* and keynote speaker Billy Casper by calling 207-846-0600 to register. If you're involved the public golf arena — in any fashion — you can't afford to miss it.

Percentage of all golfers by player segment: 1986-1996



Adult golfers (aged 18 and above) are categorized as Occasional, Moderate or Avid depending on play frequency. Golfers aged 12-17 are categorized as Junior golfers. Avid golfers play in excess of 25 rounds a year. According to the National Golf Foundation (NGF) figures, Avid golfers increased in number by approximately 650,000 from 1986 to 1996, a net gain of 14 percent. By comparison, Moderate golfers (8-24 rounds annually) grew by close to 21 percent and Occasional golfers (1-7 rounds annually) by 32 percent. Juniors increased at an annual rate of 2.3 percent, a net gain of approximately 26 percent over 1986. *Source: NGF*

AEK to show course management systems

AEK Computers offers comprehensive computer applications to manage your golf course. The company said it can coordinate hardware acquisition, manage the installation and provide professional, on-site training video for future use. Complete training manuals and on-line training modes are available anytime. Telephone support and modem access is available 24 hours a day, 365 days a year.

AEK offers applications for: point-of-sale; pro shop; concessions; memberships; reservations; internet; groundskeeping; and accounting. For more information, contact AEK at 800-666-4235.

CIRCLE #203
PGF BOOTH #1



High Performance Tee-To-Green Products Now At Take-It-To-The-Bank Savings!

The Andersons is kicking off its **Early Order Discount Program** and now is your time to save on our full line of superior Tee Time® products.

Your Tee Time Distributor has all the details about this flexible, money-saving opportunity. Ask them about ordering—and saving now—even though you don't want delivery till later.

Ask them about available delayed billing options. And ask them about the proven quality and performance of Tee Time professional products for tees, fairways and greens.

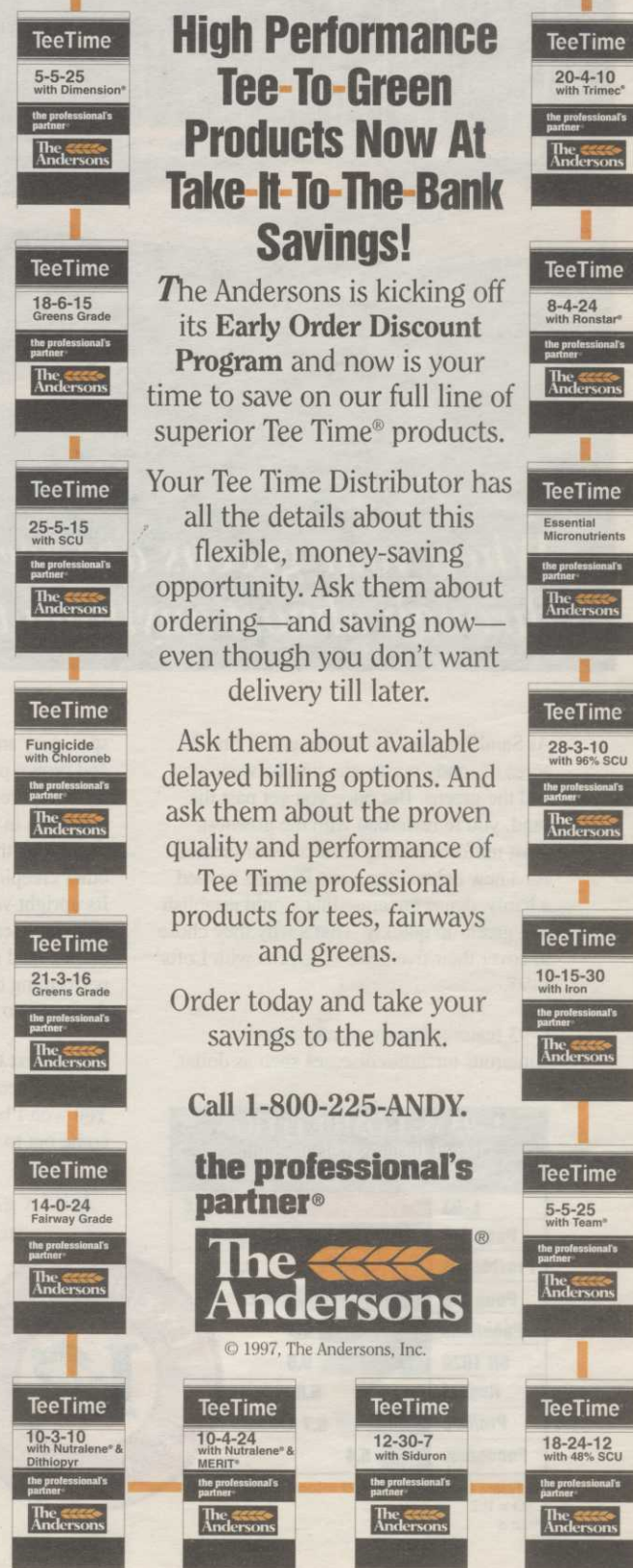
Order today and take your savings to the bank.

Call 1-800-225-ANDY.

the professional's partner®



© 1997, The Andersons, Inc.



Prolink's onscreen yardage feature

Leading Edge to exhibit Prolink

Leading Edge Technologies Inc. (LET) introduces Prolink, an electronic yardage system for golfers and a comprehensive golf course management system for course managers based on GPS. The Prolink application is a golf cart mounted electronic yardage book which also collects valuable information on speed of play and cart utilization. For more information, contact Erica Henderson at 602-961-8800.

CIRCLE #205

PGF BOOTH #35/36

PUBLIC GOLF FORUM CONFERENCE SCHEDULE AT A GLANCE

	3 Educational Tracks	MANAGEMENT/MARKETING	DEVELOPMENT	MAINTENANCE
OCTOBER 27, 1997	7:45 - 8:45 AM	CONTINENTAL BREAKFAST AND EXHIBITS		
	9:00 - 9:50 AM	KEYNOTE PRESENTATION		
	10:00 - 10:50 AM	The "Speed of Play" Revolution	Meeting the Environmental Challenge	OSHA: Turning Pain Into Gain
	11:00 - 1:00 PM	EXHIBITS		
	1:00 - 2:00 PM	LUNCH		
	2:00 - 2:50 PM	General manager: Figurehead, Department Head or CEO	Renovation: Facelifting Your Golf Course	Turf Wars: What's New
OCTOBER 28, 1997	3:00 - 3:50 PM	Building Your Reputation, Building Your Profits	Building the Affordable Golf Course	Guide to Gadgets, Gizmos and Inventions
	4:00 - 4:50 PM	How to Get Widespread Publicity for Your Golfcourse	It Doesn't Have to Be "Public"	Bunker Drainage and Maintenance
	5:00 - 7:00 PM	RECEPTION AND EXHIBITS		
	8:00 - 9:00 AM	CONTINENTAL BREAKFAST AND LUNCH		
	9:00 - 11:30 AM	Expanding Your Base: How To Get New Players In The Game Part 1: The Untapped Market Part 2: The Ultimate Learning Center	9:00 - 9:50 AM: The Perfect Maintenance Complex 10:00 - 10:50 AM: Mapping Your Golf Course at the Speed of Light	
	11:30 - 1:00 PM	RECEPTION AND EXHIBITS		
OCTOBER 28, 1997	1:00 - 2:00 PM	CONTINENTAL BREAKFAST AND LUNCH		
	2:00 - 2:50 PM	Operational Audits: Identifying the Opportunities	Competing For Leisure Time	Biological Controls: Part I, II & III
	3:00 - 3:50 PM	Increasing Your Outing Revenues	Country Clubs for the Common Man: Integrating Golf with Apartment Communities	
	4:00 - 4:50 PM	What Renovations Can Mean To Your Facility's Bottom Line	Developing a Learning Center Environment	

Lohmann announces name change

Bob Lohmann, principal of Lohmann Golf Designs, Inc., has announced a name change for his allied golf course construction company, Golf Creations, Inc. (formerly known as Midwest Golf Development). The name change reflects the firm's interest in attracting a national clientele, according to Lohmann.

In combination with Lohmann Golf Designs, Golf Creations provides a full-service design-build capability. For more information, contact Lohmann Golf Designs at 815-923-3400.

CIRCLE # 205
PGF BOOTH #29

Seed Research ready with SR 1119

SR 1119 is the newest in the Sline of bentgrasses developed by Seed Research of Oregon. This new variety is the culmination of nine years of extensive testing and evaluation. SR 1119 is derived from the progeny of the five clones of Providence germplasm which have been in trial at the University of Rhode Island since the 1960's.

These clones were selected from 1500 plants based on texture, color and number of seedheads. The selection of the five clones which showed improved dollar spot resistance also showed uniform appearance in color and texture. For more information, contact SR at 800-253-5766.

CIRCLE # 207
PGF BOOTH #12

Club Car offers TURF II

The latest offer from Club Car's Carryall group is the Carryall Turf II. Special features include 11 hp engine with pedal start, 2-wheel brakes, 5 mph ground speed, green front body with gray seats; hour meter; two way radio/beverage holders, headlights and differential guard. For more information, contact Club Car at 706-863-3000.

CIRCLE #201
PGF BOOTH #4/5

SGD to introduce Range Boss

SGD Company has introduced its new Range Boss ball washer, the XL-21. SGD said that the new XL-21 is designed with stainless steel construction for lifetime durability and good looks. It offers an easy-out nylon brush for removal of broken balls or stones along with a snap-in and snap-out washer belting which provides for gentle cleaning of golf balls.

The unique "ball jogger" provides no jam ball feeding, eliminating the need for a maintenance person to stay near the machine. This new ball washer also features easy service to the washing cylinder simply by lifting polymer hood. A large 2" drain provides for fast elimination of dirty water and mud.

For more information, contact SGD at 1-800-321-3411.

CIRCLE #202
PGF BOOTH #37

Schreiner gets wired for design

Two years ago, Graig Schreiner Golf Architects made the decision to invest in computerizing its office. Prior to that, the company had not used computers as a design-and-plan production tool. Today, Graig Schreiner Golf Architects utilizes state-of-the-art computer technology as a tool in design and preparation of construction documents.

Digital terrain modeling capabilities allow thorough exploration of golf course routing scenarios as well as 3-D "concept perspective sketches" and "fly-through" animation based on actual existing and proposed golf course grading.

The company has also found that plan revisions can be made quickly and the accuracy of quantity take-offs is tremendous. The company said it continues to design and problem solve "the old-fashioned way."

For more information, contact Graig Schreiner at 847-487-5313.

CIRCLE # 206
PGF BOOTH #28

SAND BARRENS GOLF COURSE, NEW JERSEY



When your greens are seeded with L-93, golfers will go through almost anything to reach them.

At Sand Barrens Golf Club, you'll find 25 acres of sandy waste standing between you and the greens. But once you get past the sand, you're rewarded with the greenest, most uniform putting surfaces ever created. As a new course, the Sand Barrens needed a hardy, dense turfgrass that would establish and green-up quickly. That's why they chose to cover their five acres of greens with Lofts' L-93.

L-93 features improved resistance to numerous turfgrass diseases such as dollar

spot, gray snow mold and brown patch. So it requires less fungicide in certain conditions than most other creeping bentgrasses. Its upright vertical growth and aggressive establishment helps prevent spike marks. And it's been ranked #1 overall best performing creeping bentgrass variety for the past two years.

So the next time your greens, tees or fairways need seeding, give L-93 a try. You won't believe how many golfers will come out to watch it perform.

"L-93's grow-in performance surpassed all of my expectations. Its quickness of establishment and upright growth habit are quite impressive."

Steve Malinkowski,
Golf Course Superintendent
The Sand Barrens
Clermont, NJ



L-93 vs. COMPETITION	
Overall Turfgrass Quality Ratings	
1996 NTEP Trials, Putting Greens	
L-93	6.6
Penn A-4	6.5
Providence	6.3
Penn G-6	6.2
Pennlinks	5.9
SR 1020	5.9
Regent	5.8
Pro/Cup	5.7
Penncross	5.4

Turfgrass Quality Ratings: 9 = Ideal Turf
LSD = 0.2
Page 8

Call Lofts Seed
toll-free at
1-888-LOFTS CO
www.turf.com

