



John Deere installs new fairway conditioner.

Recently launched as an optional attachment for the established John Deere 3215A and 3135A fairway mowers, the new Deere fairway conditioner incorporates a contra-rotating grass tender conditioner, which is gear-driven rather than belt drive. This enables the attach-

ment to provide a better, cleaner finish by grooming, recutting and dispersing grass clippings more evenly, particularly in wet conditions, without leaving unsightly clumps of grass on the fairway. For more information, contact 309-765-8000.

CIRCLE #211

Textron/Ransomes

Continued from page 1

of January 26. Ransomes only had a reported 89.68 percent of its preference shareholders on board at the end of the previous week. Ransomes was able to gather the appropriate amount of votes at the eleventh hour.

For Textron/Jacobsen, the Ransomes acquisition is consistent with the company's strategy to expand on a global basis, allowing it to leverage new manufacturing capacity and distribution networks.

"Look at the players in the market now," said Carl Burtner, president of Textron's Golf and Turf Group. "If you're not big your going to be out."

According to Burtner, Textron plans to keep the brand names in the spotlight as lines are trimmed and Jacobsen and Ransomes technologies are melded together.

"There's a number of line-fills for us, there's a number of things that just dovetail right into the Jake and E-Z-GO lines," said Burtner. "Each player has some very strong suits, so obviously we're not going to be duplicating. We're going to take the best each has to offer and try to come up with the best product line there is."

E-Z-GO introduces Workhorse ST-350

E-Z-GO Textron has announced production of a new multi-purpose off-road utility vehicle. The Workhorse ST-350 features a 11 hp, 350 cc, twin cylinder, 4 cycle, overhead cam engine, a 13-cubic-foot load bed with heavy duty bed liner and an 8000-pound payload capacity.

The Workhorse ST-350 represents a new direction for E-Z-GO. It was designed to meet a variety of off-road utility needs.

Some of the important features on the ST-350 include oversize tires, greater ground clearance, a special suspension system designed to handle rough terrain and a heavy duty wrap-around front bumper with brush guard. For more information, contact 706-798-4311.

CIRCLE #209

J.R. Simplot launches SuperTurf

The J.R. Simplot Company, manufacturer of the Best family of fertilizer formulations for the golf course and professional turf industries, introduces SuperTurf. SuperTurf is engineered to deliver the results commonly associated with controlled-release fertilizers for approximately the same cost as quick-release blends.

Designed to last up to three months, SuperTurf combines Best's Turf Supreme with Polyon polymer and TriKote polymer/sulfur-coated urea prills to produce a 55 percent controlled-release, 25-5-5 product.

Polyon helps SuperTurf release nitrogen osmotically in accordance with turf nutritional needs or temperature conditions, which helps prevent the premature nutrient release. For more information, contact 800-992-6066.

CIRCLE #210

It's time for action.

We've been talking about IPM and experimenting with ways to be more environmentally responsible. Now that a product like BIO-TREK 22G has come along, there's no excuse for fighting common turf diseases the old way. We waited until we saw the disease, then slammed it with chemicals. Now, with BIO-TREK 22G, we can prevent infection long before we'd ever see it.

BIO-TREK 22G is a beneficial fungus that colonizes the roots and fights off pathogens like *pythium*, *rhizoctonia*, *fusarium*, and *sclerotinia*. Plus - it's EPA approved and safe for use even around water. A lot of golf courses have already tried it and proved the overwhelming success of BIO-TREK 22G.

Last year we experimented. This year we go for it.

BIO-TREK 22G™



WILBUR-ELLIS

IDEAS TO GROW WITH®

For more information, contact your Wilbur-Ellis representative or your BIO-TREK 22G distributor.

CIRCLE #154

Scotts/SSI

Continued from page 71

in the 1980s and he continues as a leading expert in the field.

"I am confident that Scotts' powerful brands and leading market positions provide the best commercial platform from which to launch exciting new products using SSI technologies," said Sanford.

SSI operates an advanced genetic research facility in Waterloo, New York, and actively collaborates with other leading genetic scientists.

"We view genetically transformed

plants as playing a valuable role in our world-wide brand development strategy over the next few years," said Charles Berger, Scotts chairman, president and chief executive officer.

Biostics technology involves the delivery of desirable genetic characteristics by high-velocity injection into cells.

The technology is widely used in medical research and agricultural fields for applications ranging from immunization and cancer treatment to creation of new agricultural crop varieties, including corn and soybeans

Magnesium For Healthy Green Turf

ProMag® 36 is a combination of magnesium sulfate and magnesium oxide, supplying both immediate and long term non-burning magnesium availability.

ProMag 36 is the choice magnesium in micro-prilled form necessary to balance calcium and potassium in the soil. Such nutrient balance increases root mass resulting in healthy green turf.

ProMag 36 is versatile, allowing direct application or blending with other plant food ingredients in a wide variety of formulations.

Call 800-648-7400 for your nearest distributor.



Martin Marietta
Magnesia Specialties

ISO 9002 QUALITY

P.O. Box 15470 • Baltimore, MD USA 21220-0470 • FAX: 410-780-5777
Website: www.martinmarietta.com

CIRCLE #159

Toro shows new Sand Pro

The Toro Company has introduced its Sand Pro 5020 featuring an 18 horsepower engine. It is equipped with Toro's patented three-wheel drive Series/Parallel traction system that virtually eliminates spinouts in forward and reverse. A 3-stage air filtration system provides clean air to the engine keeping it running longer and stronger. The operator-in-mind design increases comfort with tilt steering and adjustable seat. For more information, contact 612-888-8801.

CIRCLE #212

Jacobsen unveils Aero King 30

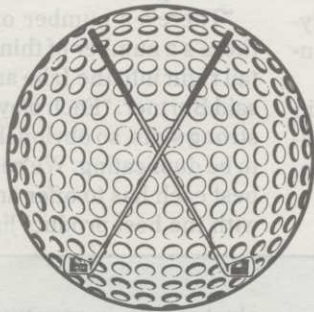
Jacobsen has introduced its new Aero King 30 greens aerator. The new Aero King 30 is powered by an 18-hp Briggs & Stratton Vanguard and offers a 30-inch coring width and a true, 4-inch coring depth. Depending on factors such as soil type, moisture content, past aeration practices and type of tine used, the new Aero King 30 is even capable of coring depths below 4 inches.

For high productivity and versatility on golf greens, the operator can choose from two hole patterns: the standard 2.5-inch x 2-inch and an optional 2.5-inch x 3-inch. The unit aerates up to 14,375 square feet per hour with the standard hole pattern, and up to 21,500 square feet per hour with the optional pattern. For more information, contact 414-637-6711.

CIRCLE #214

Formost Construction Co.

Serving the nation for over 30 years.



Golf Course Builders

"Doing One Thing Well"

STATE LIC. #267960

P.O. BOX 559

TEMECULA, CALIFORNIA 92593

(909) 698-7270

FAX (909) 698-6170

CIRCLE #163

GOLF RESOURCE AGENCY INC

Providing professional golf personnel to:

Golf Course Designers, Contractors, Constructors, Developers and Golf Course Owners.

Our company is a central employment agency designed and specifically targeted at the golf industry. We offer only skilled personnel, qualified and available for employment. We include Golf Course Superintendents, Superintendents Assistants, Shapers, Irrigation Contractors and Site Superintendents.

Our personnel can be the cornerstones of your project's success.

For more information, contact us now.
Phone 250-752-8229 Fax 250-752-8230
E-mail info@golf-resources.com
Web www.golf-resources.com

CIRCLE #164

Leslie comment

Continued from page 12

-ness? In his keynote remarks at the International Golf Course Conference and Show in Anaheim, Tour golfer Peter Jacobsen declared that people who operate golf courses should be doing so solely for the betterment of golf. He, in fact, chastised management companies for not having that aim as their key reason for existence. Disregard any thoughts of profit margin.

Jacobsen was speaking to several thousand golf course superintendents, their spouses and others in the industry. And he received whopping applause for that remark.

Excuse me, but "Da!"

Listen, "the betterment of the game" is a wonderful concept, an applause-able concept. If the movers in the industry do not have the game at heart, golf will be done harm to. But to put it alone in everyone's reasons for existence is to achieve the very opposite: put the game in jeopardy.

No organization or business can operate at deficit margins and survive long. Even the First Tee courses will be planned to eventually operate on their own.

How close did Arnold Palmer come to being a golf course builder rather than a professional golfer?

In his pre-taped remarks in accepting the Golf Course Builders Association of America's (GCBA) Don Rossi Humanitarian Award, Palmer told of the time when he was having problems with his game and was having a good time operating a bulldozer.

He said it gave him pause to consider a career. However... "Having spent a little time on a bulldozer, and knowing how much I enjoyed it, and sort of having a little problem with playing golf. It was golf or the bulldozer... well, playing golf won out."

European market

Continued from page 3

On the demand side, nearly 3 million golfers all over Europe had registered as members of a golf club by the end of 1997. There are no reliable European counts on the number of regular golfers not belonging to a golf club. The clubs increased by more than 1 million new members in the course of the last seven years, which means a growth of nearly 60 percent in golfers.

The countries with the highest numbers of club golfers are England (847,794), Sweden (434,010) and Germany (296,370).

Supply and demand compared, 1997 was the year with the fewest new courses opened (145) and the highest count of new golf club members (193,447) over the decade so far.

These figures reveal the fact that the European golf market now definitely has finalized its turnaround from what formerly used to be a supply market to a market that is now lead by demand.

It is the golfers telling the developers and managers of golf courses now what kind of courses, in which locations, with what kinds of fees, they want and which will be able to operate successfully.

Take a look at the golfers vs. golf courses ratio in some European countries and you will understand what I mean:



We provide Geomembrane lining to . . .

. . . GOLF COURSE CONTRACTORS

- Waterways
- Ornamental Landscaping / Ponds
- Fabricating
- Timely, Efficient Installation

. . . PROPERTY OWNERS

- Ornamental Landscaping / Ponds
- Lakes • Streams
- Design / Layout / Installation

Great Lakes Containment, Inc.

(616) 258-8800 / (800) 455-7800

731 South Cedar, P.O. Box 51
Kalkaska, Michigan 49646

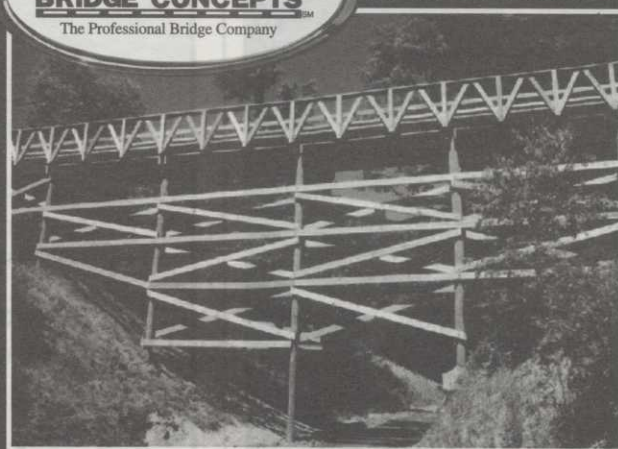
SPECIALIZING IN PVC LINERS

CIRCLE #165

YORK BRIDGE CONCEPTS

The Professional Bridge Company

ATTAINING NEW HEIGHTS



- Prompt Response and Pricing
- Custom Wetlands Crossings
- Vehicular Bridges HS - 20 and up
- Timber Shelters

Full Custom Design Service

Nationwide
(800)226-4178

www.ybc.com

CIRCLE #167