

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

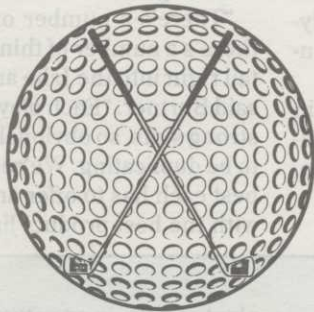
Jacobsen has introduced its new Aero King 30 greens aerator. The new Aero King 30 is powered by an 18-hp Briggs & Stratton Vanguard and offers a 30-inch coring width and a true, 4-inch coring depth. Depending on factors such as soil type, moisture content, past aeration practices and type of tine used,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

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CIRCLE #164

Leslie comment

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-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:



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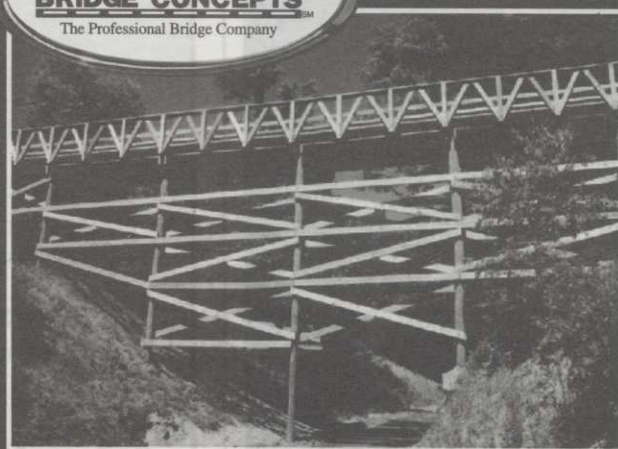
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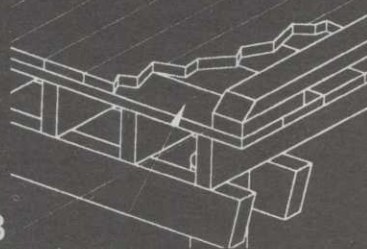
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