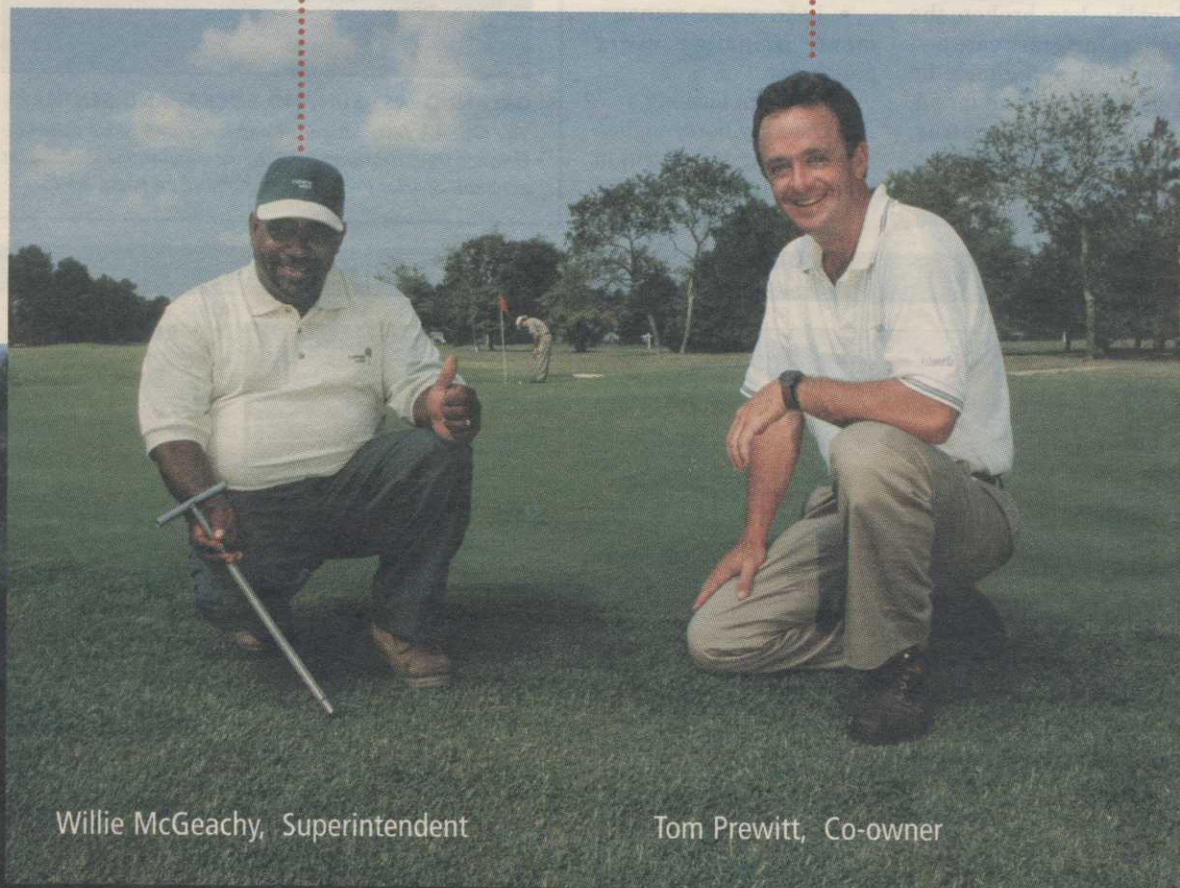


Penn A-4 creeping bentgrass succeeds at Cypress Lakes

"We just couldn't keep grass on this green before. I'd worry about keeping the players happy, but now I sleep better at night with Penn A-4 bentgrass."

"We planted Penn A-4 in the fall of 1994, '95 and '96. We faced very poor grow-in conditions, including two hurricanes, and were still able to open for play eight weeks after seeding all three years. Willie and I have a very limited budget to work with, and have heard the hype about increased expense and labor involved with managing newer bent varieties. With Penn A-4, we've found this simply isn't true. The exceptional putting surface we have obtained here at Cypress Lakes more than outweighs any addi-

tional effort on our part. It's a relief to know we have superior heat tolerance working for us in the south, and on this green in particular where nothing seemed to grow next to our namesake cypress lake. We maintain a 0.125" cut throughout the summer, which makes for a truly consistent year-round putting surface with no adverse affect on plant health. We believe that Penn A-4 will continue to perform for our 18 greens here at Cypress Lakes, and we thank the team at Tee-2-Green for introducing it to us."



Willie McGeachy, Superintendent

Tom Prewitt, Co-owner

Number 4 green, Cypress Lakes Golf Course, Hope Mills, North Carolina

Tee-2-Green®

PO Box 250

Hubbard, OR 97032 USA

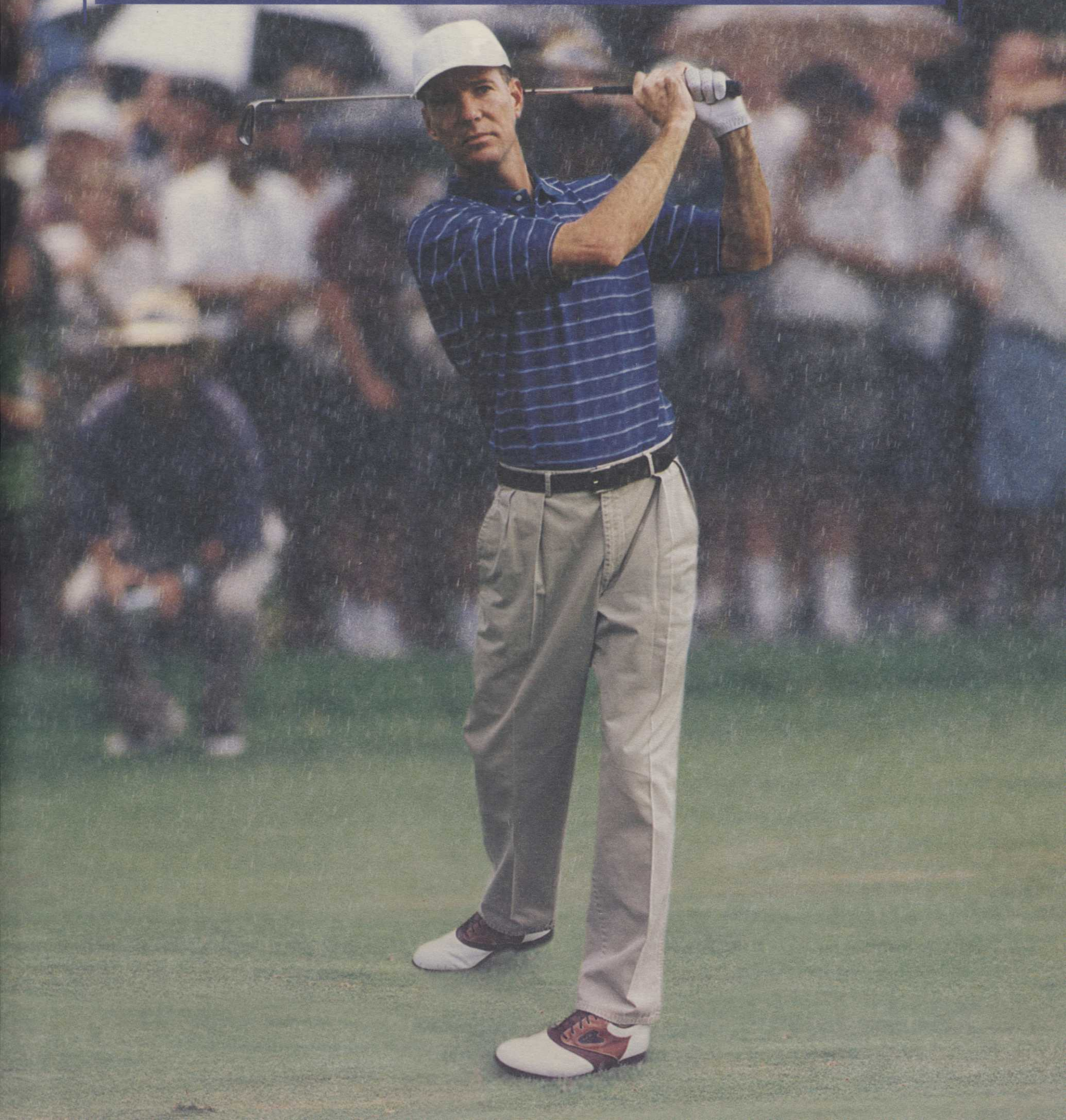
800-547-0255 in U.S.

503-651-2130

FAX 503-651-2351

bentinfo@tee-2-green.com

**Every season your course
endures the same stresses as a
major tournament course.**





Shouldn't it have the
same protection?



Primo® used for Pre-Stress Conditioning helps keep 120 major tournament courses in championship condition.

Pre-Stress Conditioning with Primo helps prepare your course in advance for an entire season of wear and weather. Which is why 120 tournament courses depend on Primo.

Primo helps create denser, healthier turf for a beautiful, better-playing golf course. By using Primo, you'll help protect your course from the extremes of heat, rain, drought, and heavy traffic; improve your disease control program and even speed divot recovery.



That's because Pre-Stress Conditioning with Primo actually gives your turf bigger root systems and increased lateral stem development. All of which results in increased food reserves, more efficient water use, and thicker, healthier turf better able to withstand stresses throughout the season.

Your course undergoes the same stress as a leading tournament course, so why not give it the same protection. Use Primo for Pre-Stress Conditioning.

To learn more about Primo, call

800-395-TURF for the name of your Novartis Sales Representative. Or visit our website at www.cp.us.novartis.com



Alamo®
Award®
Banner® MAXX™
Barricade®
Primo®
Subdue® MAXX™

Primo is an important part of the Novartis Total Turf Program, the system of leading-edge products designed to help you protect and maintain your entire course throughout the year.



IN NATURE,
THAT WHICH
ADAPTS
SURVIVES

INTRODUCING A MOWER THAT UNDERSTANDS THE NATURE OF YOUR JOB

The all-new Reelmaster® 3100-D is more than an evolution of the species. It's a whole new breed that adapts instantly to the challenges of your course. Equipped with the Sidewinder™ cutting unit, you'll trim precisely around tricky bunker edges or trim areas. Shift the Sidewinder out as far as 24 inches on-the-fly to cut close without getting too close for comfort. And get the best possible view of what's ahead with the out-front operator station. Visit your Toro distributor for a demo, call 800-803-8676 ext. 152, or see the new Reelmaster 3100-D at www.toro.com/golf.



TORO. REELMASTER®

*No slips. No scuffs. No problem.
Exclusive Toro Series/Parallel
3wd traction system ensures that
power is delivered to at least two
wheels at all times, for constant
traction on slopes or soft turf.*



OF COURSE IT LOOKS FAMILIAR. YOU DESIGNED IT.

Customer input is essential to the design of every Toro product.

And considering that half the riding greens mowers in use today are Greensmaster® mowers, we've had plenty of feedback.

Literally thousands of professionals have helped us refine the Greensmaster over a span of more than 27 years.

The result is a line of greens mowers with all the advantages: precise cutting, low compaction, easy servicing, a comfortable ride and more.

We build the best by listening to the best,

year after year. Contact your Toro distributor, call 800-803-8676,

or see the Greensmaster at

www.toro.com/golf.



TORO GREENSMaster®

SERVICE ORDER
NUMBER

SEE REVERSE SIDE

072591

COURSE NAME WAISTIN GREEN COUNTRY CLUB		ADDRESS 1287 BURNINGDOUGH DR.		CITY/STATE/ZIP JACKSONVILLE FL		PHONE NUMBER (904) 555-5665		Lubin' Larry's GOLF CAR SERVICE P.O. BOX 72 816 OIVOT, FL 32338		SERVICE ORDER NUMBER 072591	
DATE 12/4/96	MAKE/MODEL A-22	GAS/ELECTRIC ELECTRIC	DECAL NUMBER 16	HOURS/MILEAGE 125 HRS	DATE LAST SERVICED 9/12/96	NEXT SCHEDULED SERVICE 3/4/97	ACCOUNT NUMBER 002-7745-1935				

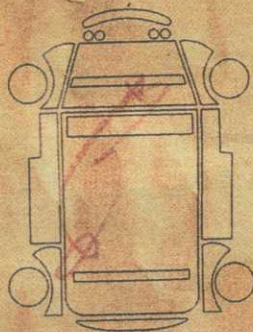
MANUFACTURER'S RECOMMENDED
LUBRICATION SCHEDULE

ONCE A YEAR
-LUBRICATE KINGPINS

EVERY 3 MONTHS
-LUBRICATE BRAKE SHAFT, BRAKE
LINKAGE, ACCELERATOR PIVOTS,
5 FRONT GREASE FITTINGS
EVERY 12 MONTHS
-INSPECT FRONT WHEEL BEARINGS
-ADJUST, REPACK
FRONT WHEEL BEARINGS

EVERY 3 MONTHS
-LUBRICATE PARKING BRAKE
EVERY 6 MONTHS
-GREASE 7 FRONT END FITTINGS
EVERY 12 MONTHS
-ADJUST, REPACK
FRONT WHEEL BEARINGS

*OTHER CARS REFER TO MAINTENANCE MANUAL



CIRCLE AREA OF REPAIR

MECHANIC COMMENTS:

PLEASE ALLOW ADDITIONAL
TIME FOR ANY SERVICE THAT
REQUIRES HOISTING THE CAR
TO ACCESS PARTS. (DOES NOT
APPLY TO YAMAHA CARS, WHICH
HAVE SPECIAL ACCESS
PANELS THAT MAKE HOISTING
ALL BUT UNNECESSARY.)

**YAMAHA GOLF CARS REQUIRE UP TO 90%
LESS ATTENTION THAN OTHER GOLF CARS.
THAT DESERVES A LOT OF ATTENTION.**

*Yamaha golf cars don't have to be brought in
every 3 months for one form of scheduled
lubrication or another like the other guys.
Simply lubricate the kingpins once a year.
That's it. Our front wheel bearings are sealed
and rarely need maintenance. There are no
front suspension grease fittings to maintain.
And the pivoting and rotating parts on
the chassis generally don't require
lubrication.*

*Which means, even including preventive
maintenance, the Ultima™ requires a lot
less of your time. And
a lot less of your
money. After all,
just because our
lives revolve around
golf cars doesn't
mean yours has to.*

CALL YAMAHA AT 1-800-843-3354.
WORK THROUGH OUR EXCLUSIVE COST
COMPARISON BOOK. YOU'LL SEE THAT
LOWER MAINTENANCE IS ONLY ONE WAY
WE MAKE YOU MORE PROFITABLE.

I hereby acknowledge that, unless I use Yamaha golf cars, it is my responsibility to have my cars lubricated every 3 months
based on the manufacturer's recommendations and that I agree to pay the parts and labor costs each and every time,
even though it's a big huge waste of money since I could use Yamaha golf cars and only worry about it once a year.

X *[Signature]*
CUSTOMER SIGNATURE

QUESTIONS? COMMENTS? TIRED OF SPENDING SO MUCH ON MAINTENANCE? CALL YAMAHA AT 1-800-843-3354.

MAINTENANCE

DO IT BY THE BOOK.



YAMAHA USA



State-of-the-Art.

HERITAGE®. THERE'S NEVER BEEN ANOTHER FUNGICIDE QUITE LIKE IT—AND NEVER WILL BE.

HERITAGE fungicide masters the art of disease control. With its distinctly different, state-of-the-art chemistry,

HERITAGE is unlike any other fungicide.

Not only does it act both preventatively and curatively against turfgrass disease, it also exhibits other important advantages, including:

- **Controls Most Turfgrass Diseases**

Controls most destructive diseases, including

Pythium, take-all patch, summer patch, anthracnose, and snow mold.

- **Novel Mode of Action**

Only strobilurin chemistry available that delivers highly effective systemic activity.

- **Reduced Risk Fungicide**

Displays a low-risk toxicological profile for reduced risk to environmental resources.

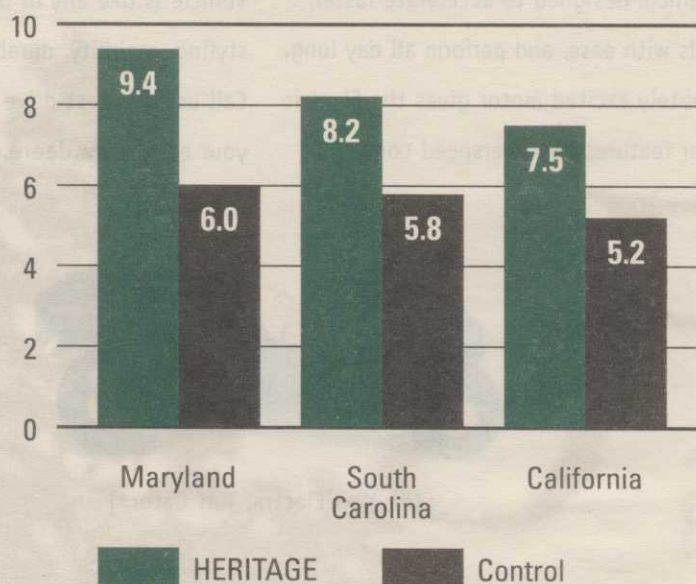
- **Extended Spray Intervals**

Applied at low use rates with longer spray intervals.

- **Improves Turf Quality**

Enhances the thickness and color of turf without stunting or plant growth regulator effect.

Turf Quality (Index 0 – 10)





State-of-the-art HERITAGE fungicide.
Make it a regular part of your management
program for a turf masterpiece.

For more information, contact your authorized
Zeneca Agent, or call Zeneca Professional
Products Toll Free at 1-888-617-7690. Labels and
MSDSs available 24 hours a day, seven days a week
via Fax on Demand. Please call 1-800-640-2362.

www.zenecaprofprod.com

HeritagE®
FUNGICIDE

CHANGING THE COURSE OF DISEASE CONTROL

Always read and follow label directions carefully.
HERITAGE® is a registered trademark of a Zeneca Group Company. ©1999. Zeneca Inc.
Zeneca Professional Products is a business of Zeneca Ag Products, a business unit of Zeneca Inc.

ZPP-HER-008

The Web!!!

No use to the Golf Course Superintendent...

Think Again!

START Using The Web.

Life as a superintendent will never be the same.

Coming Soon...

golfolutions.com

The Web Service for the Golf Course Superintendent

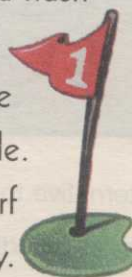
info@GolfSolutions.com

HERE.THERE. EVERYWHERE.

HOW'S THAT FOR APPLICATION GUIDELINES?



On greens. On tees. On fairways, roughs, flower beds, transplants — even in your divot mix. Milorganite delivers outstanding results for a uniform playing surface. No other fertilizer is easier on plants or simpler to use. Milorganite's slow release, organic nutrients won't burn or cause a flush of growth. Plus, it's high in micronutrients such as iron to promote dense, vigorous turf. And Milorganite resists leaching, for a sound environmental profile. So call your distributor today, or call Milorganite's turf professionals direct at **1-800-304-6204**. It's easy.



**Sure—you could choose not to
use Banner[®] MAXX[™], but some
risks aren't worth taking.**



**Banner MAXX offers you the most effective, longest lasting
control of Summer Patch, Dollar Spot and Anthracnose.**



Play it safe with the best disease protection for your course. Banner MAXX provides reliable control of 21 turf diseases on greens, tees and fairways. Plus, its tank mix flexibility makes it the perfect foundation for your disease management program.

For the most control with the least amount of risk, choose Banner MAXX.

To learn more about Banner MAXX, call 1-800-395-TURF for the name of your Novartis Sales Representative. Or visit our website at www.cp.us.novartis.com



Alamo[®]
Award[®]
Banner[®] MAXX[™]
Barricade[®]
Primo[®]
Subdue[®] MAXX[™]

Banner MAXX is an important part of the Novartis Total Turf Program, the system of leading-edge products designed to help you protect and maintain your entire course throughout the year.

are registered trademarks of Novartis. Alamo Quarts are not registered for use in the state of California. Always read and follow label instructions before purchasing or using these products.

GCSAA BOOTH #1043

Our new XRT 272 can drive through anything.

Including this ad.

XRT 272™

Catch the XRT 272 utility vehicle at booth #2751 at the GCSAA show. That is, if you think you can handle it.

Club Car®

the
#1 RATED UTILITY VEHICLE
IN THE WORLD.

1-800-643-1010

www.clubcar.com

CIRCLE #115 / GCSAA BOOTH #2751

Club Car, Inc./Ingersoll-Rand • P.O. Box 204658
Augusta, GA 30917-4658 USA
706-863-3000 • Fax: 706-863-5808

The only spray that lets you walk away...



Even at the end of a 14-hour day you're thinking ahead to the challenges of tomorrow. Your water aeration system shouldn't be one of them. With over 100,000 units operating in the field, Otterbine is the brand turf professionals rely on for durability and worry-free operation.

No more 6-hour assembly sessions

Unlike the competition, Otterbine aerators are shipped pre-assembled and ready to work. Only Otterbine uses a custom built, low speed, four pole motor that operates at half the RPM's of competitive high speed motors. Low speed motors mean greater motor longevity and the lowest operation costs in the industry. Only Otterbine aerators are constructed of 21st Century high-tech engineered thermal plastics and stainless steel for longer life under extreme operating conditions.

Unmatched aeration capabilities

Otterbine has the highest oxygen transfer rate of 2.3 pounds per horse power per hour, based on published independent testing by Auburn and Louisiana State University. Each motor is built to run at the lowest RPM rate so you can expect years of dependable service with

unmatched aeration capabilities, unlike high speed motors that sacrifice operating efficiency and aeration capability.



Otterbine aerators are built to last the longest.

No more inconvenient repairs

The Otterbine warranty is the best in the industry – 2 years on all moving parts and 5 years on all non-moving parts – while most standard warranties only cover you for 1 to 3 years. Plus, with over 60 authorized Otterbine service centers around the globe, you'll never have to worry about fixing an aerator yourself, or sending it long distances for service – which would mean long down times and greater expense.

Learn more about water management

Otterbine is the leader in the science of aeration. Read what we've learned in 40 years as the market leader in aeration – ask for your free copy of "Pond & Lake Management." It's a guide to help you make the right decisions on aerator sizing, placement, and the scientific reasons behind those recommendations.

Otterbine offers a diverse line of products that include both surface and subsurface aerators, lake dye, portable pumps, ozone generating and delivery systems, plus much more.



Water works with Otterbine.

3840 MAIN ROAD EAST, EMMAUS, PA 18049 1-800-237-8837 / (610) 965-6018



As Dependable As You.

DACONIL® for Dependable, Economical Performance Each and Every Day.

You're on the job each and every day. Why expect less from your fungicide. There's no better fungicide than DACONIL to deliver dependable and economical performance on your tees, greens and fairways. Each and every time you apply DACONIL, it delivers these advantages:

- Multi-site mode of action
- Sticks and stays for maximum protection
- Control of 14 diseases, including dollar spot, leaf spot, melting out, brown patch, anthracnose, rust, and red thread
- Both easy and economical to use
- For application on nine species and nearly 75 varieties of turfgrass
- Three flexible formulations—Ultrex®, Weather Stik®, and Zn

For dependable performance each and every day, it's DACONIL.

For more information, contact your authorized Zeneca Agent, or call Zeneca Professional Products Toll Free at 1-888-617-7690. Labels and MSDSs available 24 hours a day, seven days a week via Fax on Demand. Please call 1-800-640-2362.

www.zenecaprofprod.com

Daconil®
Fungicide

ZENECA Professional Products

Always read and follow label directions carefully.

DACONIL Ultrex®, DACONIL Weather Stik®, and DACONIL Zn® are registered trademarks of a Zeneca Group Company.
© 1999, Zeneca Inc. Zeneca Professional Products is a business of Zeneca Ag Products, a business unit of Zeneca Inc.

CIRCLE #125 / GCSAA BOOTH #2060

ZPP-DAC-009



To Some Lenders This Is A Very Risky Situation.

MANY LENDING INSTITUTIONS CAN'T afford to dedicate the necessary resources to fully understand golf course financing.

First National is one of the largest lenders to golf courses, with substantial experience lending domestically and internationally. No one understands this specialized asset class better than we do.

As a principal lender—not a division or subsidiary—we make our own decisions, we make our own loans and we can usually provide higher valuations and higher loan limits to golf facilities. And we continue to service our loans so our borrowers always deal with the principal lender.

See why your first choice should be First National, for acquisitions, construction, renovation or refinancing loans.

THE FIRST CHOICE

First National
of America, Inc.

1982 WASHINGTON VALLEY ROAD, MARTINSVILLE, NJ 08836

TEL. 908-604-4700 • FAX. 908-604-6699



Ever notice how more fans always follow **One** foursome?

Some pairings just naturally draw more attention than others. Maybe that's why the buzz around the world is about the new Textron Turf Care And Specialty Products team. Cushman, Jacobsen, Ransomes and Ryan—four great names, each built upon legendary performance, together as one foursome. The unbeatable team.

Easy to do business with. First in innovation. Dependable quality. And, the experience and know-how to get the job done. It's good for the industry. It's good for the game. It's even better for you.

To make the most of your turf maintenance investment, follow the leader. Call 1-888-922-TURF. It's where the action is.



TEXTRON
TURF CARE AND SPECIALTY PRODUCTS

CUSHMAN JACOBSEN RANSOMES RYAN