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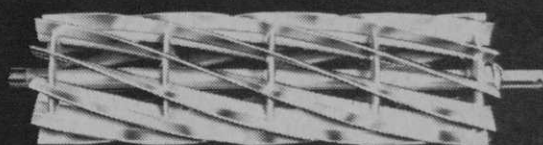
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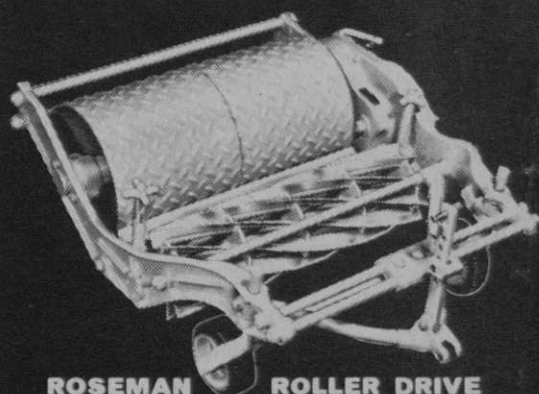
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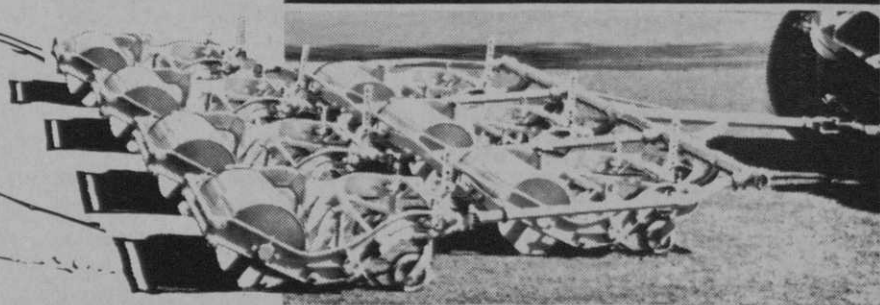
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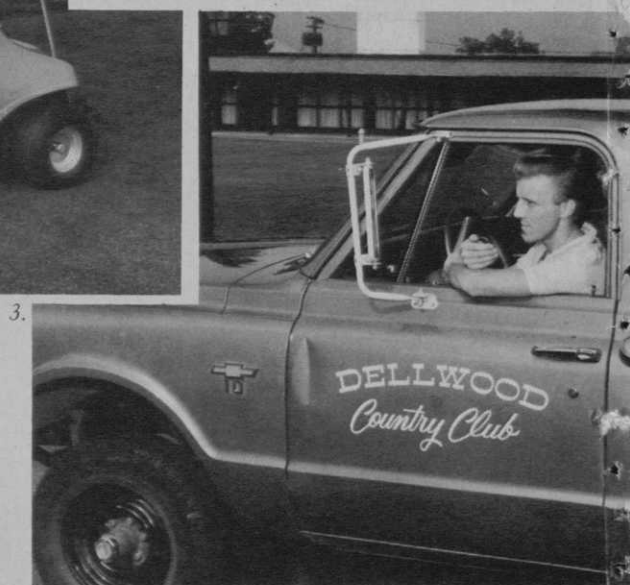
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INSTANT

With a two-way radio system key personnel can go anywhere on the course and still maintain contact with each other. Such a system can also mean the difference between life and death, as one Dellwood CC member found out

By JOHN E. STRAUB

General Manager, Dellwood CC
New City, New York

In 1965 Dellwood CC in New City, N.Y., installed an automatic irrigation system. Overseeing the installation on the course presented many problems to general manager John Straub. But the biggest headache was that he found himself out of touch with his own department heads. A citizen's band radio base station, situated at the club switchboard, was installed and a smaller unit was put into Straub's golf car. When he needed someone or someone needed him, he simply called the central telephone operator who relayed questions and messages. Straub would answer by radio. If the discussion proved lengthy, he simply went to one of

three phones that are positioned on the farthest reaches of the course.

The next year, the radio system was expanded. Superintendent Jerry Scufa had a radio installed in his truck, a move he felt necessary because of the increasing number of trips which had to be made to the clubhouse for consultations. At the same time, radios were added to the maintenance man's truck and to the ranger's golf car. A small walkie-talkie was also installed at the starter's desk on the first tee. As a



4.



5.

Radio installations at Dellwood CC include:

1. Physician member's car
2. Base station at switchboard
3. Maintenance shop truck
4. Superintendent's car
5. Manager's car

COMMUNICATION

result of the installations a communications network was established that enabled essential personnel to talk with each other as well as with the base station switchboard.

To make the system effective as a direct service to his members, Straub announced in the club newspaper that he wanted some physicians who would volunteer their services in the event of an emergency. The club would in turn pass along the calls from the various doctors' answering services and their subsequent instructions to the services or to the hospital.

This volunteer system has worked out exceptionally well for both the club and its members

and has been used several times. Straub recalls, "In one particular instance, one of our members suffered a heart attack while playing on our 5th fairway. Our ranger, whose golf car is distinctively painted, was summoned by the other members of the foursome. He immediately called the base station for police and ambulance aid. At the same time he summoned a member doctor on the course and myself. We were told that if a delay had been caused by a frantic search for a physician or

a long trip to a phone, this member might not have made it. Incidentally, all golf cars and trucks equipped with two-way radios also carry a complete first-aid kit as well as oxygen."

Another area in which the radio equipment has played a vital part at Dellwood is during emergency maintenance problems, especially when the maintenance man is away from his shop attending to a routine job. With the communications system, contacting him becomes an easy matter.

Straub has found that finding superintendent Scufa has become easier since the installation of the radio equipment. "His responsi-

Continued



Radio communication also is available to Dellwood's course ranger (left) and starter (right).

INSTANT COMMUNICATION

Continued

bilities cover over 200 acres at Dellwood," Straub says. "Where I used to have to ride hill and dale over the front nine and then the back nine to find him, it is now a simple matter of calling him on the radio after which we generally meet in a mutually convenient place."

Straub is not the only one who enjoys the benefits of long-distance communicating. Jerry Scufa uses the radio to check out the course's irrigation system. He can, by parking his truck next to one of the control stations, manually activate the controls while carrying on a discussion with his mechanic, who in turn uses a walkie-talkie. On very busy days the starter and the ranger keep in close touch via radio. The back nine are not visible from the starter's station on the first tee. The ranger advises the starter when there is an opening on the back nine. The starter can then

relieve the pressure on the first tee by sending a foursome or more off to the 10th or 12th. He also requests the ranger to contact members or guests when they have urgent telephone calls. The calls are transmitted to them while they are playing.

Besides being able to reach key people instantly, Straub cites increased mobility as a benefit of the radio system. "Waiting around the clubhouse" for business appointments is ancient history. Straub can now go anywhere on the course knowing that he can be contacted or messages relayed to him. "It's difficult for me to understand how I managed to do my work before 'instant communication,'" comments Straub.

"Installing the system costs about \$1,000. The base station and antenna cost \$200 and each unit (four in all) costs \$125. The walkie-talkies cost about \$30 each." Of course prices will vary if more sophisticated equipment is used.

Dellwood's radio system has been in use for four years. The relatively small expenditure in equipment has been paid off many times over in increased efficiency for employees and services to members. For the man whose life was saved through the combined efforts of men and equipment, he's just thankful the system was there when he needed it. □

Operating a citizen's band radio requires a CB class license and call letters. An applicant must be a U.S. citizen and be 18 years old. Fill out and send, along with \$8, form No. 505 to the Federal Communications Commission.

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Syringe an 18-hole golf course in less than an hour.

Only with the Buckner CP-2 Dual Central Programmer do you get an infinitely adjustable syringe cycle (1.7 to 5.0 minutes). You can override all programmed timing to syringe for dew or frost control with the flick of a switch. An 18-hole course can be in playing condition in less than an hour. This feature alone makes other central programmers seem like crude prototypes.

Sophistication means simplification.

The CP-2 is the ultimate in sophistication. It controls up to 30 Field Controllers from each of two separate and independent sets of controls. It offers adjustable station timing, 0 to 60 minutes, for different soil and turf conditions; instant "off" of all stations when "omit" is desired; automatic starting and stopping of pumps. An automatic rain switch is available.

This sophistication in the CP-2 Dual Central Programmer led to the design of a less complex, low cost field controller, the FC-10. The FC-10 simply activates up to 10 stations at the command of the central programmer for the programmed time.

Compare Central Control with conventional design.

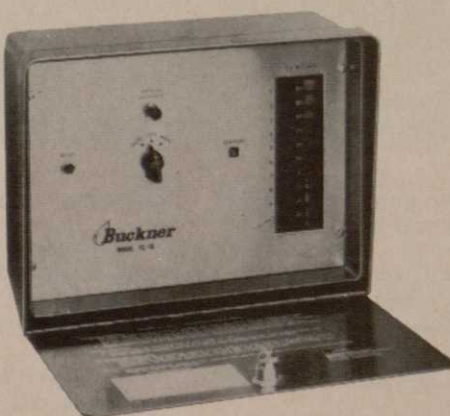
On a typical 18-hole course, a conventional automatic system would

require 12 No. 711EP controllers to operate 143 automatic valves. Each valve on the greens and tees would be on a separate station, but two of the fairway valves would be manifolded together on each station. Each controller would have its own timing program.

The same course, with a CP-2 system, has 23 FC-10 Field Controllers, reducing the distance between valve and controller. All Field Controllers are wired, by a 2-wire system, into the CP-2 Central Programmer, where operation is controlled.

The superintendent can quickly and easily check every sprinkler from the Field Controllers, because they are closer to the valves.

FC-10 FIELD CONTROLLER



A CP-2 system costs \$530 less.

The CP-2 system costs less to install on this course for several reasons. First, because the FC-10 Field Controllers are simpler, they are less expensive. And because they can be

installed closer to the sprinklers they control, more than 40,000 feet less control wire was needed in this installation. So the total installation cost was \$530 less than for the conventional system.

A CP-2 Central Control system costs less to operate, too, because it requires less time, less manpower. "Total control" is achieved by one man, from one place. There's no need to make the rounds of remote controllers, except for occasional inspection. You apply water only when you need it, only in the quantity required.

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Good golf requires perfect greens. And perfect greens require care—the kind of care West Point Products provide. Precision equipment like this threesome—just part of West Point's Complete Line designed to prove that we really care for your course.

■ The West Point VC-5 Verti-Cut® (right) is a precision vertical mowing machine developed by West Point as the ultimate solution to "grain" and thatch development. Thirty razor-sharp vertical blades (60 cutting tips) revolving at high speed slice flattened, grain-producing grass blades in 19" swaths. And, this popular ma-

chine also promotes finer turf-grass by helping control weeds and diseases... by making fertilizers and top dressing more effective. A unique anti-scalping roller permits micro-depth adjustment of the blades. Request Bulletin 6840 for complete details.

■ The West Point MC-5A Vertifier™ (left) is the ideal aerifier for relieving green compaction. It cuts clean cores at a good clip—100 feet per minute in 16" swaths—so that you can easily cover 10,000 square feet in an hour. High speed tines cut and remove cores while special rubber "flexi-pads" prevent turf damage. The catcher attach-

ment keeps cores off the green and, to speed the job, a hydraulic lifting device permits rapid, even turning without scuffing the turf. Request Bulletin 6891 for complete details.

■ The West Point PD-2 Power Drag™ is a real time-saver for matting top dressing into greens. This three-gang rig makes it possible for one man to mat a green in 1/3 the time, taking a wide 9 1/2' swath. Each mat is made of flexible ribbon steel, heavily galvanized in a unique continuous crimp pattern. This special design provides an exclusive swirling action that works top dressing

and fertilizer right down to the soil surface. And, the mats fold together conveniently for easy transportation and storage. Request Bulletin 6858 for complete details.



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**Spiraling property taxes
are threatening the existence
of many golf
courses. In fact, some are
thinking of pulling up stakes and
moving to the
country where the tax climate
might be more favorable**

The missed two-foot putt and the recurrence of that old slice will not be the only causes for depressing conversation this season at the 19th hole of country clubs in the urban areas of the United States and Canada.

More and more, individual members are becoming preoccupied with a possible threat to the very existence of their clubs presented by alarmingly spiraling property taxes.

There was a sharpening awareness of this situation during 1969 as hard-pressed municipalities, particularly in the so-called "megapolis" areas, developed sources of increased revenue through revised or reinforced assessing practices in relation to golf courses.

With strict application of what is generally called the "fair and full cash value" concept, authorities jolted some clubs with bills that represented a jump of anywhere from twice to five times the figure for the preceding year.

Valuation in these cases was based on what the golf property would fetch at a maximum in the open market in purchase by a building developer.

One private course with a layout of approximately 120 acres, near Boston, has been assessed at \$7,000 an acre.

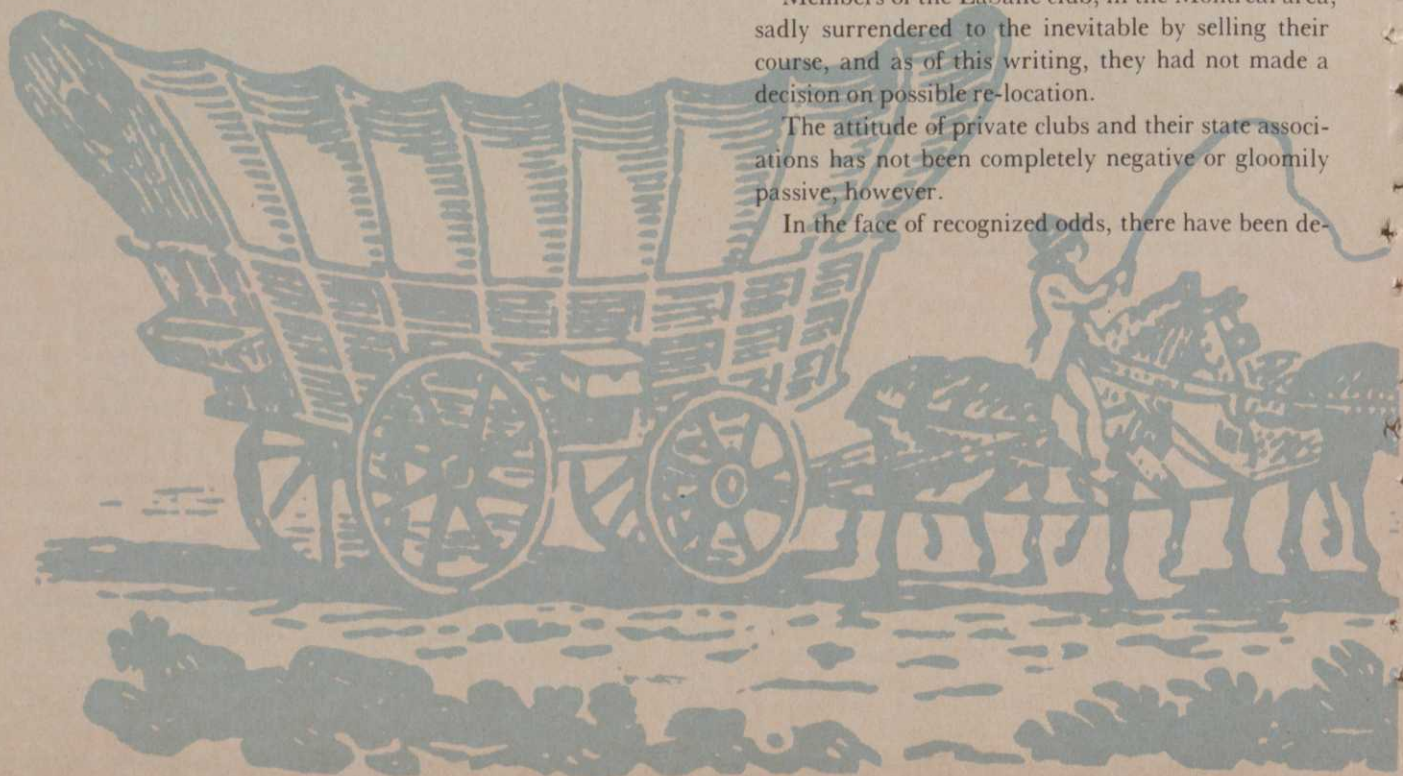
"And that," a club official has said, ruefully, "is not too much less than the entire property cost when the course was built in 1900."

Unsurprisingly, there has been nervous talk in some clubs of pulling up flagsticks and ball washers and moving the whole operation miles out into the country where land values, hopefully, would be much lower. This could seem like an over-reaction, but it is not so far-fetched.

Members of the LaSalle club, in the Montreal area, sadly surrendered to the inevitable by selling their course, and as of this writing, they had not made a decision on possible re-location.

The attitude of private clubs and their state associations has not been completely negative or gloomily passive, however.

In the face of recognized odds, there have been de-



finite stirrings of action in what might be regarded as an obviously well-mannered revolt of the country clubs.

The brightest, favorable precedent in the striving for some relief through what is most often called "green belt" legislation was provided last year by the Minnesota Golf Assn.

Under the leadership of its president, Norm Anderson, the association began discussions on real estate property tax problems in mid-January of last year. Discussion was transformed into galvanic action late the next month after a tax "bomb" exploded on the Minneapolis GC.

Officers of Minneapolis GC were rocked when they learned that valuation of open space land used for the golf course was increased from \$3,200 to \$16,200 an acre, with a tax increase from \$26,000 to \$112,000 per annum.

There ensued a stepped-up series of meetings and conferences, some spaced only days apart, and the issuance of circular letters to member clubs. By early April, an *ad hoc* committee had drawn up a proposed bill which eventually became known as the "Minnesota Open Space Property Tax Law."

With rather surprising rapidity, the bill, with some minor revisions, was passed both by the House and Senate on May 19 and was signed by Governor Harold LeVander on June 9.

The Minnesota bill might well serve as a model for the country club crusaders in other states.

In Section I, it notes that the previous "system of ad valorem taxation" in the state did not provide "an equitable basis for taxation of certain private outdoor recreational, open space and park land property and has resulted in excessive taxes on some of these lands.

"Therefore," the bill went on, "it is hereby declared that the public policy of this state would be best served by equalizing tax burdens upon (these properties) . . . through appropriate taxing measures to encourage private development of these lands which would otherwise have to be provided by governmental authority."

In providing for such relief, the bill essentially decrees that assessors shall not consider the value of the real estate if it were converted to commercial, industrial, residential or seasonal residential use. Under the bill, qualified clubs or organizations are required to make application for deferment of taxes and assessment at least 60 days prior to January 2 of each year.

The Minnesota legislation is being studied intently in other states, most notably in Massachusetts where taxation has been a traditional preoccupation ever since some of the lodge brothers dressed up in feathers and war paint and dumped that tea into Boston Harbor all those years ago.

The mood is sustained through this generation because Massachusetts not only has a personal income tax, a sales tax and an automobile excise tax, but also one of the highest compulsory auto insurance rates in the nation. It has gotten so disgruntled citizens have taken to calling the place "Tax-achusetts."

Property taxes have provoked another howl in the past few years because of the application of what is commonly called "100 per cent valuation" but termed by the experts as the "full and fair cash valuation" principle. There is really nothing new or retributive about this to country clubs or anyone else. It always was inherent in state regulations, but was activated by what lawyers called a landmark decision in 1965 by the State Supreme Court in the case of *Shoppers World vs. the Assessors of Framingham*.

It was the custom through the years in Massachusetts to hit business properties for a full 1 per cent in taxes, but to shade this considerably for owners of private property. Communities were forced under the 1965 decision to revise their valuation practices. Some understandably lagged in complying, but there was more general observance in 1969.

This was when the golf courses started to feel the blow after being accorded what was probably favorable consideration for many years. As the impact was felt, Henry Wischusen, president of the Massachusetts Golf Assn., appointed a study committee.

Continued



The Menacing Property Tax

BY TOM FITZGERALD



PROPERTY TAX

Continued

As its head, he appointed the association's counsel, Andrew F. Bailey, who has obviously high qualifications not only as a specialist in tax law, but as co-author of a two-volume work entitled "Massachusetts Taxation." Bailey and his committee take a soberly objective view of the plight of the clubs as they marshal facts from club representatives.

"The assessors have no recourse in view of that 1965 decision," Bailey said. "They must impose valuation at maximum market price. However, there are some inequities in the application."

Although there are other similar cases, one instance cited is that of a club in Norfolk County whose golf property is divided between two towns. One town tripled the tax bill; the other raised it only by 10 per cent.

"There is something more disturbing," Bailey said. "Essentially, country clubs are being penalized unfairly in many places. In addition to the value of the golf course land, in relation to adjoining private properties, assessors are tacking on added valuation for improvements to the land with such things as putting greens and sand traps.

"I consider this hardly fair," he said, "because these features of a course would represent no value to a developer who is interested in the raw land and would plow them up in preparing his operations."

There will be a proposal on the November ballot in Massachusetts to provide special classifications in property taxation. Even the golf

people privately are rather skeptical of its chances for success, because of the old business versus private property conflict.

If the proposal does pass, Bailey says that the golf association should stage an organized campaign to have a relieving classification for golf courses as community assets for a number of reasons, including the great advantage they present in providing a desirable "green belt in ever more thickly populated areas."

Essentially, the same reasoning is being developed by a study committee of the Province of Quebec Golf Assn. which is drawing up a bill to be presented to the legislative assembly of the province. As mentioned earlier, courses in the general vicinity of Montreal have been hit particularly hard by skyrocketing taxes.

The Quebec association proposes that any land used as a golf course and which has an acre of "more than sixty arpents or more, belonging to an association or corporation without pecuniary gains, having at least one hundred members or shareholders, shall not be taxed at a value of more than five hundred dollars an arpent." ("Arpent" is an old French unit of land measure, very close to an acre, still used in Quebec Province.)

The success of the legislative effort in Minnesota and the proceeding campaigns in Massachusetts and Quebec undoubtedly will be emulated in other areas.

If they do not meet with at least some success, competent golf authorities believe there could be an inevitable phase-out of private country clubs with championship courses within relatively easy access of major cities. □

Beleagured Ohio Courses Strike Back

Ohio's private and semi-private golf courses have also felt the tax squeeze, but in this case, it is more like strangulation, according to owners. Valuation for assessment of some courses in some counties of Ohio has doubled or tripled.

Real estate taxes in Ohio are collected under an 1803 law which evaluates property under "true value in money" and which instructs appraisers to evaluate at "highest and best use." The last statement has been corrected by the Ohio Supreme Court to read: "highest and probable use."

Private country clubs, as a result of the reappraisals, now being completed, have had to increase dues up to \$100 per member per year to meet increased tax assessments. And owners of fee courses, open to the public, are going to have to raise daily fees.

Another area of contention is the lack of a set pattern for taxing. Whereas one club's taxes were reduced, another club will be taxed five times higher.

Heading the fight to hold taxes down is the Outdoor Recreation Assn., which has hired a counselor to represent them. In addition, a committee has met with Governor Rhodes and Lt. Governor Brown to discuss the problem. There are plans to meet again, supposedly, after the governor has had time to research the land tax question.

All golf course owners in Ohio have been urged to join ORA to seek a solution to the problem.