

in this question, is to ascertain why exempt status should be given up. What is to be gained?

It well may be that the greatest gain in relinquishing exemption is to be able to accept larger amounts of non-member business. It seems beyond debate that the 5 per cent limitation on outside business is unduly restrictive. Both the Treasury Department and the House Ways and Means Committee have agreed to expand the 5 per cent rule to 15 per cent, but Congress has not enacted such a bill and any action on it in the very near future seems doubtful. Some clubs, however, would find even the 15 per cent to be restrictive.

There are clubs that receive substantial amounts of investment income. One club receives more than a half million dollars a year in dividends on stock left to it under the will of a deceased member. Many clubs receive substantial rental income from commercial tenants. The Internal Revenue Service has a vague rule that permits small amounts of investment income and denies exempt status to clubs that receive too much. No one knows how much is too much because the Service says that every case must be decided on its own facts. There certainly are more than a few clubs that would like to increase investment income, but cannot do so because of the restrictive rules. It is worth noting here that the same bill that would increase the limit on non-member income to 15 per cent would impose a limit of 10 per cent on investment income.

These then are the two most significant reasons for clubs to give up their exemptions, and the first of these, the outside business restriction, is by far the most important. Briefly stated, most clubs that give up or lose their tax exempt status do so because they wish to have more than 5 per cent in non-member business.

Once the goal has been established, the hard questions must follow. The first and most obvious, of course, is what will be the tax impact. This question is extremely complex and will be the subject of a separate article in a forthcoming issue of this publication. The secondary questions may, however, be so important that they will solve the problem without having to make the complex judgements necessary to determine the tax effects of the loss of exemption. The question then is, what else happens to a club besides a change in tax status when it gives up its tax exemption?

In an earlier issue of this magazine, the Civil Rights Act of 1964 (see May issue, p. 49) was discussed. There it was clearly stated that the loss of tax exemption will automatically cause the loss of exemption from the Equal Employment Opportunity provisions of the Civil Rights Act. Thus, a club that gives up its tax exempt status, automatically and at the same time gives up its exemption under the Equal Employment Opportunity Law.

Questions under the Public Accommodations Title are more difficult. Unlike the equal employment law where the exemption is phrased in terms of the tax exemption, the public accommodations law provides exemption for clubs "not in fact open to the public." Thus, losing or giving up tax exempt status will not cause an immediate and automatic loss of exemption from the Public Accommodations law.

The inquiry will not end with the simple answer; it is necessary to take one more step. If the club should increase outside business once it was no longer subject to the restrictions of the tax law, it would be hard to say that it was "not in fact open to the public." One can conclude, then, that giving up tax exempt status and increasing outside business would

continued



probably bring the club within the provisions of the Public Accommodations law.

It has been said that a club could not exist without a liquor license. That is, of course, a very broad statement, but a glance at a typical club's profit and loss statement would quickly reveal the tremendous profit made by beverage operations. Even if a liquor license is not absolutely essential, it certainly is very important.

We are not aware of any state that issues club liquor licenses contingent upon Federal tax exempt status, but many states issue special licenses to clubs that do not do business with the general public. An analysis of the effect of the loss of exempt status here would be similar to that used under the Public Accommodations law and the conclusion would be the same. Loss of exempt status would not produce loss of the liquor license, but an increase in non-member business would. To tie the tax exemption even closer to the liquor license, one state liquor authority has proposed non-member business regulations adapted from the Federal tax regulations.

Another significant ancillary area is state and local taxation. One must look carefully at what effect loss of exemption would have on a club's position under state law. Some states would deny benefits under greenbelt laws, and there may be changes in treatment under state income tax laws and even other taxes, such as sales taxes.

It should be clear that no shoot-from-the-hip decision can be used by a club's management in determining whether to preserve or surrender its tax exempt status. Careful study of all of the items discussed here should be made.

Beyond this, a careful economic analysis will have to be made, and this will be the subject of a forthcoming article in this publication. □

JACK JANETATOS is the legal counsel for the National Club Assn. and is a partner in the Washington, D.C., law firm of Baker & McKenzie.

GRAU *from page 15*

last write your congressman to protest the cut in agricultural appropriations, which will severely hurt our turfgrass programs? Write it in your own way, but write it. Letters can be understood even by our legislators.

A VOTE FOR SOD

Q—*During the summer, a member of our club had a new home built. Unexpected delays in delivery of supplies and materials brought lawn establishment time well into November, which most authorities consider too late for a successful seeding. A question was put to a local authority as to what to do. It brought the response, "Wait until spring." The member was not too pleased about the idea of living with mud all winter, so he asked another authority. The reply this time was, "Lay a good quality sod." We would like your expert opinion. Who was right?* (Pennsylvania)

A—From my experience, I would cast my vote for sod; I wouldn't live with mud, either. Spring seedings are notorious for becoming patches and for withering in summer's heat. The one who advocated waiting until spring should clean the man's rug all winter. The quality sod that the recognized sod producers deliver these days can be depended on. They follow the most advanced practices and use the best seed mixtures that have been proved by research. Sod, as we all know, is instant lawn.

STAY WITH OLD OR CHANGE TO NEW?

Q—*At our club, the fairways have received tri-calcium arsenate for a number of years. The turf, a mixture of Penncross, Astoria and Highland, has thinned and is showing stress. We plan to reseed a number of areas where we need some grass. A high-phosphorus fertilizer will be used to try to get better root development. The question is: In a spring seeding (western Pennsylvania) should we stay with the old mixture or is there something that would be compatible and would yield quicker results?* (Pennsylvania)

A—A blend of the fine-leaf perennial ryegrasses seems to me to be your best approach. One such blend

is Palo Mora, which contains Pennfine, Manhattan, Pelo and Epic. Another blend with which I am less familiar is Medalist II, used in the South. These fine ryegrasses will be compatible and will yield cover and playing turf sooner than anything else I now know of.

RESTORE NEEDED FUNDS

Q—*Recent budget cuts, both state and Federal, have seriously threatened research and extension operations upon which all agriculture depends heavily for advancement and progress. Turf is a major part of agriculture, so that it, too, stands to lose funds and personnel. What, if anything, is being done to reverse this trend and to restore the needed funds?* (Maryland)

A—Now is the time for all good turf men to rally to their state turfgrass council and learn how each one can be heard. Now, as never before, turf needs a unified voice—one that can speak with authority.

I cannot speak for all turfgrass councils, but two with which I'm familiar are doing something. An appeal has gone out to every member organization, club, firm and individual to send a letter of protest to their senators and representatives. In Pennsylvania, this guidance flows from the Agricultural Advisory Council through all member organizations, which includes the Pennsylvania Turfgrass Council. In Maryland the appeal came through the office of the head of the agronomy department. The message is the same, "Write letters."

Another thing that is being done is an appeal to every facet of turf to join the council to build a fund that can keep them from putting the plow to the plots. This fund will be used to tide the turfgrass program over this crisis until, hopefully, reason prevails once more. When the once-plentiful funds for grants and contributions begin to fall off, we must look for support to those who will benefit and who have benefited most from state programs over the years. I'm afraid that the day of the "free ride" is gone, along with the dodo and the passenger pigeon. □

Editor's note: A discussion of this subject appears on page 45.

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Since 1955, Par Aide's products have been serving the needs of golf course superintendents throughout the United States and abroad. Because these products have been functionally designed and are built to stand up under rugged use, it is just natural to find Par Aide equipment "wherever golf is played."

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TRANSITION from page 43

ing the time of day when the temperature would otherwise be at its maximum and is quite beneficial. Excess water supplied during syringing, however, is not advantageous and represents an uneconomical use of employee time.

RESEARCH CRUCIAL

Managing turfgrasses in the transition zone is a serious, demanding, but rewarding business, and those involved should be commended for their fortitude in tackling the task. Once those of us in research and teaching can catch up with the demands for information made upon us by those in the field, quality of turfgrass areas will increase even more than in the past. The gap between where we are in research and where we should be is colossal, but it is narrowing. Financial assistance for research and graduate students from sources supported by turf managers is critical if the gap is to be further narrowed. Much of the work that has been done was the result of assistance from organizations supported by turf managers. Those of us in turfgrass research acknowledge your efforts and hope that they continue. □

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RESEARCH from page 45

cern for environmental quality and the vital ecological role played by turf in the areas of soil erosion control, dust control, heat dissipation, noise abatement and control of visual pollution. They have ceased to discount the contribution of turf to over-all societal health by providing recreational surfaces and ornamental plant covers that surround most individuals in their daily activities at home, at work and at play.

Yet just when their priorities are beginning to reflect the importance of turf research (as evidenced by a U.S. Department of Agriculture study showing that universities were increasing four-fold their staffs in turf research), Congress is asked to cut the funds that would support proposed turf research positions, the result of which will be an overburdening of an insufficient turf research staff and an inevitable decrease in productivity.

Added to this is a continuing inflationary rise of 6 to 7 per cent per year in research costs, which, when combined with the proposed budget reduction, would amount to a 12 per cent bite into available funds for agricultural research on the state level.

The proposed cut is now before Congress for action. It may be a year before the final outcome is known, but unfortunately, experiment stations, through their respective university administrations, must initiate these cuts in anticipation of the actual event because it will be retroactive to July 1, 1973.

Golf turf, as a key segment of the over-all turfgrass industry, will be significantly affected if these cuts are enacted by Congress. Superintendents would increasingly have to rely on regional door-to-door salesmen for information, which could affect their jobs, because of insufficient support for important research centers to test and evaluate turf chemicals.

GOLFDOM readers who wish to express their concern regarding this issue should write their congressmen, and it is especially important to contact those congressmen who are members of the House and Senate Appropriations and Agricultural Committees. □

GRAFFIS from page 11

ciana Club at Naples. The labor situation was beating him as it has many other superintendents in Florida and elsewhere. When a man could be trained for the job often he wasn't dependable. In desperation a year ago Grant hired and trained young women. He now has 30 on his labor crew and is looking for more.

Grant's experience shows that they can be trained to carefully operate the expensive and sophisticated equipment and use to utmost advantage the labor-saving hydraulic features.

Training of women in the careful use of the new equipment is a field in which equipment manufacturers too are very much interested. Adjustment, repairs and efficient use of the newer equipment are causing headaches to superintendents, dealers and manufacturers. The trouble is not in the equipment, but in difficulty of getting intelligent operators. Some equipment dealers believe a new educational program for course workers will be necessary. Maybe the carefulness that Grant has observed in women operating machines at Innisbrook will be part of the answer.

"Uncle Joe" Friendman's 87th birthday was celebrated April 15 at New York. Uncle Joe of the Softouch Company has been selling professionals golf hosiery and other knitted items for a long time. He was one of the liveliest salesmen at the PGA, and ante-dated the USGA by eight years.

Robert C. Rosenthal now general manager at Knollwood Club, Lake Forest, Ill. He was at St. Charles (Ill.) for the previous seven years . . . Stanley Horvatin, after 20 years as manager, Illinois Athletic Club, Chicago, moves to Onwentsia Club, Lake Forest, Ill., as general manager, succeeding Joseph J. Stephens who retired.

Want to get rich in golf?

Then bet other golfers that they don't know the first thing about The Rules of Golf.

You probably will win four out of five times.

The Rules of Golf begin:

"In the interest of all, players should play without delay." □

TRIO from page 38

reasonable personality or stupidity, then remember the old adage: "Give a fool enough rope and he'll hang himself."

An excellent golf professional, such as Joe Zelazny, who is in contact with the members more than I am, often will help me by explaining to some golfer why I am seeding or aerating and why the cars aren't allowed on the fairways right after a heavy shower or when the temperature is nearing a hundred degrees and sometimes why the course is closed. I try to post a bi-weekly notice on the bulletin boards in the men's and ladies' locker rooms explaining some of the things the members can expect within the next two weeks or so on the golf course. The professional and manager get copies, as does the green chairman. This type of communication makes it easier for everyone to better understand my problems and projects.

A good professional can make a situation easy or hard for the superintendent by backing him up with a low-keyed explanation or he can be derogatory by walking away shrugging and saying, "I don't know what the hell he is doing, he never talks to me." That's no way to handle a relationship. Both parties inevitably suffer.

After 25 years of working at country clubs, I have found out that administration without rapport can never be successful and that the paramount cause of a bad relationship at any golf course is poor communication and disrespect for each other's profession. Of course, mowing the practice fairway on a Saturday morning will do it every time, also. I feel sorry for the professional and superintendent who don't have a live wire open to each other all the time. A no communication situation can become

**DO YOU WANT TO
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FOR IMAGINATIVE
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CAN BRING IN NEW
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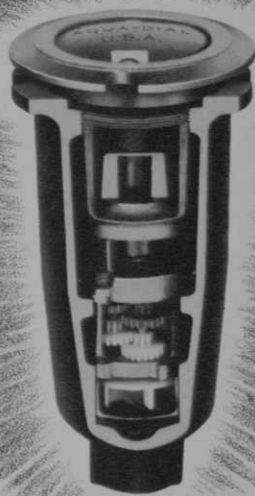
unbearable, and everyone loses, including the membership. That can be very serious.

Joe and I get together frequently for lunch. We usually just sit there and listen to the golfers talk about the weather, their golf games, business or their bad health. After a while, when the talk finally comes around to the shape of the golf course, Joe will usually break them up by stating that when the course is beautiful, it is a direct result of Paul's knowledgeable action; but when it goes out, it is an act of God,

completely beyond the control of man and Paul. □

PAUL N. VOYKIN is known in the golf industry not only as a superintendent, but as a lecturer and writer. His articles have appeared in national magazines and his book, "A Perfect Lawn the Easy Way," was cited by The New York Times as one of the top garden books of 1969. He is a past president of the Midwest Assn. of Golf Course Superintendents and lives in Lake Bluff, Ill., where he is active in civic affairs.

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TORO-PACIFIC OPENS SANTA ANA BRANCH

GARDENA, CALIF.—A new branch operation, carrying a full line of Toro irrigation equipment, has opened in Santa Ana, Calif. by *Toro-Pacific Distributing*, Los Angeles, one of five major distribution centers owned by The Toro Company of Minneapolis.

Roy T. Baril, vice president and general manager of Toro's Distributing Division, said the new facility, occupying 4,000 square feet at 2010-D Eastwood Street in Santa Ana, has been established as a convenience to irrigation equipment installers and contractors in the area.

"It reflects," he said, "the rapidly growing market for Toro automatic underground irrigation equipment in the southern California area."

It is the second irrigation equipment branch outlet for the Gardena-based operation. The other is in Riverside, where Toro's Irrigation Division has its headquarters. A third branch, in San Diego, carries all of the Toro lines ranging from consumer and institutional mowing equipment to automatic irrigation systems.

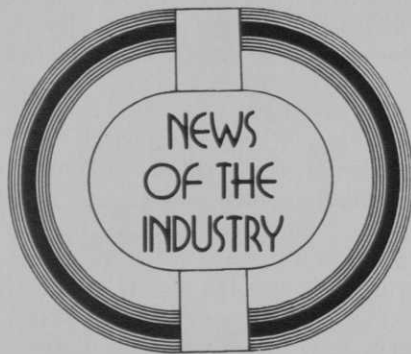
CUTRINE OK'D BY EPA

MEQUON, WIS.—*Applied Biochemists, Inc.*, has been granted Environmental Protection Agency registration for Cutrine Granular, a copper complex algicide specifically formulated to control chara, nitella and other forms of bottom-growing algae.

The product is simply a granular form of Cutrine, which is registered for use in potable water reservoirs; fish, fire and farm ponds; lakes and fish hatcheries. Cutrine Granular drops rapidly to the bottom and then releases the copper ions directly around and onto the algae.

Chara is particularly difficult to control with liquid algicides. It is a hardy plant, most often encrusted with lime, thus the common name of "stonewort." By applying Cutrine Granular, the active ingredient can be put in direct contact with the plant.

Cutrine Granular is applied at the rate of 100 pounds per surface acre



of water to be treated, and can be dispersed by using a dry spreader or by hand. The material will also be effective against filamentous algae at the time the plant is developing at the water bottom.

PRO GOLF SERIES FIRST EVER SANCTIONED BY PGA SECTION

CRYSTAL RIVER, FLA.—Professional golfers will vie for \$640,000 in a series of tournaments that began here May 11 and 12 at the Plantation Hotel and Sports Resort.

It is the first time that a PGA Section has sanctioned such a program for golfers who do not regularly participate in Tournament Players Division events.

"Most important," said Les Frisinger, president of the approving Florida Section, "it's currently the only opportunity in the country for hundreds of talented golfers to sharpen their skills in pressure-packed big money competition under the direct supervision of a PGA section."

In addition to strict supervision of all tournament rules and regulations, the Florida Section officers will create a series of seminars and discussions on PGA orientation for tournament players. Included are special programs on pro shop management, merchandising, constitutional interpretation, maintenance and other important areas that will provide a more thorough knowledge of all aspects of golf.

The Florida Section's 16-week program will be conducted in two eight-week series of 36-hole events. Weekly winners will pocket some \$7,000 with approximately \$33,000 divided among the next 49 finishers each week.

The tournament is open to all

Florida Section PGA members, those in the apprentice program and golf professionals who are not affiliated with the Section or the PGA. Pro golfers who won over \$10,000 on the 1972 PGA tour will not be eligible to participate.

Entry fee for each eight-week series is \$3,000 for which the player receives housing on tournament days at the Plantation Hotel, breakfast, club cleaning and storage, use of the golf course, electric cars on tournament days, use of the driving range and a supply of golf balls for each tournament.

Home course for the 16 events is the par-72 Plantation GC. Designed by Florida architect Mark Mahannah, the layout stretches nearly 7,000 yards for championship play. "Mark did a fantastic design job with the 160 acres allocated for the course," said Danny Bertine, general manager at Plantation.

"From the white tees our residents and resort guests enjoy a most pleasurable test of their golfing ability," he said, "but from the blue markers the pros will find water coming into play on 11 different holes. Many of the 50 bunkers and large, mature pines and oaks become much more hazardous when approached from the back tees."

Bertine pointed out that even though all 16 events will be contested on the same layout, the combatants will have little opportunity to get accustomed to the best strategy of play.

"Variations in weather conditions make a whale of a difference at Plantation," said Bertine. "Prevailing breezes are from the south but we're so close to the Gulf that winds can swirl in almost from any direction."

Plantation Hotel and Sports Resort is located in the heart of Citrus County, 70 miles north of Tampa. The complex is on the headwaters of the famed Crystal River, which travels seven miles northwest to the Gulf of Mexico. The hotel itself overlooks Kings Bay, home of the giant manatee and a scuba diver's paradise known the world over for its warm, clear waters. More than three million gallons of fresh water per hour rise

from the caverns and caves in the river's "Big Spring."

In addition to golf, the resort boasts a 100-room Georgian-style Colonial hotel, swimming pool, saunas, shuffleboard, four tennis courts and a fully covered marina and docking facility from which top local guides lead charters for salt and freshwater fishing.

CHARLES A. EATON PROVIDES

CINDERELLA'S SLIPPERS

BROCKTON, MASS.—The *Charles A. Eaton Company*, manufacturers of Etonic golf shoes, is lending its support to this year's new Ladies Professional Golf Assn. Golf Classic. Christened the first "Cinderella" tournament by Hughes Sports Network President, Richard E. Bailey, this colorful television sports event is being aired over network television stations for 13 weeks beginning January 28. The tournament, taped under ideal Florida weather at Port St. Lucie, includes 32 of the LPGA's finest golfers.

Each winner in this \$50,000 tournament will receive a unique trophy featuring a ceramic representation of Cinderella of fairy tale fame. Accompanying the trophy is a pair of "glass slippers," actually clear plastic golf shoes, complete with spikes, custom crafted by the Etonic Division.

Through its "Cinderella" nickname, the tournament seeks to highlight the rapid rise to wealth and fame of women's professional golf. Played on an alternate shot basis, each match presents more than its share of thrills and golfing mastery.

CONSTRUCTION BROCHURE AVAILABLE

HOUSTON—"Everything You Ever Wanted to Know About Building* But Didn't Know Who to Ask" is the intriguing title of a 12-page brochure by *Stran Steel Corp.*, a 35 year old manufacturer of metal building systems. The brochure can assist a business manager in determining if he should lease, rent or build. It also covers where and how to obtain financing, choosing a building site, planning for future building needs, keeping construc-

tion costs down, controlling maintenance costs, the importance of appearance and choosing a contractor. The brochure will be beneficial also to the club manager looking into new or additional facilities. For this free booklet, write: Stran Steel Corp., Department 72 E 445, P.O. Box 14205, Houston, Tex. 77021.

QUESTOR SALES, EARNINGS UP IN FIRST QUARTER

TOLEDO—First quarter net earnings reported by *Questor Corp.* showed an increase of 10 per cent to \$2,158,000 or \$.22 per share on sales of \$83,078,000. In 1972, first quarter net earnings came to \$1,964,000 or \$.20 per share on sales of \$75,715,000.

Commenting on the first quarter results, R.R. Hessler, vice president-finance, noted that the increased sales continue to reflect a strong demand for Questor's traditional or branded products and the host of new products introduced last year.

Questor is the parent company of the Spalding Division, Chicopee, Mass., which makes golf equipment, as well as other sporting goods equipment.

BUY A HOME, GET A COUNTRY CLUB

LOS ANGELES—*Sunrise Corp.* is developing a \$40 million golf course condominium community in Rancho Mirage, which will be one of the largest building projects ever proposed for the Palm Springs area. The major attraction for a potential buyer is that a purchase of a condominium at Sunrise CC automatically provides the buyer full ownership in the club and use of its facilities, according to William Bone, president of Sunrise.

Among the many alluring features of the proposed community is an 18-hole, 4,300-yard, par-65 executive golf course designed by Theodore Robinson, who has designed a total of 60 golf courses in the Palm Springs area.

Plans call for the construction of 768 condominiums, with approximately 85 per cent of them opening directly onto the golf course and the remainder overlooking lakes or greenbelts. The one, two

and three-bedroom units, all single story, will range in price from \$29,995 to \$59,995.

In addition, there will be 24 swimming pools conveniently situated throughout the project, a 13,000-square-foot clubhouse, nine championship tennis courts adjacent to the clubhouse and a major recreational complex for children.

"So far we've had an excellent track record in being able to anticipate specific demands on the Palm Springs area," said Bone "and I believe we have all the ingredients for another outstanding success in Sunrise CC—well designed housing in a good price range, exceptional golf and recreational facilities and ownership of them with a purchase of a condominium," he added.

Not including the country club project, Sunrise Corp. has built or currently has under construction in the Palm Springs area a total of 600 condominiums with an approximate value of \$25 million. Its first two projects, Deepwell Ranch and Sunrise, have been completely sold out. Sunrise Alejo and Sunrise East, both opened within the past six months, are good sales successes according to Bone.

ALEXANDER TO LEAVE GCSAA

LAWRENCE, KAN.—*Paul Alexander*, director of education for the Golf Course Superintendents Assn. of America, stated to GOLFDOM that he will be leaving the association on June 29 to become associate vice president for golf operations of Sea Pines Corp. at Hilton Head Island, S.C. In his new position, he will coordinate the technical aspects of future golf course development for the renowned resort.

Coming to the GCSAA in early 1970 as its first educational director, Dr. Alexander performed a variety of special services; he was administrator of the GCSAA Scholarship and Research Fund, served as science reviewer and established seminars on a variety of turf topics.

An association spokesman indicated that Alexander would be difficult to replace and that the announcement of his successor will come this month.

J I CASE, a Tenneco Company, announces its new 1816 Uni-Loader, which is a compact version of the skid steer series of loaders. Designed as a labor saving unit for material handling and clean-up work on construction sites, the 1816's compact size, plus its maneuverability, enable it to move through doorways, down hallways and into elevators and most areas where wheelbarrows are usually employed. Powered by a 16 hp, one cylinder, air cooled, Tecumseh gasoline engine, the 1816 features a hydrostatic power train with drive chains to all four wheels.

Circle No. 101 on reader service card



BERNARD FRANKLIN COMPANY announces an all new line of vandal-proof (according to the company) lockers, which are locked and unlocked electronically. The new Lockitron System features push-button control, provides one-hand operation for the user, as well as master control by supervision. The lockers, equipped with an electronically activated positive locking device, can be opened for inspection from a remote location, as well as from the front of the door by the user. The most popular sizes and arrangements of lockers are available with these patented electronic features.

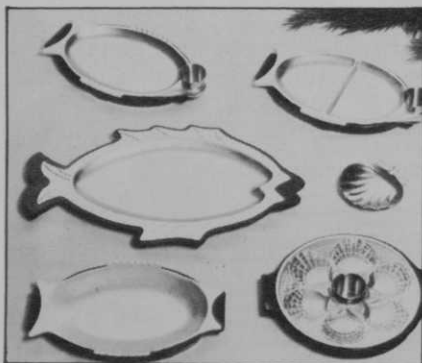
Circle No. 102 on reader service card

MELCO FOUNDRY DIV., Tomlinson Industries, Inc., announces a complete line of fish-design cast aluminum platters, which allow hot or cold sea food service. The individually cast, heavy metal platters feature smooth, deep contour design



and fit mated Bakelite holders. For baked and fried serving, platters can be either preheated or foods cooked in them. For cold servings, platters can be prechilled and crushed ice placed in the special design holders. Two platter models include cast-in wells to hold a standard size stainless steel cup for sauce or melted butter. A center divider in one model creates separate compartments for meat-and-sea food combination.

Circle No. 103 on reader service card



FISHER MFG. COMPANY presents its new Glass Filler Water Station, which is designed to provide food service operations with dependable, trouble-free performance. The faucet's exclusive non-splash aerator provides continual, smooth water flow and this feature, in addition to the depth of the drain pan, eliminates any need for expensive back splash shields. The faucet's vinyl-coated push-back prong is an important improvement over conventional screw-on rubber bumpers, which tend to wear off, expose the screw and break the glasses if not replaced immediately. The faucet also features positive-type volume control to suit the individual operator's needs and all working parts are incorporated into a replaceable cartridge mechanism for easy re-

pairs. The water station features triple chrome plating and cast bronze construction for long lasting good looks and may be easily installed on a stainless steel cabinet or sink top.

Circle No. 104 on reader service card



BESCO, a division of Bauer Industries, introduces a low cost counterfeit bill detector that mounts directly onto the face of most cash registers. Known as the Detectit Series 400, the new units are designed to immediately detect bogus bills as the user routinely makes change. In operation, a counterfeit bill when placed on the register bill plate will immediately glow blue-white. Detectit's design allows it to be mounted to any flat surface without screws. Sturdy construction plus a long life lamp assures many years of continuous use. Units are fully warranted and have a wide application.

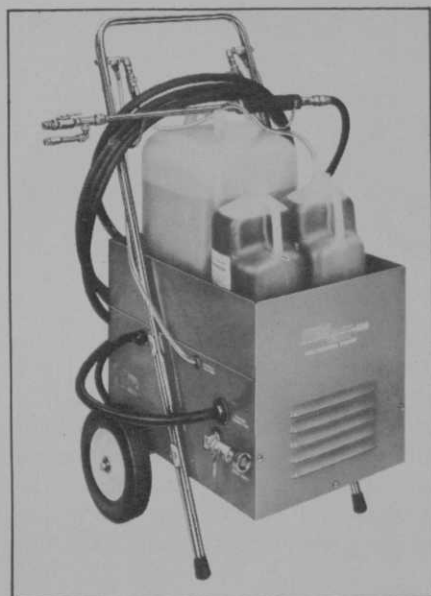
Circle No. 105 on reader service card



HYDRO SYSTEMS COMPANY introduces its newest addition to an extensive line of portable pressure washers, the 600 Series Hydro-Blitz. This unit is especially useful for cleaning

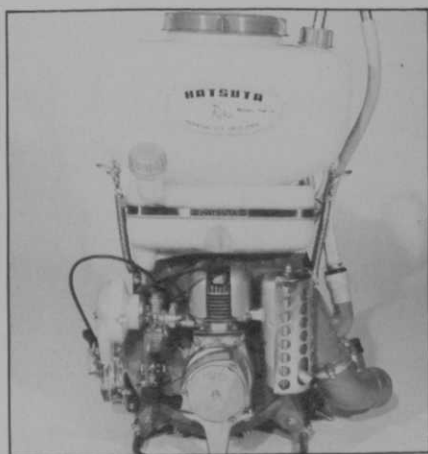
clumps of grass and dirt from lawn mowers, cleaning walks, building exteriors, garbage containers, golf cars and other vehicles. It is compact, simple to operate and economical. It features the Cat Pump, 600 psi, 2 gpm capacity. Two mixing valves offer users a choice of two chemicals, each at its own dilution rate. Exclusive Pump Saver Injector is built in. The unit can be used safely to apply alkaline cleaners and mild acids. It has remote control wash and rinse. It can be used with hot or cold water and is mounted on heavy duty wheels. The cabinet is designed to provide safe storage for chemical concentrates.

Circle No. 106 on reader service card



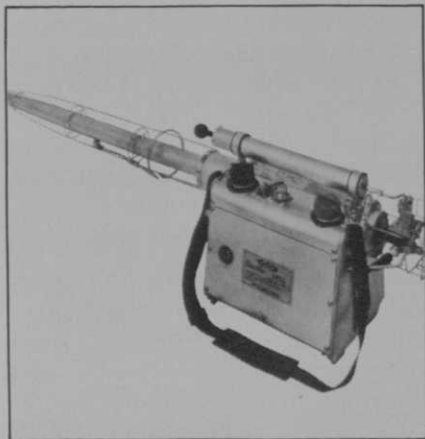
ROBCO, INC., presents a lightweight back-pack mist sprayer-duster blower that blows up to 240 miles per hour blast. The multi-use blower possesses a range of over 35 feet.

Circle No. 107 on reader service card



CURTIS DYNA-PRODUCTS CORP. announces the Model 70 B Dyna-Fog (R), the result of many years of experience and testing to control insects in the environment. It employs a resonant pulse jet engine heat to vaporize insecticide formulations which, when introduced to the air, condense to a fine fog. It operates with a completely clean exhaust and is said to produce no carbon monoxide or other polluting hydrocarbons. The durable construction of aluminum and stainless steel weighs only 18 pounds for easy, portable use both indoors and outdoors.

Circle No. 108 on reader service card



THE TORO COMPANY makes the Groundsmaster 72, the first of their new "silent breed" without belts or chains. The Groundsmaster 72 is a 72-inch riding rotary mower that can be converted to a snow thrower or sweeper. The front-mounted floating deck trims under shrubs, trees, right up to fences. Designed for golf courses, the Groundsmaster 72 has hydrostatic transmission; a four-cylinder, water-cooled 20 hp Continental industrial engine; eight-hour fuel capacity and rear wheel steering.

Circle No. 109 on reader service card



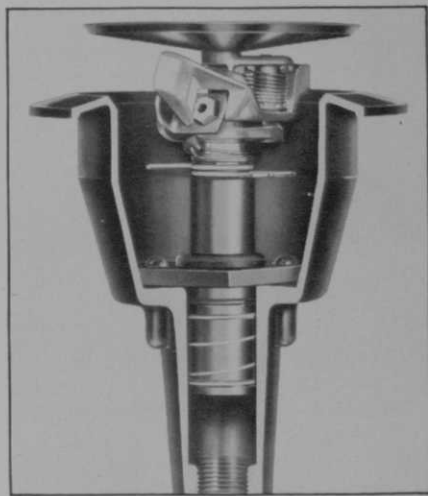
BUNTON COMPANY presents the maneuverable, easy to use high capacity commercial rotary mower, designed for rough areas, steep grades or hillside mowing. Fingertip controls for left and right traction wheels allow decreased power to the wheel on the up-hill side to prevent side-slipping. Large front caster wheels and extra high frame clearance permit rougher areas to be cut. Bunton's Hi-Way mower has a 10 hp cast iron engine, ground speeds independent of engine or blade speed, and heavy-gauge steel frame for low maintenance. Bunton also makes a complete line of propelled rotary powered riding and push mowers.

Circle No. 110 on reader service card



THE SKINNER IRRIGATION COMPANY introduces its new model PR-75 medium range rotary pop-up sprinkler. Made to be inexpensive and easy to handle, the compact design of the PR-75 also cuts trenching and backfilling by one-third compared to similar models, according to the company.

Circle No. 111 on reader service card



JAMES R. HANSBERGER has been elected vice president of marketing by the board of directors of Ram Golf Corp., Elk Grove Village, Ill. Hansberger has been with Ram for 12 years and has been vice president of manufacturing for the last seven years. VITO SCOPA replaces Hansberger as vice president of manufacturing. For the past five years he has been in charge of factory operations in the Melrose Park and the Pontotoc, Miss., plants.



Hansberger



Scopa

JOHN GILLIS is the new sales representative in the New England area for Par-Mate Golf Gloves of New York City.

JOHN MICHAEL METZGAR has been named vice president of Lynx Precision Golf Equipment, Paramount, Calif. In this position, Metzgar will be responsible for sales and supervision of the two plants in Paramount.

ROBERT A. LIND moves up to manager, motive power sales, a newly-formed division within Christie Electric Corp., a maker of automatic battery chargers. Assuming Lind's former duties as manager, automotive sales, is ROBERT E. SANDERSON.



Lind

GLENDALE GRIZZLE has been made director of manufacturing for the Irrigation Div., The Toro Company. Grizzle joined the division in 1965. The new position was needed, according the Edwin J. Hunter, Toro vice president and

general manager of the division, because of a major expansion program within the division.

GEORGE BECK and PATRICK ZEDRICK have been added to the MacGregor Div.'s sales staff. Beck's territory includes northern New York State and Vermont; Zedrick's includes Iowa and southern Illinois.

JOHN D. HYLAND has been made an automatic controls sales representative for Hays Mfg. Div., Zurn Industries, Inc., of Erie, Pa. His territory includes Pennsylvania, New Jersey, Delaware, Maryland, Virginia, West Virginia and Washington, D.C.



Hyland

THOMAS G. POND has been made production manager of the Pedersen Golf Div., O.F. Mossberg & Sons, Inc., North Haven, Conn. Pond will oversee all divisional manufacturing and production operations.



Pond

SAMUEL H. CANTWELL has been elected a vice president of Toro

Company by its board of directors.

The board also created two new posts in recognition of two women staff members; NOEL J. ENGELS was named assistant secretary of the company and MARY ELLIOTT, executive assistant to the president.

JAMES FOX has been appointed assistant secretary and general counsel of Dunlop Tire and Rubber Corp., Buffalo. Fox, formerly associated with the Buffalo law firm of Phillips, Lytle, Hitchcock, Blaine & Huber, is a member of the American and New York State Bar Assns.



Fox

DENVER BROWN has been made national sales manager of Otis Town & Turf, Otis Elevator Company, Stockton, Calif. Brown's initial plans call for expanding the present dealer organization throughout the United States. Otis makes recreational gas and electric vehicles.



Brown

ROBERT GONZALEZ was appointed a O. M. Scott & Sons ProTurf technical representative, serving northern Florida.



Gonzalez

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