



Products

Front-mounted riding rotary trims close to course obstacles

The Honeybee, a front-mounted mower on a rear-steering tractor, enables course workers to mow in close enough to eliminate a lot of hand trimming around trees and other obstacles. With its floating mower deck, three forward speeds, and 12-horsepower engine, the Honeybee is well suited to mowing banks. The 48-inch mower has three blades. Smithco, Inc., makes the Honeybee with an impact-resistant fiberglass body mounted on a structural steel frame to provide strength and rigidity in addition to imperviousness to weather. Flip-up fiberglass mower deck and engine hood offer ready access for quick and easy maintenance. Rear steering with airplane-type control gives a turning radius of virtually zero.

Circle 201 on free information card



Check this

Angelica Uniform Group, Inc. offers a permanent press gingham check apron with yellow, navy, or red with white checks. It comes in three sizes to fit any waitress in your club bar or foodservice facility. Self-material sash ties at the back; bib front buttons at the neck.

Circle 202 on free information card

Display sells clubs

Mini-Mart displays more than 50 woods, irons, and/or putters in just 4 square feet of floor space. Available from Matzie Golf Co. for less than \$100, the two-tier rack won't take long to pay for itself in added turnover.

Revolving trays are wrought iron, ride on Teflon bearings.

Circle 203 on free information card



New light-duty tractor offers hydrostatic drive plus three speeds

Hydrostatic drive connected to a three-speed geared transmission gives Allis-Chalmers Corp.'s model 720 tractor unusual ability to match engine revolutions, horsepower needs, and ground speed to the particular job being performed. The system offers speed up to 10.4 miles per hour forward and 6.2 mph in reverse. One lever controls both speed and direction, without shifting or clutching. A two-cylinder four-cycle engine displacing 50 cubic inches puts out 19½ horsepower and plenty of torque to avoid stalling when under heavy load. Turning radius is 36 inches. A wide variety of attachments is available.

Circle 204 on free information card



GCSAA
48TH INTERNATIONAL
TURFGRASS
**CONFERENCE
& SHOW**
PORTLAND, OREGON
FEB. 6-11 1977

**"TURF
MANAGEMENT:
A SYNERGISTIC
APPROACH"**

is the theme for the educational International Turfgrass Conference and Show, sponsored by the Golf Course Superintendents Association of America. Turfgrass managers, educators and industry representatives will gather in Portland for this annual symposium. Exhibits of the newest products for turfgrass management will be open Feb. 8-10; the conference will be in session Feb. 6-11.



**THE MOST
IMPORTANT
TURFGRASS EVENT
OF THE
YEAR**

**CONFERENCE
HIGHLIGHTS:**

Pre-Conference Seminars
Certification Examination
General Educational Sessions
Special Interest Sessions
Turfgrass Industry Show
Annual Meeting and Election
Golf Course Tour
Seed Industry Tour
Ladies' Program
Social Events

**Send 1977 GCSAA Conference & Show
materials to:**

Name _____

Street _____

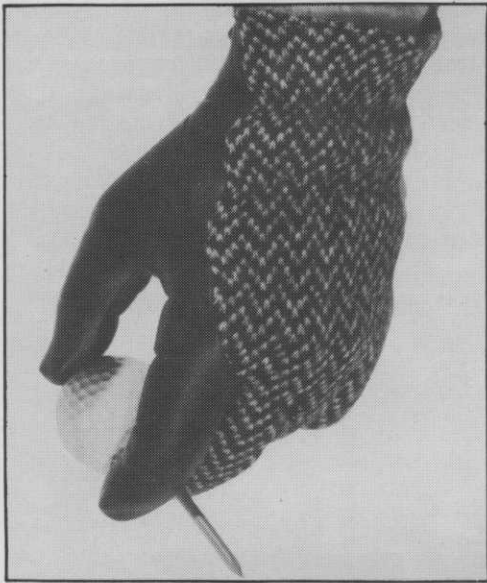
City _____ State _____ Zip _____

Club or Firm _____

Mail this coupon to:

GCSAA Headquarters
1617 St. Andrews Dr.
Lawrence, Kansas 66044

Products



Winter golf glove

For those avid golfers who won't let cold weather keep them off the course, Edmont-Wilson offers its Winter-Grip golf glove. The palms are of soft leather; backs are a herringbone-patterned blend of dacron and wool. Color combination is camel and black. Winter-Grip comes only in pairs — order them by the dozen or in a sales-stimulating 30-dozen merchandiser for your pro shop.

Circle 211 on free information card

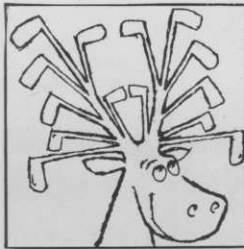


Tree protection

An easy-to-use self-adhering tape, called Guard-Tex, protects young trees from the elements, rodents, dogs, insects, and mowers. It helps prevent bark splitting and is useful in grafting operations. Guard-Tex allows the tree to breathe, sticks only to itself, and strips off easily without leaving gummy residue. General Bandages, Inc., makes it in rolls from 1/2 inch to 4 inches wide.

Circle 208 on free information card

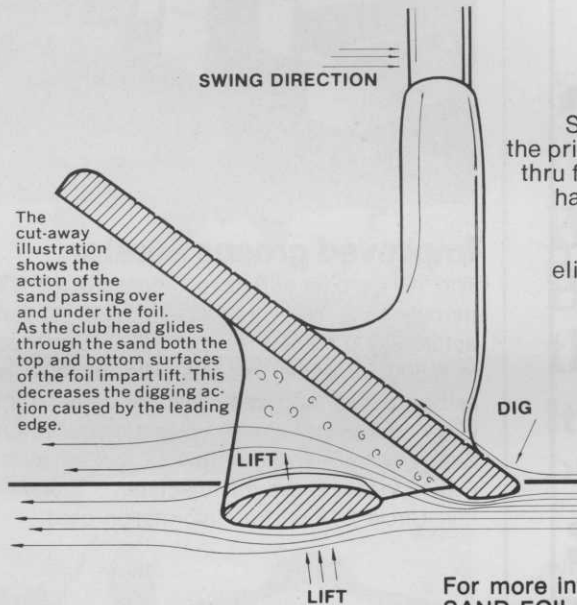
"IS THE SAND-FOILING YOU AGAIN and AGAIN...?"



THEN COME AND MEET

SAND-FOIL

BY STAG® PAT. U.S.A. PEND.



STAG's new SAND-FOIL employs the principle of the air foil in our new flow-thru foil. Instead of bouncing like a sledge hammer or digging in like a shovel, our SAND-FOIL generates a horizontal, forward driving motion. This helps eliminate the common bunker problem of the thin or thick sand shots.

The SAND-FOIL is now available in right and left hand and ladies. Suggested retail \$37.50. See your golf professional.



For more information about the SAND-FOIL and all STAG golf equipment write Lee Glover, President, Dept. 12-6 GB.

STAG GOLF PRODUCTS 16224 Garfield Ave., Paramount, Ca. 90723, (213) 633-7080

Circle 106 on free information card

GOLF BAG STORAGE RACKS

IMPROVE BAG STORAGE BEST BY TEST



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IN BUSINESS SINCE 1933
Call Collect 301-322-3900
Or Write For Free Literature

WE DESIGN YOUR LAYOUT—
ECONOMICAL—EASY TO
ASSEMBLE HEAVY DUTY
FURNITURE STEEL—
NO OTHER PARTS TO BUY—

INSTALLATIONS INCLUDE:

- Nassau C.C., Glen Cove, N.Y.
 - Pembroke C.C., Pembroke, Mass.
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 - Shenandoah C.C., W. Blumfield, Mich.
 - Highlands Fall C.C., Highlands, N.C.
 - Ironwood C.C., Palm Desert, Calif.
 - Crystal Lake C.C., Crystal Lake, Ill.
 - Lawton C.C., Lawton, Okla.
 - Indian Spring C.C., Silver Spring, Md.
- AND MANY MORE . . . there must be one near you.



ACME IRON WORKS, INC.

4900 Frolich Lane, Kenilworth Ind. Park
Tuxedo, Md. 20781

Circle 114 on free information card



Model 8810

Fastest charge in the whole U.S.A.

Lester MATIC "BIG FORTY" 40-AMP CHARGER

All over the country, users of big-battery electric vehicles are turning to Lester-MATIC chargers for fast, dependable charging. The all-new Lester-MATIC "BIG FORTY" offers a full 40-amp start rate—really pours the amp-hours into your batteries during those important early hours of charging. Normally, high capacity batteries are charged to 3/4 capacity in only 4 hours. After the peak charge, the rate automatically tapers down to 3-amps, preventing overheating and excessive gassing, and resulting in excellent equalization of cells with low water consumption.

Both golf car and industrial users in northern areas have found the "BIG FORTY" to be a top cold-weather performer—extending vehicle hours and cutting time on-charge. Lester's new heavy-duty "BIG FORTY" will keep your big batteries in peak condition over a maximum life period.

All Lester chargers feature solid-state circuitry for years of trouble-free performance. A unique flux oscillator circuit compensates for changes in line voltage. Lester chargers are easy to use by untrained personnel—no taps or rate controls to set. Over 200,000 chargers in daily use have proven the reliability of the Lester-MATIC. Specify Lester for your next electric vehicle charger.

Specify the Lester-MATIC "BIG FORTY" with your car order, or special order from your distributor.

LESTER ELECTRICAL
625 West A Street,
Lincoln, Nebraska 68522 402-477-8988

Circle 129 on free information card



Improved greens aerator

The 1977 model of Ryan's Greensaire II is 23 percent faster than previous models — it can aerate 8,000 square feet per hour, compared to 6,500 for earlier models. The machine is self-propelled and removes 36 cores from every square foot of turf; holes are spaced on 2-inch centers and are up to 3 inches deep. OMC-Lincoln is the manufacturer.

Circle 217 on free information card



New-technique putter

The photo above shows the technique used with the putter designed and made by Direct-Aim Putters. It conforms to USGA rules and replaces the outlawed method of having your caddy stand behind you to help line up putts. The base of the putter is made to grip the turf and maintain alignment. The putter comes in 34-, 35-, and 36-inch lengths with the shaft at 17, 19, or 21 degrees from vertical.

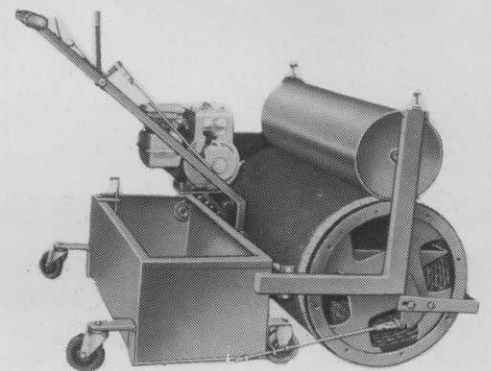
Circle 205 on free information card

Automated merchandising

With its Automated Retail Merchandising System, Concept Systems Inc. offers smaller retailers the same advanced computerized

techniques previously available only to large merchandisers. An on-line, desktop system, ARMS provides accurate information at the close of each business day: what was sold, at what price, by whom, and when. It also will, on demand, match purchase orders to invoices, supply information on supplier payment and discounting terms, print tickets, and compare current sales trends with previous periods.

Circle 219 on free information card



Blot up puddles

Carrying a polyurethane sponge 1½ inches thick and 33 inches wide, the Water Blotter soaks up water on tennis courts and other paved areas or (with rollers mounted in place of casters) from greens or other problem drainage spots on the golf course. It can blot up a 2-inch-deep puddle in one swipe. Powered by a 3-horsepower engine, the Blotter is a product of Water Blotter Manufacturing Co.

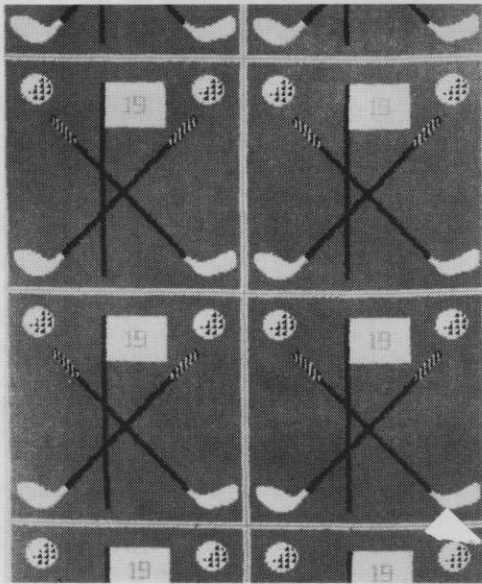
Circle 214 on free information card



Bloody mary mix

Put some snap in your club bar's bloody marys by using Snap-E-Tom premixed tomato cocktail. It has a unique flavor resulting from a mixture of tomatoes, green chiles, and onions. Just add vodka — or serve it by itself. Heublein, Inc., Grocery Products Group, sells Snap-E-Tom in cases of 24 six-ounce cans or a dozen long-neck 32-ounce bottles.

Circle 209 on free information card



Golf-motif carpet

The design shown is one of eight in "The Sporting Collection" done by designer Dick Ridge for Phoenix Carpet; the others include such things as tennis, fox mask, and hounds and horns. All patterns come in 80 percent wool and 20 percent nylon face in cut pile construction and in an all-wool face, round wire style; they are also available as rugs.

Circle 215 on free information card



Durable luxury bag

Golden brown in color, the MacGregor VIP golf bag is handcrafted by Brunswick Corp. of soft, supple, durable Ultra Suede fabric. The VIP is lockstitched throughout and has a firm one-piece bottom and a padded top cuff. It

comes with four matching headcovers and includes club dividers, a dual-entry full-length clothing pocket, locks, and an umbrella well. Available in 10-inch men's and 9-inch ladies' models.

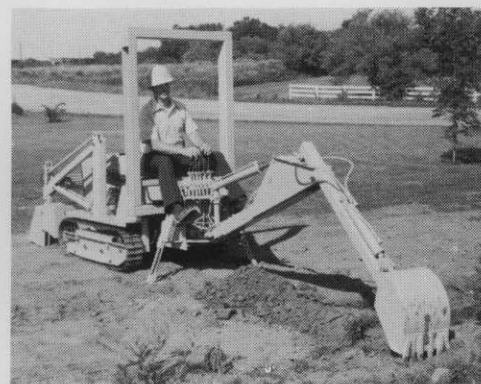
Circle 206 on free information card



Shaped sweater hanger

Display sweaters and knit shirts in your pro shop and keep them in the proper shape by using a hanger designed specifically for such garments. Available from John Thomas Batts, Inc., the hanger will not stretch garments and is meticulously finished to prevent snags. Made of polyplastic in white, red, and black, the hanger requires less space than curved hangers.

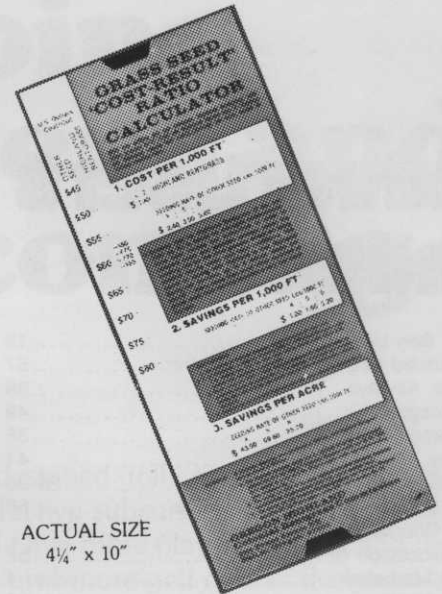
Circle 218 on free information card



Backhoe attachment

Struck-Kit Corp. now offers an all-hydraulic heavy-duty backhoe for its Magnatrak Crawler Tractor kit. One of 30 available attachments, the backhoe can be unpacked and installed in a matter of minutes; it can be removed and re-installed by one man in even less time. The backhoe can dig to a depth of 6 feet, with a total swing angle of 135 degrees.

Circle 207 on free information card



ACTUAL SIZE
4 1/4" x 10"

Budgeting is a Breeze with this Calculator
It's Yours Free . . . on Request

Here's a cost-calculator with which you can instantly compare the **actual cost** of various grass seeds.

Think on it a moment and you'll agree that cost per pound is only one factor in the cost equation. For a given price per pound you're also buying a given number of potential grass plants.

So, as in the case of Highland Colonial Bentgrass with its 8 million seeds per pound, you are buying a huge potential. Other grasses, which might cost less per pound may also have less potential grass plants so that from a practical standpoint they're more expensive than Highland.

Why not write for our free calculator. You'll find it a handy, fast method of comparing **actual costs** of planting bluegrass, ryegrass, bentgrass and fescue.

SEND YOUR REQUEST FOR A FREE CALCULATOR TO:

Highland Colonial Bentgrass Commission

Dept. A

Suite One, Rivergrove Bldg.
2111 Front St. N.E.
Salem, Oregon 97303

Circle 135 on free information card

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golf business

ADVERTISING SALES OFFICES

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General manager

NEW YORK: 757 Third Ave.,
New York, NY 10017 (phone 212/421-1350)

CLEVELAND: 9800 Detroit Ave.,
Cleveland, OH 44102 (phone 216/651-5500)
PATRICK J. LAMB
Regional manager

CHICAGO: 333 North Michigan Ave., Room 808
Chicago, IL 60611 (phone 312/236-9425)
JOE GUARISE
Regional manager

ATLANTA: Media Representatives, Inc.,
4319 Covington Rd., 309D North Center,
Decatur, GA 30035 (phone 404/274-7072)
RICHARD GORE

DALLAS: Media Representatives, Inc.,
8383 Stemmons Freeway,
Dallas, TX 75247 (phone 214/631-4480)
JOSEPH SISSOMS
GARY MATTHEWS

LOS ANGELES: Graves/Snyder/Sanford,
4311 Wilshire Blvd.,
Los Angeles, CA 90010 (phone 213/933-8408)
WILLIAM SNYDER
JOHN SANFORD
Western managers

SAN FRANCISCO: Graves/Snyder/Sanford,
615 Montgomery St.,
San Francisco, CA 94111 (phone 415/982-0110)
ROBERT A. MIEROW
Regional representative

Product literature

Irrigation aids

A 24-page color catalog describes and illustrates dozens of landscape and turf irrigation products from L. R. Nelson Corp. Included are pop-up, surface, and shrub sprays; rotary pop-up and impact sprinklers; quick-coupling, hydro-indexing, and control valves; traveling sprinklers; hose accessories and brass fittings.

Circle 232 on free information card

Golf accessories

A 24-page 1977 catalog contains full-color photos of more than 270 Chesal Industries products for sale through pro shops. Popular items featured include golf ball retrievers, scorekeepers, golf caddys, golf valets, towels, umbrellas, head covers, and more than a dozen different putters. Names, addresses, and phone numbers of sales representatives are listed on the back cover.

Circle 248 on free information card

Battery charging

The Experts Guide to Battery Charging & Equipment comprises a glossary of terms, explanations of how batteries and chargers work, and illustrations and specifications of Silver Beauty battery chargers and accessories. The product section offers tips on matching the equipment to various applications.

Circle 244 on free information card

Pewter-like dinnerware

A heavy paper folder filled with looseleaf sheets describes and illustrates metal dinnerware made by Country Ware Corp. of Syralloy: a modern metal with the look of pewter and the practicality of stainless steel. The line offers 18th century designs made by sand casting and finished by hand; a full range of pieces is included.

Circle 247 on free information card

Kitchen equipment

Vulcan-Hart Corp. calls it its mini-catalog, but this 24-page 8½- by 11-inch publication contains illustrations and specifications of dozens of pieces of equipment to equip club foodservice operations. Included are gas and electric ranges and ovens, infrared broilers, deep fat fryers, pizza ovens, griddles, food mixers, kettles, steamers, dishwashing machines,

walk-in refrigerators and freezers, and dish dispensers.

Circle 246 on free information card

Sanitary maintenance

A 1976 catalog has 48 pages of specifications and illustrations of indoor and outdoor waste receptacles; mops, buckets and wringers; washroom tissue, towel, soap, and hand cleaner dispensers; drum pumps; deodorizers; and similar products from Continental Manufacturing Co.

Circle 239 and free information card

Dig It

Complete equipment specifications and options listings, plus full-color photographs, fill an 8-page brochure describing the Ditch Witch Modularmatic line of underground construction machines. Module attachments include the earth saw, vibratory plow, broom, loader, and utility backhoe. Charles Machine Works, Inc. is the manufacturer.

Circle 237 on free information card

Floor maintenance

The *Quick-Pick Feature Guide* is a pocket-size catalog highlighting the features of Tornado floor machines, vacuums, carpet cleaners, and other floor maintenance machines and accessories available from Breuer Electric Manufacturing Co.

Circle 238 on free information card

Backflow prevention

Rain Bird Sprinkler Mfg. Corp. has published a *Backflow Prevention Handbook* which defines the terms used in discussing backflow, illustrates types of backflow preventers and installations, and gives specifications of the company's products. In all, more than 30 topics are covered in the handbook's 16 pages.

Circle 243 on free information card

Scenic golf prints

A full-color, pocket-size brochure shows three limited-edition prints in the "Scenic Golf Holes in America" series which would be ideal for decorating a clubhouse or for sale through the pro shop. Also included in the brochure is information on the artist, Sandra Leukart, and the famous golf holes painted by her. Available from Waltsan Enterprises.

Circle 240 on free information card

ADS drainage tubing can keep your greens and fairways from becoming water hazards.

Here are the reasons why:

- Faster, easier installation, with significant time and labor savings
- Unaffected by freezing or thawing
- Continuous flexible lengths that make for easier grading and require fewer fittings
- Uniform perforation slots designed to give fast drainage
- Corrugated, flexible construction eliminates misalignment in unstable soils
- Nationwide manufacture and sales distribution keeps shipping costs low and insures availability
- And **DRAIN GUARD**[®], the patented[†] one-step drainage system for sandy and problem soils

Onto even the best-designed golf course a little rain must fall. But with fast, effective subsurface drainage of excess ground water, you'll have more playable hours and more happy golfers. More and more golf course designers and builders are specifying ADS corrugated plastic drainage tubing to do the job.

ADS corrugated plastic drainage tubing and fittings come in 3", 4", 5", 6", 8", 10", 12", 15", and 18" diameters. Complete line of fittings available.



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(614) 457-3051

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*Sales Office Only

[†]U.S. Patent Nos. 3699684 and 3830373

Classified

When answering ads where box number only is given, please address as follows: Box number, c/o Golf Business, Dorothy Lowe, Box 6951, Cleveland, Ohio 44101.

Rates: All classifications 50¢ per word. Box numbers add \$1 for mailing. All classified ads must be received by the Publisher before the 10th of the month preceding publication and be accompanied by cash or money order covering full payment.

Mail ad copy to Dorothy Lowe, Golf Business, Box 6951, Cleveland, Ohio 44101.

BUSINESS OPPORTUNITIES

GOLF COURSES: Want to buy or sell a golf course? Our business is exclusively golf courses transactions. We also do golf course market value appraisals. McKay Realty — GOLF AND COUNTRY CLUB PROPERTIES. 15553 N. East St. (U.S. 27), Lansing, Mich. 48906.

PRO-GREENSKEEPER MANAGER with successful background desires to buy or lease golf course, or range or related business. Write Box 107, Golf Business, P.O. Box 6951, Cleveland, Ohio 44101.

MISCELLANEOUS

GOLF CAR TIRES First line 18 x 8.50-8, \$15.25; 18 x 9.50-8, \$15.75 plus F.E.T. Send for our line. Golden Triangle Sports, Inc., 6317 Library Road, Library, Pa. 15129. Phone 412 835-6898.

GOLF CART FLOOR MATS. New nylon plied, reinforced rubber mats for Harley carts. \$13.75 per set. C.O.D. or send check to Rice Die Cutting Co., 8831-33 Ave., Kenosha, Wisc. 53140. F.O.B. Kenosha.

DISCOUNT SUPPLIES — Golf Pride grips, range balls, head covers, graphites, etc. Golfing letterhead inquiries only. Golf Discounts, P.O. Box 19355, Washington, D.C. 20036.

FOR SALE

GOLF CAR TIRES AND WHEELS. First line tires and wheels. 18 x 850 x 8-4 ply, \$15.26

F.E.T. incl.; 18 x 950 x 8-4 ply, \$15.80 F.E.T. incl. 18 x 850 x 8-2 ply, \$14.15 F.E.T. incl.; 18 x 950 x 8-2 ply,)15.30 F.E.T. incl. 8 x 7 wheel 3 3/4" B.C. Cushman \$8.00; 8 x 7 wheel 4" B.C. Standard \$8.00; 8 x 7 wheel 8-hole Cushman and Standard \$8.00. Wheel tire assemblies mount and valve add \$1.00, other tires and wheels available. Design Wheel & Hub, 2225 Lee Road, Akron, Ohio 44306. Phone (216) 773-7873.

INVENTORY CONTROL SYSTEM Suitable for all food and/or bar operations. Effective, workable, simple and newly designed by professional club-restaurant manager. Complete instruction book with many valuable tips. Over a years supply of forms for food and bar Money back if not satisfied. Complete package only \$35.00 small, \$60.00 larger operation — postpaid. Bunnell Systems Control, RD2, Dalton, Pa. 18414.

FOR SALE 9 hole semi-private course Western New York, Lake Chautauqua Area. Club house, bar, living quarters. Established very nice, \$175,000.00. Write or call Bernie Haas, Cassadaga CC, Cassadaga, New York 14718.

FROM OWNER: New York state regulation size 9-hole golf course, extra acreage, restaurant-bar, residence-clubhouse, \$500,000. Box 104, Golf Business, P.O. Box 6951, Cleveland, Ohio 44101.

HELP WANTED

ST. CHARLES COUNTRY CLUB, Winnipeg requires experienced Greens Superintendent for commencement of 1977 season. Present incumbent retiring after many years. The Club is recognized as one of the fines in Canada enjoying a full membership with 27 holes all having fully automated irrigation system. The Greens Superintendent reports directly to the Board. Replies in confidence with full resume of experience and, where possible, names of references to: Mr. B. L. Marrin, Chairman, Grounds Committee, St. Charles Country Club, 100 Country Club Blvd., Winnipeg, Manitoba, R3K 1Z3.

POSITION WANTED

GOLF POSITION WANTED available now PGA member 20 years married, experienced as manager, greenskeeper, Box 84, Golf Business, Box 6951, Cleveland, Ohio 44101.

CLASS A PGA MEMBER seeks new employment as head professional. Age 36, married. Will also consider pro manager or pro supt., since experience includes all phases of golf course and clubhouse operations. All replies will be answered. Box 95, Golf Business, Box 6951, Cleveland, Ohio 44101.

GOLF PROFESSIONAL 20 years experience — desires challenging position as golf director. Personable, excellent teacher-youth and novice oriented, open credit. Currently employed with inventory. Box 105, Golf Business, Box 6951, Cleveland, Ohio 44101.

WANTED MANAGER or staff position in golf merchandising or golf course products and equipment. Three years experience as Pro-Super with a business degree, married, mid-west preferred. Box 109, Golf Business, Box 6951, Cleveland, Ohio 44101.

CLUB MANAGER POSITION wanted in small club, preferably south. 5 years in present position as manager of small club and golf course. Married, in early fifties. Box 106, Golf Business, Box 6951, Cleveland, Ohio 44101.

P.G.A. CLASS "A" Professional, married, one child, excellent teacher, merchandiser, player desires change. Immediate availability. Resume, references upon request. Box 108, Golf Business, P.O. Box 6951, Cleveland, Ohio 44101 or phone 919 295-3605.

CLASS A PGA professional 12 years experience in course construction, merchandising, (unlimited credit) teaching, all phases of golf. Resume on request. Locate anywhere — reply Box 103, Golf Business, Box 6951, Cleveland, Ohio 44101. Phone: 201 453-2484 (daytime).

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GOLF COURSE, Delaware Water Gap, Pa., Poconos. 70 miles from N.Y.C. and Phila. 18 hole, 6500 yard championship course, large clubhouse with 28 guest rooms, 3 dining rooms, 4 bars, fully furnished and equipped. Swimming pool, tennis court, skiing, chair lift and T-bar. \$300,000 cash required. Owner retiring wishes to sell, will finance. Fairway Realty Co., Box 188, Delaware Water Gap, Pa. 18327.

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word from
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UNDERWOOD
Bowie, Texas**



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Circle 113 on free information card

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CONSTRUCTION COMPANY

**GOLF COURSE
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Since 1924!

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212 W. FAIRCHILD
DANVILLE, ILL. 217-442-2411

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**GOLF COURSE
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Building throughout the U.S. and
Central America. Contact us.



**IBERIA
EARTHMOVING SERVICE, INC.**

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Circle 124 on free information card

There's More to the Grass Seed Business than Making a Dollar!



*Penncross Bentgrass
to Present 1976
to These Fine Young
at Penn State
under The
Dr.*

*Growers are proud
Scholarships
Turf Grass Students
University
Professorship of
Joseph Duich.*



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2. George J. Fatseas, Vandergrift, Pa.
3. Robert J. Hudzik, Hunlock Creek, Pa.

4. Steven G. Hydak, Gibsonia, Pa.
5. W. Scott Ainsworth, Minnetonka, Minn.

There's more to providing for the future than just making money. Penncross Bentgrass Growers are providing for the future and the growth of the grass seed industry by cultiva-

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