

Debris never had it so bad.

Beer cans, cigarette butts, twigs, bottles, matted grass clippings and rocks look pretty ugly on a beautiful turf.

But picking them up hasn't been all that easy. (Ever try to get hold of wet leaves in wet grass?)

Then along came Jacobsen's unique rubber finger pick-up system. You'll find it used on all six of our Sweeper models. They pick up just about everything that you'd call debris, including branches up to 3" in diameter.



Patented rubber pick-up fingers are the worst thing that can happen to turf debris.

Even wet leaves in wet turf.

Besides having incredible rubber fingers, our big 700 Series models sweep a 5-foot swath, and have hoppers with a hefty 5-cubic-yard capacity.

Our models 720 and 730HL are PTO driven. The 730HL has a hydraulic dumping system that saves labor and time by dumping directly into a truck instead of on the ground.

Our models 720E and 720E-HL come with 12 HP or optional 14 HP engines, and can be pulled by any vehicle. The 720E-HL also has a hydraulic dumping system.

Then, our smaller 154 Riding Sweeper and 154T Towed Sweeper both sweep a 48" swath, and dump manually.

Five sweepers have the optional Curb Broom that cleans up parking lots fast. And all models offer the Thatcher Thinner

attachment that lets you thatch and thin turf while sweeping. Plus other options you might want.

To find out about the most complete line of Turf Sweepers



Hydraulic dumping feature of HL models can dump at any height up to 8½'.

being made by anyone, ask your Jacobsen distributor for details. What he has to say is bad for debris.

And that's good for you.

Jacobsen Manufacturing Company, Racine, Wisconsin 53403

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An Allegheny Ludlum Industries Company



Take a look at leadership.

Products

Not a rake, but smooths trap sand

The Sandy Smoother from Turfgrass Products Corp. enables golfers to smooth out their footprints with one hand, without scratching or digging. The Smoother's design is unlike an ordinary trap rake: its head has round discs which push and pull sand to fill depressions. Aside from a steel core inside the head, the entire smoother is made of noncorroding, high-impact plastic.

Circle 201 on free information card



Low-price pickup for off-road use

Rivlex Industries, Inc. has begun marketing the Japanese-made Daihatsu Hi-Jet off-road pickup truck in the United States. This economical maintenance vehicle is available with standard or turf tires, with optional plastic windshield (bottom right photo), and with optional soft top (bottom left photo).

Both sides and back of the cargo bed fold down for easy loading/unloading, as well as for use as a flatbed truck. Sprayers and other turf care equipment can be easily mounted on the bed. Power comes from a four-cycle, two-cylinder engine displacing 33.4 cubic inches and driving through a four-speed synchromesh transmission. All four wheels have brakes. The car-like interior carries two workers in comfort.

Rivlex has established a central computerized part department to back up its dealers.

Circle 202 on free information card



Alarm reports emergencies on the golf course

Hitting a button or inserting a key is all that is required to report a medical emergency with Speedcall Corp.'s model 909 Emergency Reporting Alarm; it provides instant and accurate reporting of the exact site of the emergency. The unit is a self-contained, battery-powered radio transmitter which can be installed anywhere on the course. Activation of the alarm does not require any voice messages. A Touch-Tone encoder signals the clubhouse, security guard, or other central facility. Each alarm box encodes and transmits a unique and programmable number to identify the location of the emergency. An audible alarm alerts station operators to incoming reports, thereby eliminating the need to continuously monitor the system.

Alarm boxes are weatherproof and vandalproof. Painted in bright colors and mounted on chest-high stanchions, they are easy to locate. Concise directions on each box show users how to call for help. Either pushbutton or key-operated switches can be ordered; the key switches prevent false alarms.

Optional is a receiver at the alarm box so that the victim can be assured that help is on the way or given instructions appropriate to the emergency.

Circle 203 on free information card

Power rake

Model 100528 is a new version of the Powerake made by F.D. Kees Manufacturing Co. It utilizes 28 hardened steel, self-cleaning fingers to clean a 20-inch swath. The machine is semi-self-propelled through forward movement of the raking fingers, to rake cleaner with less effort. Power comes from a 5-horsepower Briggs & Stratton engine. The raking assembly is interchangeable with the aerator assembly of the Kees Powerslice.

Circle 215 on free information card



Weed cutter on wheels

Trim-It II is a flexible-line weed or grass trimmer mounted on wheels. The twin-line head adjusts from a cutting angle of 45 degrees to completely vertical. Reloading line is done easily without disassembling the head. Power comes from a 3-horsepower Briggs & Stratton engine. Trim-It Products Div., Gielow Co.

Circle 220 on free information card



Big riding rotary

The Toro Co.'s Groundsmaster 72 is a 72-inch riding rotary mower powered by a four-cylinder, water-cooled, 19.8-horsepower engine. It features electric start, rearwheel steering, 8-hour fuel capacity, a low center of gravity, and a short turning radius. The front-mounted floating deck offers cutting height adjustable from 1 inch to 4 inches in 1/2-inch increments.

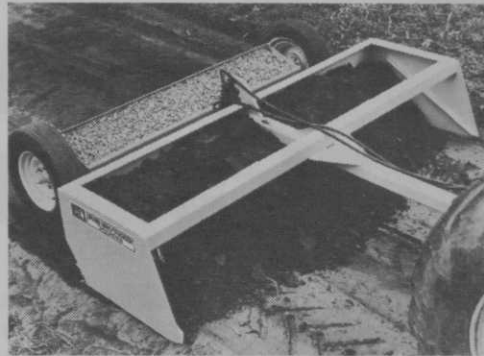
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For clear water

Karacide is a new chemical product that destroys algae and bacteria in golf course lakes and ponds. Simply spray it on the surface of the water, and in 48 hours it will

have done its work. Only small dosages are required. Karacide is noncorrosive, nontoxic, and nonflammable. It's a product of McTighe Industries, Inc.

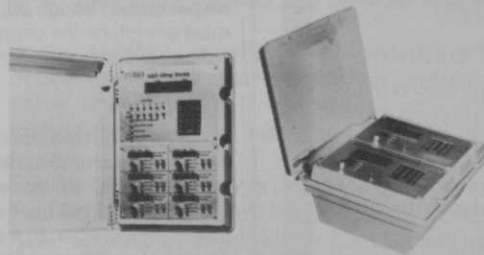
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Speeds filling and scraping

The Bush Hog/Tucker Speedmover provides a fast method of leveling driveways or golf car paths, filling low areas, or moving dirt, sand, or snow. It operates hydraulically from the tractor seat and turns easily in either direction, loaded or not. The rear weight box holds 800 pounds of ballast.

Circle 209 on free information card



Solid-state controller

The Toro Co., Irrigation Div., has introduced the VT 3 controller, which has solid-state circuitry, a microprocessor computer, and programming software. The 12-station unit has dual program capability and multiple start times; it is smaller, easier to install, more accurate and reliable, and easier to operate than mechanical controllers. It will retrofit Toro's Vari-Time and Vari-Time II units.

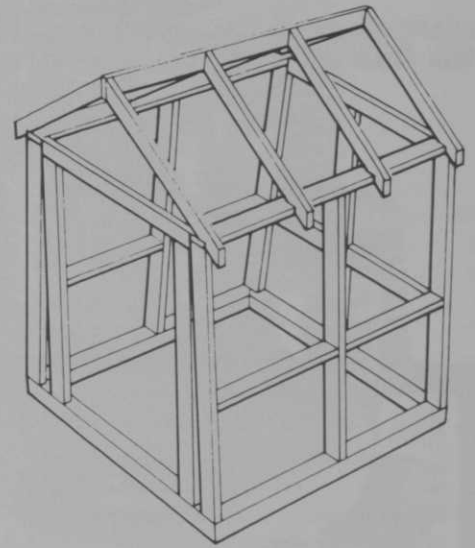
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Low-vibration chain saw

Solo Motors, Inc. designed its model 616AV chain saw for good cutting performance and safe operation with low vibration. The saw has a 4-horsepower engine, fully automatic chain lubrication, throttle lock, front and rear hand guards, and chain deflector. A chain brake is optional. Total weight is 16 pounds.

Circle 212 on free information card



Multipurpose building frame

The Golf Gazebo can become a storage shed for equipment and supplies, a golfers' shelter, or an on-course refreshment stand. The \$77 kit from Uni-Builders, Inc. includes precut 2x4 quality lumber and illustrated directions to put together an 8-foot-square, 88-inch-high frame. Buy paneling and shingles locally to finish it off. An 8- by 12-foot kit is also offered.

Circle 208 on free information card

Golf course bridges

Products of Continental Custom Bridge Co. are made to fit a wide range of needs, to span distances from 10 feet to 160 feet. They will carry people, golf cars, tractors, or pickup trucks. All are custom built in the factory, trucked to your course, and erected quickly. All models are available in painted carbon steel or in self-weathering Cor-Ten steel.

Circle 207 on free information card



High-pressure washer

A portable high-pressure washer, model 722 from Citation Manufacturing Co., is capable of producing 132 gallons per hour at 1,000 pounds per square inch up to 210° F. when used as a hot water washer. As a steam blaster, it will produce 90 gph at 300 psi with internal coil temperatures up to 300° F. Use it to wash tractors, mowers, and other machinery — as well as concrete floors and buildings.

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How to pile up extra profits -without investing a cent!

With Stewart Sandwiches! People all over the country are piling up big profits selling Stewart Sandwiches. Profits that supplement regular business income, and even add to it through customer convenience and traffic building. And Stewart's complete program makes it the easiest, safest money you've ever earned.

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Circle 104 on free information card

Information service

For free information on any of the products and services listed below, simply fill in and mail the postage-paid reader service card bound into the front of this magazine.

Heavy-duty vinyl posters from **Colonial Poster** eliminate the need for yearly posting with paper or cardboard signs. Size is 11 by 12 inches. Printing is guaranteed not to rub or wash off in any weather. All orders shipped within 10 days of receipt, postage paid. **Circle 110 on card**

John Deere 850 and 950 tractors are powered by fuel-efficient diesel engines that put out 22 and 27 PTO horsepower respectively. Though big enough for most any job on the course, the tractors will turn within a 10-foot radius. **Circle 105 on card**

Six different turf sweepers are made by **Jacobsen Manufacturing**, ranging from large PTO-driven versions to ones that are pulled, but have an engine to power the sweeper, to a small towed sweeper to a riding sweeper. All have a unique rubber finger pickup system. **Circle 126 on card**

Milorganite, the natural organic fertilizer, offers a wide variety of advantages over other fertilizers—but has nothing synthetic added to it. It's a produce of the **Milwaukee Sewerage Commission**. **Circle 106 on card**

Pile up extra profits without investing a cent—try hot sandwiches and pizza

from the **National Stewart Sandwiches Association**. **Circle 104 on card**

The Torrential pump from **Paulson Supply Co.** could be your answer to the periodic flooding of low spots on the course. It's self-powered, self-priming, floating, portable—and moves 42,000 gallons per hour. **Circle 112 on card**

Otterbine floating aerators or Spray Sculpture floating fountains, both from **Rodale Resources Inc.**, improve pond and lake water quality while beautifying the golf course. **Circle 113 on card**

Vertical racks from **A. G. Stafford Co.** store golf bags neatly and safely. **Circle 130 on card**

Penncross creeping bentgrass is genetically uniform and disease resistant, establishes more quickly than conventional bents. It makes a putting surface that putts true and has good color. **Tee-2-Green Corp.** sells it. **Circle 115 on card**

Mileage Master batteries, product of **Trojan Battery Co.**, boast new design changes for better golf car power and longer discharge ratings. Call toll-free 800/423-6569 or **circle 140 on card**

“AIR POLLUTION ATTACKS US ALL”

Air Pollution attacks the weakest of us first. The young, the old, the sick. It also kills our flowers, trees, crops. And eats our artworks, books, and monuments. We all share the same air. So in the end, it attacks us all. Your Lung Association fights for clean air. It has free information about how you can help. Write them for it. They care about every breath you take. They really do.



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Classified

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

Rates: All classifications 65¢ 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.

HELP WANTED

TOP MEN'S AND LADIES' apparel supplier to golf pro shops has following prime territories open: 1. Missouri, Kansas, Nebraska, Iowa. 2. Washington, Oregon. Apply only if you are prepared to call on accounts 11½ months a year. Send resume to Box 165, Golf Business, Box 6951, Cleveland, Ohio 44101.

POSITION WANTED

HEAD GOLF PROFESSIONAL position wanted. Excellent instructor, player, developer of golf programs. 20 years PGA member. Also experienced greenskeeper. Available now. Box 162, Golf Business, Box 6951, Cleveland, Ohio 44101.

FOR SALE

VICTORY GRIPS — \$8.25 doz.; Gold Crown \$9.40 doz.; (4 doz. min. order) whipping-500 yds-\$8.50, wood shafts-\$1.75 each. Discount Golf, Box 783, Rockville, Md. 20851.

9 HOLE GOLF COURSE (3300 yds) Clubhouse, restaurant, bar, pro shop, locker rooms. Excellent equipment. Just outside State Capitol and close to 3 other towns. Well established and active. Good gross & net. \$480,000. Terms flexible. Inquire John H. Kolb. Ohmart & Calaba, Inc., Realtors, 694 High St. NE, Salem, Oregon 97301. 503 362-4115, eves, 503-363-7715.

NORTHERN MICHIGAN GOLF COURSE with liquor, tennis, restaurant, and living quarters. Ideal operation for one or two families with teenagers. Growth area. Real Estate One of Hillman, M-32 East, Hillman, Michigan. 517 742-4875.

COLBALT DRILL BIT lifetime breakage guarantee! A must for reshafting. \$14.95 each. Discount Golf, Box 783, Rockville, Md. 20851.

9 HOLE SEMI-PUBLIC Golf Course, Milwaukee suburb, excellent condition, 17 yrs. old, new toro all auto irrigation system, bar restaurant. Pro shop, all modern equipment. Owner retiring — \$800,000. Also available new 4 bedroom home on course. Phone 414 377-1230, Edgewater Golf Club, Grafton, Wisconsin 53024.

9 HOLE REGULATION golf course, central Maine. Clubhouse, pro-shop, storage, all machinery plus living quarters. Box 166, Golf Business, Box 6951, Cleveland, Ohio 44101.

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9 HOLE GOLF COURSE, driving range, club house, 3 bedroom brick home, course fully equipped, 70 additional acres available for another 9 holes. Eder Agency, Inc., 621 Francis Street, St. Joseph, Missouri 64501. 816 279-6348.

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 COURSE AND COUNTRY CLUB PROPERTIES. 15553 N. East St. (U.S. 27), Lansing, Mich. 48906.

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Directory

If your company is selling a service to the golf course market you can now get your company name and service in front of your total golf market potential for less than \$19.00 per month.

Send check or money order to Dorothy Lowe, Golf Business Directory Section, 9800 Detroit Ave., Cleveland, Ohio 44102.

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Advertisers index

Adelphi Kentucky Bluegrass	16
Colonial Poster	6
Davis 500	8
John Deere	7
Go-Fore Inc.	13
Jacobsen Manufacturing	21
Milwaukee Sewerage Commission	4
National Stewart Sandwiches Assn.	24
Paulson Supply Co.	6
Rivlex Industries (partial)	19
Rodale Resources	cover 2
A. G. Stafford Co.	4
Tee-2-Green Corp.	cover 4
Trojan Battery Co.	cover 3

golf business

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NEXT MONTH IN GOLF BUSINESS:

SELECTION AND CARE OF GOLF CAR BATTERIES

Two-thirds of the nation's golf courses own or lease electric golf cars. This article will tell how golf car batteries work, things to look for when buying new or replacement batteries, and how to maintain electric golf cars.

WINTER MONEYMAKER FOR GOLF COURSES

Most northern golf courses go out of business every winter, but cross-country skiing can make use of the course when it's covered by snow—and bring business to the course's bar, restaurant, and/or pro shop. Here's what some course owners have done.

Viewpoint

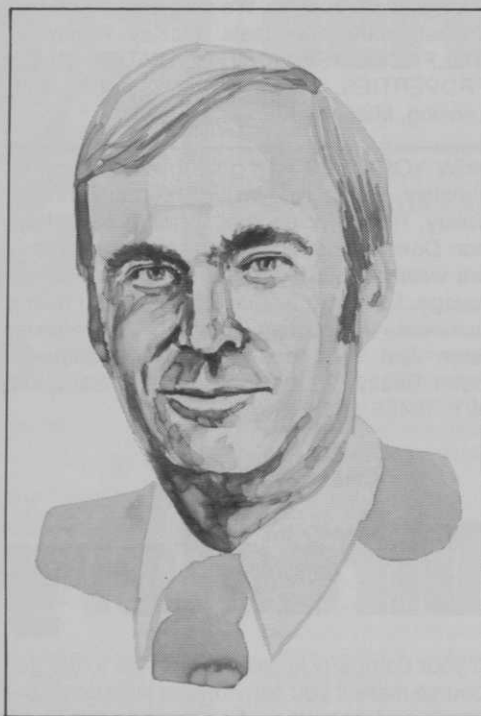
Should Certified Golf Course Superintendents get job preference and better pay?

by David C. Harmon
Superintendent
Golden Horseshoe Golf Course
Williamsburg, Va.

Let me start by asking you another question. "Should college turf management graduates receive job preference and better pay than non-high school graduates?" Certainly not in my book. Certificates, degrees, and diplomas are great, but they are no guarantee of a man's ability. In fact, some of the best-maintained golf courses in Virginia are managed by men who didn't even graduate from high school. Now don't get me wrong. I think the GCSAA certification program is an excellent step in the right direction, but I don't want to see highly qualified superintendents discriminated against just because they didn't take or pass the GCSAA certification exam. Being a GCSAA certified superintendent shouldn't be the one ingredient to attaining the highest paying jobs or receiving preferential treatment. Past experience and job performance should certainly come before certification. As a course owner or greens chairman, I would certainly consider those two qualifications before I asked, "Are you certified?"

Now let's talk briefly about the GCSAA certification program. I would like to stress the fact that I have been a GCSAA member for 15 years and a devoted promoter of the GCSAA, but I also believe the present certification program has a weakness or two. It does not guarantee that its graduates have the ability to maintain or administer the functions necessary to run the complex golf courses of today. A college diploma doesn't guarantee the employer he is getting a qualified manager able to handle the day-to-day problems surrounding labor, budgets, automatic irrigation, purchasing, pesticide applications, and equipment maintenance. In fact, I'm not sure those professors hiding behind the "ivy walls" could handle the frontline attack we superintendents experience each day of the year.

Now, I will be the first to admit that the more knowledge one has, the better chance he has at being a success in his profession. Reading *GOLF BUSINESS*, *The Golf Superintendent*, and *Weeds Trees and Turf* will certainly help to educate one. Attending turf management short courses, turf conferences, and seminars also will help. Taking the GCSAA certification exam is one more step in the never-ending educational process but shouldn't be the one single ingredient to acquiring the top paying jobs or receiving job preference. Remember, just because an automobile mechanic has been



certified, that doesn't guarantee he can repair your car.

The GCSAA certification program will remain incomplete until it includes an on-the-job inspection of its candidates' golf courses. This final step will prove whether the man is truly worthy of being called a "Certified Golf Course Superintendent." As it is now, one can buy his certification for a few dollars and some memorizing, or he can be a truly certified superintendent by spending his time on the course managing those day-to-day problems using common sense and logic. After 10 years on any golf course, a superintendent can be considered certified if he still has his job.



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