

and other native plants, such as the India Hawthorne. Texas sage plants are also used, as 150-yard markers. Palmettos dot the perimeter areas and oak and pine trees occasionally come into play near fairways. "It gives the golfer a variety of hazards. In South Florida, they have five traps on a hole. There's nothing else to offer the golfer."

Another of Hickman's innovations is the use of five cedar kegs, each holding two gallons of water, to quench a player's thirst instead of water coolers. This is one move that hasn't worked to well, however. The water looked dirty after some of the paraffin from inside the kegs broke loose. The cedar also gave the water a "woody" taste and the cost of maintaining them has been "astronomical," Hickman says.

One of the 15 employees who works full-time on the golf courses spends about an hour each day gathering up the kegs, taking them back to the maintenance barn in the northwest corner of the resort to refill them, and placing them back on the course. But there are plans to run water lines under some parts of the course so potable water can be pumped in.

Hickman seems to receive enough money to buy top quality equipment and pay his workers well to keep the golf courses in shape. The equipment includes three gang mowers costing about \$14,000 each and six greens mowers at \$4,500 apiece. Overall, the hardware is valued at approximately \$120,000. About \$300,000 has been allocated for course maintenance, equipment repair, and payroll, but Hickman believes this amount can be reduced.

Money can't solve all of his problems, though, including some experienced by the superintendent at any municipal course. The constant play forces Hickman to change cups every two days, but his crew rarely completes the job they begin at 6:30 a.m., only 1½ hours before the golfers start teeing off.

#### **Pro wants changes**

Ed Causey is in the process of re-vamping the golf operation after taking over the top post this winter. His 1,200-square-foot pro shop becomes a tight fit for golfers in mornings during

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**“Pro Ed Causey sells his softgoods with a focus on the Grenelefe logo, believing customers want something to show their friends. ‘Most of it is impulse buying’, he says.”**

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the season. The shop is also without a front door, easily confusing visitors even after three or four trips there. Causey hopes the new clubhouse to be built for the East course will allot him about 2,500 square feet for the shop.

There is further congestion when golfers want to hit balls off the driving range before beginning their rounds. Causey has plans to separate the range operations from those in the pro shop.

“The range has a good location (a few hundred feet outside the pro shop and the first tee), but the balls need to be kept there. We're going to get a big hopper that holds about 5,000 balls and sell the customer a token in the shop to get the balls at the range. We'll get him in the shop to generate sales, but we don't want to lug the balls in from the range.”

Grenelefe's popularity has also squeezed some space in the locker room. Causey feels that three of four new showers and 125 to 150 new lockers are needed to make the facility more comfortable.

Causey has been hired to make Grenelefe a better-known operation based on his experience. He has been a golf professional for 26 years. He is a former president of the Alabama and Georgia PGA Sections and also served on the PGA's national executive committee from 1975 to 1977.

Causey expects pro shop sales to reach \$125,000 at Grenelefe this year. About 60 percent of his goods are sold from January through April and 60 percent of the annual sales is from softgoods. He carries only three to five lines of clubs, and only major ones

such as Wilson and Hogan. Even these sales are made primarily to the 400 local members who live at Grenelefe. Between 100 and 150 putters and about 100 utility clubs, mostly pitching and sand wedges, are stocked throughout the year. But the clubs probably account for less than 10 percent of pro shop sales. The remaining sales come from balls, gloves, caps and shoes, Causey said.

He is selling his softgoods with a focus on the Grenelefe logo. Like most resorts, they're selling their name so the customers can show something to the people back home. Causey also believes in merchandising the goods so people can easily spot the logo. “Most of it is impulse buying,” he said.

Causey employs about 20 persons during the January-April period. There are four assistant pros who work full-time, two for each course. Besides coordinating the car rental and scheduling tee times, each is given a half-day per week to play golf with members and can give lessons around their other duties.

The pro also believes service is a necessity at a resort facility. Clubs can be cleaned and stored and shoes are dusted off. A collection of new rental clubs that would impress any golf guest is also available.

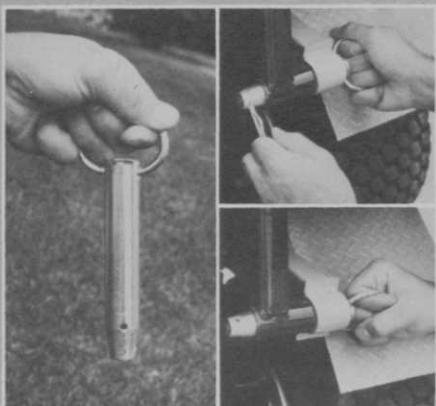
Hickman and Causey seem ready to handle the number of persons who will visit Grenelefe in the near future as more Americans look to central Florida to establish a new residence. Causey feels satisfied when he thinks about the 122 golf cars that are used twice each day during the season. The customers aren't the only happy people at Grenelefe. □

# Cushman Turf. Everything

Cushman Turf has developed an easy system to help you save as much as 35% in equipment investment. A system that saves you time with built-in job flexibility. A system that does everything but mow.

The Cushman Turf-Care System includes equipment for aerating, dumping, hauling, top dressing, spiking, fertilizing, spraying, seeding and spreading. The attachments utilize the unique pin-disconnect system.

In addition, all our turf care equipment is designed to be totally compatible with our 3- and 4-wheel pin-disconnect Turf-Trucksters.



**PULL PINS.** The pull pin advantage of the 18-hp Cushman Turf-Truckster means fast on/off movement of all attachments; it's the secret of the Cushman Turf-Care System's versatility.

**1 QUICK AERATOR.** The Cushman Quick Aerator is designed to slice greens quickly during the hot, dry periods.

Just attach the Quick Aerator to the Turf-Truckster with three pull pins. The hydraulic system and dump kit on the Turf-Truckster allow you to lift and lower the Quick Aerator on the go from your seat. So movement from green to green is simple and fast.

Three types of tines are available: slicing, coring (two sizes) and open spoon.

**2 SHORT DUMP BOX & FLATBED/BOX.** The short box or the flatbed/box is capable of hauling up to 1,000 lb. payloads.\* A manual hydraulic dumping system is available, and either box is mounted quickly using only two pull pins. 18-hp pin-disconnect Turf-Trucksters can be equipped with powered hydraulic dumping. By adding the PTO and hydraulic packages you can dump hydraulically without leaving your seat with either 18-hp Turf-Truckster. Just push a lever.

\*Rating for vehicle equipped with 9.50-8 rear tires.

**3 QUICK SPIKER.** Attach the Cushman Quick Spiker to a Turf-Truckster equipped with PTO, hydraulic system and dump kit with just three pull pins. Spike a 57-inch swath, even over undulating greens, with the two precise spiking gangs. Nothing to tow. Nothing to load or unload. Spike 18 greens in less than 2½ hours.

**4 TRAILING SPIKER.** Attach the Cushman Trailing-Type Wheeled Spiker and you'll get the same results as with the Quick Spiker, except the Trailing-Type Spiker is controlled by a pull rope to raise and lower while operating.





# but mowing.

**5 SPRAYER.** The PTO package with extension shaft makes the 18-hp Turf-Truckster ready to spray greens the easy accurate way.

The Turf-Truckster transmission and built-in variable speed governor assure a uniform ground speed, even over varying terrain. And an accurate metered spray means proper application and less chemical waste.

The complete optional spray package includes: 100-gallon capacity tank, high-flow nylon strainer, jet agitator for mixing, high-pressure handgun for mixing, high-pressure handgun (which sprays up to 40 feet), rear sprayer boom, centrifugal pumping system for boom or handgun spraying.

**5**

**6 TOP DRESSER.** The chassis-mounted top dresser, driven by the PTO of the Turf-Truckster, eliminates the need for self-powered units and time-consuming walking.

The moving bed and rotating brush operate at a controlled speed to disperse top-dressing materials and direct them downward in a 31½-inch swath. The engine/ground speed governor keeps your spreading rate constant.

**7 SPREADER/SEEDER.** The Cushman Cyclone Spreader/Seeder can be rear mounted on either the 3- or 4-wheel 18-hp Cushman Turf-Truckster, and it's controlled by the Cushman PTO extension shaft. Depending on the material, this spreader can broadcast over an area up to 40 feet wide.

In addition, the Cyclone Spreader/Seeder mounts on either the short box or flatbed/box and the driver controls all operation from his seat.

**8 GREENSAVER (DRUM AERATOR).** The Cushman Greensaver™ is the efficient low-cost way to aerate greens and tees. Attach the Greensaver to your Turf-Truckster (equipped with a hydraulic system and dump kit) with 3 quick-release pull pins.

Add weight trays and sand to the Greensaver attachment and you're ready to aerate up to 10 times faster than walk-type units. And the Greensaver collects the cores while you aerate, if desired.

Get a free demonstration of the complete Cushman Turf-Care System from your Cushman dealer. Or, write direct for complete information.

**7**

**6**

**8**

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## Up-to-date irrigation greens up 60-year-old club



Some 550 sprinklers on the course at Capital City CC are controlled from a master panel in Superintendent Roy Conard's office.



When Roy Conard wants to control the irrigation of the handsome tees and greens at Atlanta's venerable Capital City Country Club, all he need do is cross the floor of his office. On the wall is a sophisticated master panel that monitors water pressure, indicates how long the pump motors have been running, and warns Conard immediately if the power should fail. A digital clock displays the time of day.

Conard is the club's golf course superintendent and proper maintenance of the prestigious surroundings is one of his primary responsibilities, including constant inspection of the lush greenery. He is an old hand at maintaining golf courses. He began learning his trade back when Arnold Palmer and Jack Nicklaus were coming up through the ranks, more than 18 years ago. His father-in-law was a golf course superintendent for 40 years and Conard has been with Capital City for better than 6 years — the sixth superintendent in the institution's colorful six-decade history.

You can take his irrigation advice to the bank. "I did quite a bit of research before deciding on the present equipment," he said. "The former system was 42 years old and totally manually operated. It proved largely inadequate, especially during the difficult summer months when we could barely water three fairways per

night. That generally left the course in a state of flood or drought."

After careful consideration of its competitors, a Rain Bird irrigation system was selected by Conard and the Club's Governing Board. The system has been operating for nearly 6 months.

"I picked Rain Bird because the firm's installation expertise is top notch and because they continue to service their equipment after it's in the ground."

Ken Cloud, owner of the Foremost Construction Co., a family-oriented firm with a brother, three sons, and nephews actively employed in the installation phases, has years of experience at irrigating golf courses. Cecil, Ken's brother, oversaw the installation.

"We installed a completely new system at the Capital City site without closing the course for a single day," said Cecil. "The previous system was simply too antiquated and water wasteful to convert. Instead, we went ahead with a totally new plan, starting the job in April 1977 and completing work 90 days later."

The system installed was a conventional product, though Cloud hastened to add that there were a couple of unusual features.

"Intercoms are strategically located throughout the course inside the control cabinets, allowing for ease



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Mother Nature has ways of controlling diseases of grasses that defy scientific explanation. Such is the case in the use of twenty-to-forty percent Citation perennial ryegrass in a mixture with Kentucky bluegrass. Tests made in areas of high Fusarium blight incidence have verified that such mixtures have better withstood the damaging effect of Fusarium blight without the use of costly chemicals. Citation has an attractive dark green color which blends well with Kentucky bluegrass, and in many tests throughout the U.S., mows superior to other perennial ryegrasses.

The above photo was taken of a test plot located in California. The Fusarium blight has devastated the bluegrass stand on the right. On the left, the balanced plant population using twenty percent Citation perennial ryegrass and eighty Kentucky bluegrass is unaffected by the Fusarium. Citation's ability to withstand high temperatures and high humidity helps to maintain a quality turf and balanced plant population during stress conditions. An added plus is Citation's dark green color and improved mowing qualities.

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vertical mower reel converts the Greens King II into a vertical mower for thinning and controlling grain in turf.



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### Take a look at leadership.



of communication with maintenance personnel. The master control panel in the superintendent's office is a unique item," he said. "Watering of greens and tees can be controlled conveniently from in there. The fairways are controlled by a separate unit located on the course. Another unusual item — the pumping plant is fully automatic and will maintain a pressure of 160 pounds. That's the highest pressure we have used on a system to date."

Cloud explained that each fairway has a gate valve so that it can be shut down if there is a rupture in the main line, thereby keeping the rest of the course intact while the repair is made. In that way, each hole has its own system and can be bypassed if there is a problem — without the usual necessity of shutting down all nine holes on one main line. Additionally, there is a gate valve in front of every electrical valve to facilitate maintenance when required.

#### Problems to solve

"The terrain here was very challenging," responded Cloud. "Lots of ups and downs, heavy Georgia clay, and some rocky areas. Also county sewer lines as well as city drainage systems run directly through the course."

Cloud said 160 pounds of pressure was necessary because of the distance required to pump water and because of the steep terrain. Stopmatic valves in sprinkler heads were used everywhere it was possible because they prevent erosion and water waste.

"This course boasts a beautiful 17-acre lake," said Cloud. "In order to use it as an effective water source we had to bring in a new 10-inch line. Government experts suggested we lower the level of the lake by some 5 feet. That project was completed in three stages in order not to disturb the lake.

"First we had to dig a 13-foot ditch as a reservoir. Then we went into the lake wall about 15 feet, laid pipe and backfilled. The next step opened up another 10 feet and involved going through 12-inch-thick concrete in the wall of the dam.

"Lastly, we used scuba gear to go out about 40 feet from the shoreline to place our intake line." Cloud explained that that line is about 7 feet from the bottom of the lake and about



A 17-acre lake on the Capital City course provides much of the water for irrigation.

6 feet from the top at the lake's present depth.

#### Easy to operate and maintain

"Let's face facts," said Cloud, "all systems are going to need periodic maintenance, just like an automobile or a home. Our valves and sprinkler heads make up what is known as a short battery system with anywhere from two to four to six heads to each valve. The reason is simple. If anything were to hit one of the heads and destroy it, only that head needs to be replaced. Not an entire valve."

Cloud explained that the controllers used for the course's handsome greens and tees are Rain Bird SC-11 models. Controllers for fairways are RC-18 models. He said there are six such RC-18s to control 18 stations situated along the course. A separate 23-station system is being installed currently that will control only the grounds around the clubhouse. The reason? Late-night parties. No one wants wet clothes or cars.

What kind of a schedule does Conard keep to maintain his immaculately groomed golf course?

"With the drought conditions we have today it's hard to say," said Conard. "Right now, on the average every valve is running 6 to 8 minutes. Then it cycles all the way through again. In a normal year, we would be backing down a bit in mid-September. Hopefully we'll get a bit more rainfall.

"I may go ahead and water the entire course, but cut back on the amount of water I use every night. In January and February — our rainiest months — I probably won't need to use the system at all. Frost is a major problem, but the inside controls will

help me syringe it off efficiently by 9 a.m."

Conard's budget for the total project was about \$270,000 to completely irrigate 120 acres. He strongly feels the results have justified the expenditure. The 2,000-plus members will be pleased with the appearance of their country club.

"The new system is using less water than the former and it's covering a larger area," he said. "With the old system, I had to run each individual head for better than an hour. I had to practically flood the place. Now nearly all the water is going into the soil where it can do the most good, instead of the 60 percent runoff we used to put up with."

In all, some 550 sprinklers and nearly 325,000 feet of wire were used in the Capital City project. The pump behind the system has one 25-horsepower centrifugal jockey pump and two 100-horsepower centrifugal pumps and can pump 1,800 gallons per minute when all three units are operating.

Conard is pleased with his conveniently located master control, but doesn't want members to think he runs the golf course from behind a desk.

"You'll find me out on the course almost all of the time," he said. "During installation of the irrigation equipment, I stuck close just to keep a watchful eye on things. Not that I had to, Foremost is a very reputable firm. I know we made a good choice. Like I told the Governing Board, 'The old system is falling apart and it's going to ruin your golf course. If you improve your irrigation, you'll improve your golf course.'" □

## Tennis: the 20th hole



There was a time when a private golf club could be launched and thrive with installation of roughly 6,600 yards of greensward and 18 flags. But it was soon discovered that a 19th hole, including locker room and grill as well as tap, was almost mandatory. Today, it seems no less imperative that the facility include tennis courts.

The economic need for the modern club to serve as a family recreational center has combined with the upsurge in the popularity of tennis to make the tennis court an essential "20th hole." Many of the most conservative old-line clubs have felt the need to add tennis to insure the recruitment of new, younger members and the increased utilization of all other club facilities. And it now appears virtually inconceivable that any newly founded private club would not include tennis from its inception.

Typical of the pattern is the handsome Rolling Hills Golf and Racquet Club in Montgomery, Ala. This 1,000-acre development along Byron Nelson Blvd. opened in 1976 with one 18-hole course and six all-weather tennis courts. The latter are of the Chevron Laykold surfacing system and are lighted for nighttime play with Chevron's lighting system, which provides

an even diffusion of light with no glare, hot spots or stroboscopic effect.

According to principal owner Hugh Smith, these courts were selected for their durability and minimal maintenance under heavy use and in all climatic conditions. "Following a cloud-burst," said Smith, "they dry in half an hour, and the only care they've required is an occasional sweeping off of leaves."

In less than 2 years, Rolling Hills has achieved a membership of 350 and expects to reach its optimum of 700 by 1980. So far, 200 homesites abutting the golf course have been developed, and a total of 800 are planned for completion over the next 10 years.

As projected expansion is realized, space has been reserved for a second 18-hole golf course and an additional 20 tennis courts. "Even that may not be the end of it," said Smith. "With a metropolitan population of 400,000, Montgomery is the fastest growing city in Alabama."

Rolling Hills is the ninth private country club in the area. "In starting a new club today," said Smith, "you have to compete for all of the family's recreational demands, and in planning your facilities, the inclusion of tennis is an absolute necessity." □

## Comparing budgets

continued from page 6

tear on vehicles. Less traffic damage to turf results also.

10. WATERING SYSTEMS—the age of the water system would influence the cost of its upkeep. Also, a club with approximately 600 heads on fairways would have greater costs than the club with the average of 185 heads.

11. AUTOMATIC vs. MANUAL IRRIGATION—automatic irrigation generally reflects a labor savings when compared with manual irrigation.

12. SOURCE OF WATER—some clubs are blessed with an abundant source of water for irrigation of the golf course and grounds. Others must purchase all or supplemental water.

13. UNIONIZATION—generally increases the cost of golf course maintenance, especially in the fringe benefit area.

14. PESTICIDE RESTRICTIONS—because of the differences in State Regulations some chemicals are restricted in certain states requiring the use of more expensive alternatives.

15. PURCHASING—practices vary from club to club.

16. INFLATION—because of inflation, a 1968 budget of \$90,000 would have to be increased to over \$200,000. An article written by Robert Siebert entitled "The Impact of Inflation on the Golf Course Superintendents" and "Maintenance Budget" concludes that — "the maintenance budget has not kept pace with the rapid inflation of the 1970's."

17. STYLE OF MAINTENANCE—the controversy of "overgrooming is overspending" is often voiced in turf maintenance circles. Some clubs have chosen to not rake periferal sand traps or to mow all of the rough, thus returning the golf course to the "links" fashion of maintenance with resultant savings. Unfortunately, the style of maintenance is usually not discussed when the budgets are compared.



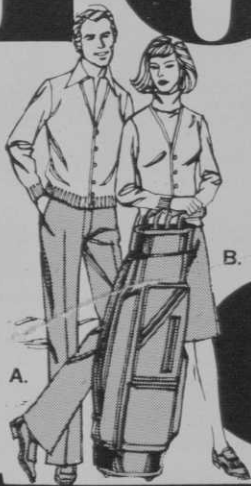
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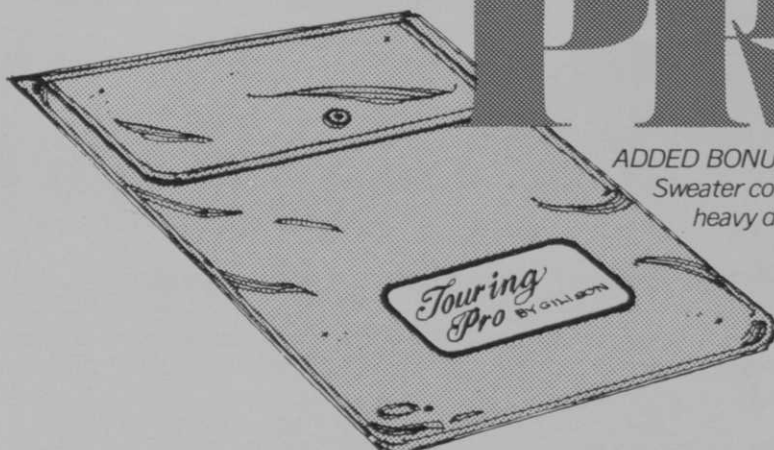
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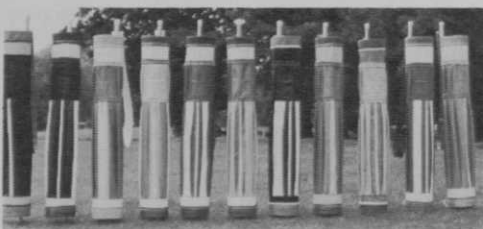
# Products



## Ready-to-cook liver

Serve juicy, flavorful calves' liver in your grill or restaurant, even without a fancy chef, by using Armour Food Co.'s meat. Made from top-quality 4- to 6-pound livers, the meat is skinned, trimmed, flash-frozen, and molded into a practical plate-serving oval shape before slicing into uniformly thick portions. Grill it or pan-fry it.

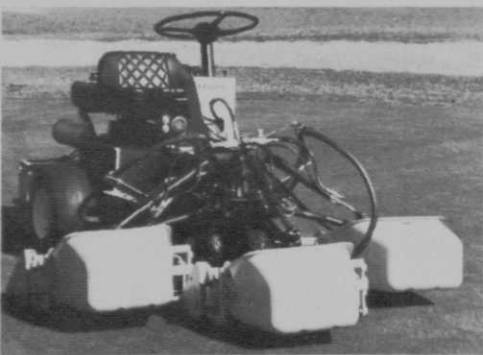
Circle 202 on free information card



## Self-supporting golf bag

The Chuck-A-Roo is a deluxe version of a "Sunday bag" with an added feature: a built-in spike on the bottom to make the bag stand up by itself. The bag holds 10 clubs, comes in washable vinyl in a variety of colors, and weighs just 2 pounds. From Chuck-A-Roo Golf Bags.

Circle 204 on free information card



## Greensmower+

The Tournament 1202 greensmower from Hahn, Inc. is actually four machines in one, switching from greensmower to verticutter to

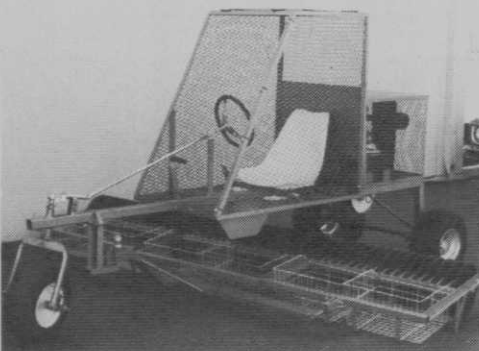
vibraspiker to tee mower in less than 5 minutes. Features include front-mounted reels, dual-wheel front steering, and rear-wheel drive. The mower cuts a 67-inch swath.

Circle 212 on free information card

## Cycolac insert adhesive

Specifically formulated for the golf industry, Polygem Products' #223 adhesive is used for adhering Cycolac face inserts to wood heads. It's a single-component adhesive, easy to use, with a room-temperature cure.

Circle 203 on free information card



## Range picker power

A power drive unit is offered by Farwest Golf Inc. for use with its two-, three-, or four-section range ball pickers or with other pickers. Features include a 10-horsepower, electric-start engine, centrifugal clutch, and chain-and-sprocket drive.

Circle 207 on free information card



## Pro towel

Scott Paper Co. describes its new Professional towel as "big, bulky, and absorbent, with a cloth-like feel." The towels are white and come packed 45 in a dispenser box, 12 boxes per case. Each towel measures 13 1/2 by 23 inches.

Circle 208 on free information card

## Pro shop price-coding

Miller Golf offers a price-coding system for pro shops that includes a Dymo 3200 encoding machine, 10,000 color-coded labels, and a profit-finder wheel. Labels are personalized with the pro's name and club.

Circle 205 on free information card



## Golf car bag rack

The Plus Two bag rack mounts on Harley-Davidson golf cars to carry an additional two bags. Constructed of lightweight welded steel, it requires no extra parts for installation — which takes just half a minute. From Plus Two Bag Rack.

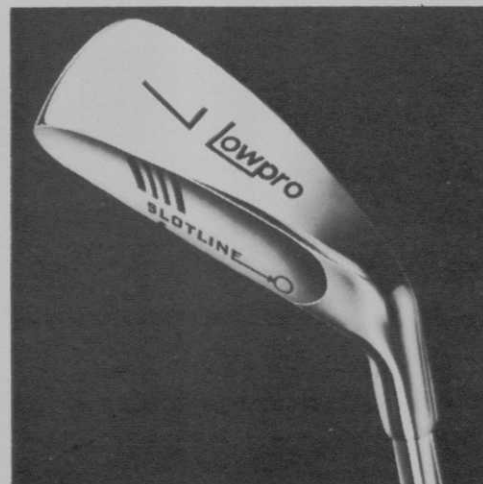
Circle 206 on free information card



## Accounting system

Compact, portable accounting system combines payroll and cash disbursements into a convenient, inexpensive, easy-to-use package. NBS Systems, Inc. offers this and others for accounts receivable, accounts payable, cash receipting, and so on.

Circle 201 on free information card



## Low profile irons

Greenirons, Inc. lists three reasons for the high performance of its Slotline Low Pro irons: concentrated mass, super-low center of gravity, and aerodynamics. An address and alignment feature further aids the golfer.

Circle 209 on free information card