

# Tough as a tank!



## Patton would have loved 'em!

**And so will you!** We build Marketeer cars to last longer, look better, go the distance plus climb the steepest hills and we can prove it! We drove our Marketeer golf cars 33.9 miles at the Bonneville Salt Flats on one battery charge. We climbed Pikes Peak, 14,100 feet high, and drove our golf cars through the rugged Baja Road Race Course all trouble free and certified by the U.S. Auto Club.

**Marketeer's** tank like body is made of diamond plate steel, eliminating expensive plastic body repairs. Our golf cars

take the daily customer abuse and are easy on your turf. They're safe too, with automotive brakes in each rear wheel and foam rubber seats for added comfort.

**Marketeer** golf cars are priced right, for lease or sale, to help you make a bigger profit. For detailed information, call direct or visit your nearest Marketeer dealer. Let us prove our golf car on your golf course.

*Photographed at Fort Erwin, California. 60 Ton M48A5 Tank, courtesy 1st Battalion, 185th Armor, California Army National Guard, San Bernardino, California.*

**NORDCO** **MARKETEER**

26701 Redlands Blvd., Redlands, CA 92373 • PH 714 / 793-2891

Circle 120 on free information card

*Nordco Electric Vehicle Division / Nordco Products - Subsidiary of Nordskog Industries, Inc.*



# How to spend less time lubricating and more time mowing with gang mowers.

It's so easy you'll wonder why all mowers aren't made like Jacobsen makes them.

And that's with a sealed housing design that requires lubrication only once a year. Not every time you use the mowers. Just once a year.

Which is one good reason why you see so many Jacobsen gang mowers out cutting turf instead of being out for lube jobs.

Another reason you see so many Jacobsen gang mowers out there is because we make so many of them. In fact, we offer the world's most complete line.

It includes (and it's quite a list): Fairway gang mowers with your choice of 5, 6 or 10-blade units. In 3, 5, 7, 9 or 11-gang pull behind combinations. With adjustable cutting heights.

Plus Blitzer gang mowers (for rougher turf) with 4 or 5 blade units, and bigger 10" reels. In 3, 5, 7, 9, and 11-gang combinations. With adjustable cutting heights.



And here's another Jacobsen exclusive. For quick parallel alignment of bed knife ends, simply turn two adjustment knobs by hand.

Both Fairway and Blitzer units offer you three different wheel styles. Steel, semi-pneumatic and pneumatic, each in two sizes. Yet another Jacobsen exclusive.

Then, there's our Ram Lift Ranger frame for 3 or 5 gang units. The reels raise and lower hydraulically. And 5, 7 and 9-gang mowing tractors to top it off.

Ask your Jacobsen Distributor for a demonstration. He'll show you a whole line of gang mowers that do more mowing and less getting ready for it than anything you've ever seen.

*Jacobsen Manufacturing Company, Racine, Wisconsin 53403*

**JACOBSEN**  
An Allegheny Ludlum Industries Company



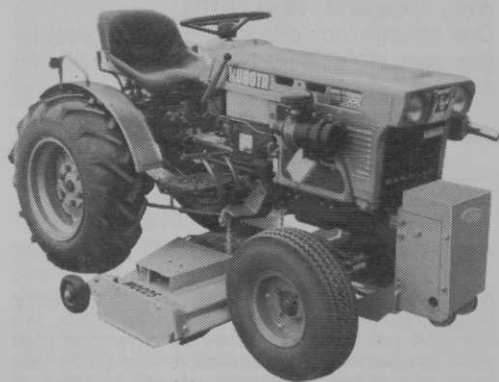
**Take a look at leadership.**



## Turfgrass insecticide

ProTurf Division of O.M. Scott & Sons has reformulated its Insecticide III so that the package weighs 24 percent less and costs \$3.50 less. Applied by drop-type or rotary spreader, Insecticide III treats 1/2 acre per bag with normal coverage, 1/4 acre at heavy rate (such as to control hyperodes weevil).

Circle 207 on free information card



## Undermount rotary

An undermounted rotary mower, model 348KB, is available from the Woods division of Hesston to fit Kubota model B7100 four-wheel-drive tractors and model B6100 tractors with two- or four-wheel drive. The mower cuts a 4-foot swath with three high-speed, overlapping blades, mowing up to 1 1/2 acres per hour.

Circle 213 on free information card



## Golf car trailer

Holsclaw Bros. offers a specially built trailer, model B-48, for carrying three- or four-wheel golf cars. Just tilt the trailer back, then drive the golf car aboard and tie it down for transporting. The bed is metal with self-cleaning cleats and a nonskid surface. The trailer comes with safety chains and necessary lighting. It measures 54 inches wide by 115 inches long. Capacity: 1,100 pounds.

Circle 216 on free information card

## Irrigation-control sensors

Hydrovisors are solid-state sensors which measure root stress and control automatic irrigation valves to deliver water as needed to turf, trees, or shrubs. The sensors install easily

to existing control clock wires, require no maintenance, and are weatherproof and temperature-resistant. Each sensor can control three valves. Hydro-Dynamics offers the sensors in lengths from 7 to 28 inches.

Circle 214 on free information card

## Water cooler

The model 13P water cooler from Oasis is recommended for use outdoors and in shop installations. It saves operating costs since water not drunk helps cool incoming water. A stainless steel cabinet to help protect the cooler from damage is optional.

Circle 217 on free information card



## Front mowing tractor

Jacobsen Manufacturing Co.'s HF-15 mowing tractor cuts a 15-foot swath through rough or fine turfgrasses. Hydraulic power allows the reels' carrier wheels to run freely, and the front-mounted position of the reels lets the operator see where he is mowing at all times.

Circle 211 on free information card

## The *Lestronic* charger... extends battery life and reduces maintenance.

The Lestronic charger totally eliminates over and undercharging on any battery, regardless of age, temperature, or condition. This "fool proof" charger will *extend* battery life and *reduce* required maintenance with precise charging every time.

### The Lestronic knows when to quit.

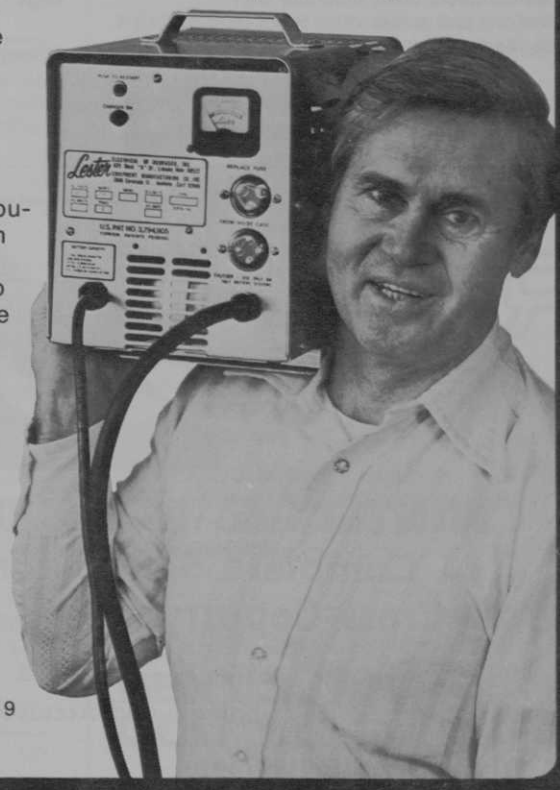
There's no trickle charge to burn your batteries. The patented Compu-Time I timer totally shuts off when the battery is fully charged. Left connected, the Lestronic will keep batteries charged indefinitely since the Compu-Time I timer will automatically turn on every 2 1/2 days.

**"The charger with a brain."**

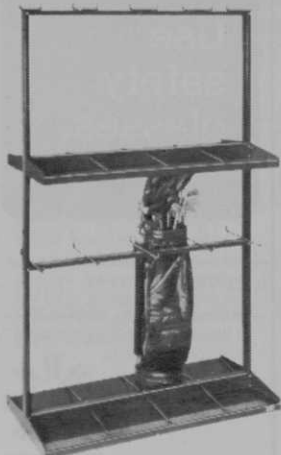
*Lester*  
**Electrical**

Write or phone for complete information.

Lester Electrical of Nebraska, Dept. GB-9  
625 West A St., Lincoln, NE 68522  
402-477-8988



Circle 116 on free information card



## INCREASE EARNINGS, SERVICE & SPACE Remodel your present storage space, update with NEW *Stafford* VERTICAL BAG RACKS

- Wear and tear of golf bags is completely eliminated
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- Faster, easier storage
- Provides a neat appearance
- Easy to install and add more as needed

Your members will like the extra convenience and care. Your pro shop profits from 40% more space these racks make available. Double unit shown holds 16 bags, size 2' x 4' x 6'-6" high, gives 12" x 12" space for bags. Single unit holds 8, size 1' x 4' x 6'-6" high. Sturdy steel. Bags set solid on tapered shelves. Send us your floor measurements, we will plan a layout and quote you — no obligation. U.S. and Canadian patents. Send for folder.

**The A.G. STAFFORD Co.**

2000 Allen Ave., S. E.  
Box 8877, Canton, O. 44711  
Phone 216/453-8431

Circle 130 on free information card

# Information service Directory

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.

**AMF Harley-Davidson** introduces a new lightweight, electric golf car: Master Glide IV. It offers increased battery life by virtue of a two-circuit system that switches from series to parallel operation at low speeds. **Circle 128 on card**

Fairway and Blitzer gang mowers by **Jacobsen Manufacturing Co.** feature a sealed housing design that requires lubrication only once a year. Spend less time lubricating and more time mowing. **Circle 125 on card**

The Lestronic battery charger extends battery life and reduces maintenance. **Lester Electrical** makes it for golf cars. **Circle 116 on card**

Bishop flags from **Lewis Line** feature an integral swivel design so that the flag flies beautifully and silently, even in the slightest breeze. Longevity is another plus. **Circle 103 on card**

Send for complete color brochure with specifications and outstanding features of the **Nordco Marketeer** golf car. **Circle 120 on card**

Oregon ryegrass will green up your greens and tees in winter and will make your fairways lush and

green. The **Oregon Ryegrass Commission** tells how to do it with winter overseeding. **Circle 111 on card**

All of the equipment you need to make money by offering cross-country skiing on your northern course in winter is available from **Reliable Racing Supply**. **Circle 123 on card**

The Daihatsu Hi-Jet off-road pickup truck, sold here by **Rivlex Industries, Inc.**, is ideal for golf course maintenance work. It's economical, but carries two workers as well as equipment and supplies. **Circle 108 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**

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**

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.

One column inch ads monthly (12 issues) for one year, \$225.00; two inch ads monthly for one year, \$375.00.

## ADVISORY SERVICE

### Golf Course Operations Service

23520 Crawford Ave.  
Richton Park, IL 60471  
312/747-0603

*A complete advisory service, designed especially for golf courses and proven in actual practice. We can save you time and money by organizing your work, streamlining your operation, and giving you better control over all aspects of your business. A few examples: dining room and bar, golf car operations, leagues and outings, inventory control, office forms, or a complete study regarding your needs.*

## GOLF COURSE ARCHITECTS

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**William G. Robinson**  
Fiddlers Green

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413/253-3913

Golf Course Architects

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David Canavan, President  
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PREVENT BLINDNESS

# 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.

**WANTED:** Assistant superintendent for 18 hole golf course in Colorado Mt. area, year around employment, take over superintendent job end of 1980 season, salary open, send resume to Robert C. Johnstone, Box 167, Grand Lake, Co. 80447. Phone 303 627-3922.

**GREENSKEEPER** — Experienced in installations of Greens and Toro Irrig. systems. Finish const. of 2 courses and maintain same. Chgo. area. Write NV-211 Lawrencewood, Niles, Ill. 60648.

**SALESMEN WANTED** — 10% commission. Hose, jackets, hats, caps, umbrellas, accessories. Box 171, Golf Business, Box 6951, Cleveland, Ohio 44101.

**SUPERINTENDENT** — CAREER POSITION open at public golf club on Cleveland, Ohio, West Side. First class course and operation. Looking for high-caliber individual to manage maintenance area. Salary open. Send resume to Box 172, 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.

**GOLF COURSE SUPERINTENDENT.** Presently assistant coastal Carolina resort. A.S. Degree in Turf Management. Married, experienced all phases golf maintenance operations. Box 169, 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.

**NINE HOLE GOLF COURSE** and driving range. New pro shop and snack bar, 9 unit motel and 2 new housekeeping cottages. Includes all maintenance buildings and equipment. Two miles from Indian Lake, on the Cedar River in the heart of the Adirondacks. Price \$200,000 firm. Inspection invited. Contact: 518 648-5244, Indian Lake, New York. President, Ricalbo Inc.

**9 HOLE GOLF COURSE** in tip top condition; driving range, lounge, dining room, living quarters, maintenance building, all late model equipment, located in southeastern N.H. Includes additional 75 acres for another 9 holes. Plenty of area to develop perimeter housing, tennis courts or campground. \$350,000.00. Box 167, Golf Business, Box 6951, Cleveland, Ohio 44101.

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

## REAL ESTATE

**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.

## MISCELLANEOUS

**ARE YOU LOSING MONEY** in your bar, restaurant or pro shop, is your income limited, overhead and payroll too high? We can help. 18 years of experience, reasonable rates. Write Golf Business Consultants, Box 532, St. Therese, Quebec.

**WOOD VARNISH.** Epoxy/Polyurethane blend of hard drying, impact resistant EPOXY and mar-proof, high gloss, Polyurethane. Superior coating for better golf wood refinishing. Quart: \$5.95 ppd. ROLCO LABS, Box 302, Dorset, Vermont 05251.

## 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.

**ACQUISITION** of golf club business. Undisputed finest club in the world for 15 years. Plus totally new concept in driver that actually hits a straighter ball (patents pending). Principals only. Write Wood Wand Corp., 27 Clyde, Buffalo, N.Y. 14215.

## WANTED TO BUY

**WISH TO PURCHASE:** 18 hole golf course for \$500,000.00. P.O. Box 124, Higgins Avenue, Brielle, N.J. 08730.

**WILL BUY** country club or will market memberships in your club. Call Mr. Friend. 817 756-7087.

# Advertisers index

AMF Harley-Davidson.....	14-15
Dedoes Industries.....	19
E-Z-Go Textron.....	cover 4
Jacobsen Manufacturing.....	22
Lester Electrical.....	23
Lewisystems.....	8
Manhattan Ryegrass Growers Assoc....	cover 2
Nordco Marketeer.....	21
Oregon Ryegrass Commission.....	26
Prestolite Co.....	16
Reliable Racing Supply.....	24
Rivlex Industries (partial run).....	10
Rodale Resources.....	7
A. G. Stafford Co.....	23
Trojan Battery Co.....	cover 3
Yamaha Motor Corp., U.S.A.....	4

## golf business

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## NEXT MONTH IN GOLF BUSINESS:

### THE INSIDE STORY ON METAL BUILDINGS FOR GOLF COURSES

Need a substantial new building in a hurry? Whether for golf car storage, maintenance headquarters, or clubhouse, metal building systems can be your answer. Here's why.

### NATIONWIDE SURVEY OF GOLF COURSE WORKERS

Exclusive research by GOLF BUSINESS shows how many workers golf courses employ in and out of season, how much they are paid, what they get as fringe benefits — and how many are women.



# Viewpoint

## Kill it or keep it?

There is a war being fought today by many of the golf course superintendents of our nation. It is a war that has gone on, for many, seemingly forever. It is a war that has aroused almost as much controversy as the attempted recall of Cleveland's mayor. It is a war against a foe that is much dreaded by some, while treated with nothing worse than benign neglect by others.

By now you probably know: it is the great war against the fearful grass *Poa annua*, commonly called annual bluegrass.

As far as we can see, the most certain thing about *Poa annua* is that golf course superintendents can't agree whether it's good or bad for golf courses. It's true that the grass turns brown in hot, dry weather, that it "takes over" from other more desirable grasses and then dies out, leaving large brown patches. But it's also true that you can mow it short and, if you maintain it properly, it looks good — especially when combined with bentgrass. Also, the ball sits up on it nicely.

The question about *Poa annua* remains: "Is it better to fight it or live with it — to kill it or keep it?"

Is it better, as Cincinnati Country Club Superintendent James Glazer recently told *The Wall Street Journal*, to do "anything to get rid of *Poa* for 10 or 20 years"? Or should superintendents follow the advice outlined by Glen View Club Superintendent Bruce Sering in a recent *Verdure Newsletter*: "Some say, 'Kill the *Poa* and live only with the bent.' Some say, 'Kill everything and start over again with a new, improved miracle turf.' I've found that most of these improvements turn out to be a miracle pain in the grass. I say, 'Budget to live with the *Poa*.' I believe it is less expensive in the long run to live with *Poa annua* and bent . . . that living with the *Poa* and bent does not interfere with play the way a changeover program would."

There has been much more written about *Poa Annua*, but most of it has been from a technical, research point of view.

GOLF BUSINESS would like to get your opinion. Please use the "reader forum card" bound into the magazine facing this page. Just write "kill it" or "keep it" on the card, supply the information requested at the bottom, and mail it — postage is prepaid. If you want to tell us your reasons, or if you want to tell us about a particular program or method that has worked for you in regard to *Poa annua*, just write that on the card as well. If you need more room, please use a separate sheet of paper and mail it to me at 9800 Detroit Ave., Cleveland, OH 44102.

The best answers will be printed in GOLF



BUSINESS in a future issue, along with a count of the "kill it" and "keep it" votes.

We may not find a definitive answer to the problem, but something someone else is doing may help you find your own solution.

**David J. Slaybaugh**  
Editor

## It's Winter It's Green It's Ryegrass!\*

Why settle for a course that's truly playable only part of the year? Oregon Ryegrass will green up your greens and tees and make your fairways a lush carpet in a matter of days. And they'll stay that way throughout the winter. Oregon Ryegrass makes the difference!

For information see your seed dealer  
Or write to

**Oregon Ryegrass Commission**  
Dept. 1 • 2111 Front St. N.E. • Suite One  
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GC-2H	<b>T-105</b>	6	<b>105</b>	10 <sup>3</sup> / <sub>8</sub>	7 <sup>1</sup> / <sub>16</sub>	11 <sup>1</sup> / <sub>2</sub>	67
GC-2H	<b>T-135</b>	6	<b>135</b>	10 <sup>5</sup> / <sub>16</sub>	7 <sup>1</sup> / <sub>8</sub>	11 <sup>3</sup> / <sub>8</sub>	73

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