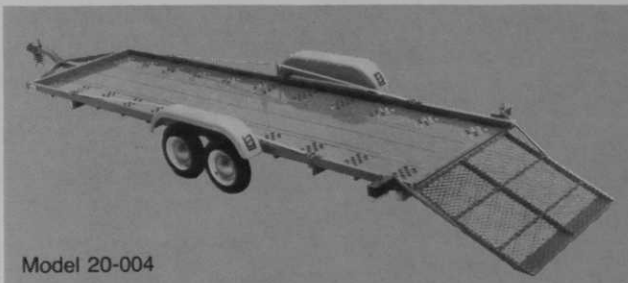


Snowco Utility Trailers

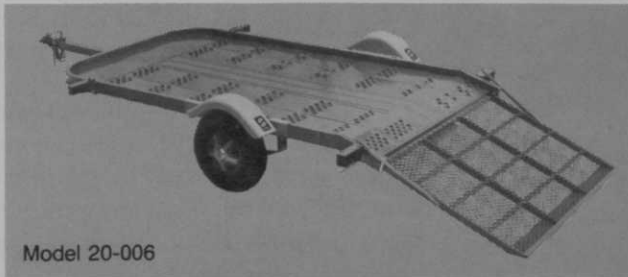
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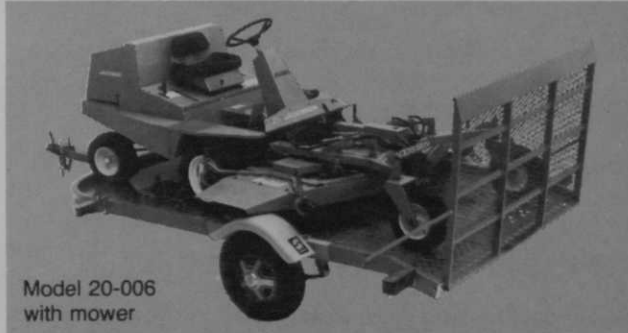
Model 20-004



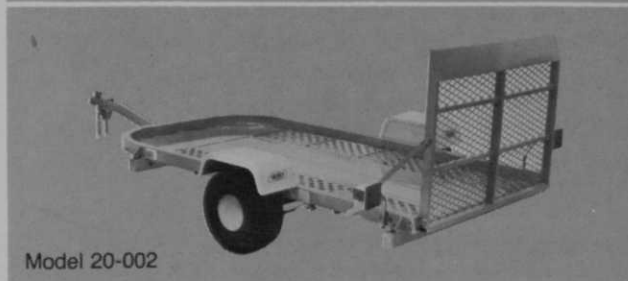
Model 20-004 with golf cars



Model 20-006



Model 20-006 with mower



Model 20-002

To haul your mowers, small tractors, golf cars and other equipment and supplies, Snowco offers you a proven line of flatbed trailers—three with loading ramps and five with tilt decks.

The design of the popular ramp loading models has been improved with the needs of the golf industry and grounds maintenance particularly in mind. For example, the tandem axle Model 20-004 (capacity 2,100 pounds) hauls two golf cars while the single axle Model 20-006 (capacity 2,100 pounds) handles a 72" rotary mower. Also available is the single axle Model 20-002 with a capacity of 1,150 pounds. All have perforated steel decks.

Five tilt deck models, one with tandem axles, offer capacities ranging from 1,000 to 3,500 pounds. All have perforated steel decks, removable front splash guards and tilt locks.

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Organization _____

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all equipment.

We will first set up a card file on each pump we have on the club grounds. This card is for more than inventory records that must be used for accounting and insurance purposes, but will list the following information necessary for a good maintenance program:

- pump manufacturer
- model number and size
- pumping characteristics
- electrical characteristics

- date installed
- serial number
- purchased from whom
- complete well information (can be obtained from the driller)
- maintenance to pump (Let's go into detail on this)

A complete maintenance records file in an accessible location is invaluable in diagnosing pump failure, in ordering repair parts, and in establishing lubrication and maintenance scheduling. Also, notations of

pump failures and the repairs required can be used to define the optimum period of any pump before complete inspection and overhaul is required. If the pump maintenance record indicates that no failures have occurred over a period of years, a longer period between inspections would be warranted. If, on the other hand, the records indicate frequent failures, this may suggest additional inspections and repairs are required. It should also flash a red warning light, something is wrong with the pump, either in application, installation, or operation.

A chronological listing of failures is invaluable in diagnosing the problem and effecting its cure. Simple maintenance records for each pump are much less expensive than trial-and-error solutions.

Please take a few minutes after you have read this and ask yourself, "Do I have records like this — or for that matter, records of any kind?" Let me suggest you do the following:

1) Look at each piece of equipment you have and write down all the information that is on the name plate of both the pump and the motor. After getting this, contact the manufacturer and give them the information you found. They will be glad to give you complete engineering and maintenance data on the pump. Also, be sure to request a curve on your units. Upon receipt of this information be sure to record key information on your maintenance card.

2) Read what they send you. Each manufacturer will spell out in detail the maintenance information you need. Do what is recommended.

3) Don't be bashful — ask questions when you're not sure of what maintenance is required.

4) Don't try to guess how to make a repair if you are not sure what you are doing. This not only can be expensive, it can be a direct factor in your longevity with the club.

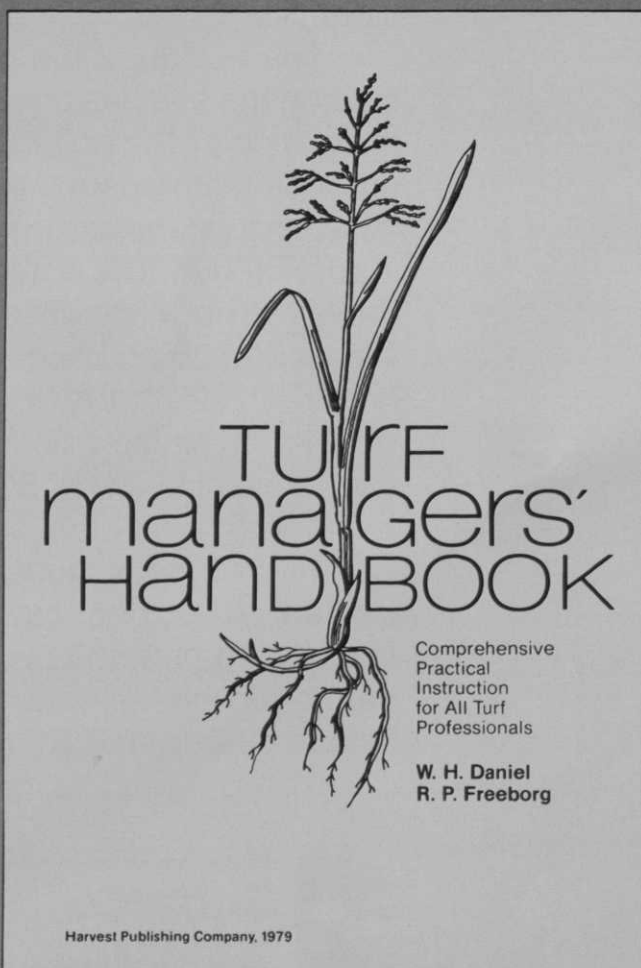
Equipment, like your body, does need attention and proper care. If it doesn't get it, the results are a forgone conclusion. Ask questions about your equipment. Call us and we will be glad to answer all your questions concerning the maintenance of your equipment. By setting up a program for your equipment and sticking to it, the result will be years of trouble-free operation.

We both would rather be playing golf on Sunday instead of repacking a stuffing box that due to maintenance negligence failed 5 minutes before your tee-off time. ☐

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Professional Turf Division

Growth regulator cuts hand-mowing time 50%

"The grass around our ponds used to be so thick and grow so tall that I'd have to take a hand scythe and wade into the water to cut it," says Dan DeMars, golf course superintendent at the Dellwood Hills Golf Club, located near White Bear Lake, Minn.

That represented quite a bit of work, since the Dellwood Hills course has ponds on 16 of its 18 holes.

When the grass finally was cut, keeping it trim presented another set of problems. "We couldn't get close enough with our tractor-pulled mowers to trim around some ponds, so we'd use a 21-inch rotary mower in those spots," says DeMars. "But even so, there were hazards. In one area, for example, we have a very steep embankment that leads down to water that's 20 feet deep. It's very dangerous working down there, at that grade. The rotary could conceivably get out of control, flip over, and go into the water, still running."

Because the time spent mowing turf represents a considerable investment to a golf course superintendent, DeMars was willing to evaluate an experimental 3M plant growth regulator, commercialized in 1978 as Embark 2-S.

On a trial basis, he applied the experimental chemical to a few especially hard-to-mow areas on his course early in the summer of 1977. Because DeMars keeps accurate daily time cards on work done — and has for several years — he was able to determine exactly how much hand-mowing time was saved as a result of applying the growth regulator.

His records show that while 184 hours were spent hand-mowing during a typical July, only 91 hours were necessary in July 1977.

Encouraged by these results, DeMars and his associate, John David, applied the product the following spring to a semicircle of turf around each pond, so that half the area at each pond was treated.

"We'd let the turf we were going to treat grow to the height that we wanted, then we'd apply the regulator," says DeMars. "We'd let the grass grow



Dellwood Hills Superintendent Dan DeMars (center), John David, and a 3M representative compare treated and untreated turf after application of growth regulator.



Strip of tall turf in center of photo was untreated. Turf at right, treated with Embark, remained at desired height for 8 weeks.



This unlucky golfer's ball rolled just a few inches past strip of turf that was treated with growth regulator.

for another 3 to 5 days, then cut it smoothly. The grass virtually stayed at the cutting height for the next 6 to 8 weeks."

TIME SPENT HAND-MOWING AT DELLWOOD HILLS GC			
	typical year	1977	1978
June	176	83	40
July	184	91	50
August	117	99	33
Yearly total	558	383	191

Again, time comparisons were impressive. While 91 hours were spent hand-mowing in July 1977, only 50 hours were necessary in July 1978

when half the turf around each pond was treated.

In mid-summer, when he noticed the effectiveness of the product on the treated grass around the ponds, DeMars made an additional application, this time on the remaining untreated grass surrounding the ponds.

As a result, his records show that instead of the 117 hours spent hand-mowing in a previous, typical August, and the 99 hours spent in August 1977, only 33 hours were required in August 1978.

What is even more impressive about the reduction in hours is that the summer of 1978 was especially rainy.

With the growth regulator, the total time spent hand-mowing in a summer was reduced from 558 hours in a typical year to 383 hours in 1977 and 191 hours in 1978 — a reduction by one-half from 1977 to 1978.

If a conservative figure of \$8 per man-hour is used (for labor and equipment costs), and if that figure is multiplied by the nearly 200 hours saved in 1978, that represents an approximate savings of \$1,600. Subtracting the cost of the plant growth regulator and time used to apply it, there is still a savings of some \$1,350.

"I work on a very tight budget," says DeMars. "And I can certainly use the money I saved for other projects. Besides, now my crew can do more creative things around the course, like building new paths."

According to a 3M spokesman, the cost of the product "varies with quantity, starting at a suggested list of \$150 per gallon for 1 to 4 gallons, \$145 for 5 to 95 gallons, etc. Perhaps most meaningful is the average cost of around \$28 per acre." The product is a liquid that is mixed with water in a ratio of 1½ pints to 15 to 50 gallons of water; 4 pints if used on bermudagrass.

You can apply the growth regulator with a variety of conventional types of spray equipment with calibrated nozzles to assure uniform and proper coverage. Embark is labeled for Kentucky bluegrass, tall fescue, and common bermudagrass, but has shown growth suppression on some other species, the spokesman said. It is not labeled for use with other chemicals.

Since turf repairs itself from wear via growth, this product which dramatically slows the growth is not recommended for high-traffic areas. It isn't seen as a general replacement for mowing, 3M says, but as a way to reduce the more time-consuming and dangerous mowing.

Was the treated turf as trim as it was when hand-mowed? Says DeMars, "I'm very particular. You can spend a lot of time taking care of the fairways, but if you don't keep the edges trimmed, the whole effect is spoiled. I'm fussy about the turf being trim everywhere, all summer long. That's important to me. And the treated turf was as trim as I wanted it to be."

Regarding plans for 1979, DeMars adds, "We'll apply the growth regulator to all the turf around the ponds, like this year. In addition, we'll use it to control the trim around the trees so we can cut out the time spent hand-mowing there." □

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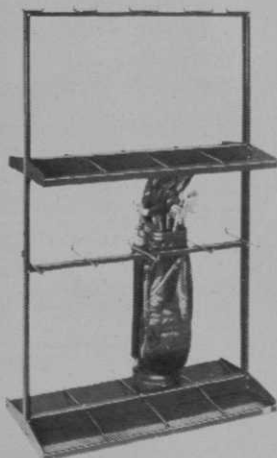
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The fact that there are 36 of these deep holes per square foot means that you also remove more soil. This not only relieves the toughest compaction problems, but it also allows you to replace more of the old, depleted soil.

The Greensaire II hole is precise. It won't affect the roll of a golf ball, so your green is back in play sooner. You can aerate most greens in 45 minutes or less.

And when you use the Greensaire II, you can also use the unique Ryan Core Processor attachment. It catches the



cores, separates good soil from debris, puts the good soil back on top, and bags the debris. You aerate, top dress and collect thatch in one operation.

If you want these same fine aerating qualities, but on a smaller scale, choose the Greensaire 16. It aerates a 16" swath instead of a 24", uses the same selection of tines

and has a convenient windrow attachment that makes core removal easy.

Of course, like all Ryan equipment, these machines are built to last. So when you aerate, don't just scratch the surface. Get the deep penetration you need with the Greensaire II, Greensaire 16 and Core Processor.

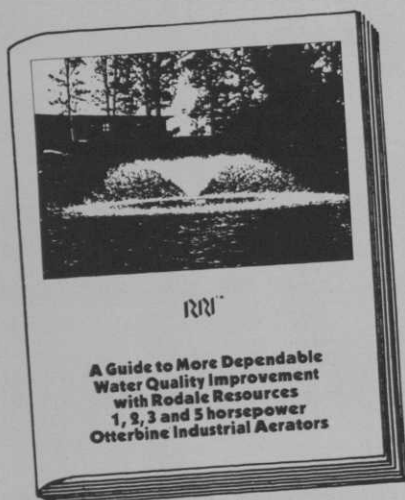
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Products

Hydraulic valve strainer

Lake City Industrial Products, Inc. offers Flomite, a 1/4-inch Y-strainer ideal for protecting hydraulic valves in golf course automatic irrigation systems. Made of high-impact plastic, the strainer resists corrosion and costs considerably less than its metal counterparts. A mesh screen innerpiece protects valves, nozzles, and water lines from sediment and removes easily for cleaning.

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"Quick-response" mower

Ryan's 20-inch commercial rotary mower, marketed by OMC-Lincoln, features a quick-response governor to maintain power even in tall or thick grass. The mower's two-cycle engine provides constant lubrication without danger of oil starvation when mowing on slopes. Other features include five adjustable cutting heights, 1.25-gallon fuel tank, and 12-gauge steel housing.

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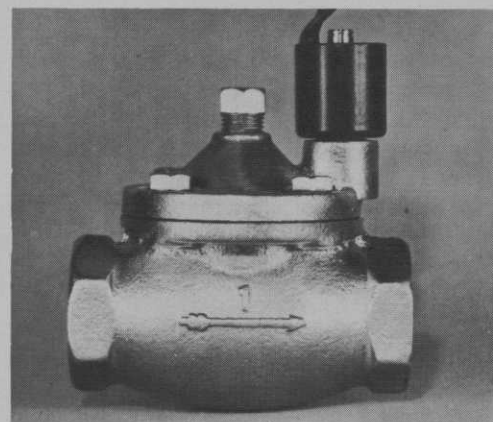


Rubber-tracked tractor

A rubber-tracked crawler/tractor from Dahlco Corp. offers a variety of attachments to remove snow, clear trees, and perform complete landscaping services. The tractor, which is about 6 feet long and 49 inches wide, can be purchased assembled or as a kit direct from

the factory. It comes equipped with a 16-horsepower, electric-start engine.

Circle 211 on free information card



Electric irrigation valves

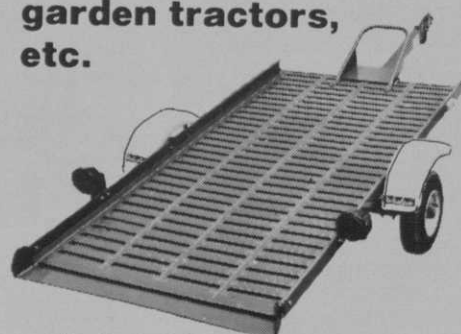
Buckner 910 Series electric valves, from Johns-Manville, feature heavy duty brass construction for corrosion resistance and long life. The normally closed electric design provides fail-safe operation and an optional heavy-duty solenoid provides additional moisture and lighting resistance. Further, its low volt-ampere consumption allows more valves per controller and smaller wire sizes.

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Joe Graffis 1895-1979

Golf lost a great friend when Joe Graffis died on February 16 in Venice, Fla.

Probably no one has done as much to promote the game and the business of golf as did the team of Joe and his brother Herb. Together, they founded GOLFDOM, the forerunner of this magazine, in 1927; they started GOLFING, a magazine for players that is now GOLF Magazine, in 1933; they organized the National Golf Foundation in 1936; they were instrumental in the beginnings of the Club Managers Association of America and the National Association of Greenkeepers (now the GCSAA); and the list goes on and on over the past half century.

Joe first got involved in golf publishing with the old Golfer's Magazine before he went to France as an ambulance driver in World War I. When he and Herb started GOLFDOM, and for the next 40 years or so, the more ebullient Herb wrote the copy and edited the magazine while the tall, soft-spoken Joe sold the advertising and managed the business side. While he and Herb were building a successful publishing business, Joe helped many others in golf along the way. In 1945, he was a founder of the Midwest Regional Turf Foundation, and he served for many years as president of the National Golf Foundation.

There have been many accolades for Joe Graffis. Together, he and Herb were presented the Richardson award of the Golf Writers Association of America in 1963, the USGA Green Section award in 1972, and the Donald Ross award of the American Society of Golf Course Architects in 1978. In 1975, the National Golf Foundation established the Joe Graffis Award for outstanding service in the educational advancement of golf.

Now Harvest Publishing Co., publisher of GOLF BUSINESS Magazine, has made the first contribution to establish the Graffis Fund to help support the Musser International Turfgrass Foundation.

Those of us in the golf business know, however, that Joe Graffis could never be honored or rewarded enough to pay back what he gave of himself. Without him, the world of golf would never have been as great as it is today.