

# Products

## Two-cylinder, 17-hp engine

Opposed two-cylinder design enables Kohler Co.'s new KT17 engine to produce 17 horsepower with a minimum of vibration. Features include cast iron cylinder barrels, crankshaft, and camshaft for durability plus an aluminum crankcase for weight savings. Carburetor, ignition, air cleaner, oil fill and dipstick, and spark plugs are all easily accessible for service.

Circle 209 on free information card

## High-power battery charger

American Monarch Corp., now offers a 48-volt, 25-amp version of its 36-volt Taurus battery charger to fully charge any electric vehicle, even under reduced power conditions. Two types of controls are available: a 12-hour automatic shutoff, and an automatic battery monitor which senses battery voltage and turns the charger on or off to keep batteries fully charged at all times.

Circle 212 on free information card

## Pro model trimmer

The Toro Co.'s 1979 line of flexible-line trimmers includes the model 1200 Professional Trimmer/Weeder — a two-speed machine with a 4-amp permanent magnet motor and dual cutting lines. The 1200 weighs 6 pounds and cuts a 12-inch swath.

Circle 214 on free information card



## Power mulcher

The Reingo TM7-30X Mini-Mulcher can be towed by a ½-ton pickup truck and operated by one man. The beater chains are case-hardened and bolted to forged steel brackets; they adjust to handle almost any kind of mulch, even coarse hay.

Circle 208 on free information card

## Anti-compaction agent

Penetrate is an organic soil conditioning agent in a liquid formulation that enters into true solution with water. It causes aggregation of soil particles, creating additional soil pore space. Product of C.B. Dolge Co., Penetrate won't adversely affect soil pH; extremes of pH won't affect its long-range effectiveness, either. It helps to stabilize soil moisture content in both light and heavy soils.

Circle 207 on free information card



# WATER PENETRATION

## AQUA-GRO®

THE KEY  
TO MORE SUCCESSFUL  
GROUNDS MAINTENANCE

REDUCED WATERING • FASTER RESPONSE TO  
FERTILIZATION AND PESTICIDE CONTROL  
• REDUCED LABOR COSTS • ELIMINATE  
PUDDLES AND DRY SPOTS • REDUCED  
PROBLEMS WITH THATCH • HEALTHIER AND  
HEARTIER TURF.



Shallow rooted turf, poor moisture distribution from area not treated with Aqua-Gro amended water.



Deep rooted turf, good moisture distribution from area treated with Aqua-Gro amended water.

Aqua-Gro is available in liquid concentrate or spreadable granular.  
For additional information write to:

## AQUATROLS CORPORATION OF AMERICA

1432 Union Ave. Pennsauken, New Jersey 08110 (609) 665-1130

Circle 140 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 115 on card**

**Cushman's** three- or four-wheel Turf-Truckster vehicle is the heart of a complete turf care system. Equipment available includes an aerator, spikers, short box and flatbed/box, sprayer, spreader/seeder, top dresser, and Quick Aerator. **Circle 133 on card**

**Davis 500** Light electric golf cars weigh less than competitive cars. That plus an efficient drive train can save you money and save wear and tear on your course. **Circle 128 on card**

A complete line of professional aerifiers from **Hahn** includes 2-, 4-, and 6-foot models. Optional spoons and blades are available for double utility. **Circle 111 on card**

Features of Emerald bentgrass, available from **International Seeds, Inc.** include: exceptional uniformity, excellent vigor, disease resistance, and competitive pricing. **Circle 107 on card**

Derby turf-type perennial ryegrass received the highest evaluation score for the second year in a row at the Mississippi State Trials. It's a product of **International Seeds, Inc.** **Circle 106 on card**

The Lestronic battery charger extends battery life

and reduces maintenance. **Lester Electrical** makes it for golf cars. **Circle 116 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 110 on card**

**Rain Bird** introduces Maxi: an irrigation controller which utilizes a microprocessor to handle up to 99 separate programs. **Circle 114 on card**

**Rodale Resources** offers a free guidebook on improving pond and lake water quality without chemicals. It's done with Otterbine aerators and floating fountains. **Circle 125 on card**

Greensaire II from **Ryan Turf-Care Equipment** removes aeration cores up to 3 inches deep and it makes 36 holes per square foot. Holes are so precise they won't affect the roll of a golf ball. **Circle 131 on card**

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

Standard features on gas golf cars from **Yamaha Motor Corp.** include spacious, contoured seats with poured foam construction. Also, chrome hand rails designed for maximum safety, and a stand-up bag holder which securely retains Sunday bags as well as regulation bags. **Circle 104 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.

## ASSOCIATIONS

**Michigan Association of Public Golf Courses**  
15553 N. East St.  
Lansing, MI 48906  
517/484-7726

*Promoting public golf through cooperative action. If you operate a public golf course in Michigan, call or write now for membership information.*

**Oregon Golf Course Owners Association**  
905 NW. Springhill Dr., Albany, OR 97321  
503/928-8338

*Promoting public golf and excellence in private-enterprise course operations. Any private owner in Oregon welcome to quarterly meetings. Call or write for details.*

## GOLF COURSE ARCHITECTS

**THOMSON WOLVERIDGE FREEM & ASSOCIATES**  
Golf Course Architecture  
Irrigation System Engineering  
2 Old Town, Los Gatos, California 95030  
(408) 354-8240  
Melbourne London Jakarta

## GOLF COURSE CONTRACTORS

**MOORE GOLF, INC.**  
P.O. Drawer 916  
Culpeper, Va. 22701  
David Canavan, President  
703/815-9211

*From clearing to play, Moore Golf, Inc. does it all. We've completed over 260 golf course contracts as well as irrigation and remodeling work on existing courses. Serving entire U.S.A. and Canada.*

## COMING IN GOLF BUSINESS:

### FEBRUARY

Irrigation modernization  
Grass and weed trimmers

### MARCH

Verticutting  
Golf car batteries

### APRIL

Hiring seasonal help  
Repairing ball marks on greens

## 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.

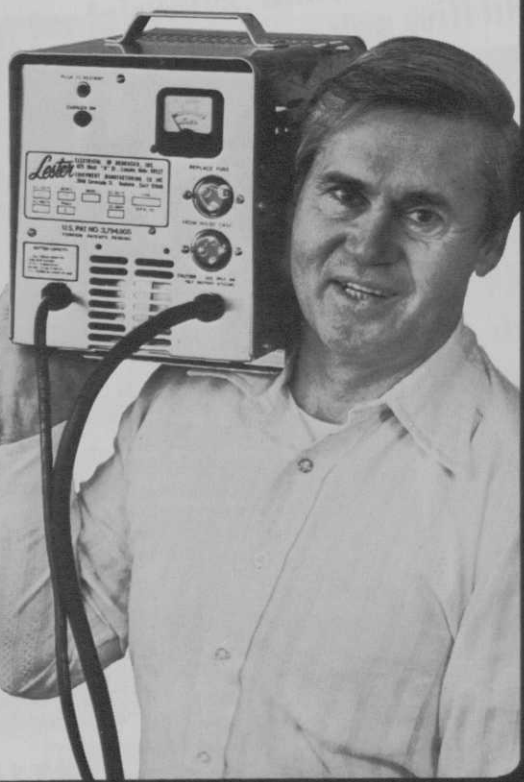
There's no trickle charge to burn your batteries. The patented Compu-Time I timer totally shuts off when the battery is fully charged. Left connected, the Lestronic will keep batteries charged indefinitely since the Compu-Time I timer will automatically turn on every 2½ days.

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

**Lester Electrical**

Write or phone for complete information.

Lester Electrical of Nebraska, Dept. GB-1  
625 West A St., Lincoln, NE 68522  
402-477-8988



Circle 116 on free information card



# 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

**GOLF CART FLEET MECHANIC.** Experienced with gas and electric carts. Responsibilities: Supervise golf cart fleet of 85 and driving range machinery and help. Salary negotiable. Send resumes to Don Krivanek, Wildcreek Golf Course, Sparks, Nevada 89431. 702 673-3100.

**GOLF COURSE SUPERINTENDENT** for newer 18 hole public golf course in Northeast Ohio. Excellent opportunity. Salary open. Send resume and salary requirements. Big Springs Golf Club. 1101 Barlow Road, Hudson, Ohio 44236.

**GREENS SUPERINTENDENT** for suburban Philadelphia private country club. Golf course 6400 yards. Please send resume to The Springhaven Country Club, c/o Greens Committee Chairman, Wallingford, Pa. 19086.

**GOLF PROFESSIONAL POSITION** open for established resort community in Michigan. Must be member of PGA or LPGA. Proven experience in instruction, player development and golf programs a must. Position is year round with special package on pro-shop. Send resume to Box 182, Golf Business, Box 6951, Cleveland, Ohio 44101.

## POSITION WANTED

**GOLF PRO-GREEN SUPERINTENDENT.** Class A P.G.A. member, in mid fifties, with over 35 years experience in the Golf Pro-Greenskeeping phase. Presently employed in directing a large municipal golf operation, wishes a change to a smaller club, where teaching of golf and supervision of course is needed. Available 1979 season; Box 174, Golf Business, Box 6951, Cleveland, Ohio 44101.

**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.

**DEGREE IN PHYSICAL EDUCATION.** Experience: 4 years maintenance, 1 year assistant pro. Have passed playing test. Will attend Business School I in February. Available immediately. Mark E. Cunningham, 920 27th Street, Parkersburg, W. Va. 26101. Phone 304 428-4479.

**MARRIED MAN**, age twenty seven would like to begin a career in golf through the P.G.A.

apprentice program. Donald P. Staton, 921 N. 68th Terrace, Hollywood, Florida 33023. 963-0644.

## 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.

**OREGON 9 hole PGA rated course**, 2 sets tees, 85 acres, pro shop, lounge, restaurant, snack bar, banquet facilities, locker rooms, club storage, maintenance equipment, two residences. Price \$500,000.00, will finance. Charlie Hindman, Joe Brugato Realtors, 2911 Portland Road, Newberg, Oregon 97132. 503 538-2101.

**FOUR (4) Jacobsen F-10 tractors**, parts, frames, engines, hydraulics and reels. Unlimited amount of parts for F-10s. \$3,600.00 for everything. John (714) 460-5400; Dave (714) 460-2582. 7380 Golfcrest Place, San Diego, Ca. 92119.

**GOLF CART FLOOR MATS.** New nylon reinforced rubber mats for Harley carts, \$14.75 per set. C.O.D. or send payment to Rice Die Cutting Co., 8831-33 Avenue, Kenosha, Wisconsin 53142.

## USED EQUIPMENT

**USED HARLEY DAVIDSON golf cars**, 1970 and 1972, 66 cars in stock. Prices start at \$500.00. Delivery can be arranged. Golf Systems, Inc. 616 784-1355.

## 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.

# Advertisers Index

AMF Harley-Davidson .....	cover 3
Aquatrols Corp. ....	31
Cushman Turf Care Equipment .....	28-29
Davis 500 .....	15
E-Z-Go .....	6-7
Hahn Turf Products Div. ....	30
International Seeds, Inc. ....	5, cover 2
Jacobsen Manufacturing .....	12-13
Lester Electrical .....	32
Melex U.S.A. Inc. ....	26
Motor Appliance Corp. ....	10
Power Spray Technology .....	21
Oregon Ryegrass Commission .....	11
Rain Bird .....	22
Rodale Resources .....	4
Ryan Turf-Care Equipment .....	23
A. G. Stafford Co. ....	33
Tee-2-Green Corp. ....	8
Teutonix .....	34
Turf-Seed, Inc. ....	cover 4
Yamaha Motor Corp., U.S.A. ....	18-19

## golf business

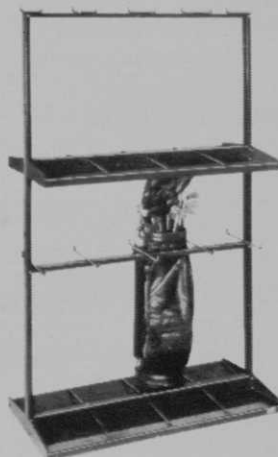
### ADVERTISING SALES OFFICES

**HEADQUARTERS:** 9800 Detroit Ave.,  
Cleveland, OH 44102 (phone 216/651-5500)  
**RICHARD J. W. FOSTER**  
General manager

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

**ATLANTA:** 3186 Frontenack Court, NE,  
Atlanta, GA 30319 (phone 404/252-4311)  
**RICHARD GORE**  
Southern manager

**SEATTLE:** 1333 NW. Norcross  
Seattle, WA 98177 (phone 206/363-2864)  
**ROBERT A. MIEROW**  
Northwestern manager



## 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
- Damp bags dry faster — no mildew
- 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

# Viewpoint

## Professional to superintendent: "let's cooperate"

The essence of communication and cooperation between the superintendent and the head professional is teamwork: a team effort for a well-manicured golf course. Only through teamwork will the golf course be what both persons want it to be, and then what the player wants it to be.

Both the superintendent and the professional have important input for the betterment of the course. The superintendent should be qualified to give that input from years of experience and proper training from qualified teachers, such as previous superintendents at other golf courses. Training and turfgrass knowledge is also received through possible inspections and recommendations by the USGA Green Section. The superintendent gains invaluable information through dealings with the Green Section.

The professional mainly derives his input through the eyes of a golfer, and sometimes sees problems that the superintendent does not. The professional has a few sources:



*Roger Maxwell meets regularly with Lupe Ruiz, superintendent at Marriott's course in Arizona, Camelback Country Club.*

comments from players, his staff of assistants, and the head professional himself.

Comments and observations by your membership or players should not dictate to you what needs to be done to improve your course. However, if the comments should follow some kind of pattern, then you should look into the possibility that there is indeed a problem that needs correcting. These comments are coming from golfers, and they notice areas that need improving when their ball is affected: grass in a bunker hindering their lie, soft spots where their ball plugs and is lost, hard pan around cart paths that cause their ball to bounce out of bounds, etc.

The head professional's staff of assistants have seen other courses, hopefully ones of championship caliber, and can use this background to help improve and beautify your own course. Generating ideas and variations in design and procedures from other golf courses is a valuable tool toward perfection of your own course.

The head professional now has gathered comments, observations, and examples from a couple of sources and now uses his own professional knowledge and preferences to sift through this abundance of ideas to form his own recommendations, the final recommendations, to give to the superintendent. There are a couple of ways to complete the communication process between the pro and superintendent:

1) Written messages, such as memorandums, clearly state the message so both parties understand what is to be done, and possibly recommendations as to the procedure or time period when it should be implemented.

2) Course inspections. Periodically the pro and the superintendent should inspect the entire golf course. By inspecting the course together, both persons can see first hand improvements that are in the process and areas that need to be corrected or improved.

Communication and cooperation between professional and superintendent is most important. Communication as to the timing of the winter seeding program is a good example. There is usually a 4- or 5-week period that is the optimum time to reseed the golf course with winter ryegrass or other type

of seed. The superintendent will know within a couple of days when to start this program. If the professional has arranged for an important tournament on the day that the seeding program is starting, then there will be a conflict.

Communication and teamwork would be able to resolve this problem. One way to insure that the reseeding does not start too soon; or that the course is in the best condition possible, is to send the superintendent a calendar of events for each month. This way the superintendent will have time to get certain problem areas taken care of and will have the course looking good.

There are a couple of different arrangements as to the working relationships between the superintendent and the professional. At some clubs the head professional is the superintendent's boss, and at some courses (like city or county courses) the superintendent does not have to answer to the head professional for anything. The latter situation makes it tougher for good communication and cooperation, but in order for the facility to run smoothly, the teamwork is still needed very badly. You may need to sit down over lunch and talk things out, or whatever is necessary in order to get that good working relationship. A smooth running operation combined with a well-manicured golf course make for an excellent golf facility, a goal for which all should strive.

**Roger Maxwell**  
Director of golf  
Marriott Hotels and Resorts

**the silent Partner**

**Ballomatic**

This all-purpose, self contained golf ball dispenser automatically washes, counts, stores and dispenses balls into baskets for your customers! Operates by coins, tokens or remote control.



**CALL or WRITE!**  
Ask for FREE literature and details on BALL-O-MATIC and BUCKET BOY golf ball dispensers.  
PH. (219) 234-0075

**TEUTONIX INC.**  
P.O. Box 1895  
South Bend, IN 46634





## HARLEY-DAVIDSON® PRESENTS ECONOMY AT LOW SPEEDS, PRESTIGE AT ALL SPEEDS.

With the lightweight Master Glide IV,<sup>™</sup> Harley-Davidson proves that prestige and common sense go hand in hand. For, along with comfort, you get Master Drive<sup>™</sup> our exclusive electrical system that saves power and money.

How? Conventional electric cars have batteries set up in series. They constantly draw full power regardless of speed. Master Glide IV, however, has our unique, two circuit system. It switches to parallel operation at low speeds, cutting power use, and waste, in half. That means significantly increased battery life.

A simple, common sense idea. Multiplied by a 30 car fleet, just simple enough to mean thousands of dollars in yearly savings.

For details on Master Drive, self adjusting brakes, and our extended warranty on key electrical components, see your local Harley-Davidson dealer. Notice we said "dealer", not "regional sales office". The distinction will be clear when you need quick service or advice on anything from parts availability...to fleet planning and financing.

AMF  
Harley-Davidson

Write Harley-Davidson/Golf Car Div., P.O. Box 653, Milwaukee, Wisc. 53201.