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**FEBRUARY 17-22, 1980
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Companies check here for exhibitor information _____

1980 GOLF CAR GUIDE

COMPANY	MODEL	POWER GAS OR ELECTRIC	WHEELS	STEERING: WHEEL OR TILLER	LENGTH (inches)	WIDTH (inches)	WEIGHT W/BATTERIES OR FUEL	FRAME MATERIAL	BODY MATERIAL	STANDARD BODY COLOR(S)
AMF Harley-Davidson P.O. Box 653 Milwaukee, WI 53201 414-342-4680	D	G	3	W/T	91	45.25	693	TS	F	Birch
	D4	G	4	W	102	45.25	821	TS	F	"
	DE-3	E	3	W/T	91	45.25	886	TS	F	"
	Master Glide IV	E	4	W	94.5	45	900	SST	F	"
	Classic	G	4	W	102	45.25	?	TS	F	Tan & Cream
Club Car, Inc. P.O. Box 4658 Augusta, GA 30907 404/863-3000	1980 Model Deluxe Club Car	E	4	W	93.3	45.2	836	A	F	W + 5
Davis 500, Inc. P.O. Box 1847, Pelham Rd. Greenville, SC 29615	Davis 500	E	4	W	91.5	45	850	W	P	W
Polaris E-Z Go Division of Textron 1225 North County Rd. 18 Minneapolis, MN 55427 612/542-0500	GX-444	G	4	W	93	48	699*	S	S	W,B,G
	X-444	E	4	W	93	48	596*	S	S	W,B,G
	GX-440	G	3	W	88.5	48	660*	S	S	W,B,G
	X-440	E	3	W	88.5	48	530*	S	S	W,B,G
Electric Carrier Corp. 8603 Crownhill, Suite 8 San Antonio, TX 78209 512/826-8694	Electric Caddy	E	4	W	94	44	925	TS	S	any automotive color
	"	E	3	W	94	44	925	TS	S	"
Elmco, Inc. P.O. Box 176 Cooksville, IL 61730 309/725-3533	11E	E	4	W	111	45.2	947	A	F	silver grey
	21E	E	4	W	130	48	1,010	A	F	silver grey
Go-Fore 8228 Goldie Street Walled Lake, MI 48088 313/363-4175	310	G	3	W	91	48	670	TS	S	W
	410	G	4	W	95	48	715	TS	S	W
Laher Spring & Electric Car Corp. 2615 Magnolia Street Oakland, CA 94604 415/444-1350	MG 470	E	4	W	100	44	1,250	TS&C	S+F	G
	MP 370	E	3	W	100	44	1,230	TS&C	S+F	G
	FM 274	E	4	W	99	44	1,230	TS&C	S	G
	FM 270	E	3	W	96	44	1,190	C	S+F	G
Melex USA, Inc. 1200 Front St., Suite 101 Raleigh, N.C. 27609 919/828-7645	112	E	3	W	91	48	670*	S	S	W
	212	E	4	W	95	48	715*	S	S	W
Nordco Electric Vehicles 26701 Redlands Blvd. Redlands, CA 92373 714/793-2891	4-Runner	E	4	W	92	45.5	842	S	F	G
Taylor-Dunn Mfg. Co. 2114 W. Ball Rd. Anaheim, CA 92804 714/956-4040	Tee-Bird GT 370	E	4	W	89.75	45.25	784*	TS	S	choice of 6
	Tee-Bird GT 371	E	4	W	96.88	45.25	764*	TS	S	choice of 6
Yamaha Motor Corp., U.S. P.O. Box 6620 Buena Park, CA 90622 714/522-9321	G1-A	G	4	W	94.6	44.9	670*	S	FRP	W
	G1-E	E	4	W	94.6	44.9	528*	S	FRP	W

COLOR CODES: W=white, Y=yellow, G=green,
B=blue, R=red, S=silver

* w/o batteries
or fuel

FRAME & BODY MATE
A=aluminum, FRP=fib

OPTIONAL BODY COLOR(S)	AVAILABLE ACCESSORIES	PRICE	CIRCLE
Variety	Complete line	\$2,350	201
"	"	\$2,650	202
"	"	\$2,275	203
"	"	\$2,550	204
None	Suntop, AM/FM cassette, wind- shield, carpeting, gauges	\$3,995	205
Special club logos & stripes to match	Windshield, hubcaps, weather enclosure, tow bar kits, 4 passenger personnel carrier pick-up box	\$2,832	206
any of 60 automotive colors	lights, horns, hubcaps, tops tow bars, rear step & seat, windshield	\$2,084	207
nearly all at extra cost	top, windshield, rear hitch & towbar, seat brake, scuff plates, chrome front bumper special decals	\$2,750	208
nearly all at extra cost	"	\$2,750	209
nearly all at extra cost	"	\$2,625	210
nearly all	"	\$2,625	211
—	tops, lights, horns, wind- shield, hubcaps, chrome bumper, other	\$2,195	212
—	"	\$1,975	213
W,Y,G,B,R, gold, tan, brown, tangerine	drink holders, ammeter, windshield, sun roof, AM/FM stereo 8 track, clock, cigarette lighter top	\$3,830	214
		\$4,546	215
special colors	sunroof, windshield	\$2,250	216
"	"	\$2,350	217
any	top, windshield	\$2,580.85	218
any	top, windshield	\$2,387.10	219
any	top windshield	\$2,341.30	220
any	top windshield	\$2,203.90	221
G	towbar, suntop, windshield	\$2,550	222
G	towbar, suntop, windshield	\$2,655	223
any automotive color	fiberglass top	\$2,495	224
extra charge	stand-up bag racks, others	\$2,845	225
extra charge	numerous	\$2,845	226
none	sunroof, sweater basket, hubcaps	\$2,725	227
none	"	—	228



AMF Harley-Davidson DE-3

Club Car, Inc.



Davis 500e

Polaris E-Z Go



Electric Carrier Corp.

Elmco, Inc.



Go-Fore

Laher Spring & Electric Car Corp.



Melex Model 112

Nordco 4-Runner



Taylor Dunn Mfg. Co.

Yamaha Motor Corp., U.S.

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DISEASES OF TURF

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DISEASES OF ORNAMENTALS

Carnation	Leaf Spot
Crabapple, ornamental	Scab, Cedar-apple Rust
Dahlia, Lily, Tulip	Blight (<i>Botrytis</i> spp.)
Holly	Purple Spot
Hollyhock	Leaf Spot, Anthracnose, Rust
Honeysuckle	Blight (<i>Herpobasidium</i> spp.)
Iris	Leaf Spot
Pansy	Anthracnose
Rose	Black Spot
Snapdragon	Rust
Zinnia	Leaf Blight
Azalea, Camellia, Rhododendron	Petal Blight
Chrysanthemum	Petal Spot (<i>Botrytis</i> spp.)
Flowering dogwood	Anthracnose
Gladiolus	Leaf and Flower Spot (<i>Curvularia</i> and <i>Botrytis</i> spp.)
Pachysandra	Blight (<i>Volutella</i> spp.)
Peony	Blight (<i>Phytophthora</i> and <i>Botrytis</i> spp.)

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Circle 105 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.

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Mail ad copy to Dorothy Lowe, Golf Business, Box 6951, Cleveland, Ohio 44101.

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

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EIGHTEEN HOLE CHAMPIONSHIP golf course, 55 golf cars, excellent equipment, large club house, large pool and tennis courts. Piedmont, North Carolina. By owner, \$650,000. Reply to P.O. Box 11545, Winston-Salem, N.C. 27106.

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USED GOLF CARS FOR SALE. 3 and 4 wheel, gas or electric, any make or model. Best prices. Will deliver in quantities of 10 or 20 per load. Call us now for your immediate or future requirements. Mid-Atlantic Equipment Corp., 420 Penn Street, Spring City, PA 19475. 215 948-5205.

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AGRONOMIST: B.S. Turfgrass Agronomy. M.S. Soil Fertility. Ten years experience in golf course maintenance, four years as Superintendent Golf Professional which required supervising, planning, and budgeting grounds operations and operating the pro shop as own business. Desire work as Golf Course Superintendent. Married, 26 years old, excellent health. Available after November 15, 1979. Resume upon request. Box 199, Golf Business, Box 6951, Cleveland, Ohio 44101.

PRO-MGR.-SUPT. 25 years experience in all phases of golf club operations. Specializing in financially troubled clubs. Have proven record of taking over difficult situations and turning them around. Reply Box 200, Golf Business, Box 6951, Cleveland, Ohio 44101.

GOLF PROFESSIONAL POSITION WANTED. 25 years PGA member. Excellent teacher and promoter of golf, and members.

Continues on page 29

Club Car

Distance means economy

- Club Car gets 90 holes and more per charge. That's 50% more than any major competitor.
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- Club Car motor and helical-gear differential drive is 25% more efficient than competitors' hypoid drive.

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- Club Car's all-reinforced fiberglass body resists dents, scratches and never requires painting — no rust.
- Club Car's exclusive all-aluminum frame and chassis make it the lightest of all major golf cars (836 lbs. with batteries) Again, no rust.

Safety and comfort

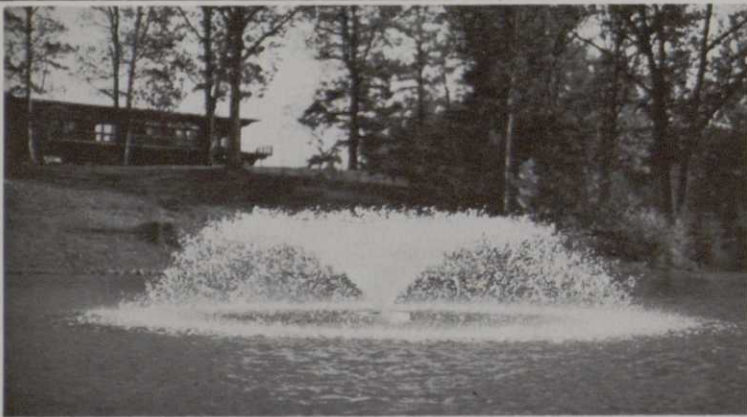
- Hydraulic brakes AND mechanical hill brake that may be used as a safety back-up system.
- Club Car reverses at only half speed with a reverse warning buzzer as an important safety precaution.
- Four-wheel design for safety, ride and less weight per wheel on golf course.
- Tightest turning radius of all four-wheel golf cars.
- New softer riding hydraulic shock suspension.
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ClubCar

AUGUSTA, GEORGIA



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ClubCar

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Photographed on location at Lion Country Safari, Laguna Hills, California.

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Switch to the 4 Runner like the public is switching to compact cars — to save money. The 4 Runner costs less to operate and there are fewer battery replacements because it is lightweight. When considering golf cars, *don't stick your neck out* — weigh it! Remember, the heavier your car, the heavier your monthly electric bill.

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When considering golf cars, *don't stick your neck out*. Choose the lightweight, economical, safe, quiet ride — the 4 Runner.

We have over 34 years' experience in designing and manufacturing electric golf cars. Prove the new 4 Runner on your golf course. For detailed information, telex, call direct, write or visit your local Nordco dealer.

NORDCO ELECTRIC VEHICLES

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Classified

Continued from page 26

Available now for 1980 season. Box 196, Golf Business, Box 6951, Cleveland, Ohio 44101.

GOLF PROFESSIONAL POSITION WANTED. 25 years PGA member. Excellent teacher and promoter of golf, and members. Available now for 1980 season. Emil Sohm, Jr., 1599 W. Irving Park — Apt. 223, Itasca, Illinois 60143.

HELP WANTED

PRIVATE COUNTRY CLUB located in Philadelphia, Pa. suburban area seeks experienced golf course superintendent. Submit salary requirements and resume to Box 198, Golf Business, Box 6951, Cleveland, Ohio 44101. All information will be confidential.

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WANTED: Jacobsen model 40 leaf blower, Toro verticut reels for Greensmaster III. Pull type Lely fertilizer spreader. Call 219 693-3464.

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golf business

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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

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Viewpoint



Muny profits should go to muny courses

Your editorial viewpoint expressed in the September issue of **GOLF BUSINESS** is appropriate and a question which should be addressed on a national scale. Obviously, allowing the municipal courses to operate at a loss is destructive to the private enterprise system which the Federal Government should be promoting.

However, our situation in Virginia appears to me to be quite the reverse in that the majority of our municipal golf courses are in good financial condition and are showing a net profit.

My concern arises when this profit is

utilized to light the tennis courts, fix the baseball diamonds, etc., when it needs to be poured back into upgrading the municipal golf courses.

My question then, which is somewhat related to yours, is: Should municipal golf course profits be utilized to support other non-profit sports? Should not these profits be used for the construction of more municipal golf courses, upgrading existing courses or raising municipal golf course superintendent and employee salaries, etc.?

I enjoy your magazine very much. Keep up the good work.

J.R. Hall, III
Extension Specialist - Turf
Virginia Polytechnic Institute & State University

Big government threatens golf

What else can you call it when municipal, county, state, and federal subsidization of golf courses threatens the existence of privately owned public golf facilities? In any city that situation could certainly exist. The operational losses of Huntsville's two municipal golf courses have averaged \$60,000 per year for the last 10 years. (Last year's losses were \$120,000.) These figures do not include:

fringe benefits and payroll taxes, free city services (such as soil, equipment and water), free labor under government programs, and land acquisition and development costs, nor the debt service on these costs.

All these costs must be borne by the privately-owned public golf courses. Where the municipal competitor can incur such large losses constructively (the cost of doing business is immaterial to the municipal operation), the privately-owned public courses must:

- raise its fees substantially above the city rates
- reduce its services below those offered by the city
- operate at a level of efficiency far above that of the city
- go private or go out of business (possibly creating the need for an additional losing municipal golf courses)

Obviously, the situation is very unfair. In the spirit of Proposition 13 something should be done. The only valid reason for the existence of a governmentally-subsidized golf course (or any other type of government service) is that such a service is not available in the private sector. The only circumstances in which such a recreational facility should be allowed to operate at a loss is when a very large segment of the public benefits from the service.

In Huntsville, the municipal golf courses comprise some 40 percent of the public fee capacity and cater to a very small (estimated 2-5% of the public. Their existence is not justified in the first place and certainly the consistently large losses are not justified.

The reader might say that this whole discussion is sour grapes and he is precisely right. Not only do I have to compete to support my investment in a game in which the competitor can lose until I am defeated but I have to pay taxes to support him — and so do you!!

In Huntsville, the three privately-owned public courses are in very real danger of being driven out of business. Driven out by a municipal operation which has raised its green fees by 20% over the last 16 years while labor, chemicals, equipment and the general cost of living have increased by 250-300% in that time.

I am fighting the situation in Huntsville, Alabama. Anyone who has advice, knowledge of similar circumstance and their solution, or just encouragement, should write to Ron Morris c/o **GOLF BUSINESS**. Ron will forward it to me.

Municipal courses are a fact. They exist. The real question is can privately-owned public golf courses co-exist? I sincerely feel that the answer is: only under fair competitive ground rules.

Bob Prozan
Owner, Bermuda Oaks GC
Huntsville, AL

Hahn

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