Designer's forum

By Dr. Michael J. Hurdzan

The golf course contractor an unsung hero

There is a tendency for people to attempt to isolate the one person who seems the most responsible for something of note. Perhaps it is because we wish to have a solitary figure to focus on, for admittedly, it is much easier to praise a general than all the men of his army, a conductor instead of the orchestra, or the quarterback instead of the team. Although we know better, we sometimes forget that the person being singled out is tall only because he stands on the shoulders of people who helped him achieve his distinction. The world is filled with such unacknowledged people, whether it be the families who make personal sacrifices to permit our hero or heroine to rise, or it is the friends, associates, or subordinates who directly assist the effort. Similarly, in the field of golf course development, there is a tendency to focus on the architect instead of the unsung hero, namely the Golf Course Contractor.

In fact I believe that the term "contractor" or "builder" does not do these men justice, for they are artisans in the strictest sense. Their tools may be bulldozers, earthmovers, and tractors but their medium is the earth and the best of these craftsman can mold the landscape to produce earthsculptures of tees, greens, mounds and sandtraps. They understand the subtleties of nature, landforms and natural processes, and strive to blend the necessary artificiality of golf features imperceptibly into the surrounding environment. In addition these men know that fine turf must be grown and maintained on the soils and slopes that they leave, so much attention is given to agronomic matters such as the texture of the topsoil, drainage, seedbeds, fertilizers and seed or stolons. They work against unpredictable weather, unforeseen geological features, and competing weeds and animals to meet an unforgiving ideal planting time. Besides their natural opponents, there are delays caused by humans such as unresponsive suppliers, vandalism, or strikes by other trades or unions. Their equipment and crews are specialized for only golf course construction and thus can achieve a naturalness of contours that is uncharacteristic of road and/or sewer contractors. But the convention is to call these men contractors, and so I shall, but in your mind there should be a clear distinction between contractors and Golf Course Contractors.

Having established what they are, we should examine who they are and what they do to earn the title of hero. There are not many firms in the world who do only golf course construction. One reason is because the scope of the work is so varied and so complex that few companies can organize, equip and train themselves to handle the work. Not only must the Golf Course Contractor comply with all of the legalities attendant construction, but he must do clearing, grubbing, drainage, earthmoving, tile, amend soils for greens, irrigation, seedbed preparation, planting, mulching, watering, early establishment, erosion repair, sandtraps, tree planting, and sometimes, complete golf course maintenance.

Because there are fewer courses being built now than ten years ago, the competition during bidding can be fierce, thus requiring small profit margins. Once selected as the successful bidder, the contractor must execute all of this work in a tight time frame, hoping that delays and forced overtime wages will not eat up all of this profit. Most "contractors" find such bidding and working conditions intolerable and thus they do not enter golf course construction or they last a very short time. Further, since golf course projects are so scattered it means that these men must be apart from their families for long periods or they must develop an almost nomadic family experience.

The obvious question then, is why do they persist in golf course con-struction? The answer is because these people are artisans who find reward and take pride in the work they do. To remain in this business and to produce high quality golf courses requires that a Golf Course Contractor put a bit of himself into every roll, every mound, every green, every feature. He is creating as he constructs and he feels good about each days work. But if golf course construction is so creative then what is the function of the Golf Course Architect? He plans at a micro-scale and is concerned, while designing, about 150 or 200 acres, or more at a contour interval of perhaps one or two feet. The architect must plan the relationship or elements on a site that may be covered with jungle, below water level, or has problems not clearly discernible.

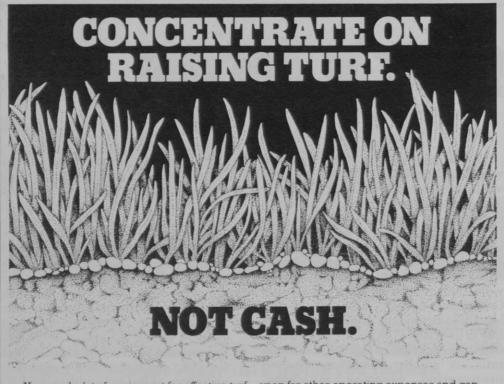
The Golf Course Contractor, on the other hand, works at the micro-scale of perhaps 1/4 of an acre at a time and contour changes of inches on a site

that is completely cleared. The Golf Course Architect may draw detailed features at a scale of 1" = 10 feet, but it is the contractor who must build that feature at 1"= 1". No matter how sophisticated the plans may be drawn there must always be field interpretation of those drawings; and it is this ability to field interpret that separates the great contractors from the others. This ability is learned from technical training, repeated experiences, and years of honest constructive criticism. But it is not born solely of intellect for the great contractor has a superb imagination, reliable intuition, and good eye-to-hand coordination. It is my personal feeling that any dummy can be taught to run a bulldozer but only a precious few can develop the skill to grade a green.

I don't believe that any Golf Course Architect would disagree with me when I say that a great contractor can make your work look outstandingly good, and a poor contractor can butcher the greatest design in the world. In fact, there are some Golf Course Contractors who have taken bad golf course plans, and made enough field adjustments to fashion a good golf course, only to have the designer get all of the credit.

These are hard times for Golf Course Contractors for fewer courses are being built, and inflation, interest rates and rising wages make it difficult to make a profit. This may be good for it will force those shady types to leave the field but in the meantime it does work hardships on the good contractors. This is not just a personal problem for it affects every golfer who appreciates a fine golf course. Each time we lose one of these artisans, the evolution of golf course design is set back for we lose the subtleties of interpretation so necessary to produce a great golf course. An analogy would be if a gifted composer wrote an imaginative and inspired piece of music, but if the only musicians around to play it were a street corner band, you can imagine the result. This is humorous perhaps, but the same results might be expected if you gave a super golf course plan to a road builder.

Now even I am not so naive as to think that human nature will change and we will acknowledge all of our unsung heros, but the next time you are impressed by a great golf course, don't just think of the designer, remember the Golf Course Contractor.



management. And we lease it all. Mowers, spreaders, sprayers, tractors and aerators, just to name a few.

Quite simply, we specialize in leasing this equipment so you can keep your credit

You need a lot of equipment for effective turf open for other operating expenses and conserve your capital.

Leasing. It's the smart way to grow, and a real hedge against inflation. Find out more by calling us at 800-547-4905. The

Industrial Leasing Corporation

Executive Offices • 2300 S.W. Sixth Avenue • Portland, Oregon 97201 • (503) 228-2111 Offices located in principal U.S. cities

Write 122 on reader service card

POOR MAN'S GOLF COURSE DESIGNER & BUILDER

18 Hole First Class Golf Course For Less Than \$200,000

I do my own design and construction 40 years experience—5,000 yards to 7,000 yards

Full water system — greens — tees fairways. I do not build cheap golf courses — only the price is cheap. On job every day start to finish.

Box 125 R.D. I Beech Creek, PA 16822 Phone: (717) 962-2970

I GO ANYWHERE . RENOVATION . HELP WITH PROMOTIONS

Write 126 on reader service 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
- Damp bags dry faster —
- · 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. Box 8877, Canton, O. 44711 Phone 216/453-8431

Write 112 on reader service card

Products

PORTABLE PUMP

Weda has corrosion - resistant unit



Weda Pump, Inc. has introduced the Model S150 corrosion-resistant pump. The S150 is capable of pumping out sumps and other

solutions whether acidic or alkaline. Weighing only 62 pounds, the S150 can easily handle temperatures up to 104 F; heads to 50 feet at capacities up to 140 gpm.

Buna AP rubber-covered diffusor and adjustable wearplate are one of maintenance saving features of the S150. A chromium steel impeller and corrosion-resistant inner casing, outer parts and bearing bracket make this portable ideal for quick pumpouts. No permanent mounting brackets or cabling is required. The pump utilizes a 1 or 3 phase 1.3 hp motor. No external control box is required. Controls are built into a sealed unit in the top of the pump.

Write 201 on reader service card

DIESEL WALK BEHIND

Bunton claims first for standard model



sel-Powered. 36-inch and 52inch rotary mowers are claimed to be the first walk or ride behind, offered as standard models in the

U.S.A. The 8 H.P. diesel engine is a 4 stroke Acme, with direct Bosch System fuel injection. air-cooled by flywheel fan, force feed lubrication, oil filter, remote control governor and rope start. The crankcase is high resistance alloy, diecast aluminum; the single cylinder is special pearlitic iron with deep fins; cylinder head is also pearlitic finned iron. The crankshaft is hardened-tempered forged steel, supported on anti-function bearings. Oil bath air cleaner is standard equipment.

Bunton is also introduced diesel engines on their 61-inch and 71-inch front-mountedtractor-mowers with 19 H.P., 2 Cylinder, Air-Cooler Wisconsin or 30 H.P., 2 Cylinder, Air-Cooled Deutz.

Write 202 on reader service card

NEW CHEMICAL HOSE

Co-extrusion for high performance



Flexitube Corp. has pioneered the development of a new spray hose called "SUPER-TREL". Pro-

duced by a process called "Co - extrusion", SUPERTREL combines different plastics with different properties into one type of high performance hose.

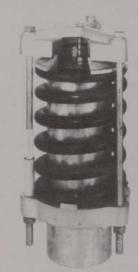
The inner core is manufactured with a very thin layer of Dupont's Hytrel, polyester that fills the gap between the contrasting yielding nature of rubber and the rigidity of plastics. Hytrel has better high temperature properties than the polyurethanes, and can be used satisfactorily at higher temperatures in the same fluids. Hytrel is not susceptible to solvent extraction or heat volatilization either. Hytrel has excellent resistance to hot, moist environ-

Flexitube Int. Corp. has taken all the properties of Hytrel for the inner bore of the spray hose, welded it to a double layer of braid for a good PSI, and surrounded the thread with an abrasion-resistant cover of corrogated PVC.

Write 203 on reader service card

TRI-ACTION VALVE

Provides less restriction



A valve that provides less restriction in water flow and works on both plastic and asbestos cement water lines is being marketed by En-Hydro gineering, Inc. Called the Tri-Action Irrigation Valve, it provides combines pressure relief.

vacuum relief and positive air relief at pump head and at end of line. The Tri-Action Valve can be pre-set in plant or field, and does not require factory pre-set PSI setting. It is necessary to stock only one size for all systems, up to and including 12-inch IPS and PIP. It is also available in low pressure ranges. Hydro Engineering also markets a Dual-Action Valve for air and vacuum relief, and specifically engineered for use with the Tri-Action Valve.

21 HORSEPOWER ENGINE

Kohler introduces second of series



Kohler Co. has introduced a 21-HP engine, model KT21, the second in a series of air cooled, four cyle, twin cylinder engines. The new model

is almost identical in size and configuration to the 17-HP KT17 which is already in use by major equipment manufacturers. Both are designed to power a variety of equipment lawn and garden, construction, industrial, and agricultural.

The KT21 features long-life demountable cast iron cylinder for heavy-duty use. Crankshafts are made of forged steel and camshafts of durable cast iron. Combustion air is drawn from within the cooling fan housing, thus substantially reducing air intake noise. The engine is designed for easy installation in an enclosure for further noise reduction. Breaker points, condenser, spark plugs, oil fill, dipstick, air cleaner, and carburetor are all conveniently accessible for ease of service. Other features include: Automotive type oil pump; High clearance Continues on page 44

Write 204 on reader service card

Ryegrass Now Has an Added Dimension

Emergence of the highly successful, exceptionally handsome turf-type perennial ryegrasses lends further credence to the age-old claim that "ryegrass is the world's most widely used grass."

For years both regular annual and perennial ryegrass have found a ready home where there is need for a fastgerminating grass to guickly form a strong root system and provide a durable, handsome, inexpensive, easy-to-maintain turf.

The finer-bladed proprietary varieties have further broadened the realm of ryegrass. Now you'll find the turf-type varieties on every greenway where the finest possible turf is a necessity.

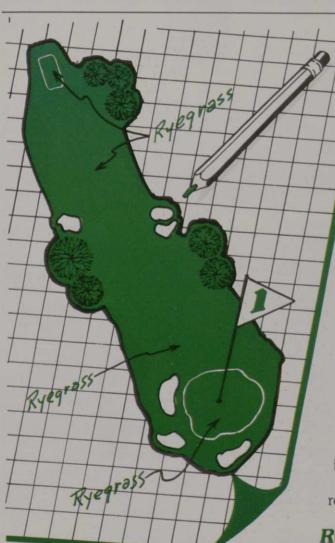
They have proven themselves on greens, tees and fairways of some of the world's finest golf courses, thriving at standard cutting heights as well as when close-cut for a putting surface.

And both the public and proprietary varieties are the perfect answer for the winter seeding of golf course greens and fairways in the Southern U.S.

You can count on ryegrass to germinate in a week or less, respond rapidly to fertilization and never require pampering.

Ryegrass . . . it's truly the all-around performer.

Oregon Ryegrass Commission - Salem, Oregon Write 106 on reader service card







INDUSTRY

Saves Time!

Increases Profits!

The BEST quality all-purpose self-contained golf ball dispenser on the market. Automatically washes, counts, stores and dispenses balls into baskets for customers. Coin, token or remote control operation. Always on the job!

CALL or WRITE! Get details and literature of Ball-O-Matic and Bucket Boy dispensers, they pay for themselves!

(219) 234-0075 TEUTONIX INC. P.O. Box 1895 South Bend, IN 46634

Write 113 on reader service card

GREEN INDUSTRY Instructiona & Technica send for your book brochure

the most references available on turf care and maintenance. Popular because they're written by experts, designed to use for years to come as field guides and refresher texts.

Available only through Harvest Business Publications.

Book Department 9800 Detroit Ave. Cleveland, Ohio 44102.

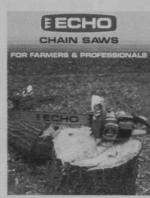
Products from page 43

baffling for cooler engine operation; Gear driven electric starter with 3-amp battery charging alternator and 70 watt lighting coil; and Cam ground permanent mold aluminum alloy, three ring pistons.

Write 205 on reader service card

CHAIN SAWS

Echo offers new brochure



Gasoline ered chain saws available from Echo, Inc., Northbrook, IIlinois. The brochure details the company's full line of heavyduty chain saws. Individual

model highlights, special features, specifications and in-use applications are included in the brochure. Color photographs show each model, identifying their specific features.

Write 206 on reader service card

BOB-CAT MOWERS

Wisconsin has new brochure



Wisconsin Marine, Inc., manufacturer of Bob-Cat Mowers, has developed a new brochure covering their riding and inter-

mediate lawn-

mowers. The 8 page, 4-color brochure shows the 48, 61, and 74-inch mowers with the choice of a Briggs and Stratton 18 HP engine or an Onan 19-9 HP engine. Accessories include a snow blower, snow blade, vee plow, vacuum and road broom which operate off the hydraulic/PTO systems of the tractor. A winterized cab is also available. The intermediate line of Bob-Cats, powered by a Briggs and Stratton 11 HP engine, is available in 32", 36" and 48" cutting widths. Accessories for the intermediates include a riding sulky, an all metal dump catcher and a rear door dumping large capacity wire catcher.

Write 207 on reader service card

UTILITY SEED MIXTURE

Scotts' mixture for quick establishment

A new grass seed product, called ProTurf Utility Mixture, has been introduced by Scotts®. It is designed for areas that need quick establishment, wear tolerance, and grass coverage throughout the year. The mixture contains Victa Kentucky bluegrass, Scotts exclusive perennial ryegrass, plus two others, and creeping red fescue. Features of the new

mixture include quick, aggressive establishment and good response to a variety of maintenance programs.

Write 208 on reader service card

NEW TURF FUNGICIDE

Prevents and controls five diseases

O.M. Scott & Sons has introduced a new fungicide designed to prevent and control dollar spot, brown patch, leaf spot and red leaf spot. ProTurf Fungicide VI also controls Fusarium patch in Washington, Oregon and California. This new fungicide product is even effective on the benzimidazole-tolerant strain of dollar spot. It will prevent the development and spread of the above listed fungus diseases as well as the thinning of turf which is frequently connected with these diseases, according to Scotts® researchers.

For best results, ProTurf Fungicide VI is recommended to be applied as a preventive, prior to disease activity. It is designed for use on bentgrass, Kentucky bluegrass, perennial ryegrass, fine fescue, bermudagrass and St. Augustine.

Write 209 on reader service card

BUCKET SEAT

Universal seat is indestructable



The Grand Rock Company's GR-007 universal bucket seat features a virtually indestructable metal shell with a high contoured back and standard fore-and-

aft slide adjustment for greater operator comfort and safety. Optional armrests provide additional comfort and side-to-side support.

The full foam seat and back cushions are covered with heavy-duty, all-weather vinyl, and can be quickly and individually replaced in case of damage or wear. The GR-007 can be quickly mounted on any greens mower, fairway tractor, trap rake, or other vehicle.

Write 210 on reader service card

SQUIRREL/GOPHER BAIT

Two new products are available



Two new RoZol (chlorophacinone) baits are now available for ground squirrel and pocket gopher control, and do not cause bait shyness, according Chempar Chem-

ical Co., the manufacturer. RoZol ground squirrel bait is a paraffinized pellet formulation. It has a California label for special applications also. RoZol pocket gopher bait is a coarse grain bait for use where holes made by burrowing gophers can be hazardous. Bait is placed in gopher tunnels with probes.

Write 211 on reader service card

We put a lot into our Turf-Truckster.

One of the most dependable vehicles for moving your crew around is the 3or 4-wheel Cushman® Turf-Truckster. But it was also designed for more than just transportation.

Equipped with an optional PTO and hydraulic system, both models accept a wide range of special, add-on turf maintenance equipment. So with just one Turf-Truckster you can haul, dump, grade, seed, spray, spread, top dress, aerate and more.

But there's more to a Turf-Truckster than versatility. There's a rugged 18-hp engine that's built to take on your turf. It comes with a standard 2 to 1 auxiliary transmission. A transmission built to allow a gear driven PTO to be attached directly to it. And common sense engineering makes the Turf-Truckster steer clear of the repair shop, too.

The 3-wheel model gives you the maneuverability of a tight 17' turning circle, while the 4-wheeler has seating room for two. And it just takes minutes to



add any of the Turf-Truckster's accessory pieces, thanks to Cushman's pindisconnect system. No bolting, no hitching. Just snap two or three pull pins in place and you're ready to hit the turf.

If a good transportation/hauling vehicle is all you need, though, look at the Cushman Runabouts. There's an 18-hp two-seater, and a fuel-stingy 12hp one-seater model. Both Runabouts are economical to own. And like any Cushman vehicle, they're built tough.

There's nothing like a Turf-Truckster or Runabout to get more work done, in less time and with less manpower. For a closer look at what goes into, or behind, a Cushman vehicle, return this 80-CUT-2 coupon today.

Show me what you put into a vehicle, Cushman.

- ☐ I'd like a demonstration of the Turf-Truckster (3-wheel or 4-wheel). (Circle One)
- ☐ I'd like a demonstration of the Runabout (12-hp or 18-hp). (Circle One)
- I'm interested in seeing these Turf-Truckster attachments: □ Aerator; □ Sprayer; □ Top Dresser; □ Grader/Scarifier; □ Flatbed/Dump Box; □ Cyclone Seeder/Spreader.
- ☐ Send me your new 1980 catalog.

Name				
Title				

And a lot behind it.

CUSHMAN

CUSHMAN

Turf-Truckster CUSHMAN The Labor-Saving Turf System. Lincoln, NE 68501

010 Cushman, P.O. Box 82409 abboard Marine Corporation, 1979, All rights, reser

Classified

CLASSIFIED CLOSING DATES: October issue closes September 11 November issue closes October 9 December issue closes November 5

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 accompanied by cash or money order covering full payment. Mail ad copy to Dorothy Lowe, Golf Business, Box 6951, Cleveland, Ohio 44101.

BUSINESS OPPORTUNITIES

WANT TO BUY OR SELL a golf course? Exclusively golf course transaction and appraisals. Ask for our catalog. McKay Golf & Country Club Properties, 15553 N. East Street, Lansing, Michigan 48906. Phone 517 484-7726.

FOR SALE

EIGHTEEN HOLE CHAMPIONSHIP golf course, equipment, carts, pool, tennis courts. Piedmont, NC. Price \$650M firm. Two year lease possible except on equipment and carts. Additional information available upon inspection of property. \$150M required to handle. P.O. Box 11545, Winston-Salem, NC 27106.

9 HOLE PAR 35: clubhouse, driving range, swimming pool. In tourist town on Lake Huron, in Mich. \$72,500 down. Write Box 220, Golf Business, Box 6951, Cleveland, Ohio 44101.

USED EQUIPMENT

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.

USED GOLF CARS-Harley-Davidson gas 3 wheel, 1973 thru 1978. Quantities, prices and years will vary, but usually a large supply to choose from. Boylan Leasing, Inc., 607 N. Main, Plainwell, MI 49080. 616 685-6828.

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.

FORD LCG gas mowing tractor, 30 hp., 10 speeds with turf tires. New paint, good condition. \$2,000. Phone 219 693-3464.

FOR SALE-VERMEER TS44-R treespade. Trailer model like new, \$7,500. Call Skip Lambert 205 339-3003 day, 205 339-0488 after 6 P.M. (Alabama).

MISCELLANEOUS

BALL BARRIER NETTING: GF/2-made of olefin fibers. 61/2 feet and 25 feet high. Strong and tough. Will not rust. Easy to handle. For driving ranges and golf courses. Keep golf balls from straying off-course. J. A. Cissel Co., Inc., P.O. Box 339, Farmingdale, NJ 07727. 800 631-2234.

POSITION WANTED

GENERAL MANAGER, busy midwest golfbanquet facility, seeks similar position middle Atlantic region. Salary negotiable. Reply to Box 217, Golf Business, Box 6951, Cleveland, Ohio 44101.

GOLF COURSE SUPERINTENDENT available immediately. Twelve years experience. Degree in Turf Management. Single, willing to relocate. Resume upon request. Bill Mallet, 1020 Pleasant Street, Athol, Mass. 01331, 617 249-3804.

GOLF COURSE SUPERINTENDENT, experienced in all phases of golf course maintenance and construction. Now available. Resume upon request. Box 222, Golf Business, Box 6951, Cleveland, Ohio 44101.

GOLF COURSE SUPERINTENDENT desires midwest employment. Extensive turf, irrigation, electrical, and mechanical experience. Resume and references upon request. Box 218, Golf Business, Box 6951, Cleveland, Ohio 44101.

GOLF COURSE SUPERINTENDENT available end of current season. Experienced in all phases of golf course maintenance and construction. Young and married. Will relocate if right position becomes available. Resume upon request. Box 216, Golf Business, Box 6951, Cleveland, Ohio 44101.

GOLF POSITION WANTED PGA member 25 years, also experienced superintendent, and manager, responsible businessman and promoter of golf. Available for 1981 season. Box 221, Golf Business, Box 6951, Cleveland, Ohio 44101.

HELP WANTED

GREENS SUPERINTENDENT RETIRING and looking for a capable assistant who will take charge of a beautiful 18 hole, daily fee course in Mid-Western Michigan. Year-round living quarters furnished. Send resume or all details available. Please write: Box 219, Golf Business, Box 6951, Cleveland, Ohio 44101.

GOLF PROFESSIONAL POSITION: An 18hole public fee course in Indiana seeks an individual who is strong in golf promotion, teaching, tournament organization and is able to run an auditable clubhouse operation. He must also possess the ability to diplomatically deal with all course customers. This is a March thru November 15th position. Base salary plus percentage. Send resume and references to Box 223, Golf Business, Box 6951, Cleveland, Ohio 44101.

ADVERTISING SALES POSITION AVAIL-ABLE - Pest Control magazine is seeking an aggressive individual with experience in and commitment to the pest control industry, midwest territory. Motivation, creativity and marketing ability a must. Space sales experience desirable but not required. Salary plus commission, all expenses and a good benefit program. Reply to: Cheryl C. Lyons, The Harvest Publishing Co., 757 3rd Ave., New York, NY 10017. An equal opportunity employer.

Directory

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

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 privateenterprise course operations. Any private owner in Oregon welcome to quarterly meetings. Call or write for details.

Ad index

Adelphi	
AMF Harley Davidson	
CIL, Inc	37
Cushman Turf	5,15,33,45
John Deere	12,13
Ditch Witch Equipment	40
Industrial Leasing	42
International Harvester	
International Seeds	4,9,34
Lakeshore Equip. & Supply	22,23,24,25,26
Lofts/Sunbelt Seeds	Cover 4
Mobay Chemical	14a,b
Monsanto	29
Oregon Ryegrass Comm	43
Polaris E-Z-Go	30,31
Ryan Turf	6,34
Poor Man's Golf Course	
Designer and Builder	42
A. G. Stafford	42
Tee-2-Green	2
Teutonix	44
Toro	18,19
Tuco	

Golf Business

ADVERTISING SALES OFFICES

ATLANTA: 3091 Maple Dr., Ste. 312, Atlanta, GA 30305 (phone 404/233-1817)

JAMES R. BROOKS

National sales manager

BOB BEAVERS Northeastern manager

SEATTLE: 1333 NW. Norcross

Seattle, WA 98177 (phone 206/363-2864

ROBERT A. MIEROW

Northwestern manager



WHEN OUR GAS GOLF CARS TAKE THE COURSE, THEY COME UP WITH THE RIGHT NUMBERS.

AMF Harley-Davidson® Gas Golf Cars produce the right numbers on the bottom line—to generate more profit and a better return on investment for your golf course.

That's why we've been a leader for 17 years. But you can't stay ahead by standing still. So we work overtime to improve our fine quality cars.

Take our 250 cc air-cooled engine. One of its major advantages is the simplicity of its design.

We do things like redesign the crankshaft to increase dependability.

Or we redesign the governor control for consistent vehicle performance.

Fact is, we're so confident of this engine, it comes with a 2 year parts warranty on key engine components and the primary transmission. No one has anything like it.

No one has anything like our styling, either. AMF

Harley-Davidson golf cars look more prestigious. Their classic look enhances the image of your course with your players.

But there's more that makes our golf cars exceptional values. Our hinged fiberglass body makes servicing fast and easy. Our 3-wheel cars have a wraparound front bumper with 2

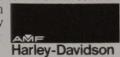
touch points for added stability. It's exclusive with us.

But then, the dependable quality of these golf cars is a proven fact. They have the industry's highest trade-in value.

And most important of all, our cars are sold, leased and serviced exclusively by your AMF Harley-Davidson Golf Car Dealer.

He's dedicated to improving your return on investment-

better numbers, for more black ink on your bottom line. We know these new gas golf cars go a long way to proving his point.



© 1980, AMF Harley-Davidson Golf Car Division.

HARLEY-DAVIDSON

WE PROVE OURSELVES ON THE BOTTOM LINE.

Write 116 on reader service card