

# We've got it all... on our side of the fence.

When it comes to lawn irrigation products, we've got it all. A warranty unmatched in the industry. A product line large enough to meet any application, at home, at work or at play. What you need, when you need it, from strategic warehousing and a large distributor network. A new series



of brass and plastic irrigation parts to keep us strong in the

marketplace. Quality control that maximizes the performance of our heads. A new product commitment to continue developing new products to meet our customers' needs. We've got it all...designed with you in mind.

On our side of the fence...we're on your side.

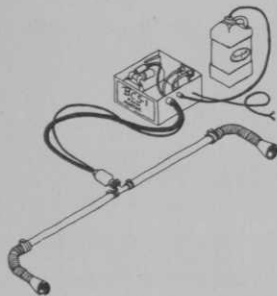
**SAFE-T-LAWN**  
QUALITY IRRIGATION PRODUCTS

Safe-T-Lawn, Inc./5350 N.W. 165th Street/Hialeah, Florida/(305) 625-7000



## Viewpoint

### Foam marker

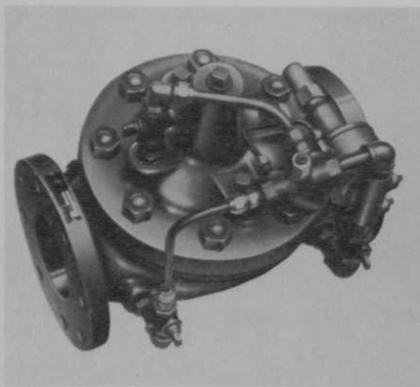


#### Adjustable frequency and duration

The BCS-1 Foam Marker drops tennis ball size balls of harmless foam that marks your progress. Mounted at each end of the spray boom are foam accumulators that enable one to spray without overlap, using the foam balls as a guide. Frequency of foam balls dropped is adjustable. The foam concentrate can be mixed to make the foam balls last for longer or shorter periods of time.

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### Pressure relief valve



#### Maintains constant pressure

The Cla-Val 50-01 Pressure Relief Valve is designed to maintain constant upstream pressure within close limits. It is used in pressure relief, back pressure or pressure sustaining functions. In operation the valve is actuated by line pressure through a pilot control system, opening fast to maintain steady upstream pressure but closing gradually to prevent surges.

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As Jim Brooks said in the Publisher's Point, the National Club Association's Legislative Conference left a positive feeling that Washington is going to "get off our backs", from a standpoint of unnecessary regulation. As always, when I hear political rhetoric, I'll believe it when I see it, but I do believe the pressure is on for these changes to happen.

The most impressive part of the meeting, however, was that people were there who cared about their industry and were making their voices heard. Many influential people, including Joe Black of the PGA, Don Rossi of NGF, Frank Underwood from the Golf Course Builders Association, Ted Nugent of American Society of Golf Course Architects, John Loupheimer of USGA, and Jim Maser, President of Club Corp. of America, which just bought Firestone CC and owns 97 other private clubs and Mike Bavier and James McLoughlin of GCSAA were there. And so were the Congressmen, listening and speaking! Jim and I had lunch with Congressmen Ralph Hall and Jack Hightower, both Texas Democrats, and both were interested in helping the NCA. The face-to-face contact was great, but also is the fact that many poll their constituents by the mail that they receive. We may get lucky and get helped in spite of ourselves, but if we don't speak out, it's going to be hard for someone to hear us!

Reading the newspaper tonight, I saw an editorial on the direct mail people who can now hotline it to thousands of people with requests for \$15, convert it into lobbyists, and change things. Chemicals, when lumped into the big group, have a bad image right now. And that is the side that is played up to the press who grab hold of it and run. If we remain apathetic, the superintendent might just become an "endangered species", as Stan Fredrickson, with Mallinckrodt, indicated in a recent article in A Patch of Green, the Michigan & Border Cities GCSA publication. Stan pointed out that many

important chemicals are gone. For whatever reason. Have you ever seen the final results on 2,4,5-T? Will anyone ever? Is it safe or not? It's gone. Incentive for development by industry is gone. The millions of dollars it takes to overcome the regulations just don't seem worth it to them.

What to do? Something—anything! Start by writing a letter, then get on the band wagon and convince anyone else you know who is connected with a golf course to write. IPM just doesn't have the biological tools yet to go it without chemicals.

Just to see if you're on your toes today, what do you think of changing superintendent to course manager? If you're going to form a troika with the club manager and the professional, why not have a comparative title? You manage a budget, you manage an inventory, you manage people. . . true or not? I've seen this brought up a couple of times now, and it's going to be brought up more often. It's something to think about.

This issue of Golf Business combines June and July. It is an economical move during, what for us, is the slow summer months. It's dual purpose is also to bring you relevant material, in a concise manner, that you will have time to read during your busiest season.

I continue to amaze even myself. Here I've motivated you, gave you something to think about, and gave you a break, all in the same two columns. Take this issue to lunch with you today and look it over. Then read it and let me know what you think.

Editors typically have a problem in that when we're in the office, we ought to be out hustling, and when we're out hustling, we ought to be in the office. Getting letters from readers makes it seem like you're out hustling while you're setting in the office!

*Lon Morris*



# Renovation in progress.

Now you can renovate your fairways in days—while your golfers keep playing.

Just apply Roundup® herbicide to your weed infested fairways. While Roundup goes to work, golfers can keep playing right over the treated turf. And you can reseed right through the dying grass just 7 days after applying Roundup. Re-infestation from weed roots won't be a problem either, since Roundup effectively controls the root systems of treated weeds and grasses. Yet Roundup is inactive in the soil, and won't move out of the treated area to injure desirable vegetation. You can even use Roundup to control weeds around greens, for general cleanup, in and around sandtraps, along fence lines, even around the clubhouse and tennis courts.

See your chemical dealer soon for your supply of Roundup. It can make fairway renovation and golf course weed control fast and efficient for you, and leave a lot more playing time for your golfers.

## Nothing works like Roundup.



FOR LITERATURE  
CALL TOLL-FREE  
1-800-621-5800  
In Illinois, 1-800-972-5858.

ALWAYS READ AND FOLLOW THE LABEL FOR ROUNDUP.  
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# Classified

August issue closes July 10  
 September issue closes August 10  
 October issue closes September 8  
 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, 7500 Old Oak Blvd., Middleburg Heights, Ohio 44130. 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, 7500 Old Oak Blvd., Middleburg Heights, Ohio 44130.

### 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.

### EDUCATION-BOOKS

CHALLENGING CAREER—Above average pay; two year associate in Applied Science Degree in Golf Course Operations/Landscape Technology. Financial assistance available. Write Western Texas College, Snyder, TX 79549. 915 573-8511.

### HELP WANTED

INSTRUCTOR—SCHOOL OF GOLF COURSE OPERATIONS. Lake City Community College, located in the pine forest of North Florida, is searching for an individual to teach courses in irrigation and drainage, turfgrass science, soils and other related subjects. Minimum requirement: B.S. degree in plant science field with two years experience in golf course maintenance. Practical knowledge of irrigation and drainage is necessary. Salary range: \$16,500 to \$24,900, depending upon degrees and

years of experience. Date to be filled: August, 1981. Send inquiries directly to Jerry H. Cheesman, Director; School of Golf Course Operations, Lake City Community College; Rt. 7, Box 42; Lake City, FL 32055. An Equal Opportunity/Affirmative Action Employer.

### MISCELLANEOUS

GREENSKEEPER! VALLEY GREEN, all organic fertilizer for your course. Inexpensive, long lasting, easy to handle, can be applied anytime, non-burning. Information, price list and free sample. Virginia Dehydrating, Inc., P.O. Box 216, New Market, Virginia 22844. 703 740-3185.

GOLF CART FLOOR MATS for Harley 3 wheel carts, \$17.75 per set. C.O.D. or send payment to Rice Die Cutting Co., 8831-33 Ave., Kenosha, Wisconsin 53142.

### ASSOCIATIONS

**Southeast Golf Course Owners Association**  
 P.O. Box 596, Lebanon, Tennessee 37087  
 (615-449-4217)

*United management development through cooperative organization. Promotion of golf course operation efficiency and service to our golfing public.*

### 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.*

### USED EQUIPMENT

TREE TRANSPLANTING EQUIPMENT—New and used. For sale, lease, or rent. Financing available. Turf & Tree Supplies, Box 291, Rockton, IL 61072. 815 624-7578.

MASSEY FERGUSON 30 diesel turf tractor. 64 hp, good, very economical,

\$4,500.00. 309 364-2585, 309 364-3134.

FOR SALE: TORO Parkmaster mower. Seven reels, power steering, condition good. Contact George Martin, Box 1527, Huntsville, Alabama 35807. 205 539-9434.

35 EASY-GO CARTS, 1975, good condition, available all or part October, evenings, 1 309 692-7316, days, 1 309 691-8361.



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## Sales Offices

**ATLANTA:** 3091 Maple Dr., Ste. 312,  
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**JAMES R. BROOKS**  
 National sales manager



**BOB BEAVERS**  
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**ROBERT A. MIEROW**  
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# You just can't buy a better mowing tractor.



It's been proven time and again, day after day, acre after acre. You just can't buy a better cutting mowing tractor. For a very convincing demonstration, call your Jacobsen Distributor.

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