

FOR SALE (CONT'D)

MID-COURSE RESTROOMS!

**Tired of Porta-Potties?
No Water? No Sewer?
No Problem!**

Select our "Next Generation"
Waterless Vault Restrooms

**Hose-down maintenance
1-Day installation
Guaranteed No Odor!**

Since 1976... The Nation's Restroom Choice for
Parks, Golf Courses, and Campgrounds



Call for a brochure
(800) 447-6570

www.restroomfacilities.com

ProMark

Yardage Markers For:

- Fairways
- Tees
- Cart Paths
- Quick Couplers



4 year replacement warranty
No minimum purchase

Customized requests our specialty

Excellent

Customer Service and Satisfaction!

Since 1990

800-552-3485

Fax: 785-227-9998 www.yardagemarkers.com

Put the Power of
DIRECT MARKETING
to Work for You!

Mail, phone or fax to over
14,000 decision makers in the
Golf Course industry!

For counts and pricing contact:

→ **Joe Gilliam**

440-891-2773 or 888-RENTLIST

Golfdom

WEBSITES

www.GolfProHelp.com The online resource for golf professionals and course superintendents. With articles, book reviews, a calendar and over 1,000 links, we are the only site that caters specifically to the golf industry. Be sure to subscribe to our monthly newsletter, as well as bookmark our frequently updated site. 11/00

Golf Course and Irrigation Supplies Your on-line connection to all the companies you need. Contact information including web-site links are provided. Look up a company you know or compare what is available. **www.golfcourse-supplies.com, www.golfcourseequipment.com, www.golfcoursemanagement.com, www.golfcourse-services.com, www.irrigationsupplies.com** 12/00

REPRINTS

- ◆ Develop direct-mail campaigns
- ◆ Create trade show distribution materials
- ◆ Present info at conferences & seminars

Custom reprint packages include an E-Print of the same article to post on your website.

Golfdom

ADVANSTAR MARKETING SERVICES
MARCIE NAGY 1-800-225-4569 ext. 2744
440-891-2744 • Fax: 440-891-2740

Golfdom's Joke of the Month



A hack golfer spends a day at a plush country club, playing golf and enjoying the luxury of a complimentary caddy.

Being a hack golfer, he plays poorly all day.

Round about the 18th hole, he spots a lake off to the left of the fairway.

He looks at the caddy and says, "I've played so poorly all day, I think I'm going to go drown myself in that lake."

The caddy looks back at him and says, "I don't think you could keep your head down that long."

Ad Index

106	The Andersons	7
119	The Andersons	35
138	The Andersons	68
143	The Andersons	77
145	The Anderson	79
124	The Andersons	49,51,53,55
121	Covermaster Inc	41
101	Diamond Pro	CV2
	Dow AgroSciences	58a-b
123	EcoSoil System	48
150	Environmental Biocontrol	37
118	Epic	34
151	First Products	37
135	Floratine Products	64
104	Griffin/Nature Safe	1
105	John Deere Co	4-5
110	Kohler Co	19
140	Lesco	71
117	Milliken Chemicals	33
142	Milorganite Fertilizer	75
128	Nu-Gro Technologies	57
111	Nutramax Laboratories	21
112	PBI Gordon	23
131	PBI Gordon	60
146	PBI Gordon	81
144	Pacific Sod	76
126	Pickseed West	52
102	Precision Labs	CV3
109	Pursell Industries	16-17
133	Roots	62
129	Securall Cabinets	58
103	Tee-2-Green	CV4
113	Textron Turf Care	25
114	Textron Turf Care	28
147	Textron Turf Care	82
132	TifEagle	61
134	TifEagle	63
136	Tif Eagle	65
137	TifEagle	67
139	TifEagle	69
122	Toro	42-43
125	Turf Merchants	50
107	United Horticultural Supply	9-10
108	Union Tools Irr/Signature Controls	13
120	Van Waters & Rogers	40
130	Water Wick	58
127	West Coast Turf	54
141	Zeneca Professional Products	73

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.

cyber cars

GOING CAR SHOPPING?
JUST REMEMBER YOU CAN'T
KICK THE TIRES ONLINE.

BY MARK LUCE

So you're watching late-night TV, and you keep seeing these whiz-bang ads about how easy it is to buy a car online. Think again, cowboy.

Trying to buy a car online is more hassle than it's worth. It's not like purchasing a book, clothes or even furniture. It takes too long and is extremely frustrating. Also, it's really tough to kick the tires over the phone lines.

If you dig deeply into some of the more well-known auto sites — *autobytel.com*, *giggo.com*, *imotors.com*, *autoweb.com*, *vehix.com*, *carpoint.com* and *autodealer.com* — the first thing you'll discover is that nearly every car is somehow tied to dealers. The other thing you notice is how all the sites have connections with finance and insurance companies so that, in theory, you can make a total car purchase in no time.

But that's all in theory. Even getting a quick quote on a new car is a hassle. I was looking (out of my range) at a new 2000 Jaguar XJ8 on *vehix.com*. After filling out my name and address, scads of contact information and e-mail, I was

unceremoniously told that a dealer would contact me in a few days. So I called a local Jaguar dealer, and in about 30 seconds the sales manager told me it would be about \$59,000 for a 2000 XJ8 with heated seats and a killer sound system.

Used cars can be even more of a hassle. The way most of the sites are designed, you search for cars by your zip code. If you live in Montana, good luck finding anything. Even being 30 miles from Kansas City, Mo., brought a whole lot of nothing.

There is a practical side to all of this. Most sane people I know won't buy a car sight unseen. Even though some of the sites, such as *autoweb.com*, offer "360-degree interior views," seeing a grainy photo on the Web isn't the same as smelling the inside, seeing the dings and getting an overall feel for the car — not to mention taking a test drive.

Normally I would never encourage anyone to deal with the bad neckties and slick ways of a used-car dealer, but I will now. In fact, after wading in the morass of online auto buying for several days, I'm amazed at the total lack of ease of nearly all the online car sites. You're better off with a pen and the classifieds or just driving from lot to lot.

That's not to say there isn't good information about cars on the Web. But as all good consumers know, it's buyer beware and do your homework. Your best bet is to use the Web for research.



PHOTODISC IMAGE ENHANCED BY DAN BEEDY

With that in mind, one of the best sites is *www.kbb.com*, home of the ubiquitous Kelley Blue Book. Not only will it tell you if you're getting rooked on a car price, but it also features a check for lemons, a list of local dealers, online quotes and a payment calculator.

Another site that is simple to use — and not as geographically constricting — is *www.autotrader.com*, which combines private sellers and dealers with easy-to-navigate links. If you're looking to buy new, the Saturn site, *www.saturn.com*, is the easiest of all. I picked a L-Series model and was looking at a reasonable no-haggle price in minutes.

I did do some dream scouting and found a 1999 Lamborghini Diablo through *autotrader.com*. It was a steal at \$299,500. A trip to the Kelley Blue Book finance calculator told me I could have the car with no money down on a 60-month loan at 8 percent for the bargain price of \$6,082.90 a month.

Mark Luce, a free-lance writer based in Lawrence, Kan., has spent a total of \$701 on his last three vehicles, which have lasted him nearly seven years.

GOLFDOM, Volume 56, Number 0, (ISSN 1526-4270) is published monthly by Advanstar Communications, Inc., 131 W First St., Duluth, MN 55802-2065. Subscription rates: One year \$25.00 (U.S. and possessions), \$35.00 (Canada and Mexico) and \$65.00 (all other countries). Air expedited service is available in countries outside the U.S. and Canada at \$45.00 per year. Current issue single copies (prepaid only) \$5.00 (U.S. and possessions), \$7.00 (Canada and Mexico) and \$8.00 (all other countries). Back issues (if available, prepaid only) \$10.00 (U.S. and possessions), \$14.00 (Canada and Mexico) and \$16.00 (all other countries); add \$5.00 per order shipping and handling for both current and back issue purchases.



Periodicals postage paid at Duluth MN 55806 and additional mailing offices.
POSTMASTER: Please send address changes to GOLFDOM, 131 W 1st St, Duluth, MN 55802-2065. Canadian G.S.T. Number: R-124213133, Publications Mail Agree-

ment number 1436694. Printed in the U.S.A. Copyright (c)2000 by Advanstar Communications, Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any information storage and retrieval system, without permission in writing from the publisher. Authorization to photocopy items for internal or personal use, or the internal or personal use of specific clients, is granted by Advanstar Communications for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr., Danvers, MA 01923, phone 978-750-8400, fax 978-750-4470. Call for copying beyond that permitted by Sections 107 or 108 of the U.S. Copyright Law. For those not registered with the CCC, send permission request in writing to Advanstar Marketing Services, Attn: Permissions, 7500 Old Oak Blvd, Cleveland, OH 44130 or fax to 440-891-2740.

A SURE SIGN THAT CASCADE™ PLUS IS DOING ITS JOB.

The best choice for
firmer, faster greens.



Your course is more challenging when the greens play faster. Keep the challenge alive with new, improved Cascade Plus. You'll get faster, deeper water penetration throughout the root zone which means less hand watering. The result is firmer, more uniform greens that play faster. And because Cascade Plus provides proven performance over hydrophobic soil conditions and localized dry spots for 4-6 months, you'll see what superintendents and university researchers have discovered—that Cascade Plus delivers better drainage and deeper more even root growth with longer lasting improvements in turf color, quality and stress tolerance. Use Cascade Plus, now with an easier more convenient application technique, and give golfers the challenge they deserve.

Call 800-323-6280 for more information, or for a Cascade Plus distributor near you.



Cascade Plus
Longer Lasting
Water Infiltration


PRECISION™
LABORATORIES, INCORPORATED
Performance Chemistry
for Aquatics and Turf

www.precisionlab.com
©1999 Precision Laboratories, Inc.
Cascade Plus is a trademark of Precision Laboratories, Inc.

Circle No 102