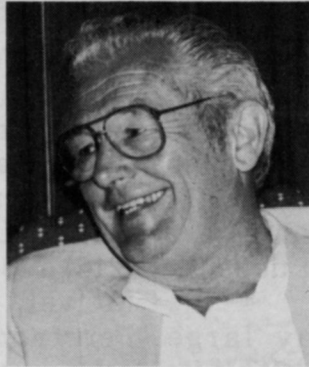


Meter, Ia.

At the opening ceremonies, *Lawn Care Industry* magazine publisher Jon Miducki presented its "Man of the Year" award to James I. FitzGibbon, CEO of Lesco, Inc., in Rocky River, Ohio.

"Many names crossed our minds in trying to decide what one person made the most significant contribution to the industry," Miducki said. "(We found) one person who consistently went the extra mile. FitzGibbon had the foresight to recognize lawn care as a separate industry from landscape, and has been instrumental in developing marketing programs and distribution systems to benefit the LCO."



Lawn Care Industry magazine "Man of the Year" James I. FitzGibbon.

The lengthy but interesting opening session also featured a reunion of some of the organization's 36 founding members, who gathered in Fort Mitchell, Ky. on June 14, 1979. □

ORGANIZATIONS

REAP scientists offer certification

LAS VEGAS, Nev. — Formation of a new organization, the Registry of Environmental and Agricultural Professionals (REAP), has been approved by the Board of Directors of the American Society of Agronomy.

REAP will provide standards and certification for professionals working on "agricultural, urban, public health and environmental services."

To join REAP, a society or organization will need to develop its own registry and certification program for members. Working to-

gether, REAP societies will benefit by using the same offices, staff and other resources.

"REAP represents a strong move in the right direction to pull a number of disciplines and organizations together so they can mutually benefit," says Dr. Ricks Pluenneke, a plant scientist from Fort Worth, Texas. "Many of us work with properties where we deal not with just one aspect but the whole landscape package."

Pluenneke believes that certification is becoming more important, and that better communication between scientists with different specialties and with practicing professionals is imperative.

"In modern agriculture, unquestionably the biggest problem facing us now is our inability to adequately communicate with the public," says Pluenneke. "we need to get our act together, and REAP will help us with that as it grows."



Pluenneke

Pluenneke was named chairman of the Soil & Plant Science Division, or Division A-8. For the sub-division for urban professionals, he has enlisted the services of Dr. Jim McAfee of ChemLawn Corp.

Standards and certification requirements would be the responsibility of each member society with approval of REAP directors.

continued on page 14

LEGISLATION

Drug testing is here, now, for lawn, landscape drivers

WASHINGTON, D.C. — Drivers of trucks carrying commonly-used lawn care chemicals will be required to be tested for drugs under new federal regulations that begin this month.

Lawn and landscape companies which employ 50 or more drivers must comply by Dec. 21 with new sections of the Commercial Motor Vehicle Safety Act of 1986. Those with fewer than 50 drivers have until Dec. 21, 1990 to begin a drug testing program.

"The problem with these rules is enforcement," says Paul Skorupa, assistant director of the Pesticide Public Policy Foundation.

"People could probably get away with it (failure to do drug tests) for years and years," he says, just as they now skirt DOT

regulations on packaging and shipping hazardous materials.

However, enforcement is likely to occur if a vehicle is involved in a traffic accident. The U.S. Department of Transportation may then find cause to audit the company headquarters and the entire operation, Skorupa warns.

A number of consulting firms will provide drug testing along with the required notification and documentation.

Drivers are to be tested for the presence of marijuana, cocaine, opiates, amphetamines and phencyclidine (PCP).

If test results indicate that a driver has used drugs, the new rules do not mandate that the person be fired. Each company, though, must have a written policy on how such an offense would be dealt with. □

GOLF

Groundwater may remain nitrate-free

ITHACA, N.Y. — With good management practices, golf courses can protect groundwater from nitrate contamination, according to a recent study by Dr. Martin Petrovic of Cornell University.

Petrovic recommends applying frequent, light rates of nitrogen, or using slow-release nitrogen resources, even though they may be more costly. Superintendents also should avoid fertilizing when turfgrass is naturally slow growing, especially in cool weather.

Managers, Petrovic adds, should conservatively irrigate the golf course to both save water and reduce leaching. They also can reduce the scope of "heavily-managed" areas and use fewer energy-demanding plants where possible.

Petrovic adds that research on greens-type sites (high sand content) does not support the conclusion that golf courses are prone to heavy nitrate leaching, especially with today's trend toward lower nitrogen rates and slow-release sources. □

Correction

The chart accompanying our October seed report failed to list Pickseed's Crossfire and Shortstop as dwarf tall fescues. Also, Mustang is a Pickseed variety, not a Turf-Seed variety, as was listed.

LANDSCAPE MANAGEMENT apologizes for the errors. □

REAP from page 11

Noted Dr. Arden Baltensperger, new president of the American Society of Agronomy: "The REAP approach to certification is very timely to turfgrass practitioners and consultants at a period when environmental concerns are so much in the limelight. It could complement existing certification programs such as that of the Golf Course Superintendents Association of America."

REAP will not be limited to scientific societies but can include professional organizations in the turf, landscape and urban forestry sectors, including those which may already have existing certification programs, Plueneke notes.

Interested organizations should write Dr. Robert Barnes, ASA, 677 S. Segoe Rd., Madison, WI 53711.

The ASA made the recommendations in October at its annual meeting in Las Vegas, Nev. □

LANDSCAPING

The 'Top 50:' do you qualify?

CLEVELAND — LANDSCAPE MANAGEMENT magazine will publish its fourth annual listing of the Top 50 landscape contractors in the U.S.A. in March, 1990. Companies are permitted on the list depending on size.

Is your company large enough to make the list? If its sales revenues were \$2 million or more in 1989, it may qualify

for the Top 50 list. If sales are less than \$2 million but more than \$1 million, it may make our "Best of the Rest" category. For more information, call the LM editorial offices at (216) 243-8100. Ask for Terry McIver, Jerry Roche or Will Perry and we'll make sure you get a copy of the questionnaire we send out to qualifying companies. □

SERVICES

Computer program ends search for ornamentals

FORT LAUDERDALE, Fla. — The most comprehensive on-line electronic retrieval service for buyers and sellers of ornamental plants and foliage has been introduced by Betrock Publishing Inc.

Called PlantSearch, this

state-of-the-art program enables landscape architects, landscape contractors, nurserymen, plant brokers and interiorscapers to instantaneously locate hundreds of plants in Florida and other states.

"This stands to revolutionize the plant searching business as we know it today," says company president Irv Betrock.

PlantSearch subscribers can access a daily updated electronic library just by dialing a toll-free line through a personal com-

puter any time of the day or night. The program offers listings of more than 10,000 plants from 500 nurseries. In addition, subscribers will be informed of the plant's specific characteristics like water and food needs, soil suitability, salt tolerance, etc.

The service is available in the U.S., Canada, the Netherlands, West Germany, Italy, France and England. For more information, call April Hutchinson at Betrock: (305) 434-4440. □

REMOVE VOLUMES OF WET, DENSE MATERIALS FAST

16HP MI-T-VAC® HEAVY-DUTY COMMERCIAL LOADER

- 3600 cfm (free vacuum) force
- 16 HP I/C Briggs engine • 8-blade cast magnesium heat treated impeller
- 18' X 8" intake hose • Venting not required
- Trailer and hose boom extra

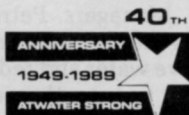


Made in USA for 40 Years
by the Originators
of Quality Commercial
Vacuums and Blowers



MI-T-VAC®
ATWATER STRONG

P.O. Box 1108 • Akron, OH 44309
(216) 630-9822 • FAX 1-216-633-8701



TRAINING

Consulting firm to offer training, workshops, testing, certification for lawn and landscape industries

CLEARWATER, Fla. — A new consulting firm will produce educational materials, plan training workshops and meetings, and develop testing procedures and certification programs for the green industry. Its name: Horticultural Education Services Inc. (HES).

The firm has already produced a certification manual for landscape maintenance operators. It is writing another manual for supervisors in maintenance. Also in the planning stage is a workshop for consultants, with emphasis on the preparation of reports.

"Many instances occur where the actual presentation of a report can be the primary influence on a consultant's continuing with a client or not," says HES president Dr. Derek Burch. "The professionalism which is displayed is the indication of a person's ability to produce top results." Burch is also executive secretary of the Florida Ornamental Growers Assn.

Jack Siebenthaler serves as vice president, and Charles Binaman is secretary/treasurer.

For more information, call (813) 446-3356. □

SHORT CUTS

THE BAN ON EDB...might backfire, writes **Walter Shroeder** in the New York State Professional Applicators Coalition newsletter. According to Shroeder, EDB was effective on mold spores. Some of the mold spores it helped to control produce aflatoxin, which Shroeder describes as "one of the most potent carcinogens known." Now that EDB is no longer used, Shroeder believes the consumers are receiving higher levels of a carcinogen with their food intake than they would if EDB was still around.

WHAT DO THEY WANT?...If they're baby boomers and senior citizens, they want instant color, mixed plantings, exotic materials and native stock. So says Dr. **Chuck Greenidge**, president of Greenidge and Associates, Inc., a consulting group located in Evergreen, Colo. Their goal, says Greenidge, is to guarantee "an immediately successful lawn and garden experience." That's something to consider when marketing your landscaping service. Greenidge says nursery consumers delay their purchases until just before the season breaks or until a pest or weed problem has already developed.

A NEW KEY FOR THE RING...A microcomputer-assisted dichotomous key has been developed by Drs. **A.E. Dudeck** and **J.A. Wetherington** at the University of Florida to key out and identify seed of 21 commonly used turfgrasses. Called "Turfseed," the program has a "help" function that calls up entries from a glossary referencing technical terms displayed on any one screen. When an unknown seed sample is identified, or "keyed out," all characteristics of the identified sample are summarized on one screen. Knowledge of basic plant morphology and agrostology is a suggested prerequisite for interested users. For more information, contact IFAS Software Office, Building 120, Room 203, University of Florida, Gainesville, FL 32611.

SAFETY MESSAGE IS OUT...The Outdoor Power Equipment Institute (OPEI) reports it has reached more than half the U.S. population with its safety education campaign. The message is to "Think Safety With Power in Your Hands." **Dennis C. Dix**, executive director of OPEI, says the message has been sent through dealer point-of-purchase materials, print and broadcast news, public service announcements and a nationally-syndicated radio program. "We believe we're making an impact," says Dix. The three-year safety campaign continues into 1990.

WEEDS: YOUR DAYS ARE NUMBERED!

Country Club 19-4-6
with

TEAMTM

Promote turf growth and color this spring—while controlling crabgrass, poa annua and goosegrass with Country Club 19-4-6 with 1.15% Team. Formulated with 28% organic nitrogen, this homogeneous product provides a superior feeding and better particle distribution for outstanding weed control. All in one time-saving application! From the source for premium quality turf products—your local Lebanon distributor.


Lebanon
TOTAL TURF CARE

A division of Lebanon Chemical Corporation

TEAMTM is the Registered Trademark for Elanco Products Company's combination of benefin and trifluralin.

Texas super uses sulphur on sodium in water supply

DALLAS — Randy Thompson, superintendent at The Cliffs in Possum Kingdom, Texas, recently found a solution to high sodium content in the course's water supply.

He solved it by applying 10-0-0-18, a high sulphuric acid content fertilizer manufactured by The Greensmiths, located here.

"We had golden brown fairways last summer, and some black layer problems," remembers Thompson, "and there was nothing we could do. Now, everything's green, and it's a world of difference."

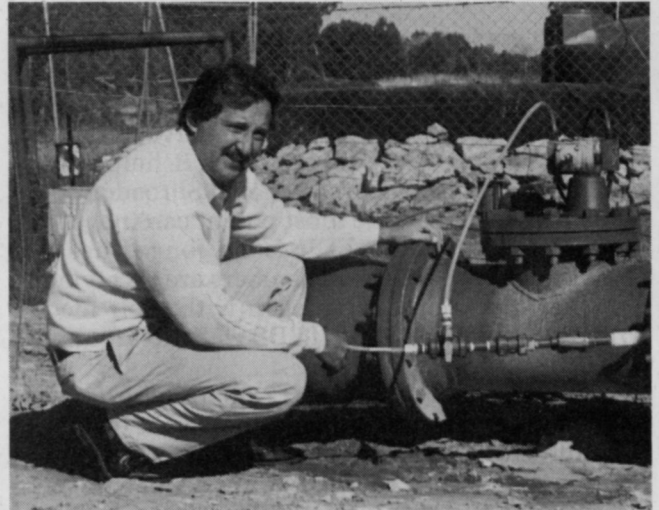
Thompson says The Cliffs' water is also high in carbonates, which is usually associated with high salt content. "As the pH

starts to increase," explains Thompson, "the carbonates precipitate and shrink the soil. It gets to a point where you can't get any infiltration. The 10-0-0-18 lowers the pH of the water, acts as a wetting agent, and dissolves the carbonates."

Jim Montgomery, chief executive officer of The Greensmiths, says the product contains 55 percent sulphuric acid, with 18 percent as elemental sulfur.

"We use it to acidify the water, to adjust the pH to a neutral or slightly acidic value," he notes. "But we're not going in there to pump a lot of acid into the soil. We're using nature's balance to bring everything back on an even keel."

"Although sulphuric is



Randy Thompson checks the fertilizer injector used on The Cliffs. A holding tank can be seen in the background.

extremely strong acid, it's safe to use once it's adsorbed (chemically bonded)."

Thompson says the 10-0-0-18 helped to lower the soil's sodium absorption ratio. "By disassociating the

sodium and carbonate ions and allowing the sodium to be leached, you get a good deep watering."

Montgomery says that Greensmiths is probably the only fertilizer company to address specialty soil



Stop crabgrass from grabbing hold

Once crabgrass takes hold, you're the one who gets squeezed. Angry customers want your neck.

Well now there's a pre-emergent program that's custom-tailored to your needs. It's a unique herbicide program available

at your DOTS distributor.

You can choose from TEAM, SURFLAN, BALAN or XL depending on your location and turf conditions. Your DOTS distributor will customize your choice by matching your desired

problems that are industrial in nature, such as a toxic chemical spilled in the soil or an oil refining

site that's collected too much oil in the ground. "We manufacture a number of acid fertilizers be-

cause they're not available from other sources," Montgomery notes.

—Terry McIver

A tradition of excellence

WESTLAKE, Ohio — "Any guy," John Kramer says, "can put a shovel in the trunk of his car and call himself a landscaper. Landscapers have a very poor image. They (the un-professional ones) ruin it for those of us who've been in it for a long time. We have a good industry; there are a lot of good landscapers out there."

As founder/president of Kramer's Landscaping and Nursery Co. here, Kramer has upheld a tradition of excellence and professionalism. He's won numerous awards, from the American



John Kramer talking professionalism: "We have a good industry. There are a lot of good landscapers out there."

Landscape Contractors Association, the Association of Nurserymen and the Garden Center of Greater Cleveland.

For Kramer, professionalism extends to daily appearance, and he has always conducted business in a shirt and tie.

"I'm not trying to impress anyone, I'm trying to upgrade our image, to let people know we're as good as any other profession," he notes.

Kramer agrees that industry associations need to be more active in improving professionalism, but they have difficulty getting people to respond and participate. "A small percentage of them do, but you don't get enough of them to cover this area."

Kramer handles complete landscaping services for residential and commercial clients, from site



with DOTS custom-blends.

active ingredient per acre rate with the fertilizer analysis to fit your nutrient demands.

Your DOTS distributor then offers personalized service providing helpful and timely advice to maximize results.

For more information on the DOTS fertilizer and pre-emergent herbicide program, call 1-800-345-DOTS.

At DOTS, we help your turf look its best. So you look your best.

Always Read and Follow Label Instructions.



**Distributor's Own
Turf Supplies™**

development to design/build. Patios, decks, retaining walls, fences, sprinkler systems and outdoor lighting are all available.

Assignments cover basically all kinds of planting. This past summer, Kramer's men were busy landscaping quite a few newly-built residential homes now waiting for buyers.

One past assignment has become something of a Kramer's signature project. The grounds surrounding St. Bernadette's Church in Westlake was beautifully designed and landscaped, with a large pond to receive drainage from the parking area. Kramer found he needed an area to receive water runoff from the new parking lot, and suggested digging a large pond to collect the water. An aerator was installed, and a parishoner supplied two swans

who took up residence inside the fence.

Decorative mounds were built with dirt left over from the pond construction. Flower and tree arrangements close the public meeting area off from the lot, and provide an appropriately serene setting for churchgoers.

Kramer's is also known for its nursery, which is open to the public daily. Passers-by can view seven acres of trees, shrubs and ornamental and shade trees.

John Kramer's thoughts on the landscaping industry have been formulated and refined during his 40 years of experience. He's seen the best and the worst the industry has to offer, and is an ardent supporter of professionalism. When he sees something less than that, he becomes concerned.

Kramer thinks builders

are becoming more conscious of landscaping as an important part of a project.

"Even fast food chains try to outdo each other in the landscaping of each franchise," Kramer says. "I guess if everybody can get interested and active and stay at it, maybe we can turn it around."

—Terry McIver

The GCSAA will bestow its highest honor, the Old Tom Morris Award, in February. **Sherwood A. Moore**, a 50-year member, will be so honored. Moore has been super at Winged Foot Golf Course in Mamaroneck, N.Y., Woodway C.C. in Darien, Conn. and The Captains G.C. in Brewster, Mass. Recently retired as acting agronomist for the USGA Green Section, Moore continues to work as a consultant at The Captains. □

Industry must wake up, now!

To the editor:

An open letter to the National Arborist Association (see "NAA Set to Battle OSHA Regulation," October LM):

As usual, this industry views any regulation as an affront to its existence.

Our only method of response is "defense fund" and "battle" mentality.

The OSHA-proposed Vertical Standard regulations seem to make sense to me. Especially the CPR requirement. Having a security rope and the necessary training to do work around electricity should have been required long ago.

In our shortsighted effort to be competitive, we always seem to balk at spending a few dollars for the employees' benefit. And then tell them it's the "bad-guy regulators" or us.

You seem to wonder why this industry doesn't have new people interested in "filling the shoes" of older employees. First, if you trained people and then paid them what they're worth and then charged the proper price for services, you would be playing on a more even field. If you hire \$4.50-an-hour people, that's just what you'll get. Do you really think that a person qualified to (1) mix dangerous chemicals, (2) apply those chemicals without common-sense protection, and (3) bust their butts for you should make \$12,000 to \$15,000 per year?

This industry best wake up and start treating its hardest workers with a little respect and a lot more money and charging accordingly.

If you took a little initiative and worked with regulators, the resulting legislation might not seem so restrictive.

Steve G. Shegitz
Metro Turf
Dimondale, Mich.

SIMPLIFY YOUR PRUNING!

MAIBO 

**The Fastest, Lightest,
and Strongest Tree Trimming
Equipment in the World**

MAIBO, INC. MANUFACTURERS
Rt. 1, East Stone Drive
Kingsport, Tennessee 37660

1-800-331-2306

California

1-800-543-8694



**FINANCING AVAILABLE
DEALERSHIPS AVAILABLE**

**COMPLETE
SYSTEMS START
AT \$999.00**

**Our Two Year Warranty Only
Applies When Sold By Our
Authorized Distributors.**

International Patent



The choice is yours. Whether your customers need season-long preemergence weed control by itself or on fertilizer from leading formulators, Team fits.

Either way, you can control crabgrass and goosegrass season-long with just one application. Or even a split application, if need be, to better fit your program.

Team granular also fits your high standards of annual grass weed control. University tests show it's outstanding. Team gets to the ground and stays put to form a zone of protection that keeps weeds out all season long.

And Team does all this without hurting your turf, including sensitive bentgrass.

So spread it straight in granular form. Or spread it on fertilizer available from leading formulators. Team fits your program. See your Elanco representative. Or call toll-free: **1-800-352-6776.**

Elanco Products Company
A Division of Eli Lilly and Company
Lilly Corporate Center
Dept. E-455, Indianapolis, IN 46285, U.S.A.
Team™ — (bifenox+trifluralin, Elanco)
Refer to Team label for complete use directions.



Circle No. 104 on Reader Inquiry Card

Spread it your way.



Team™ granular.



Team™ on fertilizer.



IDEAS OF THE FUTURE AT WORK TODAY

IN THE 1990s: MORE PEOPLE... MORE WORK... MORE MONEY...

If you work in one of the green industries and thought you had it good in the 1980s, you ain't seen nothin' yet. Read on.

by Jerry Roche, executive editor

The green industry continues to expand at an amazing rate, according to statistics obtained for this LANDSCAPE MANAGEMENT "State of the Green Industry" report.

For instance, a survey conducted just three years ago indicated that 41 percent of LM's readers were involved in ornamental installation and care. In an exclusive survey conducted this fall, that number zooms to 69 percent as operations have sought provide clients with more services and more diverse and beautiful landscapes.

In the 1986 survey, 49 percent of our readers indicated they purchased fungicides for turf disease control; this year, 73 percent said that they offer disease control.

Though most landscape operations are still small (fewer than five employees), the industry is attracting more workers. In 1988, the survey notes, the average staff was 20.8; in 1988, the average staff was 21.8. Projected to the magazine's full read-

ership, employment rolls totalled 982,231 in 1988 and 1,040,927 in 1989. That, nationally, means at least 60,000 new workers in the industry.

Managerial wages have not changed much. The average LM reader makes \$32,117.24 per year with the bulk of those (64 percent) in the \$20,000 to \$40,000 range.

Despite many concerns (see related article), most landscape managers remain optimistic about the green industry as they head into the 1990s. Almost 20 percent of our readers who took time to return questionnaires rated their outlook perfect 10s on a scale of 1-10. Sixty-five percent gave the industry at least an 8, and the survey average was 7.99.

Here is a quick summary of our findings in the three main segments of the green industry.

Golf: more public?

The golf industry's response to an increased need for more holes has been

good. Yet the average golfer will face long lines by 2000 if private courses continue to proliferate.

Developers see residential/member courses as the quickest way to make money—by selling the course to members as soon as possible. But the "equity" course is not without its disadvantages. Members descend upon the superintendent; everyone's a boss. Policital, stressful situations can follow in this scenario.

Profit, however, can be made from a long-term commitment to public courses. Industry experts see a need for more investor groups interested in one public course for a long time.

Landscaping: more companies

The landscape industry in 1990, according to projections, will be a phenomenal 25 to 40 percent larger than in 1989. Why? Because both homeowners and business owners are putting increased emphasis on good-looking lawns and landscapes.

This virtually uncontrolled growth will probably result in new landscaping contracting companies coming into the market, experts say. As a matter of fact, if 1989 is an indicator of the potential quantity of new companies in the industry, most markets will see the number of companies double.

Government: negativism

There exists among landscape managers in the government sector a degree of pessimism as the 1990s approach. Tax cuts mean cuts in the budgets of governmental institutions. And history has proved that landscaping is the first thing to go.

There is also a need to look at the government landscape manager as environmentalist. Most agree that they must do a better job of communicating. For the public to insist that government institutions abandon pesticides in the landscape borders on the ridiculous, some say.

Summary

The 1990s promise to be different in many ways for the landscape manager, depending on his or her individual field of expertise. But all indications are that the green industry as a whole will continue to grow at a healthy pace—healthy for the industry, healthy for society and, especially, healthy for the environment.

WHAT READERS SAY

When asked what factors would have a financial impact on their operation in 1990, an overwhelming number of LM readers (60 percent) indicated liability insurance. Also high on the list of concerns were equipment maintenance (54 percent) and insurance other than liability (49 percent).

LANDSCAPE MANAGEMENT readers voiced a number of concerns in their open-ended responses to the survey questions. Here are some of their comments:

- "Problem number one is labor; problem number two is insurance."

- "You should send the results of this survey to the heads of government so they can read about the importance of training and proper equipment in this industry."

- "I think golf course construction and multi-family homes around golf courses will continue to increase in the '90s."

- "We are in desperate need of upgrading our status as professionals in this industry. 'Landscapers,' 'arborists,' 'grounds maintenance personnel' and others representative of this field should have accrued a minimum requirement of educational credit or certification in order to get a dealer's license. \$50 is still a small fee to pay to receive all the advantages of established, legitimate businesses trying to pay technical personnel and remain competitive with seasonal operations."

- "Expansion begins in 1990 for our course. We're revamping the back nine and adding nine more holes with a new clubhouse at a cost of \$2.5 million."

- "We need an active organization to control various aspects of the industry, not only for the people in the industry, but for the consumer as well. Public opinion must be improved!"

- "The green industry has hopefully hit bottom in Texas and will have moderate construction growth going into the 1990s."

- "Overall, this industry is overworked and underpaid."

- "Being a golf course superintendent is a thankless job. Most people or owners don't realize the amount of variables involved that affect providing a quality facility. As prepared as you might seem, Mother Nature is always throwing you curves."

- "Operating budgets are becoming tighter as enrollments start to drop because of student age population decrease. We need ideas and help to be able to do more with less."

- "We dropped all maintenance in the spring of 1989 due to insurance and vehicle costs and employee turnovers. We are concentrating on installation and having a great year."

- "Quality-minded individuals in the mowing end of the business are very hard to find and keep."

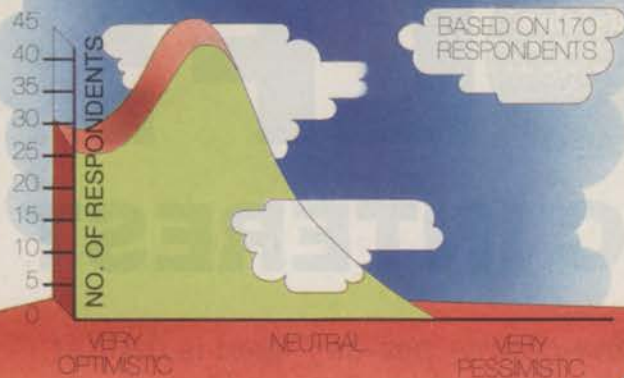
- "Water and governmental regulations could affect the whole industry."

- "As the population increases, the need for open/green spaces increases. Desire for athletic fields, recreation areas and hiking trails is on the increase."

- "One of my main objectives is providing chemical awareness to my customers, so that they know that I am applying the safest and most effective controls."

- "There's a tremendous golf boom in Hawaii. There's a landscape material shortage with all the construction projects, but it's a great time to be in the industry."

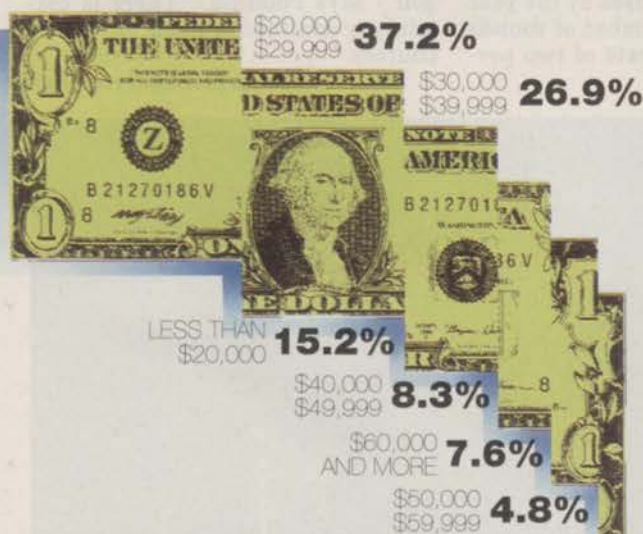
—Jerry Roche □



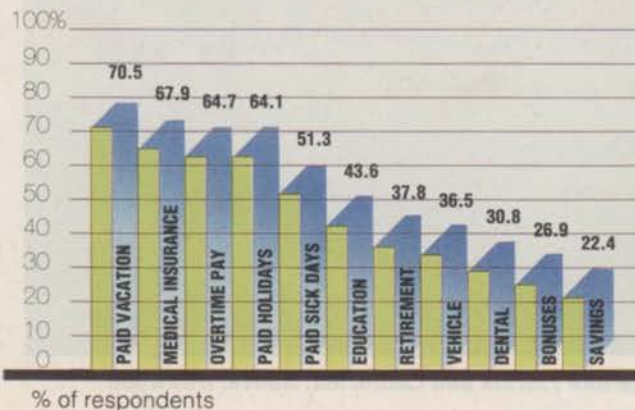
OUTLOOK

FOR THE GREEN INDUSTRY IN THE 1990s

WAGES ANNUAL WAGES REPORTED BY LM READERS



BENEFITS PROVIDED BY LM READER COMPANIES



continued on page 20

90 GOLF: IN THE PUBLIC INTEREST

The golf boom rolls along, though the 'one-course-per-day' goal is distant. More public links are needed, or Joe Golfer faces longer lines.

by Terry McIver, associate editor

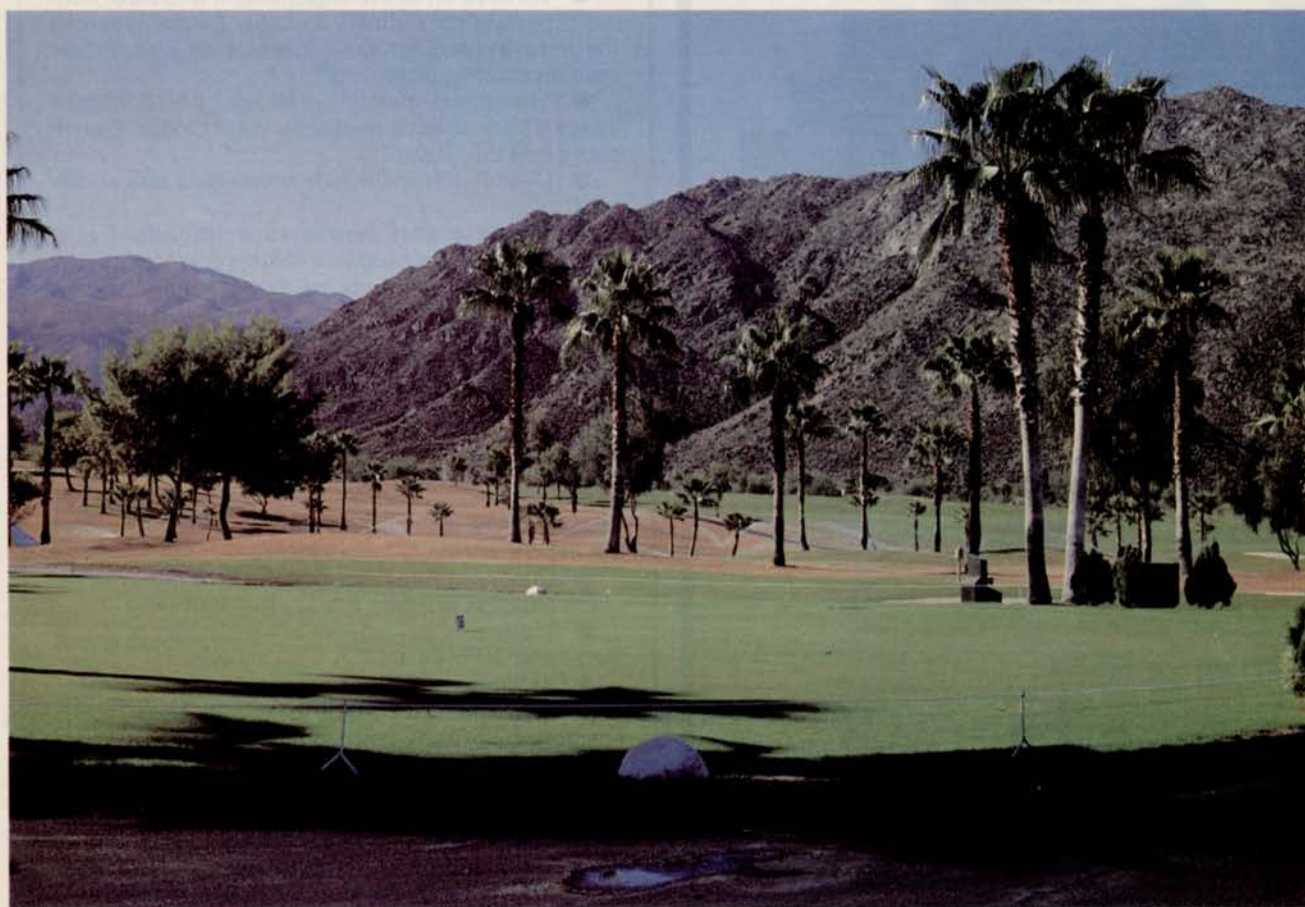
Golf course developers in the 1980s harkened to the call for more and better golf courses. But as the industry enters the '90s, development of more public-access courses must quicken to match the demand expected by the year 2000.

Ribbon-cutting continues at courses across the nation. Regionally, the Southeast is most active in new project development. Florida leads

the region, with 39 courses planned. Angelo Polermo, vice president of golf course development for the National Golf Foundation (NGF), says construction nationwide continues at a good clip, based on annual NGF surveys, but still warns of a "capacity gap" of 4,000 golf courses by the year 2000, "even if the number of rounds played grows at the rate of two percent each year."

NGF expects 315 new courses to be opened nationwide by 1990. At least 138 of those, according to Polermo, will be resort/residential courses out of reach for the public golfer. "We (the United States) have 24 million golfers playing 487 million rounds of golf," says Polermo. "There is certainly a continuing need for public courses."

Still, Polermo is justifiably excited



Great scenery and year-round sun are big draws for golf states like Florida and California. Above, Ironwood Country Club in Palm Desert, Calif.