Golf Summit 90:
Industry must give ground on environment

BY MARK LESLIE
The golf industry must do some "serious soul-searching" about the magnitude of its projects and undertake research to show "a serious commitment" to addressing environmental issues.

Speaking at Golf Summit 90 in Palm Springs, Calif., experts from the Environmental Protection Agency, Golf Course Superintendents Association of America, United States Golf Association and American Society of Golf Course Architects agreed obstacles to development will get tougher and laws harsher.

The obstacles include golfers' demands for green and low-cut courses; misinformed environmentalists and the lack of scientific information on pesticide and fertilizer use; an upcoming re-registration of List A pesticides; tightening wetlands regulations; and localized anti-development sentiment.

"But you shouldn't see the environment as a roadblock..." said EPA Associate Administrator Lewis S.W. Crampton. "A pleasant environment is a very important part of enjoying the game."

Continued on page 22

Californians vote no

BY PETER BLAIS
California voters last month turned a major thumbs down on two ballot questions that would have banned many of the pesticides used on golf courses.

"We're obviously pleased that our efforts were successful," said Raymond Davies, president of the Golf Course Superintendents Association of Southern California which united with other regional California superintendents associations to fight the Big Green and CAREFUL initiatives.

"But we know the issue isn't dead. This is just the first inning in a long ball game. Now we'll have to wait and see what type of initiative or other tactic the environmentalists come up with next time."

Sixty-four percent of the electorate voted against Big Green, which would have banned up to 80 percent of common pesticides.

Continued on page 13

First Partners Club a 'go'

BY MARK LESLIE
Construction is about to begin on the first link in an international chain of exclusive golf and meeting facilities called The Partners Clubs.

International Golf Management, Inc., has reached agreement in principle with the board

Continued on page 19

Americans share knowledge in Europe

BY VERN PUTNEY
Golf Course Europe drew many of the leading names in the American golf industry to Paris in late November to discuss the state of the game in Europe, considered among the most fertile breeding grounds for new golf course development in the world.

"Golf has its roots in Europe, but now is a universal sport," said Dan Maples, president of the American Society of Golf Course Architects.

"(In the United States) growth has lagged behind the growing number of golfers, a situation also probably true in Europe. That's our challenge — finding the sites, financing and talented people..."
There’s never been a faster, better, easier way to top dress greens!

Now you can turn your Toro or Jacobsen greens mower into the finest top dress brushing system ever invented, with FLEXBRUSH from Standard Golf.

FLEXBRUSH enables you to save time, while avoiding unnecessary damage to your greens. It’s actually a set of three brushes that follow contours and undulations like no dragging method can, and it’s excellent for brushing after deep tine aeration. Plus, it installs quickly and easily.

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Major turf research lab planned

BY MARK LESLIE

Contrasted by intense pressure to reduce water consumption and address other environmental issues, the Florida Turf Grass Association plans to build a research laboratory at the University of Florida at Gainesville. The FTGA has $50,000 in hand and needs to raise another $500,000 for the applied, agronomic and water research facility, according to Executive Director Bob Yount of the Orlando-based association.

If FTGA can raise the money before the state legislature convenes in early March, it will be eligible for matching endowment funds, he said.

"A big problem in Florida is that we have management and agronomic services. We are pleased to have any pure research facility to explore such things as recycled water," Yount said. "So the American Sod Producers Association and the golf course superintendents said, if we're going to live with laws put in place with unscientific data, we have to have real figures to show lawmakers."

"The lab will benefit the golf industry and Florida's whole environment," Yount said the 3,100-square-foot Envirotron lab will be half above ground and half below. The below-ground area will be used for water conservation and root structure studies that might affect ground water and recycled water use.

Scientists will use the area above ground to study such areas as genetic engineering to develop a grass suitable for all regions of the state.

The university will use the facility for teaching as well as research. Yount said if the fund drive is successful, construction will begin in 1992. He said the FTGA wants the lab to be operating when the World Turfgrass Conference is held in West Palm Beach in 1994.

He praised the industry for answering the call for funds, saying the first donation — $3,500 — came from the North Florida PGA. This project is unique in that our membership and the industry have decided to do this ourselves. Arnold Palmer is our spokesman. It's rewarding to see the results we already have."

"Now we're going to the public."

Family golf, sports center doors open in Palm Beaches

Palm Beach County's first totally family-oriented golf and sports center opened Nov. 1. Golf & Sports Center of the Palm Beaches, Fla., located two miles west of Palm Beach International Airport at 5850 Belvedere Road, is a 32-acre, golf theme facility said to be the only lit golf course in the area.

Situated at the former site of Sportsman Links, Golf & Sports Center has invested more than $4 million, including $2 million in the complete reconstruction of an 18-hole, par 3 golf course; renovation of the 14,000-square-foot clubhouse; establishment of family-style restaurant and lounge; development of a driving range and practice facility; establishing major league-type batting cages; and operation of a full-service golf shop.

Golf & Sports Center also will boast a miniature golf course and game room. The new course, with nine holes under lights, features Bermuda sandwashed greens.

"While the average golfer will particularly enjoy the Golf & Sports Center, it is the ideal environment for even the serious golfer who wants to sharpen every aspect of his or her game," said Robert D. Kelley, Jr., president and direct of golf.

With the interior nine under a non-glare lighting system, golfers can play until 11 p.m. Kelley reported a number of night league golf competitions would be scheduled during the year.

Landmark Land to oversee Player course building

Landmark Club Management, a division of Landmark Land Co., Inc. of LaQuinta, Calif., will oversee construction of the Gary Player signature golf course at Westin Mission Hills Resort in Rancho Mirage, Calif. Landmark Club Management will work in cooperation with TLS Partnership and Westin Resorts.

Landmark Club Management will act as general consulting managers for agronomy, pro shop merchandising, accounting, golf car systems, food and beverage, tournament operations, club marketing and other areas.

TLS Partnership owns hotels in San Francisco and a semi-conductor facility in Silicon Valley as well as the joint venture agreement with the Westin Mission Hills Resort.

"Many of the major golf course architects have designed a facility in the Palm Springs area. However, Gary Player has not. This will be his first, and he wants to make an impression," said Joe Hough, director of consulting, "We are pleased to have been chosen, and we look forward to working with Gary Player, his staff, Westin Resorts and TLS Partnership."
Pala Mesa captures Deere crown

A team from Pala Mesa Resort, Fallbrook, Calif., captured the recent fourth annual John Deere Team Championship at Mission Hills and the Dunes Course near Palm Springs, Calif.

The tournament is the only PGA-sanctioned competition that provides an opportunity for golf professionals and golf course superintendents to pair with other club officials in a national title event. It was inaugurated in 1987 to recognize those who help make America’s golf facilities successful.

The Pala Mesa foursome of Chris Starkjohann, Dale Hahn, Donna Campbell, Paul Slavik and John Deere golf and turf distributor Jim Davis beat 36 other sectional qualifying teams in the two-day, 36-hole event. Nearly 900 teams competed in sectional tournaments to determine finalists for the modified scramble event.

Winning team members received a personalized ring, and members of the first three teams glass trophies.

Starkjohann, pro on the winning team, received $2,000. Hahn is Pala Mesa superintendent, Campbell club vice president and Slavik president.

Members of the runner-up team from Crag Burn GC, East Aurora, N.Y., were pro Lonnie Nielsen, superintendent Battaglia, president James A Smith and distributor Ed Shanahan of Empire Golf&Turf, Lafayette, N.Y.

Two families purchase Pine Forest GC in Texas

The Pala Mesa fivesome of Chris Starkjohann, pro on the winning team, $1,500; pro Greg Starkjohann, $1,000 and members Slavik, Campbell, Paul Slavik and John Deere golf and turf distributor Jim Davis beat 36 other sectional qualifying teams in the two-day, 36-hole event. Nearly 900 teams competed in sectional tournaments to determine finalists for the modified scramble event.

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More than 600 members of the Golf Course Superintendents Association of America will play for their profession's Golf Championship on Feb. 4-5 in Scottsdale, Ariz. The GCSAA Championship is one of the largest association-sponsored tournaments in the nation.

Participants will contend for individual and chapter team honors. Last year's championship, held in Orlando, Fla., saw the Carolinas GCSAA team win the chapter team competition. Roger Nuss, superintendent at Morning Hills Country Club in St. Louis, Mo., will defend his title in the individual championship.

The championship will be played at Scottsdale area courses: McCormick Ranch Golf Club's Palm and Pine courses, Orange Tree golf Resort, Papago Golf Course and Stonecreek, The Golf Club.
VP Quayle given Fazio-designed green

A special Christmas present two months early surprised Vice President Dan Quayle. The golf-loving lawmaker was given a Tom Fazio-designed putting green for his backyard.

Fazio confirmed that "a couple of golf fanatic friends" of the vice president hired the Florida-based architect to design the green while he was working on Caves Valley Country Club in Baltimore, about an hour away.

William Kubley, whose Landscapes Unlimited, Inc was building Caves Valley, sent a crew to help Fazio construct the green at the Quayle residence at the Naval Observatory in Washington, D.C.

An admiral who had lived at the observatory had agreed built there once, so a site existed for the green.

They renovated the area, installing drainage, quality soil and bentgrass sod, Fazio said. "I wouldn't call it a practice green. It's more of a putting clock with no shapes, bumps and elevations," he said. "It was a minor deal — just a 2 1/2-day job."

Floating green may run out of H₂O to float

BY BOB SPIWAK

The world's first floating island green at Idaho's Coeur d'Alene Resort has run into a problem. Because the lake drops about six feet from September to June, the green, which draws 41/2 feet, cannot be moored the 75 to 175 yards it was designed to sit from shore.

To correct this, developer Duane Hagedone is seeking permission to dig a subsurface trench. The dredged area would be 430 feet long, 180 feet wide and up to 5 1/2 feet deep. The removed material could fill 9,000 pick-up trucks, according to a Spokane (Wash.) newspaper.

Will Pitman, Lake Protection Act manager of the Idaho Department of Lands, said there will be a 30-day period to gather input from the public and government agencies, including the state departments of ecology, fish and game and the U.S. Army Corps of Engineers.

The tee to the floating 14th green faces south and is built on the site of an old lumber mill. Pitman said an east-to-west rise along the lake bottom may be mill waste residues.

A superior system.

More than a dozen attachments and implements can be interchanged with a minimum amount of sweat, turning a Turf-Truckster into an entire fleet of turf maintenance vehicles. You can spray, aerate fence-to-fence, pick up cores, haul, dump, fertilize, spread, seed and top dress. And you can do them all with greater precision because of our unique ground speed governor control.

With the addition of our exclusive 540 PTO option with heavy-duty hitch, you can also turn your Turf-Truckster into a rotary cutter, flail cutter, shredder, grinder, sweeper/collector, roller, or fine-cut reel mower.

Dollar for dollar, function for function, nothing is as versatile or economical over more years of heavy use.

Now with 3 engine options.

In addition to the time-tested Cushman 222 air-cooled engine, the Turf-Truckster is also available in liquid-cooled gas and diesel engines. The Cushman 327 gas and Kubota 950 diesel models now provide a range of options to fill all of your specific needs.

The Cushman Turf-Truckster is simply your best turf maintenance vehicle investment. Ask a superintendent who owns one. Better yet, call the Cushman dealer nearest you for a free demonstration or call toll free 1-800-228-4444 for more information today.
Ohio Turfgrass Show lines up workshops

Speakers from several states will discuss a variety of topics at the Ohio Turfgrass Conference and Show Dec. 10-13 at the Cincinnati Convention/Exposition Center.

Six turfgrass, ornamental and business management workshops will be held Monday afternoon and evening.

Tuesday morning will begin with two workshops on identification of ornamental plant problems and pesticides containment/recycling. Dr. James Beard opens the afternoon's general session with "Challenges and Trends of the 1990s."

Split sessions for golf courses, professional lawn services, grounds maintenance and athletic fields take place all day Wednesday and Thursday morning. Dr. Houston Couch will give a special workshop on "Turfgrass Diseases and Their Control" Wednesday evening.

Several workshops will be available Wednesday for mechanics. A pesticide training session on use considerations and problems will be conducted along with the Ohio Pesticide Applicator Exam on Thursday afternoon.

The Golf Course Superintendents Association of America has accredited the workshops and session topics. Over 500 chemical, equipment, fertilizer, seed, golf car, seed and other turf-related suppliers will have exhibits.

Attendance is open to anyone interested in turfgrass management. The fee is $50 for OTF members and $75 for non-members. That includes attendance at all educational sessions and workshops plus admittance to the exhibit hall. All registration will be in the center's main lobby.

The OTF annual meeting will be 7:30 a.m. at the OTF Luncheon at noon Wednesday in the Grand Ballroom of the Clarion Hotel.

Richard given Mass. contract

Richard and Associates of Sagamore Beach, Mass., has been awarded a contract to provide consulting and golf course design services for a new 18-hole daily fee golf course to be built in Plymouth, Mass. Head of the Bay Country Club, on 200 acres near the Cape Cod Canal, will measure over 7,000 yards from the tees and 5,200 yards from the forward tees.

Designer Ray Richard said the site "combines excellent natural drainage with some very interesting elevation variations to provide an excellent site for a championship golf course that will be enjoyable to golfers of all skill levels."

Richard is also designing the new Cranbrook Golf Course in Hanson, Mass., and is assisting in several re-modeling projects in the Northeast.

So. Illinois University course plans run into economic delay

The economic slowdown has delayed plans to build a controversial golf course at Southern Illinois University at Edwardsville.

The university received just one proposal this fall to develop and manage an 18-hole championship course on campus after sending out requests for proposals in July.

The lone bid failed to meet certain university specifications, including a guarantee on the financial return the university was looking for.

"This is not the right economic climate to do this type of project," SIUE Provost David Werner recently told the Edwardsville Intelligencer. "I don't know when it will improve. I don't think it will be in the short term, however."

Werner said the university will send out new requests for proposals to develop the 200-acre site on the north edge of campus once the economic improves.

Some local residents have opposed the project since early 1988 when another wooded site favored by hikers and joggers was first proposed. That location was rejected and a feasibility study on alternatives conducted that eventually led to the former Mississippi River Festival site.

Some residents still opposed the plan, claiming the project was inappropriate for a public university and could harm the environment.

The course, if built, will be a daily fee facility. The university would lease the site in return for payments and use of the course.

The Most Advanced Is Merely A Product

If you've been looking for a lightweight fairway mower that can deliver unsurpassed performance now and well into the future, your search is over.

Introducing the Toro Reelmaster® 223-D. No other mower knows your fairways better. And through conditions of all kinds, the Reelmaster 223-D gives you the productivity and consistent quality of cut you've been striving for.

To meet golfers' rising standards, the 223-D combines superior technologies: It begins with an exclusive positive down pressure system. The system, adjustable at 4 positions in 8 lb. increments, helps to maintain the reels in position over varying contours for a smooth, consistent cut.

Next is the exclusive design of the cutting units. An easy rear roller adjustment changes height of cut from 1/8" to 3/8" while maintaining the correct bedknife angle. This assures consistent cutting quality throughout the height of cut range. Quality golfers can't help but notice.

Just a twist of two dials is all it takes to adjust reel speeds. This allows you to tailor your clip length to your specific turf conditions and height of cut at the mowing speed you find most productive.

Crittenden adds expo

Crittenden Research Institute of Novato, Calif., is expanding its Golf Development Conference to include an exposition. In response to growing demands for golf development products and services, Crittenden will offer exhibits at its Golf Development Expo, according to John Eckelkin, vice president and producer of the Expo.

"We have experienced an increasing amount of requests from golf service providers to display their services and products before our golf course developers," Eckelkin said.

Eckelkin plans to have more than 40 speakers and up to 20 workshops at the three-day event.
Latshaw decides to stay put at Wilmington CC

Paul Latshaw will not return to Pittsburgh's Oakmont Country Club but will instead remain as head superintendent at Wilmington (Del.) Country Club. Latshaw, the only superintendent to host three of professional golf's four major championships, informed Oakmont officials in late October that he would not return to the post he held at the Pitts-

burgh course from 1975 to 1987, said Oakmont General Manager Pat LaRocca. He had been ex-
pected to return to Oakmont around Jan. 1.

"Paul just said he changed his mind," LaRocca said. "We're disappointed. But we're very happy with the new superintendent we've hired."

Mark Kuhns, who spent the last 12 years as head superintendent at Laurel Valley Golf Club in Ligonier, Pa., will take over at Oakmont in early 1991, LaRocca said. Latshaw hosted the 1978 PGA Championship and 1983 U.S. Open while at Oakmont. He was also head superintendent at Augusta National, site of the Masters, from 1987 to 1989. He assumed the Wilmington post in May of

American Golf buys two California golf courses

American Golf Corp. has bought the 27-hole Desert Princess Country Club in Cathedral City, Calif., and the 18-hole Dominguez Golf Course in Carson, Calif.

The private Desert Princess CC has three nine-hole layouts — the Lagos, Cielo and Vista courses. Its facilities include a driving range, lap pool, Jacuzzi, weight and exer-

cise room, two racquetball courts and 10 lighted tennis courts. Dominguez Golf Course will be renovated to become a state-of-the-art practice center, with improve-

ments to both the course and range. Group lesson, short-game prac-
tice facilities and teaching aids will be expanded by the Santa Monica, Calif., company.
Critical issues aired at Golf Summit

The month of November was a big one for the golf course industry. As you see on our front page, there is some news coming from the third annual John Deere Team Championship. As reported last month, this event teams a PGA club professional with the superintendent and two other board members (ideally the club president and general manager) from the facility. Great camaraderie developed in the teams and ideally a better working relationship back home.

I did have a chance to play a few desert courses. Most memorable was the Nicklaus Desert Course. I feel it is a fair test for an 18 or under handicap.

The course is in great condition, and I even made a birdie on the #1 handicap hole (#19). Golf continues to flourish. As we heard at the summit, some real estate developments tied to golf facility may be hurt because of the down economy.

However, established facilities and stand-alone courses will continue to attract new players and grow even stronger in the coming year.

Best wishes for a safe and happy holiday season!

Sincerely,
Charles E. von Brecht
Publisher

December 1990

Golf's solution, not the problem

BY FRED JARVIS

The prevalent no-growth attitude of the NIMBY (Not In My Back Yard) has been sweeping across the United States. And nowhere are the NIMBY's being replaced by the NOPE's (Not On Planet Earth).

The public has been frustrated in recent years by the negative side of development—from a lack of balanced growth to an absence of government leadership, low-density, single-use zoning patterns and traffic congestion.

There are no easy solutions to the suburban growth dilemma, but the recent resurgence in the game of golf has suggested at least one viable growth alternative: golf course communities.

Many consider a golf course to be the ultimate community amenity, and communities developed around them possess desirable characteristics that counter the arguments of growth opponents.

Golf course communities:

• foster cluster and mixed-use planning concepts;
• provide substantial areas of permanently protected open space;
• are normally controlled by less stringent development controls, and create positive community and fiscal impact.

The ultimate amenity

Golf courses are one of today's most sought-after amenities. Many areas of the country are significantly short on golf courses.

According to the National Golf Foundation, the number of golfers is expected to increase from 21.7 million to 30 million in the next 15 years. The NGF estimates the United States will need 4,500 more golf courses to accommodate these golfers.

Many will be centerpieces of residential communities, as more people discover the pleasure of living next to an attractive fairway. It's not just golfers who desire a green in the backyard. In some golf course communities, as many as 80 percent of the residents do not even play golf.

Because of their desirability, golf courses have become increasingly important in rezoning decisions. In working through many rezoning cases with neighbors, we have found they usually favor golf course community proposals. Adjacent homeowners understand that a golf community enhances the neighborhood and increases property values.

Continued on page 9
Farmers Marketing deserves credit

To the Editor:

We appreciate your coverage of New Mexico State University's royalty agreement for seed propagated NaMex Sahara, a genetically pure rice strain, in your October issue.

However, it has come to our attention that Farmers Marketing Corp., which paid us the royalty and which assumed responsibility for increasing the seed under genetically pure conditions, was eliminated from the article.

We are well aware of publications' continuing battle with space limitations. But we feel Farmers Marketing Corp. should be given credit for its work in increasing NaMex Sahara, a commercially viable hybrid strain.

Sincerely,
Beth Morgan
Information Specialist
New Mexico State University

Golf communities

Continued from page 8

It should be noted, however, that community and citizen involvement in an open, responsive planning process is essential to gain support and approval.

Cluster and mixed-use plans

Golf course communities using clustered development principles are an increasingly popular alternative to standard, single-family detached developments. The high percentage of open space creates an attractive residential environment.

Clustered concepts can often accommodate much greater density than allowed under larger, conventional zoning, in a manner that is sensitive to the site environment and natural features. Clustering creates a perception of lower density.

In a golf course community of 500 acres or more, retail, employment, civic and additional recreational uses can be provided, creating truly mixed-use development. This gets workers closer to jobs and shopping and recreation areas.

Protected open space

By combining a golf course's 100 to 200 acres with cluster planning principles, substantial areas of permanent open space are established. Natural site features are preserved and recreational amenities provided.

In many cases, 40 to 50 percent of a site can be preserved as permanent open space.

More stringent controls

Most golf course communities are developed under special Planned Golf Course Community Ordinances. They are generally modeled after Planned Unit Development or Planned Residential Development ordinances containing many similar provisions. The ordinances allow flexibility in site layout and design, but require high standards in implementation.

Typical provisions of a golf course community ordinance might include substantial open space and landscaping requirements, buffering of adjacent properties through extensive perimeter setbacks, and stringent architectural design controls.

Positive community impact

Comparing a golf course community to development of a property under conventional zoning almost always favors the golf course approach. In many cases, the difference is striking.

A conventional subdivision usually produces more school-age children and more traffic than a comparable golf course community. Off-site traffic can be further reduced by incorporating mixed-land-use concepts.

In most cases, a golf course community will produce significant long-term benefits and a positive tax impact as well as being a source of continuing pride for the local citizens.

Frederick Jarvis is principal, co-founder and director of planning for LDR International Inc., a planning consultancy and landscape architecture firm. Copies of the growth cartoons can be obtained by contacting Jarvis at LDR International Inc., Quarry Park Place, Suite 100, 9175 Guilford Road, Columbia, Md. 21046-3660.

Comment

Continued from page 8

Again, unless you have pockets stuffed with money, you're out of luck. As Crampton told the industry leaders, it gets the government off your back.

In the final analysis the golf industry — mankind for that matter — is a caretaker of this earth. Who knows how we're going to have to answer for how well, or badly, we handled this beautiful earth that God gave us?

We can't always stand juxtaposed between develop-develop-develop and conserve-conserve-conservate. As Crampton told the industry leaders, get it together, or you can "fight history and go through the same kinds of problems that the chemical, steel and other industries went through before they realized they had to get with the program."

The competition's talking about our lies.

With good reason. Best Bunker Sand supports the ball with a firmer base to minimize "fried egg" lie. Plus:

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Available Nationwide and in Canada. Ask about Best Construction Gravel and Best Top Dressing Sands.

The One-Pass Super Rake 'n Vac

Goosen's all-new Super Rake 'n Vac can mow or dethatch and clean up in a single pass. Even shatters that debris, never clogs or clogs. Get it at your dealer now. Features liked by golfers:

• 70" multi-function flail deck with mulching and brushing action
• Self-powered vac unit
• Enclosed trailer with 125 cu. ft. capacity, automatic endgate and driver-controlled hydraulic tilt function.
Different strokes in the land of 24-hour light

BY PETER BLAIS

It's a few minutes past 8 o'clock on a mid-summer night, the time when the last few golfers in the Lower 48 usually pack up and head home. Not so for those in the land of 24-hour light. The first tee at Anchorage's Eagle Glen Golf Course was discovered by Peter Blais.

“Visitors think it’s going to be alpine and igloo,” he joked. “They’re generally surprised at the quality of the turf.”

Last winter saw a 4-12 foot snow cover blanketing the course. Temperatures frequently dropped well below zero. To ensure a quality playing surface the next spring, Fry has to prepare his facility for those harsh conditions.

He begins by covering his course with fungicide and using covers for the fall. With the heavy snows, we’re very susceptible to snow mold,” he said.

After aerating the greens for the final time, he completely covers them with a sand top dressing to protect and insulate the crowns. When that’s done, Fry catches his breath for a few weeks and begins preparing the nearby ice rink and cross-country trails he manages through the winter. Such versatility has served Fry well since the service transferred him from New Jersey to Alaska 23 years ago.

“My wife and I just fell in love with the place and we’ve been here ever since,” he said.

He was discharged in 1971 and eventually opened his own construction firm. He folded the business when the Alaskan economy went South in the early 1980s.

An avid golfer, he joined the Eagle Glen grounds crew in the fall of 1986. Four months later he was named general manager. His golf responsibilities include running the pro shop and snack bar as well as maintaining the course.

Fry has no formal agronomy training. He takes advantage of occasional visits from United States Golf Association agronomists. But mainly he’s a self-taught superintendent.

“The lack of a college degree isn’t a handicap,” he said. “Common sense and a practical mind are the main attributes in an operation like this.”

Including the night watering person, Fry’s maintenance crew works around-the-clock from May through September. Fry can be found on the course seven days a week during the peak season.

“It’s a lot of fun,” he said.

These Pros Know A Great Bentgrass When They See It

It takes a real professional to recognize the benefits of a superior turfgrass. These superintendents are pros at growing grass. Their expertise is invaluable in evaluating new turfgrass cultivars. So when we developed Providence and SR 1020 we went straight to them. Their comments have been enthusiastic about the performance of both cultivars: the color, texture, density, disease resistance, heat and drought tolerance are outstanding.

Providence and SR 1020 also produce excellent putting quality. That’s important to the superintendent and to the golfer. Especially, a professional golfer like Ben Crenshaw. Ben knows golf greens and appreciates a bent that can provide a fine textured, uniform surface with an absence of grain for true putting quality.

Both cultivars produce this outstanding turf and putting quality with reduced maintenance. That’s important to superintendents, golfers, architects, and greens committees.

So nationwide the pros agree, Providence and SR 1020 really are exciting new cultivars. They represent the new generation of creeping bentgrasses.

For free information circle #107
Other Seed Research cultivars bred for golf courses include:

- SR 4000 Perennial Ryegrass
- SR 4100 Perennial Ryegrass
- Nova Perennial Ryegrass
- SR 3000 Hard Fescue
- SR 5000 Chewings Fescue
- Titan Tall Fescue
- SR 8200 Tall Fescue

For Additional Information
Contact your nearest Bentgrass Marketing Group member for information and university test results.

**DECEMBER 1990**

**Rossi, Love honored with Graffis awards**

The late Don Rossi, the "godfather" of the golf industry, and the late Dave Love Jr., a former PGA Tour player, were posthumously given the highest honors of the National Golf Foundation.

Rossi was executive director of the Golf Course Builders of America when he died last March 11 at age 71, was named Golf Course Builders of America when he was awarded "for outstanding contributions in preserving the true spirit of the game; specifically for keeping golf as it was meant to be: for recreation, good fellowship and health."

Don Rossi

An Indiana pro and his family are the 1990 recipients of the National Golf Foundation's Jack Nicklaus Family Golf Award.

Jim Gallagher Sr., the pro at Meshingomesia Country Club in Marion, and his wife Jane boast a family of professionals including son Jim Jr., in his seventh season the PGA Tour; son Jeff, who plays on the Ben Hogan Tour; daughter Jackie, an aspiring LPGA player; and Jeff's wife Cissye, Meeks Gallagher; an LPGA pro. NGF research shows that more than four of five golfers are introduced to the game by family or friends, and the award recognizes families who have made substantial contributions to the game and have promoted the ideals of golf and family.

NGF President and Chief Operating Officer Joseph Bedlitz said: "The Gallaghers exemplify all that's good about golf. They're a close-knit family who look forward to the times they can spend together ... and to the times they can compete on the course." Jim Sr., who served as president of the Indiana Section of the PGA from 1976-78, won the state's PGA Golf Professional of the Year Award in 1973 and 1978. Jane and Jackie won the 1988 Indiana State Mother-Daughter Championship. Jim Jr., 29, won the Greater Milwaukee Open this year and finished in the top 20 seven out of eight times in 1989.

Jeff, 25, is ranked 31st on the Hogan Tour. Cissye played on the Futures Tour in 1989. At the LPGA Qualifying Tournament this year she tied for 24th to gain non-exempt status.

Twenty-three club managers have been accredited certified club managers by the Club Managers Association of America. Designees include: Timothy M. Bakels of Bahia Corinthian Yacht Club; Thomas Birningham of Lone Palm Golf Course; Charles D. Dorn of Chemists' Club; John J. Dzurnak of Victoria Falls Country Club; Stephen E. Forstel of The Alta Club; Barry Garrett of Houston Country Club; Mark E. Grayowski of The Recess Club; Bruce H. Heath of City of Washington; Karl Jackson of Dunham Woods Riding Club. Also, Kenneth P. Kinka of Interlachen Country Club; Dennis Kinkaid of Ponca City Country Club; Ulrich Kniep of Green Springs Valley Hunt Club; William E. Langley of Sunset Hills Country Club; Rodney F. Maddox of Tucson Country Club; George Oestreich of Horseshoe Bend Country Club; and Fletsch of Duabage Golf and Country Club; Jack B. Quick; David Shepler of Cherokee Town and Country Club; James Tuzolof of Royal Poinciana Golf Course; Timothy A. Walker of

**ASSOCIATION NEWS**

Indiana family receives Jack Nicklaus Award

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**Spokane Country Club, Gary D. Warren of Carolina Country Club, J. Trewor Wright of John's Island Club; and Paul Zeno of Sugar Mill Country Club**

The candidates qualified for the CCM certification by fulfilling specific requirements over a period of years in management, experience, education and association activity.

The CCM exams contain 13 subject areas, such as private club administration, management accounting, food and beverage operations and principles of management.
**Regional News**

**West Texas Reigns**

The West Texas Golf Course Superintendents Association won its second Texas Trophy Golf Championship, which brought together six-man teams from each chapter to compete at Hidden Hills on Lake Travis. Sponsored by the Lone Star GCSA and Dow Elanco, the tournament is a two-day event of fellowship and competition.

South Texas GCSA won the event last year.

**South Central**

The Alabama Association of Golf Course Superintendents (AAGCS) has increased its membership to 120, according to President Rodney Guy.

**Mountains**

PGA Seminar Planned

The Professional Golf Management Association has announced its Golf Management Seminar in Denver, Colo., will be held Dec. 20-21. It had previously been announced as Dec. 21-22. The seminar, at the Radisson Hotel Southeast, will include panel sessions, round table discussions and workshops on golf course financing, market segment policies, food and beverage cost controls, environmental policy reviews, marketing, security and internal controls, and reservations policy.

Interested people may contact the PGA at 800-364-2345, Suite 228, Minneapolis, Minn.

**Southeast**

Florida Supers Give

The nine Florida golf course superintendents associations have donated a total of $38,000 to the Florida Turfgrass Association. Included in the donations was $5,000 given from the proceeds of the Florida West Coast GCSA’s annual turfgrass research tournament. The university’s research green at the University of Florida in Gainesville.

The Florida West Coast GCSA, President Gerald Marquardt said the tournament, held at Pensacola Yacht and Country Club, raised $8,000. The superintendents donated $1,000 to the G.C. Horn Endowment Fund.

**North Central**

Topeka Cites Shields

Topeka (Kansas) Public Golf Course superintendent James Shields was honored as the city of Topeka’s Employee of the Month in August. Mayor Harry Felker III presented the award at the course’s clubhouse.

Shields has worked at the course since 1960, and as superintendent since 1980.

**Northeast**

Pocono Turfgrass Board

Bill Lansdowne, who served as president of the Pocono Turfgrass Association in Eastern Pennsylvania in 1972-73, has been elected to a second term. Lansdowne, of the Country Club of Scranton, will lead a new slate of officers that includes Vice President Dennis Watkins of Lords Valley Country Club and Secretary-Treasurer Jeff Lansdowne of Woodloch Springs Country Club.

Directors are Hal Parr, Ian Kunesch, John Patterson, John Downer and Monanah.

**Pennsylvania Job Changes**

Superintendent Jeff Lansdowne has moved from Pocono Farm’s Country Club to Woodloch Springs Country Club, while Ron Garrison has moved from Lords Valley Country Club to Center Valley Country Club and Doug Davis has left Riverton Golf Club for Pocono Farms.

**Fund Drive for Victim’s Family**

A San Diego-area golf course is quietly collecting funds to help defray the hospital and burial expenses for the family of a maintenance worker murdered while saving the victim of an attempted rape.

Eastlake Country Club in Chula Vista has raised $860 from various sources to help the family of 28-year-old Pedro Banulos Garcia pay more than $20,000 in emergency medical and funeral costs, according to assistant superintendent Sandy Clark.

Clark said Garcia apparently heard cries for help coming from the club’s parking lot about 2 a.m. on Oct. 1. Garcia scared off a teenage boy who was attacking a young woman.

As Garcia was heading to his car to help the woman, Clark said, Garcia was attacked by a man who stabbed him three times.

Garcia was taken to a nearby hospital, where he clung to life for two hours before dying, Clark said.

Garcia had worked at Eastlake only three weeks when he was killed, not long enough to yet be enrolled on the club’s insurance plan, Clark said. He lived with his sister, her husband and a brother who are trying to pay the bills.

Clark said donations have come from club members and area businesses. He hopes to raise more.

“They’re not a rich family,” Clark said. “We’ll keep doing the best we can to offset the family’s expenses, if not the pain.”

Anyone interested can send a check to Clark at Eastlake Country Club, 900 Lane Ave., Suite 100, Chula Vista, Calif. 92013.

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Mount Snow first to gain Vermont's approval to build

BY MARK LESLIE

Mount Snow Resortin West Dover has won the first state approved inuors for golf course construction in Vermont.

Coming in the wake of the rejection of the proposed Sherman Hollow golf course proposal in Richford, VT, Mount Snow's victory may mean a breakthrough for others interested in building courses in the state.

Since Act 250 took effect more than a decade ago to control development, Vermont has been one of the most difficult states in which to win approvals.

Mount Snow Director of Golf Jay Morelli attributed the resort's success to Joe Laubenstein. The Scientific Turf Inc. of Scotia, N.Y., consultant developed an extensive Integrated Pest Management program for the nine-hole expansion.

"Joe Laubenstein is on the cutting edge of new construction methods. His program includes a lot of organic elements... plus very localized pesticide use," Morelli said.

What Joe did was prove a golf course can be built and opened with no runoffs at all... Hats off to Joe, he was our hired gun, the expert.

But, it was also very important — from a practical standpoint — to have our new superintendent, Tim Madden, at the hearings. The board wanted to make sure the guy on-site knew what he was doing. Tim had the depth and background to answer their questions.

Morelli also said one advantage Mount Snow had over Sherman Hollow was complete community support. He said there was no opposition at all in West Dover to the addition to Mount Snow's 18-hole course, home to one of the largest golf schools in the country.

Sherman Hollow had local supporters, but it also ran into vocal community opponents.

Two different five-member Act 250 boards handled the Mount Snow and Sherman Hollow applications. Morelli said those "board members are not professional agronomists, and that's where the problems lie."

For his part, Laubenstein pointed out to his IPM proposal. It is the culmination of eight years of work, for which a patent is pending, he said.

"We start from scratch," he said, "and classify areas of the golf course into seven to 15 categories: greens, tees, primary and secondary landing areas, primary and secondary roughs, out-of-play areas, buffer zones in case of lakes or ponds, wetlands, et cetera."

"We set fertilization rates and develop parameters for measures to fight pests or disease. The first is cultural control. Second is biological control. Pesticide use is the last resort."

Laubenstein said his program can be used anywhere in the country.

"There's no generic IPM out there so that you can take it and rubber stamp it," he said. "The threshold levels vary and what pesticides can be used varies. The procedure, though, will be standard."

Laubenstein said his IPM program could be a breakthrough in Vermont, where a short growing season means less time for grubs to infest and for such things as pythium blight to become a problem.

He said using the IPM thresholds, the superintendent monitors conditions with data from three weather stations and checks disease and pest conditions. If either exceed the seven to 15 categories on the course, a different IPM strategy is used.

Laubenstein said the program could significantly reduce costs at existing golf courses.

N.J. utility ensures land to remain open space

Riverdale Realty Co., a subsidiary of United Water Resources, has reached two agreements to sell a total of 198 acres of golf course land in Haworth, Oradell and Emerson, N.J. The properties will continue to be used as golf courses.

My International, Inc., which operates Haworth Golf and Country Club, has agreed to buy about 74 acres the club now leases from the realty company, adding it to the 71 acres it already owns. The entire course is in Haworth.

Also, the entire golf course leased to Emerson Country Club by Riverdale Realty will be sold with the absolute assurance of continued operations, forever, as a golf course. This includes 113 acres in Oradell and Philadephia. The prospective buyer of the Emerson Country Club property is the same one that hopes to acquire a nearby 100-acre site in the Borough of Emerson to build a new golf course. The sale of the site for the new golf course hinges on state approvals pertaining to as much as 28 acres.

Laurino said the prospective buyer of the Emerson Country Club property is the same one that hopes to acquire a nearby 100-acre site in the Borough of Emerson to build a new golf course. The sale of the site for the new golf course hinges on state approvals pertaining to as much as 28 acres.

Laurino said the new golf course addresses the public's desire for more green, open space, but added that approved plans for an office and condominium complex on the site serve as a safety net in case the golf course plan fails to win the required approvals.

United Water Resources Chairman Robert A. Gerber said several of the firm's real-state holdings have attractive strong market interest for golf course use, contrasting favorably against the soft general real estate market in New Jersey and New York.

The Emerson and Haworth golf courses were transferred in January to Riverdale Realty from Hackensack Water Co., another United Water Resources subsidiary. The transfer also included 97 acres of the firm's real-estate holdings in New York City and New York.

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"Already this year, through Evergreen and related initiatives, Hackensack Water and Riverdale Realty have played a key role in preserving more than 600 acres of recreational open space," Gerber said.

"We're now working with county and state officials on a second stage of the Evergreen plan, which could save or upgrade hundreds more acres of open space for public parks in Bergen and Hudson counties."

The Evergreen Formula's second stage established a fund earmarked to benefit water company customers. The utility proposed that the money be used to acquire new open public open space in counties served by the water company. Water company officials are working with state regulators on a plan to enable each customer to decide whether to have his share of the money used to offer a development opportunity or used to preserve additional open space.

Consisting of half the net proceeds of the 1990 land transfer and a long-term golf course lease, the fund is approaching $10 million because of accumulating interest.

The sale of the Haworth and Emerson country club lands will end a provision of the 1990 land transfer that could have reduced the acreage protected by the permanent golf course deed restrictions if certain other Rivervale Realty properties were condemned.

The provision, which has never been invoked, pertained to the land only while it remained in Rivervale Realty's ownership and would have expired in 1995.

As soon as the transactions are consummated, this provision will be removed and the property will be permanently deed restricted as open space as golf courses.

California — Continued from page 12

State opposed CAREFUL, which called for more government-sponsored research and education on the effects of pesticides rather than an immediate ban.

While pleased with the outcome, Davies said he firmly believes environmentalists and pesticide users can find a common ground.

"Hopefully both of us can have input next time into something that will be more permanent and not devastate the economy," Davies said.

"The trouble has been that everyone is so different and everyone is proposing the laws. But they're the last people you want writing legislation. If they would just come down and explain what we can do, we could come up with something that everyone will take care of everyone."
Society gives stamp of approval to Ross layout

BY PETER BLAIR

The keepers of the faith — The Donald Ross Society — have given high marks to architects William Newcomb and northern Michigan. But he felt architects were Boyne golf professionals began jetting around it's amazing. The new architects get so much...
Byrd renovation of Planter's Row unveiled

Major landscaping and amenity changes performed at Hilton Head Island facility

A "new Planter's Row Golf Course" — extensively altered by architect William Byrd — was unveiled in Hilton Head Island, S.C., in October.

"Even though Planter's Row has been here since 1985, we feel like we've opened a brand new course," said Michael F. Tinkey, chief operating officer. "We think golfers — both off the tee and to the greens. The course, in its inaugural season, played host to the PGA Senior Tour."

As part of the renovation, said Tinkey, sand bunkers were eliminated from the driving areas on the 1st, 3rd and 8th holes and other areas underwent some subtle recontouring in an effort to improve playability.  

Royal Golf and Tennis, Ltd. bought the Planter's Row course, along with all other recreational amenities at the other 18-hole facilities — Port Royal and Shipyard Plantations — last December. It then began to pump more than $700,000 into the combined 18-hole golf operation at the two courses within its first year of ownership.

A major part of the renovation, which had closed the course since mid-June, was the replacement of all the greens at Planter's Row.

"This will be one of the major improvements the golfer will experience at Planter's Row when the course is re-opened," said Byrd, as he supervised the renovation project. "Many other things have been done to improve the playability of the course, and extensive landscaping is being added to enhance its natural beauty."

"This is a par 72 layout that plays to more than 6,500 yards from the back tees. Its light, tree-lined holes demand precision, both off the tee and to the greens. The course, in its inaugural season, played host to the PGA Senior Tour."

Courses newly approved in the United States

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DECEMBER 1990

Golf Course News

15
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So, you got some land for Christmas

BY BOB LOHMANN

So it's Christmas 1990 and you're thinking golf. You love the game. You love the sociability. You love nature. And you'd love to have your own golf course, even.

After all, when it's your course, certain critical decisions are yours to make. Like the famous singer who was asked what par is on a golf course he owns. He replied: "Anything I want it to be. For instance, the 18th hole is a par 47, and yesterday I birdied the sucker."

So, let's say you're getting a special Christmas present from a very special friend. Let's say your gift is 175 prime acres and the money to design and build your own course.

Have you thought of this before? Of creating 18 of the most challenging holes you can visualize, with doglegs, water, sand, protected greens?

The first item, then, is to determine your course's character. Think of it as a personality and its individual holes as personality traits.

Some traits are fun and fairly easy-going — a short, down-wind par 4. Other traits tough and demanding — a 220-yard par 3, for example.

The difficulty of the holes on your course is your decision. Just remember: To create a great course, you must create a balance of easy and difficult traits.

The next item to consider is whether you build a links course, like those in Scotland, or a more manicured American version. By definition, a true links course has no artificial features. So to create a course like St. Andrews, you would need hundreds of years — slowly receding seas to leave behind sandy dunes with ridges and furrows for the fairways; natural plateaus to become greens and tees; and animals to join forces with the wind and rain to create bunkers.

In fact, the only architect involved is nature.

While patience is a virtue, waiting hundreds of years for a golf course to develop isn't the greatest idea. So let's say you were given land suitable for creating an American version golf course. You now need to give your holes their character traits. There are three basic styles of hole design: penal, strategic and heroic.

- A penal hole is very basic. Virtually every poorly played or slightly errant shot is severely penalized. A good way to look at a penal hole is, it's fun for only the very best golfers.
- A strategic hole is designed so a golfer must play position to score well. Hazards in the fairways and around greens offer maximum reward for a well-placed shot. In most cases, the shots are not overly difficult. A golfer just needs to think ahead.
- A heroic hole is just that. A golfer can "go for it," but at the same time has options. In other words, both high and low-handicap players have a route to the green. The key on a heroic hole is that rewards are big but failure promises almost certain disaster.
When Trivial Pursuit creator Chris Haney bought a mountaintop site for a golf course in Caldeon, Ontario, Canada, this spot "jumped right out at us as an elevated green," said Dana Fry, project manager for architect Michael Hurdzan. Even the untrained eye could see the spot should look like the photo at the right.

Chris Haney's dream of a golf course turned true. These photos show the transformation of one field into the 8th fairway at Devil's Pulpit.

Yardage Chart

| Par 3 | Up to 250 | Up to 210 |
| Par 4 | 251 to 470 | 211 to 400 |
| Par 5 | 471 + | 401 to 575 |
| Par 6 | 576 + |

Which route would you choose? And under what circumstances?

Greens and green protection should match the difficulty of the approach shot.

On a medium-length par 5 or a short par 4, a small or target style green adds to the hole's character. To score well requires a well-placed shot.

A long, treacherous par 4 means a long iron or maybe fairway wood for the approach shot. A larger, deeper green gives golfers extra leeway. But don't give away too much. A tier or undulating green will reward the excellent shot that much more.

On short par 3s, green protection is the name of the game. Bunkers, sand, water. Use them all if you so desire. On a long par 3 — over 180 yards — distance becomes a tough enough element for most golfers.

Sooner or later, a golfer ends up in the rough. And for most, it is sooner. With contour mowing and varied cut levels, you can create a fairway landing area, a shot slightly off-target isn't penalized in the short rough as much as the shot that is ... well, sometimes golfers will call it an "ugly" shot.

Another factor to consider in building your course is the prevailing winds. More often than not, a hole facing west means hitting into the wind. Excellent for adding another dimension to a short par 3 or medium-length par 5.

A prevailing cross wind also is an element to be used. For example, a par 4 dogleg can easily go from cross wind to trailing wind. The key, for the course architect, is to use the winds to add another dimension to play. And when the winds shift 180 degrees, the character of a hole changes. Going after a par 5 in two with a not-so-often trailing wind is simply irresistible for most golfers.

Trees not only add beauty, but they are another element to be used to enhance your course. Most of the time a golfer has to go around a tree, so well-placed trees can cause more headaches than a sand bunker or water hazard.

You have all the elements for a great course. Now, think about the course you play the most.

How would you have built it? What could you change? How could you make it better? After all, if it's your course, you can make par anything you want.

Multiple tees can be used so a hole can be both strategic and heroic. From the back tees, it's a heroic 450-yard par 4 and a golfer goes for broke. Hitting from the middle tees, the hole plays 410 and strategy plays an important role.

On the fairway, the hazards add definition and character. You can also use fairway hazards to create an alternate route hole or maybe what has become known as a par 4-1/2. A par 4-1/2 is a par 5 with alternate routes to the green.

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So give us a call and tell us what you need.
Herbicides remedy annual clover menace

BY MARK LESLIE

More bentgrass fairways and certain application and maintenance practices have made clover a more severe menace at golf courses in recent years, according to agronomy experts.

Though other weeds cause problems, most golf course superintendents nationwide agree that clover infestations generally cause some of the biggest headaches. So Golf Course News surveyed chemical companies to see what is on the market to fight clover.

The universal standbys have been MCPP (mepronop), Dicamba and 2,4-D. But the Environmental Protection Agency and other groups are scrutinizing 2,4-D and Dicamba amidst charges they are dangerous.

"There has been a lot of concern that a widespread ban of 2,4-D is coming," said Assistant Professor Clark Throssell of Purdue University's Department of Agronomy. "Some people feel there are health risks with 2,4-D. But that hasn't been established one way or the other. If a ban is passed, it would surely be a hardship. The industry would have to search for a new chemical."

Cornell University Professor Joseph Neal said he anxiously awaits the results of a 2,4-D study done by Chemlawn Research and Development, in cooperation with the National Cancer Institute.

"This will give us some of the best and most definitive numbers regarding use and exposure of 2,4-D," Neal said.

Steve Carrell, a direct lawn-care sales representative with PBI Gordon, which claims a major portion of the turf market, said tests being run on 2,4-D will cost the industry about $18 million. The immediate impact of that testing is escalated product prices. If 2,4-D is banned, the effect will be long-lasting and cause major adjustments in available herbicides.

Meanwhile, superintendents are faced with clover that, even if it's just an annoyance, reflects on their groundskeeping.

What to do?

"It's very frustrating to control because it comes back so well," said Jim Snow, national director of the United States Golf Association Green Section. "I have one little trick: Spray when there's a good dew on the grass. When the turfs dry the herbicide just beads on the grass and rolls off. Clover's little leaves don't accept spray very well. And when people spray dry grass that's one reason they don't get control."

Throssell said some reasons clover is more prevalent today than in the past are that more creeping bentgrass is being grown on golf course fairways, the turf is being cut lower, and less nitrogen is being applied — "and that gives weeds more of an avenue to invade."

Michael Shaw of Dow Elanco agreed: "Cultural practices today favor clover, particularly with bentgrass fairways. The close mowing and lower nitrogen fertility. A lot of superintendents are cutting back on nitrogen compared to 10 years ago."

Throssell said in cases of Kentucky bluegrass or ryegrass, the low cutting makes the desired species more susceptible and allows more weeds.

He suggested herbicides be applied in the fall, at least where cool-season turf is grown. "People try to control it too early in the spring," he said.

Neal said products on the market to fight clover work well.

"MCP, 2,4-D, Dicamba, Banvel, the Turfon products — they all work well. There are all kinds of three-way mixes to use them. A new product, Confront, is dynamite," he said. "There's enough on the market that clover should not be a problem."

Citing golf course superintendents as normally being good applicators, Neal said, "Invariably, when you examine your applications methods, no matter how good they are they can improve."

He suggested:

- Use the correct equipment and calibrate it properly.
- "Golf courses often use the same spray equipment for fungicides and herbicides. But low-volume applications are generally better for herbicides while high-volume is better for fungicides. Herbicides are applied at less than 60 gallons per acre and we have had some people use less than five gallons per acre with beautiful results; fungicide is normally used at much higher volumes of water," Neal said.

He said the nozzles of sprayers used for fungicides on greens are too close to the ground, and the uniformity is not good enough. The "You need a separate boom — one that's higher and with wider nozzles of lower pressure and gallonage," he said.

- Use the correct herbicide. Different combinations will be more effective than others, he said, adding that the correct mix depends on what a superintendent wants to fight. "Dicamba can control clover, but alone you have to use more of it than with a mix," Neal said.

Throssell agreed, saying a mixture will fight a broader spectrum of weeds. "2,4-D is good on dandelions but not on clover. MCPP is good on clover but not on dandelions," he said.

PBI Gordon, for instance, sells Super Trimec for a broad range of weeds and Mecomec to specifically fight clover.

Dow Elanco's Shaw confirmed that Confront — with active ingredient 2,4-D, is dynamite. Continued on page 23
The clubs will introduce the concept of marketable memberships to the United States. They are intended to answer the need of business executives for "luxurious and exclusive settings for social, recreational and business meetings," Killip said.

IGM "will be looking into hard options on land in San Francisco, Los Angeles and New York over the next couple of months," Killip said, indicating the company would buy those parcels in late spring. It will issue preferred stock next mid-September through October, he said.

Marketable memberships are new to the United States but have been successful for 25 years in Japan, William S. Deakyme, former senior vice president and director of the $20-billion Leonardson Associates Capital Corp., founded IGM to bring the concept here.

"We've had extremely favorable - almost universal - response," Killip said. "The time is now for this kind of orientation. Add the IRS implications on the private social club, and the fact that members can have clubs in a number of cities so they can go in and take their clients to their club...

"We made this shift to the business orientation last year, and it was the best shift we could have made because that's where the market is... with people who are traveling and negotiating."

The 156-acre tract of land in Cary offers the first test. It was once earmarked for homes and is located in the Fox Trails development. It is one of the "gateway and major business areas" being studied by IGM for facilities, Killip said.

And it is an outstanding piece of land, offering the first test. It was once earmarked for homes and is located in the Fox Trails development. It is one of the "gateway and major business areas" being studied by IGM for facilities, Killip said.

Calling the plans "high-profile golf," Fazio said: "The whole concept is interesting. It got my attention when they proposed it."

"Number one, they hire real-estate brokers to get out and look for a quality piece of land that's suitable for golf. Then they say to the designer, 'Here's the land, what do you want to do with it, how do you do it? What's the golf course?' There's no development. The whole program is to build the best golf course possible."

"The people involved are outstanding. I worked with Bill Lattimore at The Landings at Skidaway Island (in Savannah, Ga.) and with D.J. Pakkala at The Vintage Club at Palm Springs (Calif.)." (Lattimore and Pakkala, along with Richard Thorman, are senior vice presidents of development for IGM.)

Fazio said he was staking the course and was to walk the center lines around Nov. 15-20. "We will start the detail planning process from that," he said.

"It's such a quality site, it's not a big construction project, not a lot of earth-moving, not a major reforestation. We will do a tremendous amount of sodding, so I believe we will finish it in October or November.

Killip said the facility should open in the fall of 1992 or spring of 1993 since he wants Fazio to finish the course before the clubhouse is built.

Fazio said: "Our objective remains the same (as when the company was formed): Go for the best. That's why we picked Tom Fazio. That's why we picked this site — with 100-foot elevation changes, with ponds and three streams, a positively gorgeous spot.

"And that's why we picked Harry MacEwen to do the clubhouse and residence buildings. He did Lake Nona (in Orlando, Fla.). The MacEwen Group has been absolutely superb to work with. They've locked on to the project and have absolutely captured the essence of what we're all about."

The Partners Clubs will include 20 to 60 suites in each location. "But it won't be one big building," Killip said. "We'll have a clubhouse that has dining facilities and meeting rooms — a board-room orientation. Then there will be separate residences with eight suites in each one — similar to the feel you get at Augusta National.

"We don't want any massive structures. We want to have a sizeable clubhouse but not overwhelming."

Cary residents are glad about the facility, according to Trustee Tom Vieweg, superintendent of Cary Country Club.

"As a municipal official, this is very attractive," he said, adding the project adds no housing density, will bring in tax revenue and create new jobs, and IGM will install the sewer lines.

The previous developer had won approval for 700 to 800 dwelling units, which would have meant higher taxes for all of us," Vieweg said.

Vieweg said the land — a former ski area — is "outstanding" for a golf course, plus "here the golf course is put first and everything else second. From a golfer's standpoint it's terrific."
Golf Course Europe

Continued from page 1

necessary to design and build the needed courses.

Markets once considered 'saturated,' such as the Chicago area and New England, have many new and successful residential golf course developments, Maples said. "New England and Rocky Mountain ski resorts have seen the opportunities in developing year-round business by adding golf courses to attract visitors during the summer months," the ASGCA president said. "Resorts should be a major target for European golf course development. U.S. resorts have found they cannot attract high-quality customers or sales conferences without a championship golf course. Earlier retirement, more leisure time and longer life spans will provide more players on both sides of the ocean. Our golf courses are much more flexible to accommodate juniors, women and senior players. It's necessary to design up to four tees on each hole so that players can find an acceptable length. "The key to a successful golf course development is assembling a professional team. Included should be an experienced land planner, civil engineer, golf course architect, housing architect, attorney and financial consultant. If the site is environmentally sensitive, an experienced environmental consultant should be included." Bernard R. Baker III and Paul W. A. Courtell, Jr. of the Leisure and Resorts Group with Gunster, Yoakley & Stewart, P.A. discussed various membership plans.

New golf club membership programs are being designed in the United States, Japan and elsewhere to provide a maximum return to the developer, a valuable asset to the member, and a marketing advantage to the project, they said. Whatever plans are chosen, disclosure should be a key ingredient in any agreement to ensure the member understands the rights and responsibilities of membership, ownership of the club, ability of the owner (if the club is not owned by the members) to terminate memberships, and restrictions on transferability of memberships. Although it is possible, because of market demand, to sell memberships without full disclosure, developers providing materials explaining the program (in multiple languages if necessary) are better protected and have a marketing advantage.

Basic programs are 'member-owned' and 'right to use' clubs owned by the club developer or by a third party owner/operator. Equity club members are a bit different, having not only an ownership interest, but also voting rights enabling them to control the club by electing officers or club directors. Although it may be necessary for the developer to control the club until most memberships are sold, members know they will ultimately own and control the club, adding substantial value to memberships. Equity clubs have increased dramatically in the past decade. However, non-equity, right-to-use clubs are becoming increasingly popular as development costs for golf courses rise and the time from inception through sellout increases.

Changing economic conditions, consumer tastes and market considerations play a premium on flexibility. Convertible programs giving members a role in the ultimate disposition of the facilities, but retaining some flexibility for the developer, are one answer. The growing popularity of golf coupled with a scarcity of land has resulted in extremely high prices for golf club memberships in Japan. Many high-priced memberships are not owned by individuals, but by corporations. Many have an option allowing a member to put his membership back to the club after a period of time and recover his initial fee.

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algacides can cure algae blooms.

“Water conservation requires an understanding of the fundamental role water plays in plant growth, the effect climate and weather have on growth rates, and how these factors influence water use rates and choice of grass.

“Sound irrigation management requires a knowledge of the basic physical and chemical soil properties and how these affect water absorption, storage and drainage as well as frequency, rate and the number in which water must be applied. Such basic information must be correlated with the requirements of play or use and adapted to fit the existing planned irrigation methods.

“Properly designed irrigation systems equipped with computerized controllers tied into on-site weather stations permit an application of water in accordance with the needs of the plant. Studies have indicated that when this type of system exists, a savings of 40-50 percent of the water normally applied can be conserved,” he said.

Water, specifically pond and lake management, was the topic addressed by Charles Barebo of Otterbine Barebo, Inc. “Not providing ongoing lake management can be costly to correct,” Barebo said. “Algae mats, aquatic weed growth, bottom sludge buildup, oxygen depletion and foul odors are symptoms of poor water quality. Mosquito breeding is often common in stagnant waters. Algae can clog irrigation intakes and exhibit itself on tees and greens.”

Some management methods treat symptoms of poor quality, he said. A lake harvester or dredge immediately cleans up weeds and algae and eradicates sludge. Algacides can cure algae blooms. Dyes stop the sun’s ultraviolet rays from penetrating the water’s surface hindering algae growth. But harvesters, algacides and dyes treat symptoms, not the cause of the problem, namely poor water quality, Barebo said. The surface mechanical aerator, which his company produces, draws water from the lower depths and throws it in the air, like a fountain. The spray traps oxygen from the air and releases it in the water when it returns to the lake’s surface.

“This spray also creates a convection pattern in the water column,” he said. “The induced circulation caused by the aerators breaks up stagnant waters, eliminating mosquito population. Aeration is a key factor in reducing sludge buildup as well as fertilizer and organic nutrient loading levels.”

A good golf course architect can turn a mediocre or hostile site into an excellent golf course that looks as if it belongs to the land upon which it was placed, and for a realistic price, according to Calum A. Todd of Bradford Benz, Golf Course Architects.

“The primary objective of our design efforts is to create golf courses in harmony with the natural systems at work in the environment,” Todd said.

“Historically, the first golf course arose out of natural landscape features, and the game itself originates in man’s relationship with the land. Sir Guy Campbell in his ‘A History of Golf in Britain’ said of earlier courses, ‘Nature was their architect, and beast and man her contractor’.

“An environmentally responsible approach to design could be said to be a resurrection of the ‘classic values’ of golf course architecture. This represents a response to growing environmental concerns of over-irrigation, escalating long-term maintenance costs and a demonstration to a concerned public that there exists a viable alternative approach to contemporary golf course architecture.

“Because of European governmental initiatives, much agricultural land is becoming available for leisure utilization and, of course, golf is a primary developmental choice. With intensive crop rotation, the ecological significance of most farmland is minimal.

“As only a relatively small percentage of most project sites is taken up by intensively managed playing turf, the majority of sites offer a wonderful opportunity to restore or create environmental quality for the property where wildlife and natural vegetation can flourish.”

To illustrate the cost differences encountered in course construction, architect Michael J. Hurdzan compared two courses his company designed within 20 miles of each other in Toronto.

Royal Woodbine, named after a famous nearby horse racing track, cost $2,500,000. Devil’s Pulpit almost four times that amount. The most dramatic cost difference was in environmental protection — $1,580,000 at Devil’s Pulpit versus $20,000 at Royal Woodbine. Devil’s Pulpit was on a highly-regulated and protected geologic formation that required an extensive permit and approval process by town, regional, federal and environmental agencies. Environmental expenditures included $1,250,000 for sludge control devises; $650,000 to build an environmentally isolated green near a wetland; and $175,000 for revegetation work.

Royal Woodbine is a semi-private club on 165 acres of city-owned land. The site had been an illegal dumping ground along an environmentally dead stream. Therefore, the permit process was less arduous and restrictive. Only erosion control measures were required.

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USGA Green Section National Director James Snow and GCSAA President Gerald Faubel agreed golfers should be taught that "brown is beautiful.

Declaring that golfers' demand for green golf courses is putting the game to the head of superintendents," Snow said: "They are being told: 'Produce a top-notch golf course all the time or risk losing your job.' An insurance policy is pesticides... Certainly some are using pesticides to give golfers what they are demanding.

"So in the long run we have to educate and change golfers' expectations. We need to install a philosophy among golfers where they will request a reduction in pesticide use in conjunction with a willingness to accept a few weeds and brown areas on their courses."

He said the USGA plans to educate golfers through the mail, on-site visits, seminars and meetings, publications, and a video.

Speaking for superintendents whom USGA President C. Grant Spacht described as "the vital ingredient, the delivery system," Faubel said the GCSAA is seeking a first-class, worldwide education for superintendents and is working cooperatively with Congress, EPA and the Occupational Safety and Health Administration.

"We are developing communication tools for our total industry. We have just developed a new video naming all the positive aspects of golf courses in a community," he said.

"We have to live in harmony with nature and not command it through our design and maintenance practices," Snow said.

Snow added that the cutting edge of golf greens is "getting ridiculous. It is placing extraordinary stress and requiring more inputs of water, pesticides and other attention than is necessary."

On the other hand, he said a low cut on fairways actually reduces water and pesticide use.

Faubel said, "We have to change our cultural techniques in maintaining our golf courses. The golfer must understand they will receive the kind of playing condition they demand."

Crampton said the EPA will continue to closely monitor concentrations of pesticides and fertilizers in ground water and surface water at levels exceeding national standards; set maximum concentration levels for chemicals, nitrates and other pollutants in ground and surface water; regulate, through registration permits, use of pesticides in certain settings; set standards for applicators; and deal with loss of wetlands through dredging, filling, ground water pumping and draining activities.

The wetlands issue, he said, "will continue to be fraught with uncertainty, because it is so highly charged locally. Most wetlands issues never get closer to the EPA in Washington. This adds a major element of inconsistency to the picture that you have to face in developing new courses."

In respect to pesticides and nitrates, Crampton spoke of EPA's ground water survey at Cape Cod, Mass., and its national survey of pesticides in drinking water wells.

While the Cape Cod study found that use of chemicals on golf courses causes little or no ground water contamination, the national survey discovered some well pollution.

He said the EPA estimates that 10 percent of the nation's community drinking water wells and 4 percent of rural drinking water wells have detectable residues of at least one pesticide, but less than 1 percent are at levels of health concern. More than half the nation's wells contain nitrates, with about 1.2 percent of community wells and 2.4 percent of private wells showing detection above maximum contaminant levels, he said.

"The big surprise was that the most frequently detected pesticide in the survey was a breakdown product of DCPA (Dacthal). The potential significance for the golf industry is that approximately 75 percent of Dacthal's use is on turf," Crampton said.

While most wells pose no health risks, "at the same time the findings underscore the need to be more diligent in order to avoid more serious problems in the future," he said.

Crampton said because EPA will focus on re-registration of all List A pesticides, "more chemicals are
Course development forecast cloudy

BY PETER BLAIS

Tracking golf course development is the province of National Golf Foundation programs and concerns the entire golf industry, according to a panel of experts assembled last summer at a Palm Springs, Calif., conference.

"Golf course development affects everyone in the industry either directly or indirectly," said Richard Norton, president of the National Golf Foundation Consulting.

Progress and Trends

With the Baby Boomers lining up to enter the golf market, the limiting factor for golf course development, Norton said, is the combination of premium prices and high profits driven by golf courses being associated with new subdivisions. Norton said that means new development is vulnerable to the predicted recession. But there are mitigating factors, Norton said.

First, in a recession, the strong survive. Many golf course developers are "well-financed, well-connected and will continue to use golf as a vital element to sell real estate," Norton said.

"More importantly, he added, golf is being viewed by private and community developers as a stand-alone unit that can be profitable. That makes them less susceptible to a downturn in the real estate market." Norton said.

Herbicides

Continued from page 18

"Dovets, places where skunks or golf cars have dug up the turf — these are places where clover can really blast" clover. But he added, "it if it reduced the vigor of the turf,..." We can even exchange lab personnel... This is not a matter of us getting pseudo-science out there.

"Clover seed remains viable in soil for at least 10 years and probably longer. If you do get your eyes on the turf in an exposed spot it can then creep out and re-infest the turf.

"Neal disagreed that lower nitrogen fertilization was a root of the clover problem. Courses he is familiar with have reduced nitrogen applications "but only to the range of optimum fertility for bentgrass," he said. "If it reduced the vigor of bentgrass, you'd have a bigger problem with poa annua."

The future

While PBI Gordon's Carroll said most non-phonyx products "are not an economically feasible option right now," other experts say scientists are concentrating on research on non-phonyx, post-emergence products.

"There are a number of products that can replace 2,4-D but are a lot more expensive," said Dow Elanco Product Marketing Manager David Mazur.

"Our research and development people are looking primarily at triclopyr and others in that same line of chemistry, with very few down rates of application," he said.

Mauer said, "This is true of most companies. Society is telling us they don't want pounds and pounds of chemicals going out.

He said that, typically, it costs $40 million to $50 million and takes eight to 10 years to develop a new product from the laboratory to the marketplace.

"In today's environment we have... to do a battery of environmental impact and toxicology studies, and it takes years," he said.

NGF studies show parts of the United States have too many golf courses. Far more have too few, with Baby Boomers lining up to enter the golf market, the limiting factor for golf course development, Norton said.

"If golfers act like their parents, there's a lot of potential demand for courses out there," the NGF official said.

Existing courses will help satisfy a potential demand the NGF says could almost double from 474 million rounds annually in 1990 to 884 million by the year 2000. But with existing facilities at 85-90 percent of desired capacity, there isn't much room there to meet increased demand, Norton said.

That means new courses are needed. But they can't be placed anywhere. They must be built in a community is an emotional issue. Many golf course developers are "well-financed, well-connected and will continue to use golf as a vital element to sell real estate," Norton said. "More importantly, he added, golf is being viewed by private and community developers as a stand-alone unit that can be profitable. That makes them less susceptible to a downturn in the real estate market."

Golf course development affects everyone in the industry either directly or indirectly, according to a panel of experts assembled last summer at a Palm Springs, Calif., conference.

"Golf course development affects everyone in the industry either directly or indirectly," said Richard Norton, president of the National Golf Foundation Consulting.

Progress and Trends

With the Baby Boomers lining up to enter the golf market, the limiting factor for golf course development, Norton said, is the combination of premium prices and high profits driven by golf courses being associated with new subdivisions. Norton said that means new development is vulnerable to the predicted recession. But there are mitigating factors, Norton said.

First, in a recession, the strong survive. Many golf course developers are "well-financed, well-connected and will continue to use golf as a vital element to sell real estate," Norton said.

"More importantly, he added, golf is being viewed by private and community developers as a stand-alone unit that can be profitable. That makes them less susceptible to a downturn in the real estate market." Norton said.

Herbicides

Continued from page 18

"Dovets, places where skunks or golf cars have dug up the turf — these are places where clover can really blast" clover. But he added, "it if it reduced the vigor of the turf,..." We can even exchange lab personnel... This is not a matter of us getting pseudo-science out there.

"Clover seed remains viable in soil for at least 10 years and probably longer. If you do get your eyes on the turf in an exposed spot it can then creep out and re-infest the turf.

"Neal disagreed that lower nitrogen fertilization was a root of the clover problem. Courses he is familiar with have reduced nitrogen applications "but only to the range of optimum fertility for bentgrass," he said. "If it reduced the vigor of bentgrass, you'd have a bigger problem with poa annua."

The future

While PBI Gordon's Carroll said most non-phonyx products "are not an economically feasible option right now," other experts say scientists are concentrating on research on non-phonyx, post-emergence products.

"There are a number of products that can replace 2,4-D but are a lot more expensive," said Dow Elanco Product Marketing Manager David Mazur.

"Our research and development people are looking primarily at triclopyr and others in that same line of chemistry, with very few down rates of application," he said.

Mauer said, "This is true of most companies. Society is telling us they don't want pounds and pounds of chemicals going out.

He said that, typically, it costs $40 million to $50 million and takes eight to 10 years to develop a new product from the laboratory to the marketplace.

"In today's environment we have... to do a battery of environmental impact and toxicology studies, and it takes years," he said.
**Forecast**

Continued from page 23

ample, development has traditionally followed the up and down pattern of interest rates. "If there is a war in the Middle East and a rise in oil prices, that negative economic news will affect us just like it will affect other industries," Norton said.

Development costs have risen dramatically over the last decade, Norton explained. Between 1980 and 1988, the cost to build golf courses rose five times as much as the Consumer Price Index. Higher development costs translate into higher green fees to cover higher debt service payments. Many golfers surveyed by the NGF said higher green fees cause them to play less expensive courses, play less often and buy less equipment.

The greatest upward cost pressures have been the price of land and environmental approval process, Norton said. As metropolitan areas grow, it becomes harder to find land that is suitably zoned, appropriately located and the right price to build economically viable golf courses.

Creative developers have solved the dilemma by establishing public-private joint ventures, utilizing shared ownership agreements and building on limited-use, low-cost property like urban landfills and land near airports.

Praising the efforts of states like Arizona and Florida, Norton said the state of Florida will become a trendsetter in the development of golf courses in other states. "We cannot go to the government simply with opinion," he said. "We must go to regulatory agencies and government policy-makers."

The only way to attract the necessary money to meet the potential demand is to build profitable courses. Public facilities average gross operating margins (net income before debt service and taxes as a percent of gross income) of 20 to 25 percent. Lenders generally seek higher margins. But 25 percent isn't bad, Norton said, considering that reflects traditionally non-profit municipal operations and profit-oriented daily fee facilities. Resort and daily-fee courses report higher margins.

Golf must get away from the traditional break-even philosophy of private and municipal courses and jump on the for-profit bandwagon to attract new investment, Norton said. Despite the depressed state of the banking industry, commercial banks provide 37 percent of the funding for new courses, retaining their slot as the No. 1 source of capital. Banks are currently the majority owner of the course, unlike other alternatives financing syndicates that provide 25 percent of new course capital. Cash is still important at 19 percent.

Lenders (traditional banks) tend to look at golf courses as a real estate area gone amuck. And they are not unfortunately looking at golf as a real, viable investment alternative," Norton said.

To counter that perception, NGF is undertaking a study to provide lenders with better information on golf operating ratios.

Funds from banks and S&Ls are very limited and require large equity and cash reserves to obtain, Norton said. New golf projects are averaging 56 percent equity and 44 percent debt. That's a big barrier to entering the market. But those that qualify are more likely to survive and operate successfully. The developer demonstrates a proven track record and obtains a qualified management group, the debt-equity ratio can be negotiated downward toward a more traditional (30-35)-percent ratio.

If funding is available, development opportunities clearly exist. Eighty percent of course operators in some areas report their regions need more courses. NGF has identified 50 areas of investment opportunities that could use more facilities.

Golf course development is not for the faint of heart. — NGF VP Richard Norton

Cost, finance and prospects

The basic economics of golf courses have been intentionally camouflaged. But the emphasis on public golf and the recent economic downturn are bringing economics to the forefront, said James A. Chalmers, the founder of Development Management. "The economics firm recently acquired by Cooper & Lybrand. Chalmers moderated the golf development panel consisting of Norton, Championship Guest Captain Raymon Finch, Dye Designs President Perry Dye, American Golf Corporation President Bob Coates and President Craig Price and William Sherman Co. President William Sherman.

In the last 12 years, the cost of the basic "plain vanilla" golf course has risen from $1.5 million to $3.5 million for direct course construction, estimated Finch, a developer of courses in South Carolina and Florida. A "turnkey vanilla" facility with full cart paths, irrigation system and standard clubhouse runs about $3 million.

An upscale, world-class signature course built 10 years ago cost about $5.5 million in the last dozen years. Throw in two years and over $1 million in soft costs (permitting, landscaping, maintenance building, supplies, start-up fees, seeding and irrigation), and the cost is up to $5.5 million. New golf courses that require more than $10 million run up to $10 to $15 million, according to Norton.

The cost of the game has changed and must eventually impact green fees," Finch said. "We're looking at serious problems if we don't get our sharing costs under control."

The cost of the running costs involves increased government regulation, permitting and land costs, said Finch, a founder of the recently-formed Florida Golf Coordinating Council. "It is reducing the public and state government about Florida's 55 billion golf industry."

"Golf needs to lobby like regular -trades associations do," Finch said. "We need to gather information, catalog it and make it available to people who interface with the government. We've been reading about what's going on with our eyes closed and trying to do in this and not doing anything about it. That has to change."

Dye agreed with Finch regarding increased course construction requirements and environmental regulations. A builder expects an architect to be well-versed in those areas and to have a staff that can deal with them.

"Our company has 120 employees with more education under one roof than Donald Ross used to have on the full train when he went from city to city," Dye said.

"When you're talking about mitigating costs on a golf course, you're talking about mitigating problems the developer brings to us. Many locations come with environmental issues. The only way to deal with them is with money."

Once solutions are discovered, they often become more economical. For instance, Perry's father, Pete, designed a drainage system for construction of Old Marsh Golf Club in North Palm Beach, Fla., that kept all runoff on the course. The Dyes didn't know what it would cost. But they were willing to let a developer who was willing to solve the problem regardless of cost.

"One system is set up, you can usually do it again for much less. I can see my father doing the same thing at the same Island (S.C.) for less than at Old Marsh because he's already done them once." Architects are in a Catch-22 situation when it comes to cost containment, Dye said. They would like to make it do with less. But because of potential liability problems, they must often ask for more. "I like shorter, tighter par 4s," he said. "I find them more challenging. If I can get golf course on 100 rather than 120 acres, that's 20 acres I don't have to pay taxes on. It can be a substantial savings. The problem is that if a ball flies off those 100 acres and lands on a house or on a roadway, we're held liable and it's a court case."

The cost of maintaining turf can be reduced if golfers learn to do without the dark, green turf they see on television tournaments, Dye said. "It's time for golfers to wake up," Dye said. "Brown is beautiful. It always has been. The golf goals links of Scotland are as brown as it gets. Golfers have to be willing to move our ball over a little bit better turf and play by winter rules in lieu of what we do to the environment to keep things bright green."

Dye Designs charges a different fee for municipal than it does for private clubs or

"You're not going to get that kind of grass flow in rural areas. You can only do that in urban areas," AGC's Craig Price said.

private daily fee courses. The idea is to keep green fees affordable.

"But the emphasis on public golf has been intensified," Chalmers said. "The realization has been that you're not going to get that kind of grass flow in rural areas. You can only do that in urban areas," Price said.

American Golf does not buy land, Price said. All deals are leasehold arrangements with the city, county or state. No lease payments are made until the course opens. With courses as large as 150 acres, the aggressive nature of the construction build to, they must cash flow $800,000 to $1 million a year.

"You're not going to get that kind of cash flow in rural areas. You can only do that in urban areas," Price said.

American Golf is also actively pursuing practice centers. They usually include 75 to 150 driving stations, intensively maintained turf areas, high-quality artificial turf areas, putting courses, putting greens, practice pitching areas and well-managed golf training programs.

Practice centers require just 10 to 15 acres. American Golf operated none two years ago. It has six now open and four under construction. All are in metropolitan areas.

"It's a new product that should be beneficial to promoting the boom in golf," Price said.

American Golf has found affordable land in metropolitan areas in the form of cemetery land, flood plains and landfills.

"It's a tremendous use of otherwise useless land," Price said of courses on landfills. "We can get the same results of a golf course as a golf course so there is no impact, no percolation of water and pesticides into it. Landfills should be a good source land for future development that should be squeezed off by environmentalists."

The fact remains however that most courses are associated with residential or commercial real estate, Sherman said.

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**GA**
Deere & Company's Moline, Ill., announced that a portion of the company’s lawn and grounds equipment operations will be consolidated at a new location in Raleigh, N.C.

The Raleigh operations will serve as the administrative and sales center for the company’s independent lawn and grounds equipment dealers. Administrative responsibility for Deere’s lawn and grounds equipment operation in the U.S. has been spread among five sales branch offices.

Under the new plan, the Raleigh office will assume responsibility for the company’s independent consumer products dealers, while the five branch offices will continue to support the company’s combination agriculture and lawn and grounds equipment dealers.

"Deere & Company’s record of success and growth in the consumer products business has been most encouraging," according to Mark C. Rostvold, Deere’s vice president, consumer products. "Now, the centralization in Raleigh of our independent consumer products dealer organization will allow us to capitalize even more effectively on the opportunities we see in the 1990’s for this business."

The office is expected to begin operations in the spring of 1991, and should be in full operation by October. The Raleigh office will eventually employ about 100 persons, some transfers from current Deere sales branch locations. About 100 field sales personnel also will report to the Raleigh office.

John Deere produces and markets North America’s broadest line of mowers and other equipment for homeowners and commercial users, including tractors, turf care equipment and a wide variety of outdoor power products.

Lofts Seed shows research sites, shares expertise

In response to increased interest in ornamental grasses, Lofts Seed Inc., relocater of Clubmaster Seed Research of Oregon, has held a field day seminar to display its ornamental research and growing areas in Martinsville, N.J.

Lofts’ Research Director and Vice President Dr. Richard Hurley and horticulturist Chris Rauch described the characteristics of the numerous varieties. In addition, agronomist Marie Pompei discussed the use of wildflowers to complement ornamental grasses.

There are good reasons for the renewed interest in ornamental grasses, say Lofts experts. Many varieties offer varied texture, form, color and flowers from spring to fall. There are ornamental grass varieties for sun, drought and wet conditions. They can be used along ponds or pools, as hedges, in meadows, on golf courses and planted in mass. Lofts officials said. The ecological value of ornamental grasses lies in their minimal need for maintenance. And, unlike many other plants, they’re not palatable to deer, they said.

Elsewhere...

Honda Power Equipment has moved its headquarters cross-country to a new 40,000-square-foot facility in Duluth, Ga. Sales operations spokesman Steve Bailey said the new location is nearer the firm’s manufacturing plant in North Carolina and research and development operations in Ohio than were the Gardena, Calif., offices.

David Jensen Associates, a land use planning and market analysis firm in Denver, Colo., has relocated its Cherry Creek office to South Parker Road in Denver. The new address is 1451 South Parker Road, Denver, Colo. 80231; 303-369-7369.

Seed Research of Oregon has obtained for SR 4100 perennial ryegrass, SR 3000 hard fescue, and SR 1020 creeping bentgrass. SR 4100 is an improved perennial ryegrass that has performed well in the 1989 National Turfgrass Evaluation Program. SR 4100 is an endophyte containing ryegrass that will produce a dark green, fine textured, dense turf that can tolerate cutting heights as low as one half-inch.
Collins heads Management, Acquisitions Division for Dye

Dye Designs of Denver, Colo., has named Gary Collins president of its newly formed Golf Club Management and Acquisition Division. The division operates the Golf Club of Illinois in Chicago and plans to buy another 25 clubs over the next five years. Collins has worked for 12 years with Club Corp. of America, the last four as general manager at Glenmoor Country Club in Cherry Hills Village, Colo. He holds a degree from the University of Texas and Texas A&M.

Cushman hires training leader

Dave Ferguson of Lincoln has been appointed training coordinator for Cushman Inc., headquartered in Lincoln, Neb. Ferguson will be responsible for helping club personnel coordinate training video programs, slide presentations, trade show programs and training aids for dealers and marketing personnel. He has worked in the experimental division of the Cushman engineering department for five years. Previously, he worked in customer service for Hy-Gain Electronics and served as quality control manager for Pure Water, Inc.

Ed Miller takes charge of Pebble Beach grounds

Edward J. Miller has joined Pebble Beach Co. as manager of superintendents responsible for all golf course operations, according to Paul Spongli, vice president of golf. Miller comes to Pebble Beach from Desert Forest Golf Club in Carefree, Ariz., where he served as superintendent for four years. He has more than 10 years experience in golf course management, including superintendent posts at Cherry Hills Country Club.

Keeler v-p sales for RedMax

John Keeler has been named RedMax's vice president of sales and marketing. Prior to his promotion, he was RedMax's national sales manager. RedMax, a division of Komatsu Zenoah, manufactures yard and garden equipment.

Amiad USA, Inc., of Reseda, Calif., has appointed Robert Libraty as national sales manager. Issac Orlans, president of the filtration and fertigation manufacturing firm, said Libraty will be responsible for all sales activities of the company throughout U.S., Canada and Mexico. Libraty was previously sales engineer for Knurr U.S.A., Inc. He holds a degree in engineering from Indiana Institute of Technology.

Hunter heads turfgrass sales for Davenport

Emory Hunter has joined Davenport Seed Corp. as a turfgrass seed and specialty products sales manager in one of three management moves. Davenport, of Davenport, Wash., a division of Warren's Turf, Inc. of Crystal Lake, Ill., also appointed Karen Reinhold sales and administrative assistant and Todd Harris field service manager for Columbia Basin seed grower. Hunter is a 22-year veteran with Warren's, and for the past eight years has been divisional manager of Warren's Seed and Special Products Division. Reinhold was most recently account executive for Dale Severson and Associates of Spokane, Wash. She is a graduate of Washington State University with a bachelor's degree in communications. Harris was formerly with Jacklin Seed in Twin Falls, Idaho, and has extensive field service experience in turfgrass seed and research. He holds a degree in plant science from the University of Idaho.

Kehl new v-p sales at PGI

PGI Golf, Inc. of Loudonville, Ohio, has appointed Jack E. Kehl vice president of sales and marketing, according to President John T. Denley. Kehl will be responsible for PGI's sales and marketing efforts, including introduction of its own golf ball brand name beginning this fall. Kehl brings 22 years of experience in the golf industry to PGI.

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Keystone Retaining Wall Systems has released its new technical manual. The eight-page brochure shows improved details on designing and installing mortared, concrete modular retaining walls used by architects, superintendents, designers, engineers and contractors. Architects and superintendents have used Keystone Retaining Wall Systems for hundreds of golf course path linings, pond retention, parking lots and landscape applications.

The mortared construction utilizes high-strength, concrete modular units which are interlocked and reinforced fiberglass pins.

They don't deteriorate, corrode, warp or discolor. They do not require replacement like traditional timber walls or continual upkeep like boulders.

The system has the appearance of natural, quarried stone with deep shadowing effects.

Keystone walls require no special tools, equipment, mortar, special footings or pre-cast curb. The one- and one-half-square Foot blocks are easy to handle and can be hauled with a Keystone cap.

The dry stack process requires a shallow trench to establish a leveling pad of granular material. Lay the base course, pin the units, and place a Keystone cap. The materials can be installed quickly and often by the golf course's own maintenance crew. The one-and one-half-square-foot blocks make estimating easy.

The system has the appearance of natural, quarried stone with deep shadowing effects.

For more information, contact Keystone Retaining Wall Systems, 7600 France Ave. South, Suite 110, Edina, Minn. 55435 or call 612-897-1040 and fax 612-897-3858.

Lofts Seed, Inc. is offering a free reference guide on what grasses grow best in various parts of the country. The Golf Course Professional's Guide to Turfgrass Selection includes recommendations for golf courses throughout the United States.

The booklet is divided into geographical areas and includes an extensive section on Southern winter overseeding.

Lofts Seed can be ordered from Lofts Seed Inc., Chimney Rock Rd., Bound Brook, N.J. 08805.

AGSAA booklet tells how to build muni courses

A pamphlet detailing how townships can develop municipal golf courses is available from the American Society of Golf Course Architects. "Planning the Municipal Golf Course" contains information on construction costs, site selection, acreage needs, financing and how to begin the project.

The eight-page pamphlet is available free from the ASGAA, 221 N. LaSalle St., Chicago, Ill. 60601. Include a stamped, self-addressed envelope.

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**Columbia introduces new golf cars**

Columbia ParCar Corp. has introduced its 1991 model golf cars. New features include a centrally located ball holder for both golfers' convenience and slightly more angled seat backs for golfer comfort. Columbia ParCar offers two body styles. The "Classic" features an angled bag rack with a tilt-up rear body. The "Legacy" has the exclusive clam shell rear body style. Both are designed for ease of cleaning and preventive maintenance.

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10-12 — Missouri Lawn and Turf Conference and Trade Show at the Clarion Hotel in St. Louis. Call 314-862-4087.

10-13 — Ohio Turfgrass Foundation Conference and Show at the Cincinnati Convention Center. Contact Phyllis Pourer at the OTF, 2031 Collyer Road, Columbus, Ohio 43219-329-2901.

12-14 — Second Annual Pacific Coast Turf and Landscape Conference and Trade Show at the Washington State Convention and Trade Center in Seattle. The conference and show are sponsored by the Western Washington Golf Course Superintendents Association and Jones and Associates, Contact Jones and Associates, Park Center, Suite 200, 2 N. 808 Howard St., Spokane, Wash. 99201-2201; 509-327-5094.

12-14 — Desert Turfgrass/Landscape Conference and Show at Shaw Bally's Resort in Las Vegas, Nev. Call 702-719-4500.

13-14 — GSAA seminar in Hershey, Pa., on Basic Principles of Turfgrass Management.

14-15 — GCSAA seminar in San Antonio, Texas, on Golf Course Restoration, Renovation and Construction Projects.

17-19 — Texas Turfgrass Association Conference and Show at the San Antonio Convention Center. Contact Executive Director Shirley Ebbe, 1001 Howe, College Station, Texas 77845.

For more information or to register, contact Bret Evans, educational coordinator, Golf Course Superintendents Association of America, at 800-472-7878 or (913) 841-2496. The seminars are dependent upon the availability of the instructors, and are therefore subject to change. One-day seminars cost $180 for GCSAA members and $210 for non-members; two-day seminars cost $180 for members and $210 for non-members.
Cooling down bent in the hot South

David Lowe and Dave Smith keep grass alive and neighbors happy

BY PETER BLAIS

There were enough complaints about the noise for The Plantation at Ponte Vedra Golf Club superintendent David Lowe to be concerned. A handful of nearby residents said the 3- by 3-foot square fans blowing across the club's bentgrass greens were loud and unsightly.

But if you're going to keep bentgrass alive in northern Florida, you need something to keep the air circulating when summer temperatures and relative humidity both approach 100.

What to do?

Following a tip, Lowe and general manager Wayne Sloan visited Colonial Country Club in Fort Worth, Texas, where the superintendent had rigged up a smaller, air conditioner-type blower next to his bentgrass greens.

"It was much quieter. But it didn't work too well. I think it was too small and too high off the ground," remembered Lowe.

But Lowe was intrigued and took the idea to Plantation head mechanic Dave Smith. Together, they devised a way to lower a similar 30- by 24-inch blower next to his bentgrass greens.

Lowe bought 14 additional blowers, at $550 apiece, and had Smith rig them up 24 hours a day through late September.

"They've been tremendous," Lowe said. "The grass is much healthier and vibrant. And it's helped root development. Overall, the greens where we used the blowers are in superb health."

"Bentgrass courses have been using something to keep the air circulating up a smaller, air conditioner-type blower next to his bentgrass greens.""A lot of the members grew up playing on bentgrass up North. That's what they want down here, too," Lowe said.

Lowe and Dave Smith keep the fans blowing across the club's bentgrass greens. Smith rigged up the blower to oscillate in order to keep the bentgrass cool growing in the northern Florida heat.

The extra labor, inconvenience and expense of maintaining bentgrass compared to Bermudagrass — Lowe pegged the added cost at $44,000 annually at Plantation — prompted Admirals Cove Country Club in Jupiter to convert from bentgrass to Bermudagrass last summer, Foy said.

"Bentgrass greens have been using something to keep the air circulating," Smith said. "Bentgrass courses have been using something to keep the air circulating.

Lowe said he plans to replace all the large fans with blowers next summer. While recognizing that some residents will never be happy with anything but grass and sand around the greens, Lowe said, "they definitely prefer the blowers to the fans."

As for the golfers, many prefer bentgrass to Bermuda, despite the added cost.

"A lot of the members grew up playing on bentgrass up North. That's what they want down here, too," Lowe said.

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