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Club directors face tests
By PETER BLAIS
The biggest threat facing the private club industry is that its members are perceived as elitists, according to a National Club Association lawyer.

Continued on page 20

Fla. summit will draw all parties
By PETER BLAIS
Item: A Florida water district considers instituting a $4 per 1,000-gallon surcharge on golf courses for water pumped out of courses' own wells. The move could add $10 to the average round and $800 to the typical private club membership fee.

Continued on page 22
For nearly two decades, Melex golf cars have been out-driving the competition, in comfort as well as performance. Now the Melex line is a threesome, making Melex the natural choice for any course.

At the top of the line is the Model 412. Its sleek aerodynamic design gives it sportscar-like styling, while a state-of-the-art speed control system allows the motor to draw only the power it needs at any given speed. The result is a far smoother ride, 25% more range on a single charge, and extended battery life.

The Model 252 and the 3-wheel 152 have proven themselves to be reliable drives for many thousands of golfers. Both models feature a brake system that's virtually maintenance-free, an efficient, economical electrical system, and super-strong front suspension.

All Melex golf cars offer the competition's "luxury options" as standard features. These are the little touches that keep your golfers happy. Best of all, Melex golf cars are built to drive for distance. They're a lasting investment, year after year.
**FF-II problems wider-spread than thought**

**BY PETER BLAIS**

Twice as many courses as originally thought suffered turf damage from a tainted fungicide, but manufacturer O.M. Scott & Sons reports few additional courses will report problems.

"A number of other courses contacted us after the original publicity," said Scott sales manager Jerry O'Donnell, referring to the 10 involved late last month in the Soldiers enter fray with Mohawks in Canada.

Canadian soldiers became involved late last month in the sometimes violent impasse between Mohawk Indians and the government over a proposed expansion of Oka Golf Club in suburban Montreal.

The army placed razor wire around a drug and rehabilitation center where 50 Indians had holed up while negotiations over who owned the contested 76 acres continued, according to reporters at the Canadian golf magazine "Score." Only essential items, like food, were being allowed through to the 20 warriors and 30 women and children inside the rehab center. A dozen journalists were also inside. But the army was intercepting all phone calls. The only communication allowed was on a hotline between the army and Indians.

The government hoped the action would force the Indians to leave the facility and bring about a settlement to the conflict, which began this spring when the Indians erected barricades leading to what they claimed was tribal land. The situation turned violent when a policeman was killed in a July gun battle.

But the Indians refused to leave the center until the government legally turned the land over to the Kahnawake Indian Reservation and promised those occupying the rehab center access to advisers and family if they were jailed.

The federal government purchased the land from the owners (the town of Oka and a French businessman) for $2.78 million in mid-September, but gave no indication it was willing to meet the Indians' demands. Grand Chief Serkywasherecently," Welch said. O'Donnell said he is pleased with the cooperation he's received from Scott employees to rectify the situation.

"Considering the magnitude of the problem, we're happy with the way it's worked out," the Scott employee said.

"I'm happy with the way everyone has responded. It's taken a lot of time to resolve the issue, plus the direct expenditures. The superintendents have reacted quite favorably. We're working with them to get things corrected."

For many weed control problems, the answer is not a solution. It's granular Team preemergence herbicide.

Team puts your weed control where it does the most good—the weed germination zone. There, it turns into a vapor and delivers a zone of protection that's very solid. So solid, it keeps out crabgrass, dandelions and many other problem weeds all season long.

That keeps your reputation solid, too. With Team, your golf or lawn care customers will see fewer weeds — and more beautiful turfgrass.

But it's not just Team's tough weed control that keeps customers happy. Many of them also prefer its gentle activity to turfgrass. Plus its easy, precise application. Team granules stay where you put them and won't leach out, even in heavy rainfall. And you can either apply Team by itself or on fertilizer available from leading golf course supplies.

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**NEWS**

**superintendents and the efforts of Scott employees to rectify the situation.**

"Considering the magnitude of the problem, we're happy with the way it's worked out," the Scott employee said.

"I'm happy with the way everyone has responded. It's taken a lot of time to resolve the issue, plus the direct expenditures. The superintendents have reacted quite favorably. We're working with them to get things corrected."

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That keeps your reputation solid, too. With Team, your golf or lawn care customers will see fewer weeds — and more beautiful turfgrass.
Japanese firm buys Pebble Beach Resort

Japanese-owned Ben Hogan Properties recently purchased Pebble Beach Co., a California real estate firm that includes many of the best-known golf courses and resorts on Monterey Bay.

The deal involves two luxury resorts, Pebble Beach Golf Links, the Lodge at Pebble Beach and the Inn and Links at Spanish Bay. Also included are Spyglass Hill and Del Monte golf courses, 17-Mile Drive and substantial real estate on the Monterey Peninsula. The purchase price was not disclosed.

According to a Ben Hogan Properties statement: "Ben Hogan Properties feel it is a great honor to become the owner of this prestigious golf resort. We highly praise the current operational methods of Pebble Beach Co. We do not contemplate any changes in the management personnel or management style.

"We pledge to make every effort to supplement and expand these excellent facilities.

Ben Hogan Properties President David B. Hueber said: "We are committed to operating Pebble Beach at the same high standards that everyone has come to expect of this world class property."

Added Pebble Beach Co. President Tom Oliver: "We are excited about this new alliance. Our combined decades of experience will assure that Pebble Beach will remain among the world's finest golfing resorts."

Club Group plans premier public courses

The Club Group Ltd., a Hilton Head, S.C.-based golf course development and management company, is entering the Atlanta market.

The Club Group plans to build five premier, daily-fee courses around the city in the next three years.

"There is a shortage of quality public courses in the Atlanta area and the majority of new courses being built are private or semi-private and tied in with residential developments," said company president Mark King.

Ground was broken Sept. 20 at Southerness Golf Club, located near Panola Mountain State Park, 20 minutes east of downtown Atlanta. The course was designed by Clyde B. Johnston, architect of Heather Glen in North Myrtle Beach, which was voted 1989's best new resort course in America by Golf Digest. Southernness will have a Scottish flavor enhanced by two lakes and 1 1/2 miles of frontage along the South River.

The Club Group has investigated 22 potential sites and hopes to confirm locations for the second and third courses by the end of the year.

Island green beautified and anchored in Idaho

The long-awaited island green at Coeur d'Alene resort at Lake Coeur d'Alene in Idaho, complete with a USGA-specified green, has been sodded, its sand bunkers filled, its trees planted, and is now anchored 150 yards offshore. Two tugs towed the structure to its watery site in late August.

According to superintendent Steve Maas, the green needed only a fall planting of geraniums to look like its designer, Scott Miller, planned.

Maas said the green weighs in at an even 5 million pounds. Ruler scales on the facing of the green allow for quick checks of lateral even keel. Maas said that as the trees grow, they could bring a weight shift that would mean adjustments.

The bluegrass rough is planted in 12 inches of soil. The Penncrest bentgrass green is official USGA 18-inch profile. Sixteen-foot-tall lights will be installed to telescope out of the edge of the green at night to illuminate the structure.

The course will officially open next April.
Yeutter headlines agronomists’ conference

'Herbicide hysteria,' other topics on tap

Topics ranging from "herbicide hysteria" to careless use of pesticides will be covered in papers presented Oct. 21-26 at the American Society of Agronomy's annual meeting in San Antonio, Texas.

Papers will be read after U.S. Secretary of Agriculture Clayton Yeutter opens the convene Monday morning and Canadian Assistant Deputy Minister of Atmospheric and Environmental Service Elizabeth Dowdeswell keynotes the theme symposium "Agronomy and the Environment" in the afternoon.

J.W. King, associate professor of turf management at the University of Arkansas, will relate how he led an information campaign to deflect an attack on herbicides and defeat it at the polls. His paper is entitled "Herbicide Hysteria Disrupts Fayetteville."

Dr. James Beard, professor of turf physiology at Texas A&M University, will talk on the need for turf researchers and practitioners to become involved with legislation.

Jay Feldman will cite careless use of pesticides as a major health-care risk facing society. Feldman, of the National Coalition Against the Misuse of Pesticides, says the Environmental Protection Agency has gravely underestimated this risk and he calls for a reassessment of the most common turf pesticides in accordance with new federally required safety standards.

Other papers will discuss the benefits of turfgrass, from psychological to thermal; use of turf in recycling waste; environmental issues of golf course construction; advantages of high-pressure water injection compared to traditional methods of aeration; the effect of cultural practices on nitrate leaching and nitrogen uptake of turf; and other topics.

The 1990 conference will be the first for ASA's new Division A-8 (ool and plant science applications) aimed at meeting the needs of professionals. An A-8 workshop is entitled "The Practitioner's World View: Identifying Concerns, Proposing Changes."

Dowdeswell will be joined in the symposium by Peter Day, professor at Rutgers University's Agribitech Center; Jay Lehr, executive director of the National Water Well Association; Steve Rawlins, USDA-ARS researcher; and Donald Worster, professor of environmental history at the University of Kansas.

More information is available by contacting the ASA at 677 S. Segoe Road, Madison, Wis. 53711-1086; 608-273-8080.

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CC of Miami plans include $52M resort

Ramada International has tentatively agreed to build a $52 million golf resort as part of the renovation of the Country Club of Miami (Fla.).

Ramada plans to build a 375-room hotel on 17 acres of Dade County property on land now called the Golf Club of Miami. The company will occupy the site of the old clubhouse and should open by 1993.

The county has already spent millions of dollars to renovate the club's two golf courses — $87.7 million to buy the courses, $4 million in renovations to the east and west championship courses, and $4 million for an executive course scheduled to open in January.

The Metro Commission turned management of the courses over to the PGA Tour and PAR Sports Enterprises, a group of black investors, in the hopes of making the project profitable.

The hotel was considered vital to ensure the project's success by drawing visitors and tournaments to the club. Several concessions were offered to get Ramada, which is building a similar golf resort in Scottsdale, Ariz.

Dade County agreed to pay for a new $3 million clubhouse, golf cart facility and improved parking. The County, PAR Sports and PGA Tour also agreed to defer or reduce rent payments for the first 10 years.

The county expects to earn $21.5 million in revenues over the next 20 years. Final approval is expected in September or October.

NuMex Sahara earns royalties for N.M. State

New Mexico State University in Las Cruces has received $35,772 from royalties on NuMex Sahara.

One of the first improved seed-propagated Bermudagrasses, NuMex Sahara was developed in NMSU's Agricultural Experiment Station turfgrass breeding program.

"NuMex Sahara's claim to fame is that it is a seed-propagated variety that is denser and has more drought-resistance than common Bermudagrass," said Arden Ballensperger, agronomy and horticulture professor emeritus.

He said the grass also does not grow as tall as other seeded Bermudagrass varieties.

Ballensperger said the U.S. Golf Association supported the research with grants totaling $67,200 over a five-year period beginning in 1984. When the AES accepted the funding, it was with the understanding that royalties from varieties developed during the funding period would be shared 50-50, after expenses, by the USGA and the AES.

"NuMex Sahara is the first turfgrass released by a USGA-sponsored research program to produce minimal maintenance turfgrass for golf," said Mike Kenna, director of Green Section research for USGA.

For free information circle #103
Walden Lake, Inc. of Sun City Center, Fla., are now designing and building golf courses in-house. By maintaining complete control of courses in-house, they have realized an estimated 20-percent savings, they say. "The savings has been in design and construction costs," said Charles Brasington, senior vice president. "A construction management team acts as a general contractor while in-house staff shape the course and install the irrigation system. We hire out the major earthwork and storm-drainage installation."

"The key to this concept is that we have complete control over what happens, when it happens, and how it happens," said Brasington. "As a result, we get a golf course that is less expensive to build and to maintain in the future."

Sun City Center Corp. and Walden Lake's team is made up of professionals with backgrounds in land planning, landscape architecture and golf. Through the use of a CAD system, Brasington and with Frank Kurchinski, senior vice president, have been instrumental in building several courses at Sun City Center and Walden Lake. "At some point, we may consider making the services available to other country club communities," Brasington said.

URI presented royalty money
Lofts Seed Inc. of Bound Brook, N.J., presented a royalty check for $37,000 to the University of Rhode Island. The money represented profits from domestic and international sales of three of Lofts' proprietary turfgrass varieties - Georgetown Kentucky Bluegrass, Jamestown and Jamestown II Chewings Fescue. These varieties were developed jointly by Lofts and URI. Lofts pays royalty checks to, and works with several universities in addition to URI. The royalties support research and development of advanced turfgrass varieties, as well as educational and extension programs.

Benz moves HQ
Bradford Benz has relocated his golf course architectural offices. Benz, who designs courses worldwide, is now headquartered at 475 Alberto Way, Alberto Oaks, Suite 217, Los Gatos, Calif. 95032; 408-354-4543.

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 Redmaster® 223-D. No other mower knows your fairways better. And through conditions of all kinds, the Redmaster 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 1/4" to 1/2" while maintaining the correct bedknife angle. This assures consistent cutting quality throughout the height of cut range. Quality golfers can't help but notice.

Although many golf courses still use potable water for irrigation, the majority use run-off, effluent, recycled, or well water, he said.

Water audits are available free of charge to all golf courses who want to assess their water usage. Moore said the water conservation group also arranged for discussions between developers and environmental groups, such as the Sierra Club.

Talks revealed that both parties were trying to accomplish the same thing for the land. "Golf courses are very pure environments," said Moore. "They provide a wildlife habitat, a sanctuary for migratory waterfowl, clean cool air, abundant plant life and water sources." Golf courses use very few pesticides and what is used are fungicides and fertilizers. And, tests have shown that these chemicals do not find their way into the groundwater.

"The Golf Course Water Conservation Group predicts that golf course construction will continue in San Diego. "We all want the same things for the environment," said Moore. "We just weren't aware of it."

The group hopes to include the Audubon Society and the Native Plant Society into future meetings.
Darrell Elder checks where a moose pawed the turf.

Mower Ever Designed Of Its Environment.

The design of the Reelmaster 223-D has produced a new standard that other lightweight mowers are sure to follow. It's built cleanly and efficiently for smooth operation and easy servicing. All controls are conveniently arranged in one easy-to-reach location. Maneuverability is unsurpassed due to a short wheelbase and precise, full-power quad link steering. A taller tire design gives you greater traction with less compaction and faster turning without scuffing.

Golfers expect a well-groomed playing surface, and their standards are rising. Only the Reelmaster 223-D can handle the job. From bent grass to Bermuda, hills to contours, no other lightweight fairway mower gives you this kind of productivity, quality of cut or superior turf. Call your local Toro distributor for a demonstration. Or contact Toro at the address below.

Toro
The Professionals That Keep You Cutting
Industry preparing for a busy winter

It seems like just yesterday I was writing about the upcoming summer season and all the work that goes with readying a course... Now it's time to prepare the Northern courses for fall and winter. Southern courses will be overseeding soon to keep things green as long as possible.

We in the industry are getting ready for a very busy winter of conferences, shows and other business-support activities. One thing on the minds of everyone I talk to is the economy. The savings and loan disaster will affect how money is loaned — which means golf facilities will be harder to finance. I believe this is not necessarily bad news for the industry's growth. It will virtually eliminate those who may want to take a shot at a golf project but back down when times get a little tough. We will see the serious investors — those with deeper pockets — put up more capital to see a project through to completion and profitability.

My opinion is that in this decade there will be far fewer failures of new facilities because the financial underwriters will require stronger financial involvement by the developer.

In recent client meetings, much discussion has evolved around the stability of the golf course business in a recession economy. Although no industry is recession-proof, the majority of suppliers with whom I've spoken feel the golf course industry is recession-resistant.

I am most optimistic about the coming year for more controlled new course development and continued renovations to the older courses.

One sure way to hear many views on the future of golf is to attend the National Golf Foundation Golf Summit 90, Nov. 12-13 in Palm Springs, Calif. I'm sure Joe Beditz and his associates will have some interesting information to share with the conference participants.

For more information on the summit, contact the NGF at 407-744-6006.

We have added a new feature in this issue, The Regional News section appears on page 15. This monthly report will keep readers up to date on shows, seminars, association elections and other noteworthy regional news. Organizations, are encouraged to send items for the report to our editorial offices.

Sincerely,

Charles E. von Brecht
Publisher
Continued from page 1

He said, "Today clubs are the private clubs weren't under attack," he said. "Today, clubs are the flashpoint."

What happened? The two biggest changes were the advent of single-interest groups and a media that moved from informer to adversary, said the NCA lawyer.

Groups like the National Organization for Women and the American Civil Liberties Union spearheaded many needed reforms in the 1970s, said Ondeck. By the 1980s, they had accomplished their major goals. But the organizational structure was still in place. To justify their continued existence, they had to find secondary targets. Private clubs were one they aimed at, he added.

As for the press, Ondeck recalled the day when reporters and cameras ignored the difficulties a sickly President Franklin Roosevelt had getting out of his wheelchair or the extramural affairs of President John Kennedy. "In the 1960s, the media still reported rather than inflamed stories. Today, they see themselves as adversaries. They have the same backgrounds as the single-issuers. And they've realized that targets—controversy, ratings, money," he said.

What the media is zeroing in on now is discrimination, Ondeck said. But every club discriminates in two ways.

First is economic. To run the operation, clubs charge hefty up-front fees to members. Critics will argue in the courts and into legislative bodies, said Ondeck. "Club opponents weren't always winning in the courts because courts apply rules. So they said 'Let's change the rules.' Now they're bringing a lot of pressure on city councils and state legislatures," he said. The best example is a New York City law (NYC LL 63) that changed the definition of a private club to one that has no more than 400 members, has no regular meal service and generates no revenue from non-members. The Supreme Court upheld the law two years ago.

NYCLL 63 has spurred other states and localities to propose ordinances ranging from membership thresholds as low as 100 to retain private club status, to affirmative action quotas requiring five female members be accepted for every two men, to a state law making it a crime to belong to a club that discriminates.

Appreciation
To the Editor:

Just a note to let you know how much we appreciate your newspaper. We are relatively new in the golf business and need publications such as yours to educate and keep us informed on the latest in this growing industry.

Sincerely,
Richard Miller
Summer County Tractor
Hendersonville, Tenn.

Best regards,
Roger L. Reveyrand
Palm Springs, Calif.

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BY PETER BLAIS

The blond-haired driver of the white pick-up never misses a beat of his free-flowing narrative as he mimbly picks his way between the tall pines lining Pinehurst No. 2. He looks directly at his	

"Pinehurst is Course No. 2," says head superintendent Brad Kocher, sensing rather than seeing the rock that suddenly looms to the left and nudging the steering wheel slightly to the right. "It's fantastic to work with a course that's designed like this and so revered by golfers."

Fantastic, yes. But without pressure.

Course No. 2 is Donald Ross' Mona Lisa. It's the course that bordered his North Carolina home. It's the one he constantly tinkered with the last years of his life in an effort to reach architectural perfection. And it's the one Golf Digest recently rated 12th among the country's top 100 courses, making it the most popular of the resort's seven courses.

"We have to watch the number of rounds," says Kocher. "Everyone wants to play it. But we have to hold it to around 40,000 rounds a year. We may eventually turn some people away.

Denying golfers the opportunity to sink putts down about 675 feet of 25 more than the other courses change is a tough sell to the number crunchers at Club Corporation of America, the Dallas-based organization that owns Pinehurst.

The main reason for limiting play is the contoured greens, Ross' trademark. The slopes leave less than 50 percent of most greens available for cup placements.

"With that green you can place a cup anywhere except the 12 feet around the edge," says Kocher, pulling out computer-generated diagrams from Golfdomes showing, in most cases, that more than half of the area on No. 2's 18 greens is too sloped for cups. "This is the best ammunition I have when I argue to keep the rounds down."

Pinehurst Hotel and Country Club's Course No. 2 isn't Kocher's only responsibility. The 40-year-old director of golf course and grounds maintenance is responsible for all seven courses. That's 752 acres of greens, fairways, roughs and tees. He also oversees the maintenance of 20 acres of hotel and clubhouse grounds, a park, eight putting greens, 30,000-square-foot bentgrass nursery, three croquet courts, marina and club house area and a lawn bowling court.

To help him with this job is a $3 million annual budget and a staff of 122, including top assistant Bob Farren. Superintendents Gregory Day (Courses 1 and 4), Scott Lavis (Courses 2 and 6), Jeff Hill (Courses 3 and 5) and Todd Biegger (Course 7) take care of day-to-day maintenance.

"My background is really administration," says the Miami of Ohio University alumnus, who graduated in 1971 with a bachelor's degree in business management and has been a superintendent with Club Corporation since it took over his former employer, Inverrary Country Club in Fort Lauderdale, Fla., in 1975.

"I like to let people do their jobs. You hire good people, define their responsibilities, then let them do it. You don't hover over them. You set standards and if they meet them, you let them go."

It's a management style that is common throughout the Club Corporation system, says the St. Clairsville, Ohio native. Working for the world's largest operator of private country club and athletic clubs the past 15 years has been a pleasant experience.

"Once you're established in a large company like this, your future isn't determined by the whim of an individual," Kocher says. "I've known a lot of great superintendents who've lost jobs because of a personality clash with a new owner. If you have a good reputation with a big company like this, you're not going to lose your job because you have a problem with one person."

And there's the added benefit of the financial resources available to a large company. Kocher estimates Club Corporation has pumped more money into Pinehurst than it paid for the entire resort back in 1984. Among the projects Club Corporation has undertaken was the conversion of Course No. 2's greens to bentgrasses and their rebuilding from drainage level up.

Since Kocher came to Pinehurst, he has directed the rebuilding of greens at four of the seven courses. Course No. 6 has been closed much of this summer while all the greens were rebuilt and three fairways recontoured.

"We've dramatically increased the quality of the entire facility in the past six years," says Kocher.

An avid fisherman and skier, Kocher has an appreciation for the outdoors that wears well at work for him. "I like to let people do their jobs. You hire good people, define their responsibilities, then let them do it. You don't hover over them. You set standards and if they meet them, you let them go."

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"We've dramatically increased the quality of the entire facility in the past six years," says Kocher.

An avid fisherman and skier, Kocher has an appreciation for the outdoors that wears well with state and local environmental officials. The course received praise for helping protect the endangered red cockaded woodpecker, which thrives in trees suffering heart pine disease.

The disease often infects trees struck by lightning. They eventually attract insects that are food for the three-loch woodpecker. Kocher's crew doesn't apply pesticides near the lightning-damaged trees. Nor do they cut them down. Instead they remove nearby scrub oaks where squirrels, the woodpecker's major predator, are likely to nest.

"The state and environmental groups have been good to work with," says Kocher.

As a result of the cooperative attitude, Kocher believes the resort had little trouble gaining local support five years ago for an irrigation system that depends on nearby Lake Pinehurst. If not for the system, Kocher says he would have been forced to restrict tee times and greens the day after it first became operational back in 1985.

The system has saved the courses several times, most recently this summer, when the area received barely a third of its normal rainfall, he adds.

Kocher and his family hope to continue their relationship with Pinehurst for many years to come. His wife, Beth, is executive vice president of the Pinehurst Hotel and Country Club.

Kocher is looking toward 1991 when Pinehurst will host the 1991 PGA Tour Final Championship and 1994's U.S. Senior Open.

Even the difficulty of finding employees in Moore County, where the unemployment rate is under three percent, and where four new courses have come along to compete for that limited workforce in the past two years, is a problem Kocher enjoys tackling.

But one of the main things tying him to Pinehurst is his fascination with Ross, the master designer who laid out the first four courses.
Courses newly approved in U.S.

BY MARK LESLIE

David Berelson's dream became Roger Rulewich's dream, and today it is reality — Crumpin-Fox Club in Bernardston, Mass.

"This is my personal favorite of all the courses I've worked on," said Rulewich, for many years the senior architect for Robert Trent Jones Sr. "It's my favorite partially because of the story behind it and partially because of its 'pristine, rugged site.'" Crumpin-Fox's story is a bitter-sweet one that goes back to 1969 when Berelson, a British author who became a close friend of Rulewich, fell in love with the Bernardston area while on a visit and decided to build a golf course there.

Though the first nine holes were finished in the early 1970s when Berelson was part-owner, it has taken another 16 years and a new owner, William Sandri, to complete the second nine.

"It is a pristine setting, a rugged site," he recalled.

"David's dream started the whole thing. It was very rocky and full of shale," said Rulewich.

"Now that it's 18 it will attract more attention," Rulewich said.

"This is my personal favorite of all the courses I've worked on... partially because of the story behind it" and partially because of its "pristine, rugged site." - Roger Rulewich

self, which is being touted as one of the best new public layouts in the country. The sad part is that Berelson died of cancer shortly before the new nine could be finished. He never got to fill out the fivesome that officially opened the course.

So it was 1988, nearly 20 years after Berelson pulled the 20 parcels together into one 600-acre property in two years. Construction began in 1971. Crews cleared the property in 1972 for 18 holes.

In the meantime, Berelson built a French restaurant overlooking the property, importing a maître d' and famous chef. "It's up, it's down," he said of the land.

"It is a pristine setting, a rugged site," he said. Originally it was 600 acres but, nevertheless, it was an incredible fit to get the 18 holes onto it. Beautiful white pine and hemlock,Rulewich said, "now that it's 18 it will attract more attention." Rulewich said.

Courses newly planned in the United States

Following is a chart containing the sites and contacts for new courses and renovations in the preliminary planning stages. When these courses are ready to begin construction they will be listed again in the "Courses newly approved in the U.S." chart. We would appreciate your help in updating this section. To contact us call 207-846-0600 or write Golf Course News, P.O. Box 997, 38 Lafayette St., Yarmouth, Maine 04096.

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**Courses approved in the United States**

Golf Course News is publishing this list monthly. It includes courses that have been approved around the country in the past month. In addition, the chart at bottom contains the sites and contacts for new courses and renovations in the preliminary planning stages. When these courses are ready to begin construction they will be listed again in this "Courses newly approved in the U.S." chart.

We would appreciate your help in updating this section. To contact us call 207-846-0600 or write Golf Course News, P.O. Box 997, 38 Lafayette St., Yarmouth, Maine 04096.

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**Courses approved in Nebraska**

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Sherman Hollow loses case

BY PETER BLAIR

A local Vermont environmental board has shot down the controversial Sherman Hollow golf resort, setting a precedent the developer believes could affect the industry nationwide.

"This could have a tremendous impact anywhere a new golf course is opposed," said Paul Truax, who spent five years and hundreds of thousands of dollars seeking approval for his Huntington, Vt., course. Truax said he will soon decide whether to appeal the decision back to state environmental agencies, file a lawsuit or drop the project.

"Ultimately, opponents of a course could come back to what happened here. Despite the best evidence we could deliver that pesticides we used wouldn't pollute, they (District 4 Environmental Commission) turned us down. Developers elsewhere could do the same, but opponents could still argue 'Well look what they did in Vermont.'"

What the commissioners did was vote 2-to-1 against the proposed $22 million project. The majority's primary objection, Truax said, was the use of the Pesticide Root Zone Model (PRZM) for predicting pesticide movement through the soil.

"Basically it came down to the pesticide issue and the board accepting the opposition's testimony, even though their witnesses said they'd hadn't dealt with PRZM," Truax said.

PRZM is a mathematical model that considers such things as turf and soil types, rainfall and pesticide application rates to determine the pesticides' potential to reach ground and surface water, explained Allen Crabtree, New England group manager for Normandeau Associates, which conducted the study.

The model is fairly new and has been used mainly in agriculture said Crabtree. It has rarely been utilized on golf courses, and never on a course in Vermont, he added. But it was considered a better method than soil columns or measuring wells, two other common pesticide measuring techniques.

In a soil column, water containing a specific amount of pesticide is placed in the top of the column, percolated through and is measured for pesticides as it escapes through the bottom. An Essex Junction, Vt., course that used soil column analysis was approved earlier this year, Crabtree said. But it tested for only three pesticides. And there was no political opposition. Sherman Hollow anticipated using more than three types of pesticides and there was definitely opposition, he added.

Monitoring wells, like those used in the Cape Cod Study, measure golf course pesticides found in local wells. But since there were no nearby golf courses at Sherman Hollow, monitoring wells were pointless, Crabtree explained.

Opponents also argued that certain assumptions might be incorrect, like the presence of underground bohlders that could speed migration. That's why Normandeau was "very conservative in our estimates," likely overestimating any potential pesticide migration, he said. "I thought we were very effective in rebutting their witnesses."

The Environmental Protection Agency and state environmental boards were supportive of the model's methodology and its findings, Crabtree said. "Unfortunately, the District Commission found otherwise," he said of the local panel, which consists of laymen rather than the environmental experts found at state and national levels, he added.

"The constant was the political opposition," said Crabtree. "No matter what we had proposed, they probably would have said it wouldn't work. I thought we made a strong case in favor of this course in this location. I had anticipated a favorable ruling. Frankly, I was stunned."

Added Truax: "It was one of two things. Either they (district commissioners) were incapable of evaluating the evidence we submitted or they chose to distort it. We had extensive information from the best experts in state-of-the-art technology. They choose to listen to the opposition witnesses, who said they were not versed in PRZM, but that it was inappropriate."

Truax believes some good could come of this ordeal if Act 250, the state's main developmental law, is modified or repealed.

"The Act 250 process has reached the point where it's being inappropriately used," he said. "It was used simply to stop development in this case, not to protect the environment, as it was intended. The district commission extended its power past what the legislature intended and made its own rules. Many people were unhappy and they are beginning to realize the act needs some attention. In essence, the board is overruling the agencies and trained experts."

For the developers and the town of Huntington, which supported the project, it meant the jobs and tax money the project would have generated, Truax said: "Feel like we've been raped."

Both men agree the larger and deeper root system with increased root mass from Regal Crown played a vital role in their being able to withstand the drought of 1988 with minimal water management.
**Course builders seek executive vp**

The Golf Course Builders of America has set a Jan. 15 deadline to select a new executive vice president, according to President Perry Dye.

Dye, of Dye Designs, Inc., said that during a recent GCBA meeting at his Colorado headquarters the board of directors voted to actively search for someone to replace Don Rossi, who died March 11.

Eight of the 12 board members attended the session and voted unanimously to make the executive vice presidency a full-time position.

"That was a major step forward," said Dye, explaining that GCBA had shared Rossi with the National Golf Car Manufacturers Association, whom Rossi also served as executive vice president.

The GCBA will need a full-time leader to fulfill the vow Dye made when Rossi died: "to become the biggest and most powerful association in the industry in Don's honor."

The organization wants to step up to "the next level" of professionalism, adding accreditation for builders and committing to a leadership role in the industry.

ASSOCIATION NEWS

Each member is being encouraged to sponsor a new member prior to the 1991 convention, Feb. 11 in Las Vegas, Nev. Immediately after Rossi's death, Jerry Pieman of International Golf Group in North Palm Beach, Fla., handled the more pressing GCBA business.

Then the association hired Roy McRae of Palm Beach Gardens, Fla., as interim executive vice president.

Dye said the GCBA's search will start by soliciting the allied golf associations before advertising in the media. The GCBA is looking for a person with "rounded golf experience," and will pay the executive vice president $45,000 to $50,000 a year plus car, office and travel expenses, according to Dye's Design's O'Brien McGarvey.

Initial interviews will be conducted by Dye, Jerry Pieman of International Golf Group in North Palm Beach, Fla., and Troy McNeil of Transamerican Soil Blenders in Lubbock, Texas.

The person who is hired will decide where the association will be headquartered, Dye said.

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New association to serve public golf

Curt Walker, former executive director of the Golf Course Association, has formed the Public Golf Management Association, intended to serve the management and educational needs of its members.

Walker said managers need information on profitability and efficiency; competition for a share of the recreational dollar should be focused on public golf; increasing management requirements for professional development and education in the business of golf suggest a need to share the best available information among widely dispersed management individuals.

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Schedule 80 fittings - \( \frac{1}{8} \)"-8", heavy walled for high pressure industrial applications. (CPVC also available.)
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Hughes new GCA director

Golf Course Association has selected Michael Hughes as its new executive director, effective immediately. The GCA is a national association of public-access golf course owners.

Hughes received a law degree from the University of South Carolina in 1980. He served as a lawyer with the U.S. Navy from 1980-1983 and was in private practice in Charleston, S.C., from 1984-1989, specializing in environmental and commercial litigation.

He received a master's degree in sports administration from Ohio State University last April and served an internship with the U.S. Golf Association from May to July. He played golf collegiately at the College of Charleston, S.C., and holds a 4 handicap.

Hughes said: "I am very enthusiastic about being selected as executive director of the Golf Course Association. To be involved in the fastest-growing segment of this expanding sport is exciting and I look forward to guiding the growth of this organization."

Fred Tingle, president of the GCA, said: "We are certain that Mike Hughes's legal and administrative abilities will prove to be great assets as our organization meets the challenges facing the golf industry in the 1990s."

These challenges include building and maintaining environmentally sound golf courses, water and land use, and providing access to the game for the growing golfing population.

The headquarters for the Golf Course Association is now at 19 Exchange St., F.O. Box 1061, Charleston, S.C. 29402.

TOCA elects first officers

Jerry Roche, executive editor of Landscape Management, has been elected president of the new Turf and Ornamental Communicators Association.

Joining Roche as officers are Vice President Pat Jones, director of communications for the Golf Course Superintendents Association of America; Secretary-Treasurer Cindy Code, editor of Lawn and Landscape Maintenance; and Directors Dale Keller, president of R/K Communications Group and Bob Tracinski, division manager of media relations for Deere and Co.

Den Gardner, vice president of Mona, Meyer & McGrath in Bloomington, Minn., is TOCA executive director.

Bower on ASPA board

Dr. Tim Bower, president of Southern Turf Nurseries, Inc. in Norcross, Ga., was elected to the American Sod Producers Association board of trustees at the group's recent annual convention in Ottawa, Ontario. Bower was elected to a three-year term of office.
Northeast
Environmental information
New Jersey’s Environmental and Occupational Health Sciences Institute has established a toll-free information telephone service called Right To Know INFOsource after recognizing the need to help the public understand raw information on toxic chemicals.
Trained staff will answer calls at 1-800-483-0054 from 9 a.m. to 4 p.m. Mondays through Fridays. They will respond to questions about:
• health effects and safe handling of chemicals, substances or products;
• media, government and industry reports;
• Right To Know information such as toxic chemical release inventory reports, hazard warning labels, and material safety data sheets; and
• sources of additional information.

The New Jersey Business Roundtable, composed of 20 of the state’s leading corporations, is finding INFOsource after recognizing the industry’s need to help the public understand raw information on toxic chemicals.

W. Virginia fund-raiser
The West Virginia GC Association raised more than $11,000 at its annual Turfgrass Research and Scholarships Banquet and Golf Tournament held this summer at Edgewood Country Club near Charleston, W.Va.
Grants and scholarships that will be disbursed from the money will be made available to any W.Va. student enrolled in a course of study leading to a degree in turfgrass science. The scholarships will be awarded to students attending Marshall University, West Virginia University, West Virginia State University, and West Virginia Wesleyan College.

Mountains
IGCSA eyes changes
The Intermountain GC Association has made by-law changes in member classifications and taken steps to become more visible to the golfing public.
President Steve Budge said the by-law change requires each member to earn a minimum of five “education points” each year to retain a “A” status in the association. Other classifications are B, C, D, and Inactive. Budge said the move has “significantly increased interest and activity at monthly meetings.

Dr. James Beard of The Texas A&M University will speak at the IGCSA annual meeting Nov. 14-16 in St. George, Utah. The conference will culminate with a golf tournament. More information is available from Budge at 801-377-4822.

West
Education top draw
The 11th annual educational seminar will highlight the Pacific Coast Turf and Landscape Conference and Trade Show, Dec. 13-15 at the Seattle (Wash.) Center.
The seminars will deal with up-to-date industry techniques and theory on pesticide issues, equipment servicing, and landscape and turf care. Washington Pesticide Recertification credits will be available.

More than 60 industry suppliers and distributors will have displays at the show, which is sponsored by the Western Washington GC Association, Washington State University Cooperative Extension and Jones & Associates. Contact Jones and Associates at Park Center Bldg., Suite 200, N. 908 Howard St., Spokane, Wash. 99201-2261; 800-729-0004.

Regional PGA awards
The New England Section of PGA of America has announced its 1990 award winners, all of whom have been nominated for national awards in their categories.
They are Professional of the Year Tom Tetrault, head pro at Fall River (Mass.) Country Club, William Strausbaugh Award winner Kurt Scheckelovski, head pro at Pine Brook Country Club in Weston, Mass.; Horton Smith Award winner Steve Sewell, head pro at Kernwood Country Club in Salem, Mass.; Teacher of the Year Bob Miller, head pro at Blue Rock Golf Club in South Sandwich, Mass.; and Junior Promoter of the Year Jack Neville, head pro at Ponderosa Golf Club in Canton, Mass.

South
Heart of America recognizes
As its Nov. 13 annual meeting approaches, the Heart of America GC Association is accepting nominations for officers and directors, and for the annual Mendenhall and Superintendent of the Year awards.
The Superintendents and the Year Award is accepted by the HAGCSA golf course superintendent whose course is considered in a high quality of maintenance and who is active in the association. The Mendenhall Award is presented to an individual whose contributions have greatly benefited the group.
People should submit names for the awards to a HAGCSA board member, and nominations for officers to Dave Feursch at Blue Hills Country Club in Kansas City, Mo. Telephone 816-964-2117.

South Central
Don’t Bag It!'
campaign highlights
The Don’t Bag It! campaign to discourage landfills and gravelly collection has been expanded to all 50 states, has earned the Environmental Protection Agency’s award of excellence for the Texas Agricultural Extension Service in Dallas.
More than 50 cities in Texas have adopted the program since it was developed by Dr. Bob Sirrico, turfgrass specialist with the Extension Service in Dallas, and hosted by the Tarrant County Extension Office and city of Fort Worth.

The program includes specific instructions for mowing, fertilizing and watering. It calls for more frequent mowing, studies showed that participants spent 5% or less of their time mowing.

“Two important things about ‘Don’t Bag It!’ is that people want to be a difference in preserving the environment and can do something that works—and do it immediately with very little or no time or money,” Knoop said.

During summer months, grass clippings increase the volume of solid waste by 40 to 50 percent, and landfill space is disappearing at an alarming rate nationwide, he said.

Three North Texas city officials estimate the program prevented about 25,000 bags of clippings from going into the landfill last year.

South Central
Award winners named
Central Turfgrass Exposition ‘90, Dec. 4-6 in Springfield, Ill., will present four awards. Dec. 4 are Dr. Joseph Vargas Jr. of Michigan State University, discussing “Patch Diseases and Problems with Sand Trafficking”; and Dr. Robert Gruauke of the University of Illinois Department of Plant Pathology, who will explain “Fertilizer Testing and Management.”

South Central
Superintendent’s tour
Kansas City area junior golfers are offering fall courses on a wide range of turf subjects, following successful spring courses on pesticides at Johnson County and Longview community colleges.

The turf program, being supported by the Heart of America GC Association, includes botany, turfgrass management I and II, soil science, general chemistry, irrigation and installation, plant identification and management, turf management, turf farms, turf, ornamentals, landscape design, ecology and horticulture.

More information is available from HAGCSA President Kal Horvath at 973-648-4484.
Let your fingers do the watering

BY MARK LESLIE

The touch of a keyboard in the office has replaced the turn of a controller dial out on the fairway at many golf courses, and the trend should continue as water wars limit water availability and increase costs.

Personal computers (PCs) — teamed with weather stations — have revolutionized irrigation by providing a computerized central control system. Using a PC-based system, armed with the evapotranspiration (ET) rate and other data affecting turf, a superintendent can control the entire irrigation system and its "satellites" from one location and one computer.

"Computers give you the highest possible level of control, which is critical when you're looking at trying to reduce the amount of water you need to give your customer what they demand without wasting water," said Ray Davies, superintendent at Virginia Country Club in Huntington Beach, Calif., and president of the Golf Course Superintendents Association of Southern California.

"Everybody who can afford it is installing a computerized system," said Ken Wright, superintendent at Devil's Palpit in Caledon, Ontario, who gets a substantial annual rainfall. "A computer's "ability to control the amount of water you use is definitely an asset, especially if you're in an area where you're restricted in the volume of water you can use," said Wright. "You don't waste water. You can control it to the minute, where with a lot of electro-mechanical systems you can't do that.

Portland (Maine) Country Club superintendent Pat Lewis expects a huge reduction in manhours devoted to irrigating after a computerized system is installed in fall 1991. He said while most crews probably consume about 80 hours a week irrigating courses with manual or electro-mechanical systems, he will save at least 200 manhours a week. "That's equivalent to five full-time people — five I can better use doing other jobs," he said.

Lewis added he anticipates major energy savings, partly because the computer will meter the water so well that he won't need to run a pump to irrigate some of the course.

"That's equivalent to five full-time people — five I can better use doing other jobs," he said.

Dwinding resources

Kurt Thompson, national sales director for Buckner, Inc. in Fresno, Calif., said dwinding supplies of potable water, increasing use of effluent for irrigation, more affordable computers and technically well-schooled superintendents are all spurring sales of computer controllers.

He said 50 to 60 percent of computer controllers in the golf market are being sold to existing courses and the rest to new ones.

Steve Christie, director of sales and marketing for Rain Bird Sales' Golf Division, said 80 percent of his company's sales are to new customers.
Irrigation future belongs to technology

BY MARK LESLIE

A move toward the basics and improved moisture-sensing technologies will characterize the future of the computer irrigation control industry, according to industry officials.

"Your imagination can go as far as you want," said Irrigation Association Executive Vice President Bob Sears, speaking of the future of computer controllers. "We're now expanding beyond the control by the weather station on site to moisture sensors or tensiometers, et cetera, in certain areas that are tied back into the system. Relatively soon, I see simple, yet sophisticated, moisture-sensing technologies that will connect back to the control system that will adjust the amount of water being applied even beyond the ET rates and current weather conditions that come from the weather station."

Sears said computerized systems will also be mixing reclaimed wastewater and potable water.

And he added: "I would not be surprised if we see developers in new housing projects—the first ones being adjacent to new golf courses—toe these computerized systems to the residential areas."

"Functional" is a key word for the industry's future, according to Kurt Thompson, national sales manager for Buckner, Inc.

"We as manufacturers are terribly guilty of trying to best each other and adding nonfunctional things to our systems," Thompson said. "We all have features no one uses."

Thompson predicted: "We will get away from the hype and glitz, and get down to some nuts and bolts, the basics of what we've got but making it a little more versatile."

That change, he said, will come from hardware changes. "The next generation of computer controllers will be able to fit multiple situations from a hardware standpoint and still be controlled simplistically with the same type of system as now," Thompson said.

"You will see a refining process, making it less complicated to accomplish the same task—instead of making it a global and universal tool, making it adaptable so that you whittle away the things Golf Course 'A' wants but Golf Course 'B' does not want," he said.

Thompson said the next generation of controllers will automatically perform "the number-crunching things" built on certain constraints.

"It will require the higher technology of the new-technology PCs running at higher rates of speed, which has always been a limiting factor," he added.

Steve Christie, director of sales and marketing for Rain Bird Sales' Golf Division, said computer systems will be used for "more than just keeping the grass green. There are a lot of great old golf courses that look terrific, and they did that without the help of a computer. But today—with the concerns of..."

Continued on page 19

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Photo courtesy of Century Rain Aid
ent you get ‘X’ thousands of gallons whether you need it or not, so you’ve got to be able to store it or use it. You may turn on the roughs extra long, particularly in the wintertime. “It becomes a complex management process, and that’s where the computer comes in.”

Davies, whose course uses effluent but isn’t under obligation to buy a minimum amount, said the major problem with wastewater is the greens. A computer system could easily control this, he said, because valves are individually controlled.

Wright added that superintendents caring for bentgrass want “every bit of help they can get. The computer controls the volume of water. You can get it down to the minute, and that’s the route to go, I think.”

Weather has exacerbated the need for better water management everywhere.

Weather has exacerbated the need for better water management all over the country the last 10 or 15 years. Rainfall was above normal in the East until two years ago when it returned to normal. The Midwest suffered drought conditions the past two years.

Now other regions are drying out. It moves around with the weather; Thompson said. “The Rocky Mountain states are very dependent on a big snowpack this year to replenish the water table.”

Lower costs

Meanwhile, computers that cost $4,000 or more just three years ago now cost $1,500 or $1,600.

“I always thought it funny that people would put in a $250,000 to $500,000 irrigation system and balk at $4,000 more,” Thompson said. “Now they can justify it.”

Dan Jones, superintendent at Banyon Golf Club in West Palm Beach, Fla., agrees.

Jones, who is overseeing installation of a new irrigation system, said:

“The cost is so insignificant ... to make sure you go first-class and do it right the first time. We’re looking at a 30-year investment. We’re not looking at a piece of equipment I might turn in every three or four years. I can’t make a mistake and say, ‘Gee, I’ll get it right the next time.’ ‘Next time’ is in 30 years.”

Added Christie: “I think the redo market is going to become very lucrative and very active in the next few years. It’s very simple and easy to change over from manual or electro-mechanical to computer-based.”

Meanwhile, computers that cost $4,000 or more just three years ago now cost $1,500 or $1,600.

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Irrigation

Continued from page 18

to a Maxi 5."}

Manufacturers' list prices on computer control systems range from $17,000 to $28,000, but they normally sell for 40 percent less, said one industry source. The price usually covers the software, support, training, and the interface that allows the computer to talk to the satellites.

The satellites cost about $3,000 per unit. An average 18-hole course on the East Coast will install 12 to 15 satellites while a West Coast course, which waters the rough, will have 30 to 40.

A key reason for many superintendents considering a computer controlled irrigation system is whether it can run other programs.

Expanded uses

"The demands of superintendents include so many things," said John Skidgel, golf marketing manager for The Toro Co., Irrigation Division. "They want records. They want to know if there's any shutdown. They want to operate lights on the tennis courts, open and close valves on the ponds to keep the water levels at a certain point. They want to turn on their aerator out in the middle of the pond. On and on and on...

"We've even got additional programs so guys can do things like lightly sprinkle the fairways to remove frost right before play starts in the morning."

Some systems are PC-dedicated; others are not. The difference is that one can be used for other purposes while it is controlling the irrigation; others cannot.

But Wright said it shouldn't matter. "You figure you irrigate from 10 at night to 6 in the morning. No one uses the computer for other things at that time," he said.

The difference from one system to another?

"We don't find a whole lot of difference," said consultant Mervis. "They're all trying to do the same thing."

Future

Continued from page 17

energy and ground water contamination — this is a way of control. "Superintendents can use computers to solve environmental concerns."

Christie predicted systems will have information "as to how much water, over what period of time, is needed to wash fertilizer in slowly rather than going straight to the ground water."

Sears said one manufacturer is developing a system programmed with weather data from the last 30 years. A superintendent will punch up his ZIP code and the program will plug that data right into the system. The weather station will then base itself, and make daily adjustments from that data.

The cost

The cost of computer controllers, Thompson said, will depend mostly on supply and demand.

"You pay a premium for new technology," Thompson said, "but over the long haul, it will stay the same proportionately."

Ray Davies, superintendent of Virginia Country Club in Hunting- ton Beach, Calif., and president of the Golf Course Superintendents Association of Southern California, said he doesn't consider it a disadvantage for a company to promote its system's many capabilities, even if they are not used much.

"It may be an inaccurate sales tool," he said. "You only talk about a bell or whistle if that thing's important to the customer. And it's up to the customer to decide if it's what he needs and to buy accordingly."

Supers

Continued from page 1

gallon more than before. The price of oil had just gone up to $24 a barrel and was destined to climb over $30.

"We get monthly 1,000- to 1,500-gallon deliveries," Jones said. "I hate to think what my next fill-up is going to cost."

Ken Flisek was more optimistic about his situation at The Woodlands course in Falmouth, Maine, which is closed in the winter.

"Our fuel is only about $10,000 out of a $400,000 budget," Flisek said. "That may go up to $12,000 next year. That doesn't count heating fuel for the maintenance building."

In the heartland of the country, Stephen Biggers IV reported a similar feeling.

The president of the Indiana Golf Course Superintendents Association and superintendent at Highland Golf and Country Club in Indianapolis, Ind., Biggers said, "Guys with a longer season will be hurt a lot more than us."

Biggers said gas prices had gone from $1.00 to $1.30 per gallon, but that impact was minimal considering the size of his overall budget.

He said he had not bought oil or chemicals since the Middle East crisis arose, and added: "I don't know what will happen in the chemical industry. I'm sure there's plenty in stock. New materials will probably go up. More than anything else, the cost increase would be in products that use surfactants (surface active agents), wetting agents or emulsiifiable concentrate-type materials.

"Luckily, we're almost out of the season for chemical applications," Biggers said. "So we did not think cost increases for chemicals would hurt much. Flisek added, "Unfortunately, once the price goes up, the price of every commodity in the world goes up."

Jones thought the worst effect would come from the domino theory.

"All our fertilizers are based on fuel oil. Our chemicals are based on fuel oil... And I think the domino..."
Gulf crisis

Continued from page 1

"are not going to quit because of current affairs... They've been involved for a year, maybe two, and they're just not going to quit on Aug. 1. It might stop a few guys from starting on Aug. 1 and we won't be affected by those for a year from now...

"Do I feel any difference? No, because you can't stop a golf course halfway through construction — unless you're a savings and loan."

Dye said developers are "some of the biggest risk-takers in the industry today. They're fearless-type people. It's the lenders who usually draw back."

Ed Seay, executive vice president of Palmer Course Design in Ponte Vedra Beach, Fla., said: "We have over 60 clients representing 80 projects and I have no indication it's Middle East turmoil affecting anything... Perhaps we'll feel an effect from the aftershock."

Thomas Clark of Kensington, Md., vice president of the American Association of Golf Course Architects, said it is too early to say what effect the crisis will have on the industry, but added, "I got three calls today from people who want to build courses."

Nevertheless, uncertainty reigns in many quarters, and architect John LaFoy of Taylors, S.C., said the American public's perception of the situation is all-important.

"Perception is the big problem," not the oil itself, nor finances, LaFoy said. "Perception that there will be ill effects on the economy will be the only reason development would stop."

William Byrd, an architect in Atlanta, Ga., who specializes in planning golf course communities, said: "Oil prices are going to have some effect if it's prolonged... If the stock market continues to go down, it will affect the availability of money, particularly with the private investor."

"It may have some effect like it did last time (the 1974 oil embargo), and people just not doing (a project) because of the uncertainty of it. Construction dried up more from the standpoint of the clientele not going to the property."

Byrd said the length of the Persian Gulf confrontation will determine its impact.

Like Dye, he said: "We can't tell much about it yet because what we've had under contract is still progressing."

But he did say one lender backed off a project after verbally committing to funding funds.

"What bothers me is that the stock market is going down, and these fellows being able to get private lending. You can lose a lot of money right quick on paper," Byrd said.

Hurdzan said a critical factor is that "so many of these golf course projects are housing-driven."

Explaining that developers usually borrow money at the prime interest rate plus 2 percent, Hurdzan said: "When the prime rate is 11%, the yellow light goes on. When it hits 13, the red light goes on... When money costs 15 percent, everybody just about dead stops in their tracks. So, if we can lower the interest rate down, things will probably continue to move through."

"But... people are nervous. We have the S&L problem. We've got the possibility that if we go to war, what's going to happen to the overall oil supplies. And people are going to get very conservative."

"We are seeing that in developers who are clients. The personal interest has slowed down in guys who were eager six to nine months ago."

Hurdzan said: "The developers who are affected the most are in order: the housing people, particularly if they are trying to sell a second home, the condominium developers... Then it's the resort builders who are trying to build a 200- or 400-room hotel...

"The governmental ones are going to stay right through to the bitter end. We were building courses in The Depression in the '30s. The government feels part of this function is to provide recreation for the people, and the worse the economy gets, the more they feel they have to get people in the place to recreate. The government will continue to build."

LaFoy and Byrd agreed about which developers would be affected the most.

LaFoy said that in his region at least, many developers are now building medium-priced golf courses and communities because there is a glut of houses $200,000 and up.

"Developers are pretty imaginative. When one market starts drying up they look for other markets, and I think they're hitting the nail on the head with medium-priced houses," he said.

"A lot are going toward semi-private or daily-fee courses with $110,000 to $150,000 homes." LaFoy said the exclusive and lower-end clubs won't be hurt as much as the ones in between.

He explained: "People with a lot of money never quit spending. New-money people stop spending on luxury items. That applies also to golf courses."

Byrd agreed: "The high-end market is the last to be affected. The middle market is hurt the most — people in the $150,000 to $250,000-second-home market. Above that, we haven't seen the effect too much."

Byrd added that if the Persian Gulf confrontation is short-term, "I don't think it is going to have a big impact on the industry."

"We'd have to devote our attention in another direction."

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It's too early to say what effect the crisis will have on the industry."

- Tom Clark

Continued on page 21
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Daytime Phone
Iraqi neighbors, Asians non-plussed

BY MARK LESLIE

The possibility of a war brewing in the neighborhood is not stopping golf course developers in Eastern Europe and Southeast Asia from dealing with Americans involved in projects overseas.

Consultant Jim McLoughlin and architect J. Michael Poelot, both fresh from long trips to the region, agree developers are not disturbed by the Persian Gulf crisis.

"We've got two clients in western Turkey on the Mediterranean coast, 300 to 400 miles away from the Iraqi border, and they are proceeding," said McLoughlin, president of The McLoughlin Group in Pleasantville, N.Y. "I have 11 projects in Thailand and they're going hell bent for election."

McLoughlin said the Turkish believe the Gulf confrontation is "a political situation, and economics is not a problem. Safety is not a problem."

"And Turkey is as close as you can get to Iraq."

"In that region of the world, they've had political unrest for centuries," McLoughlin said. "This is probably the 83rd time they've had a threat of war."

He added that two projects he is consulting on in Yugoslavia have come to a stop — but because of internal, not external politics.

Meanwhile, in Southeast Asia, extreme wealth of developers means money in hand, which means keeping projects alive.

"In all those highly active golf environments in Asia — Japan, Taiwan, Thailand and Korea — the economy won't have an impact on golf for about a year because all the projects are with money in hand." McLoughlin said. "Golf is popular. There are ways to cut through the government redtape to get approvals. So the impact of the Persian Gulf on the economy won't affect them for about a year."

He said: "In Thailand the wealthy are very, very wealthy. They're dealing with money in hand, not like the United States, where you have to go out and raise it."

"They buy land and decide to build a course. They announce it and get a fully subscribed membership before they break ground. The investor and developer both have money in hand.

"They pay $300,000 to $500,000 for membership." Poelot agreed: "The average golf course developer (in Japan) is not fazed at all" by the Gulf crisis.

"We're dealing with a segment of society that has been without war ... and has only known very good times the last 50 years, and I don't think the gravity of the situation has filtered down to them," he said.

"I've never seen a stronger market for golf in Asia in the 20 years I've done business there. I was in Indonesia, Thailand, Hong Kong, Japan, China.

"In some areas it's waning. In others it's just on the horizon."

Poelot pointed to Indonesia and Thailand as hottest markets.

To emphasize Japan's feeling of euphoria, he said that although the country is 100 percent dependent on foreign oil, 70 percent of which comes from the Middle East, "Several weeks after Iraq invaded Kuwait there was no change in gas prices in Japan, whereas in the U.S. it was already up 15 percent and it was up as high as 30 percent in many countries in Europe."

A sort of "naive confidence" pervades in Japan, he said.

Indonesia is not economically affected because it has its own oil supplies.

And although Thailand is largely dependent on the Middle East for oil, "they are not too concerned right now," Poelot said. "It is a thorn in their side but they don't seem to be trembling about it."

Supers — Continued from page 19

effect is going to kill golf courses — especially the small courses. They are going to get the crunch," he said. "We're probably four or five months away from seeing the worst of it, as it goes through the manufacturing lines."

Big golf courses are being hit doubly bad, since the state has added a surcharge for electricity.

"Florida Power and Light just got approval on it. That's the domino theory. First it's the fuel oil; then it's the electricity; then in another couple of months I'll start getting hit on the fertilizers and chemicals," Jones said.

"Our whole economy is built around oil so much that it's scary. My electric is one of my biggest items now. And it's nothing like out in Arizona where they have to pump their water twice a year. For $8,000 a year for electricity. We pay about $30,000 a year."

The effects in Arizona, if any, will be in the future, according to superintendent Michael Kline at Desert Highlands Country Club in Scottsdale, Ariz.

Reserves few in industry

The call to arms is affecting many companies nationwide that employ military Reservists.

"Golf course architects Thomas Clark of Kensington, Md., and Willard Byrd of Atlanta, Ga., said builders will feel the effects in the cost of irrigation pipe."

"Some products based on petroleum will skyrocket," Clark said.

Foreseeing a price increase for pipe, Byrd bought some in advance, reasoning that "irrigation pipe is one of the first things to go up in our overall big picture. When the economy slows down, or we expect to go 60 days after declaration of hostilities, or well into the war," Hurdzan said. "Then, once alerted, my unit will be doing what, plan details and let's get everything ready."

Bill Rogers, vice president of Oasis Irrigation Systems, Inc., in Nashville, Tenn., said irrigation pipe prices increased in early September by 12 percent, and components like controllers, heads, and valves rose five percent.

Rogers estimated that would translate to $10,000 more for the pipe in building an 18-hole course, plus more for the components. A course requiring 800 heads, at $200 apiece, would see an $8,000 increase just for heads, most of which are PVC.

"If (President) Bush keeps us in a stalemate for a year, I wouldn't be surprised to see another 30-percent increase for pipe," he said.

Impact on construction

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Gulf crisis — Continued from page 20

Existing courses

Ken Flisek, superintendent at The Woodlands, a golf course community in The Woodlands, said the conflict's impact on his course:

"The only thing that's affecting us is our members who used to have a lot of money to spend on leisure activities. They now have less. The direct cost of the fuel increase isn't hurting us as bad as the general economy."

"In my particular case, my unit has a plus 60 call-up, or we expect to go 60 days after declaration of hostilities, or well into the war," Hurdzan said. "Then, once alerted, my unit has an additional 30 days to deploy to Fort Benning, Ga., where we will train newly recruited soldiers.

"So I have at least two months to arrange who will be doing what, plan details and let people know."

"There is a great safety factor in my current war-time job," he said. "In my old unit on the Special Forces I would have had units near Iraq from the beginning. Now, it is highly unlikely I'll get called up unless we have a full-scale and protracted war."

"People can't spend as much in dues so they ask you to cut back on maintenance. Now it is not a good year to ask for money for a capital project."

Flisek said he is more concerned with "the overall big picture. When the economy slows down we tend to get hit more."

"We are a playground for the rich. When they're not making as much money we get the after-effects."

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though developers promise cutting golf courses' water allotments 80 percent by the year 2000 (they don't convert to effluent), even this would present a host of technical problems at many of the state's 1,000 golf facilities.

"The first place you read about those things is in the newspaper. That's not right. That's why we formed the Florida Golf Council and are having the Florida Golf Summit," said Raymon Finch, chairman of Emerald Dunes Golf Club and one of the organizers of the Summit, scheduled for Oct. 11-13 in Orlando. The focus will be government relations.

Among the speakers at the inaugural summit will be Gov. Bob Martinez, Florida Secretary of Commerce Bill Sutton, National Golf Foundation Executive Director Joseph Bediza, golf course architect Tom Fazio and golfer/designer Gary Player.

Finch moved to Florida from South Carolina two years ago. He was one of the organizers of the July 13-14 Florida Golf Leaders Conference that gave birth to the council and proposed the summit. Finch and others hope their efforts will inform people of the need for a strong trade organization that can lobby and provide information on behalf of Florida's $5.5 billion golf industry, one of the largest in the state.

"I saw dozens of golf organizations when I first came here, but a total vacuum in terms of a trade organization that treated golf like an industry," Finch said. "Unfortunately, the people who operate the organization usually brings people in the industry together. They trade ideas, raise money and become a voice in government. We need to keep the legislature and regulators informed about issues that concern us.

"Golf is good for everybody in Florida. But the government won't realize that unless we tell them. As a result (of the lack of a trade organization), the golf industry is threatened with being seriously curtailed by water, pesticide, land use and environmental regulations.

"The government is our partner in everything we do today. Unless they understand our side, anything can happen...The golf industry is at risk in Florida.

To get golf's message across to the government and public, Finch sees the council raising funds to pay lobbyists, provide expert witnesses to testify at government hearings and establish a public relations program that will stop golf from being eaten up by misinformation.

"Unfortunately, the people who make decisions are just getting information from one side. We need to get our side out there, too. We want the information they get to be the truth," he said.

The Florida Golf Council has learned much from the successful experiences of the Arizona Golf Association in representing that state's golf interests, said Finch. Florida's and Arizona's efforts "need to be repeated elsewhere," he added. "We need a national voice in Washington, too. But that's a little farther down the road."

The preliminary speakers list at the summit includes PGA Tour Commissioner Deane Beman; Florida State Golf Association Executive Director Cal Korf; Florida Turfgrass Association Executive Director Bob Yoont; Arizona Golf Association Executive Director Ed Gowan; Riverside Golf Group President and CBS Sports announcer Steve Melnyk.

Also, Jay Landers of Landers & Butler, Maryla J. Seay, executive vice president of Palmers Course Design Co.; John Johnson of Leventhall & Horwath; Erling Speer, president of Willoughby Golf Club; W. Lee Brandt, director of environmental services of Golden Bear Enterprises; Allen E. Salowe Sr. of Fishkind & Associates; Rich J. Budell, bureau chief of the state Bureau of Pesticides; John Wodarska, executive director of the South Florida Water Management District; Robert G. Nave, division director of Resource Planning & Management.

Mark Latch of the Division of Water Management; Tim Hiers, golf course manager at John's Island Club; Wade Hoping, managing partner of Hopping, Boyd, Green & Sams; F. Michael Wiles, senior vice president of marketing at Hammock Dunes Private Community; Ron Safford, director of sports development with the Florida Department of Commerce; David Pearson of Pearson, McGuire & Associates; Dennis Wise of Fazio Golf Course Designers; William L. Barton, executive director of the South Florida Water Management District; Roy Case, president of Case Golf Co.; Gene Bates of Gene Bates & Associates; Paul Courtwell, attorney with Gunster, Yoakley & Stewart; Thomas M. Latta, president of AmerAquatics Inc.; Charles Stine, editor of Golfweek; architects Pete and Alice Dye; Ed Scag, executive vice president of Palmers Course Design Co.

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The great coverup

Course cover sales rise in wake of killer frosts

BY PETER BLAIS

Turf cover manufacturers are expecting sales to increase this fall, especially at transitional courses, where last winter's record cold temperatures caused extensive turf damage.

Turf covers have grown in popularity over the past five to 10 years as a way to protect cool-season grasses, like bentgrass, on windswept Northern and Central courses from desiccation (drying out, often resulting in death of the plant).

But increasingly, superintendents in the transition zone between cold and tropical climates are discovering covers can also protect warm-season turf, like Bermudagrass, and even prevent direct low-temperature kill. But if the wind is blowing, they can help a lot.

— Professor John Roberts

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- Titan Tall Fescue
- Trident Tall Fescue
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England duplicates student turf program

Top turf students from the United Kingdom and the Netherlands recently completed the European Turf Care Seminar in Manchester, England.

Sponsored by Jacobsen Division of Textron, and organized by the U.K.'s Institute of Groundsmanship, the program brought together 25 students for three days of intensive, hands-on education.

As with its U.S. counterpart, Jacobsen's College Student Seminar, the European program allows students to learn from experts in the students' field of study. This year's program included lecturers from the United Kingdom's golf and sports turf industries as well as field trips to horse racing's Haydock Park Race Course and Manchester United's soccer stadium.

Students were given an overview of the U.S. golf industry by John Peirsol of Lake City (Fla.) Community College.

The European Turf Care Seminar was the second one jointly conducted by Jacobsen and the AIG, and the first to include students from the United Kingdom.

Jacobsen's College Student Seminar, which served as the model for the European seminar, has been held for the past 23 years at the company's headquarters in University, Wis.

The conference fee is $425. To register or obtain more information call 407-688-0800.
Lasco outlines goals

Lasco Fluid Distribution Products (formerly Lasco Fittings Division), Phillips Ind. Inc., of Anaheim, Calif., announced strategic goals fitting the company’s new image at a national meeting in Tennessee.

The meeting prior to the conference, which set the pace for the national sales conference, was attended by key Lasco personnel involved in establishing and formulating plans for the next three to five years.

Lasco’s strategies focus on marketing and sales, manufacturing, research/design and engineering, finance and human resources.

Debbie Worden, administrative manager, said the mission is to inform customers that the company conducts its business with complete integrity in all of its dealings.

Jim Geary, president of Lasco Fluid Distribution Products and Lasco Panel Products, said, “We provide a steady stream of profits and a better-than-average return on investment in order to grow the business and provide growth opportunities for our employees, and we are a concerned and active corporate citizen in the community.”

Attendees had the opportunity to form objectives and tactical plans to accomplish the objectives.

“It was extremely exciting working with all of the various departments to accomplish such a tremendous goal,” said Worden.

“Working together helped us to appreciate other perspectives besides those in our departments.”

Foster forms turf company

John Foster, former president of Foster Turf, has announced formation of West Coast Turf. The company is a commercial sod producer in California’s Coachella Valley.

Joining Foster are former director of operations at Foster Turf, Joe Foster, and former director of marketing, Jeff Cole. Jennifer Clark serves as office manager.

The company will market bentgrass sod as well as hybrid Bermuda sod and stolons.

Administrative offices are located at 41495 Boardwalk Ste. V, Palm Desert, Calif.; telephone 800-447-1840 or 619-779-1840.

Elsewhere...

Columbia ParCar Corp. has announced that Great Lakes Power Products in Cedarburg, Wis., is its new authorized ParCar dealership for Washington, Ozaukee, Kenosha, Racine and Milwaukee counties in Wisconsin.

Kohler Engines has opened a toll-free telephone number—1-800-544-2444—for information requests from consumers and original equipment manufacturers.

Sumner Country Tractor in Hendersonville, Tenn., has been named the exclusive distributor for John Deere golf and turf products in middle Tennessee.

PBI/Gordon Corp. of Kansas City, Mo., has acquired ownership of Amidochler, the active ingredient in Limiter Turf Regulator, developed by Monsanto Co. PBI/Gordon will market Limiter in North America.

Barenburg buys into Normarc, Inc.

Barenburg Holding has taken a major share in Normarc, Inc.

Barenburg is one of the world’s largest breeders, producers, and marketers of lawn grasses and forage crops.

“The merger with Barenburg will give us an unlimited access to their breeding programs. This, together with a long experience and marketing know-how, will certainly strengthen our position in the markets for high-quality varieties in the United States,” said Normarc Chairman of the Board Joseph O. Jacob.

This development will also lead to an integration with the already existing company, Barenburg U.S.A. in Imbler, Ore.

The management team of Normarc now includes Roeland Kapsenberg, general manager of Barenburg U.S.A.; Don Herb, marketing manager, and Jacob, manager.

Warren’s sells TerraFlow rights

Warren’s Turf Nursery, Inc. has sold all rights to the promotion, sales and distribution of TerraFlow geocomposite subsurface turf drainage products to Contech Construction Products Inc.

Warren’s, headquartered in Crystal Lake, Ill., introduced TerraFlow systems in 1986.

Contech, of Middletown, Ohio, will sell the product line through a nationwide distribution network.

Formed July 1, 1986, through a management purchase of the sets of the Construction Products Division of Armco Inc., Contech has been the manufacturer of TerraFlow geocomposites Contech makes and supplies aluminum, steel and plastic products for the general construction industry.
ON THE MOVE

Buckner makes management moves

Buckner, Inc. has announced five appointments, including Jim Dearman as vice president of manufacturing and engineering and Kurt Thompson as national marketing manager. The Turf Division appointed Don Kuhlman general line sales manager, Hugh Humphreys regional sales manager in the Southeast, and Ron Mendlesi regional sales manager for Northern California. Dearman holds a bachelor's degree in electrical engineering from California Polytech and a master's in business administration from Claremont Graduate School. Thompson, whose 10 years in the industry includes five years of designing, estimating and installing equipment, holds a bachelor's degree in marketing from Washington State University. In 45 years with Buckner, Kuhlman has been involved in all aspects of manufacturing, purchasing, sales and service. Humphreys worked for contractors in Tennessee, Florida, Arizona and California before starting with Buckner.

Crocco vp at Golf Properties

U.S. Golf Properties, L.P. has hired Anthony Crocco as vice president of corporate development. Crocco was most recently an associate consultant with the William Sherman Co., a golf course consulting, appraisal, and brokerage firm in San Rafael, Calif. Prior to this, he was a research associate and consultant for the National Golf Foundation. Crocco received a bachelor's degree in business finance from the University of Notre Dame and has undertaken graduate studies in building construction and land development at the University of Florida. Crocco has been named vice president of corporate development at U.S. Golf Properties, L.P.

Dearman

His territory includes the Carolina, Tennessee, Georgia, Florida, Alabama and Mississippi. Mendlesi has been in the irrigation and landscape architecture industry for 26 years.

Lakewood names Tolson to oversee city project

Donald J. Tolson, the co-founder and first president of the Peaks and Prairie Golf Course Superintendents Association, has been named superintendent for the planned 27-hole championship course Fox Hollow at Lakewood in Lakewood, Colo. Tolson has been superintendent at Yellowstone Country Club in Billings, Mont. A certified golf course superintendent, he holds a degree from Montana State University. He has been active in local and national GCAS activities and has been a speaker at the national and many regional conferences. Employed by the city of Lakewood, Tolson will work with architect Denis Griffths and other planners on design of the course. He will then oversee its construction and maintenance when it is complete.

Kubota names division heads

Ted Pederson has been promoted to director and manager of Kubota Tractor Corp.'s Northern Division, while Mike Fairless is the new manager for the Southern District. Pederson, who has been with Kubota for 11 years, most recently held the positions of district manager for the Southern District of the Southeast Division and regional sales manager of Kentucky and western Tennessee. He holds a degree in business administration for the University of Central Florida. Fairless, who joined Kubota in 1980, has served Kentucky the last three years. He was recently presented the Merchandising Award by the Kentucky Farm and Power Equipment Dealers Association.

Milorganite hires Ward

The Milorganite Division of the Milwaukee Metropolitan Sewerage District has named Terry Ward as manager of advertising, promotion and training. Ward has several years experience in the professional turf and lawn and garden industries. Milorganite makes natural organic fertilizer.
Excel displays Hustler line

Excel Industries, Inc. has released new, eight-page color literature on the Hustler line of Out-Front Mowers and the Hustler Compact Series featuring the 251K and the 251K and 260K Turbo Shredder. The mower literature features models 275 through 440 as well as their specifications. It also contains the full line of attachments such as the Range Wing, Hi-Lift BAC-VAC, Hydraulic Edger and complete line of snow removal equipment. The Compact series literature includes specifications as well as optional equipment and attachments such as the BAC-PAC grass catcher and side-mounted edger. For free literature or the dealer nearest you, contact Excel Industries, Inc., Box 7000, Hesston, Kan. 67062 or call 800-835-3260.

ASGCA reprints ‘Evolution of Green’

Golf course greens are the topic of a 24-page brochure now available from the American Society of Golf Course Architects. "The Evolution of the Modern Green" is a reprint of the four-part series written by Michael Hurdzan, past president of the ASGCA. Hurdzan discusses all aspects of engineering, design, construction and maintenance in the full-color brochure. Topics include:

• the historical development of golf greens in the United States and how turf managers keep them in top playing shape;
• the research and development of various methods of green construction;
• how and when to rebuild greens and how to avoid the most common construction errors;
• the turfgrass art and science of establishing and maintaining a delicate living playing surface.

The "Evolution of the Modern Green" is available for $5 by sending a check or money order to: The American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, Ill. 60601.

Weather Tec releases irrigation catalogs

Weather Tec, a manufacturer of irrigation equipment and components, has released its latest catalogs. The company specializes in making products utilizing brass, stainless steel and metal alloys. "This company is one of the best-kept secrets in our industry," said Weather-Tec marketing consultant Nick Dvorak. "Their products and service are unsurpassed in proven drive methods, rugged material usage and scope of line for all market segments, including agriculture, landscape and turfgrass."

The turfgrass catalog contains specifications, performance information and pictures of all products. For more information contact Weather-Tec Corp., 5645 E. Clinton, Fresno, Calif. 93727 or call 209-291-5555.

Stoffel

Continued from page 30

put their stamp of beauty on the layout.

"Three clergy friends who golf my course, keep telling me it is just like heaven, only not as far away." The course has been going "hot and heavy ever since we built the clubhouse," Stoffel said. "Last Friday morning to Sunday night 720 golfers played the course."

Stoffel is up at 3 to 4 every morning, operating the manual irrigation system. He returns to his home next to the course around 4:30 p.m. Then it's back for more chores on the course after dinner. He said: "You never run out of ideas to improve. As you get a few dollars saved up, you improve. Who wants an instant golf course? — All you do then is mow grass and look at it. Golfers enjoy seeing changes and improvements and to watch a course grow."

Stoffel added that it is easy to paint a perfect green, "but keeping up with all the changes in disease and turf management is not. As a greenskeeper, I always want nice greens for the golfer and the course. I am sure anyone in the business knows and understands, you learn to work with Mother Nature and not against her."

"It's a lot of work, but if you have a regular schedule and stick to it, it's OK. I do 90 percent of the greenskeeping," Stoffel said, adding that his wife, Karen, helps now the course when she's not working her regular job. A student changes the cups and performs other duties. Daughter Samantha, 13, lives with them. But son Chris, 24, lives a distance away.

"I'm so doggone busy working on the golf course during the season. But the four or five months in the off-season I'm a full-time artist. It doesn't make sense."

"Maybe I'm the only one in the world. But I love it."
Broken risers no problem

Hendrickson Bros. new Fld500 Break Away Flow Limiting Device retains the operation of the irrigation system even in the event of a broken riser.

Construction is of high-strength ABS with an engineered break point that will withstand a maximum of 15 pounds of pressure applied to the top 12-inch riser.

For more information, contact Don Hendrickson, Hendrickson Bros., 2931 Lester Ave., Corona, Calif. 91719 or call 714-737-6822. Circle No. 301

Vandal-free system unveiled

A complete vandal and corrosion-resistant system for irrigation equipment is being offered by Hydro-Scape Products, Inc. of San Diego, Calif.

The Hydro-Safe Controller Assembly comes with many pre-wired options such as a master valve suitable for two controllers, a pump start relay and a bypass assembly for moisture sensing, rain check devices, radio remote control and other specially requested features.

The assembly is made from 14-gauge stain less steel with a unique safety latch, special louvers, concealed hinges and slope top design to assure vandal and corrosion resistance.

For more information call 818-500-6331. Circle No. 306

Hunter making new sprinklers

Hunter Industries has introduced two new, gear-driven rotary sprinklers with adjustable arcs, the 140 ADS and 125 ADS. The new adjustable arc feature allows the installer to set the arc anywhere from 40 to 360 degrees for more efficient irrigation with less water. For 360-degree coverage, both sprinklers are available as fixed, full-circle models.

The 140 ADS is a moderate to heavy capacity model with eight interchangeable nozzles that vary the discharge rate from 7 to 25.3 gallons per minute. It covers a radius of 45 to 68 feet.

The 125 ADS is a moderate capacity model with eight interchangeable nozzles that vary the discharge rate from 2.9 to 17.3 GPM. It covers a radius of 37 to 60 feet.

For more information contact Hunter Industries at 619-744-5540. Circle No. 303

Amiad unveils filter

Amiad U.S.A. Inc. has unveiled an advanced three-inch plastic filter with flow rates up to 220 gallons per minute. Highly adaptable for different types of water filtration, the new filter accommodates either a grooved disc element or stainless steel screen cylinder. These interchangeable element types offer a wide range of filtration degrees to suit different requirements.

The new filters can be installed as an in-line unit or in a 90-degree angle. Using the disc element, it is possible to install with one inlet and two outlets. They are available with three-inch flanges.

The filters feature high particle retention with a large inlet area/volume to allow longer intervals between cleaning. For more information, contact Amiad U.S.A., Inc., P.O. Box A, Calif. 91337 or call 818-781-4655. Circle No. 304

Golf Course Marketplace

To reserve space in this section, call Simone Lewis, 813-576-7077

EMPLOYMENT

HORRY-GEORGETOWN TECHNICAL COLLEGE

GOLF COURSE MANAGEMENT

INSTRUCTOR

The College is a 2-year community/technical college located 10 miles from Myrtle Bch., SC. Myrtle Bch. is the center of So. Carolina's "Grand Strand", a 60-mile stretch of beaches, extending between the No. Carolina border & historic Georgetown, SC. The Grand Strand offers vacation, vitality & variety with its white sandy beaches, famous restaurants & numerous golf courses. In the last few years, the Grand Strand has experienced unprecedented growth in tourism, population & economic diversity, revealing that this resort area is the 13th fastest growing county in the United States.

The College is fully accredited by the Southern Association of Colleges & Schools (SACS), offering 34 programs on the Associate Degree, Diploma & Certificate levels. The full-time student FTE is 1,600 with a full-time faculty & staff. Horry-Georgetown Technical College invites qualified candidates to apply for the full-time instructor position available in the Golf Course Management Dept. Individuals should possess a B.S. Degree in Horticulture or Agronomy with 3 years work-related experience, or a Masters Degree. Masters Degree pref. with 3-5 years progressive expe. in turf management. Position available November 15, 1990. Salary commensurate with education & experience. Submit resume & transcripts to: Person nel Office, Horry-Georgetown Technical College, PO Box 1965, Conway, SC 29526. Deadline for resumes is October 12, 1990. Horry-Georgetown Technical College is an Equal Opportunity Employer.

INTERNATIONAL POSITION

Golf Course Shaper. Architect firm desires experienced individual to travel abroad with their golf course development team. Great salary & benefits including travel. Call or send resume to Dan Clarke, 134 Rock Hill Rd., Bala Cynwyd, PA 19004, (215) 667-7090.

PUMP STATION SALESMAN

Seeking aggressive, self-managed professional as outside salesman for pump stations and related products. Send resume and salary requirements to:

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Coppell, TX 75019

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Owner/operator/developer seeks responsible position in golf course industry. Will travel.

(517) 362-7236.

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M. Bagansian, P.O.Box 641, Novi, MI 48376.

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FAX: (805) 489-1688

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Buy direct from fabricator 20 & 30 mil. P.V.C. Made to order. Under 20 cents per sq. ft. Installation or supervision available. Call:

COLORADO LINING COMPANY
(303) 841-2022

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• "Aqua-Quick": Turns Toro & Rain Bird valve-in-head sprinklers into 1" water source instantly. To order, call:

Precision Small Engine Co.
Andy Masciarelli, Distributor
1-800-345-1960

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Four Seasons Golf Co.
P.O. Box 78011
Greensboro, NC 27427

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Accu-gage is a precision measuring instrument for making highly accurate height-of-cut adjustments on greensmowers or other precision mowers.

FEATURES

- Adjustments can be made with the gage on the mower. Simply read the gage while turning the adjusting knob.

- Measurements are made at the front edge of the bedknife regardless of bedknife wear.

- Eliminates the inaccurate "feel" method of old-type adjusting bars.

- Available in 1", 1.5" and 2.5" bars.

For more information call (303) 841-2022

For free information circle #165

OCTOBER 1990

Golf Course News
Turfgrass Council Expo at the Orange County
Wilson, CGCS, chairman of the SCTC Expo
versity Stadium and Golf Course in New
92691; 714-951-8547.
West Palm Beach, Fla. 33401; 407-688-0800.
mittee, at 26442 Vera Cruz, Mission Viejo, Calif.
Contact Michael Reilly at Wynlakes.
Country Club in Montgomery, Ala. Contact
of New Jersey 26th Annual Turfgrass Equipment,
Brunswick, N.J. Rain date is Oct. 10. Contact Judy
Policastro at 201-379-1100.
Fall Market at the Anaheim (Calif.) Convention
Cypress Hotel in Orlando. Contact Nancy Oliver,
Association and the American Society of Agricul-
tural Engineers, at Phoenix, Ariz. Contact Lisa
Brownell-Pierce at The Irrigation Association, 1911
S. Seogo Road, Madison, Wis. 53711-1086; 608-
883-8080.
28-30 — The 30th Annual Southern California
Foundation, at Costa Mesa, Calif. Contact Chuck
Wilson, CGCS, chairman of the SCTC Expo Com-
nies, at 26442 Vera Cruz, Mission Viejo, Calif.
92691; 714-951-8547.
5-7 — First Joe Lee Challenge Matches, pitting
teams of five golfers playing at Wyndham Golf and
Country Club in Montgomery, Ala. Contact
Michael Reilly at Wynlakes.
9 — Golf Course Superintendents Association of New Jersey 29th Annual Turfgrass Equipment,
Irrigation and Supplies Field Day at Rutgers Uni-
versity Stadium and Golf Course in New
Brunswick, N.J. Rain date is Oct. 10. Contact Judy
Policastro at 201-379-1100.
26-28 — GCSAA seminar in little Rock, Ark., on
Golf Course Design Principles.
26-28 — GCSAA golf trade exhibition in Birming-
ham, England. For more information call 0903-
883381.
26-28 — Equipment Safety and Preventative
Maintenance Seminar, sponsored by the New
York State Turfgrass Association and Long Island
Golf Course Superintendents Association, at
Oyster Bay, N.Y. Contact NYSTA at 800-473-TURF
or 518-769-1229.
29-31 — West Virginia Golf Course Superinten-
dents’ Association’s first annual turf conference at
Cedar Lakes Conference Center near Ripley, W. Va.
North Fort Myer Drive, Suite 1009, Arlington,
22209-1630; 703-524-1200.
November
1-2 — GCSAA seminar in Boston, Mass., on
Integrated Pest Management.
3 — American Seed Trade Association Lawn
Seed Conference at Crown Center in Kansas City,
Mo. Contact the ASTA at Suite 964, Executive
Building, 1030 15th St., N.W., Washington, D.C.
20005; 202-223-4080.
3-5 — Western Seedsmen’s Association con-
vention at Crown Center in Kansas City, Mo.
6-7 — GCSAA seminar in Kansas City, Mo., on
Public Relations and Public Speaking.
8-9 — GCSAA seminar in East Lansing, Mich.,
on Managerial Productivity.
12-13 — GCSAA seminar in Gainesville, Ohio,
on environmental management.
12-14 — Golf Summit 90, the third in a series of
industry showcase planning meetings, at Marriott’s
Desert Springs Resort and Spa in Palm Springs,
Calif. Coordinated by the National Golf Foundation,
the summit will review progress made in the
programs of the Strategic Plan for the Growth of
Golf, first approved by NGF in 1988. Contact the
NGF, 1150 South U.S. Highway One, Jupiter,
Fla. 33477; 407-744-6006.
14-16 — New York State Turfgrass Association
Turf and Grivands Exposition at the Rochester
(N.Y.) Riverside Convention Center. Contact
Continued on page 29

Golf Course Marketplace

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For free information circle #150

Golf Course Bridges! 1-800-328-2047
The YARD EDGE GOLF CO.
P.O. Box 13159Wichita, KS 67213

For free information circle #152

Golf Course Bridges

For free information circle #153

For free information circle #154

Golf Course Bridges

For free information circle #155

For free information circle #156

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cial quality. Its patented design, featuring
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fibers, allows golfers to tee up just
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Golf Course Marketplace

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Continued from page 28
NYSTA at 800-873-TURF or 518-783-1229.
14 — GCSAA seminar in Palm Beach Gardens, Fla., on Budgeting and Forecasting.
15—16 — GCSAA seminar in Louisville, Ky., on Plant Nutrition and Fertilizers.
20 — GCSAA seminar in Rapid City, S.D., on Water Quality and Irrigation Scheduling.
27 — GCSAA seminar in Albacago, N.M., on Developing Your Hazard Communication Program.
28 — GCSAA seminar in Albuquerque, N.M., on Safe Pesticide Management.
28-30 — Second Golf Course Europe, an international exhibition and conference on the design, construction and maintenance of golf courses and golf club management, at Le Parc des Expositions in de Bourget, Paris, France. Contact Ellen MacGillivray at Exponconult, Industrieweg 54, P.O. Box 206, 3000 AL Maasen, Holland, 0466-727777.
29-30 — GCSAA seminar in Pleasanton, Calif., on Golf Course Restoration, Renovation and Construction Projects.

December
23 — GCSAA seminar in Denver, Colo., on Environmental Considerations in Golf Course Management.
3-4 — GCSAA seminar in Cedar Rapids, Iowa, on Managerial Productivity.
4-6 — New Jersey Turfgrass Expo '90 at Trump Taj Mahal, Atlantic City. Contact Dr. Henry W. Indyk, Crop Science Department, P.O. Box 223, Cook College, New Brunswick, N.J. 08903; 201-932-9433.
4-5 — GCSAA seminar in Rochester, N.Y., on Turfgrass Insects Basic and Advanced Principles.
4-6 — North Central Turfgrass Exposition at the Ramada Renaissance Hotel and Plaza Convention Center in Springfield, Ill., including educational sessions and exhibits by more than 90 turf industry suppliers. Contact Illinois Turfgrass Foundation at 312-644-0829.
6 — GCSAA seminar on Calculations and Practical Mathematics for Use in Golf Course Management.
7 — GCSAA seminar in Atlanta, Ga., on Managerial Productivity.
9-10 — GCSAA seminar in Seekonk, Mass., on Water Quality and Irrigation Scheduling.
9-10 — GCSAA seminar in Atlanta, Ga., on Water Quality and Irrigation Scheduling.
9-12 — Canadian Golf Superintendents Association's 4th Turfgrass Conference & Trade Show at the Palais Des Congres de Montreal and Le Meridien Hotel. Contact the CGSA at 800-287-1056 or 416-249-7304.
11-12 — Canadian Golf Superintendents Association's 4th Turfgrass Conference & Trade Show at the Palais Des Congres de Montreal and Le Meridien Hotel. Contact the CGSA at 800-287-1056 or 416-249-7304.
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29-30 — GCSAA seminar in Pleasanton, Calif., on Golf Course Restoration, Renovation and Construction Projects.
Art and love of nature come together for super

BY MARK LESLIE
Let us know if Andy Stoffel is not one of a kind.

Here's a guy — the oldest of 13 children — who grew up quickly, yet may grab hold of a dream of his youth. A guy who hammered nails for years while running his own roofing a siding company, yet handles a paintbrush with the aplomb of an award-winning artist. Who bought a farm to build a housing development, then constructed a golf course on it instead. Who first opened his course on the honors system, with golfers putting money in a can before teeing off. Who wakes to water just like heaven, inseparable.

I love my painting. I'm always getting new ideas and they stay there in my head until I get them on canvas. If I don't paint it, it won't leave," Stoffel said.

From the time he was a boy drawing pictures while the teacher spoke of history or arithmetic, art has been a crucial part of Stoffel's life. "I've always felt the need to sketch or draw," he said. "I'd finish one, and they'd tell me to do another one. I painted murals in seven mess halls." In the siding business while giving an estimate, Stoffel would sketch the house and add colors to show the homeowner what it would look like. "I sold the job every time," he said.

"I've always been fascinated with nature," he said, and one day it clicked: "Why not combine the wildlife with the golf course?" he asked himself. There certainly was enough wildlife on the course's 107 acres tucked into Kettle Moraine State Forest. Still, his golf course has a pull of its own. Owners at two other courses want him to put paintings to the canvas.

Andy Stoffel, at left, gets many ideas from his own course, including the painting above, which has been chosen as the May photograph for a special 1990 calendar featuring Wisconsin wildlife artists. Stoffel will be honored as the Artist of the Month for May.

Quality irrigation systems are anything but simple. Your golf course is unique and it requires unique solutions to its water management needs. Textbook irrigation designs simply won't do.

Certified Consultants, Ltd., is a water systems management/consultant/design firm with extensive experience in golf course irrigation systems. We are committed to the proper use, management and conservation of water within the horticultural environment. We provide our customers with a superior product that is sensitive to budget without sacrificing function.

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Water Management Professionals
9003 Wilson Road, Woodstock, Ill. 60098
PH: 815-338-3947 FAX: 815-338-3968

ON THE GREEN

Andy Stoffel's creations to be the May painting on a 1991 calendar, and will name him May Artist of the Month. Fifty thousand calendars will be printed. And Miller High Life beer is using Stoffel paintings as prizes in a regional contest. Excitement fills Stoffel's voice when he speaks of the future, and the hopes he holds dear.

Owners at two other courses want him to paint their courses so they can put up the paintings in their clubhouses and use them on scorecards. Others have suggested he have place mats made of his paintings. More T-shirts and sweatshirts loom ahead. People are starting to collect prints of his series.

"I'm just looking for that one big break, one big backer," he said. "People say my work is getting better with each painting."

"You strive for the day you can get on your feet. In my case, I will pursue my art as I'd like to." Like he does in the off-season between early October and late March.

Still, his golf course has a pull of its own. Construction began on Auburn Bluffs in 1979. It opened in 1982. Stoffel built the clubhouse and began work there full-time in 1984 when he left the siding business.

"I did put a few houses on the land," he said. But he pictured a nine-hole golf course on the rest of the land and has never regretted his decision.

"I painted ducks, bears, elk. I got out of a lot of KP and guard duty. Once it took me two weeks to paint the rear of a black bear," he laughed. "They knew I was dragging my feet. They told me it is just like heaven, only not as far away."

— Andy Stoffel

Three holes run down between bluffs. One of the tees stands 80 feet above the fairway. Little ponds formed by the glacier. Continued on page 26

IF IT WERE ONLY THIS SIMPLE

Stoffel's touch on 2 canvases

"I want to finish a 24-painting series. I've got 20 done now," he said, adding that that would be enough for two calendars. In fact, a radio station has chosen one of

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