Pedaling to par
Airplane mechanic takes mountain bike technology onto the golf course with a pedal-powered golf car.

Supers' 10 deadly problems
By Peter Blais
Inability to communicate is the major sin committed by those involved in golf course maintenance, according to United States Golf Association agronomists.

Agronomist James Connolly of Willimantic, Conn., gave a talk entitled The Top 10 Sins of Golf Course Maintenance during the recent Maine Golf Turfgrass Conference and Show in Portland.

The Top 10 list resulted from a survey of USGA agronomists conducted last year at the request of a group of golf course owners. Twelve of the 14 USGA Green Section agronomists responded.

Architectural comments were eliminated from the survey. But Connolly conceded architectural shortcomings — both outright architectural errors and outdated features like too-small greens or tees — were among the major problems superintendents face daily. Architectural errors would have ranked somewhere in the middle if they had been included.

The responses were regional. Western agronomists sometimes saw problems where their Eastern counterparts said none existed.

Continued on page 24

Water tax may cripple Florida courses
By Peter Blais
A water tax proposed by the Florida Legislature would have a "staggering" effect on the state's golf industry, according to Bob Young, head of the Florida Turfgrass Association.

The proposal calls for a 10-cent tax on every 1,000 gallons over a water user's allotment, with the money funding water conservation studies and practices. Courses using effluent would not be affected.

Emerald Dunes Golf Club owner Raymon Finch said the bill is aimed

Continued on page 23

Tight money dampens optimism
By Mark Leslie
A "tremendous surge" of interest in golf course development is being met by a cautious, stand-pat attitude by banks, according to industry sources.

Whether their optimism springs from the quick resolution of the Persian Gulf War, lower interest rates, improving demographics or other reasons, developers and buyers are actively looking to move forward on projects.

"There has been a tremendous surge of new business since Jan. 15, with people going forward planning their projects," said Jim Applegate, president of Gary Player Design Co. of Palm Beach Gardens, Fla. Jan. 15 was the deadline for

Continued on page 40

USGA to fund final research projects
By Peter Blais
Studies on golf course wildlife and the psychological benefits of the game's playing fields are being considered for the final $300,000 in funding from the United States Golf Association's $2.8-million environmental research project.

The USGA will act by July on proposals concerning the effects of golf course maintenance on wildlife, managing wildlife on the course and the psychological impact of courses on people, according to Mike Kenna, research director for the USGA Green Section.

Studies on the psychological effects of courses have

Continued on page 21
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Just in case...
Florida county approves two private clubs

NAPLES, Fla. — Collier County has approved two private, non-residential golf clubs. They are Arete National Golf Club, an 18-hole course to be designed by Naples resident and PGA professional Ken Venturi, and Olde Florida Golf Club, a 36-hole layout whose principals include Chicago Bears football head coach Mike Ditka. Arete would encompass 240 acres on County Road 951, between Avenue Boulevard and Battlesnake Hammock road.

Olde Florida would be on 550 acres off County Road 951, 11 miles north of Arete. Arete would have 254 members. Olde Florida would cap membership at 350 while a once-course club, expanding to 650 for a second 18 holes. Olde Florida’s first Rees Jones-designed course is scheduled to open in the spring of 1992.

Memberships at Olde Florida will cost $40,000, at Arete $55,000. Membership in either club brings an equity interest.

The formula at Olde Florida will be no tee times, no social club, no tennis courts. Strictly golf. Arete will have more luxurious services and facilities.

Architect C. Mark Mahannah dies of cancer at 85

NAKOMIS, Fla. — Charles Mark Mahannah Sr., who designed more than 80 golf courses, mostly in Florida and the Caribbean, died of cancer at his home here March 18 at the age of 85.

The Delta, Iowa, native attended the University of Florida in Gainesville and began designing courses in 1946. His first job was on the construction crew for William S. Flynn at Boca Raton Hotel and Country Club, north of Miami. He later was on the maintenance crew at Miami Biltmore Country Club, becoming its head greenkeeper in the early 1940s. The club was closed during World War II, and Mahannah spent the duration as a technical adviser on turf problems at an Army Post in Pinellas County, Florida.

After the war, he renovated one 18 at Miami Biltmore, which reopened under the name Riviera Country Club, and he served as its superintendent.

His experience at restoring the course led to other contracts, which he handled part-time until the early 1960s when he resigned to practice design full-time.

Elected a member of the American Society of Golf Course Architects in 1961, Mahannah was named a fellow in 1976.

Survivors include two sons, course architect Charles Jr. and Gary; a daughter, Suzanne; seven grandchildren and five great-grandchildren.

GOLF COURSE NEWS

State agency takes over Pease AFB course

The 18-hole, Alexander Findlay-designed layout opened in early April as a daily-fee facility after 35 years as a strictly military course, according to Skip Jones, chairman of the seven-member Pease Development Authority.

“The course is in better shape than when we took it over,” said Jones, whose agency has had two mechanics attending to the machinery and a crew renovating the clubhouse since it signed a lease for the course in January.

The development authority, which is seeking new uses for the former Air Force facility, plans to operate the course for many years, Jones said.

“Having another public course fills a need in the area,” Jones said.

“And we’re hoping it will generate some revenue. We’re looking for 20,000 to 25,000 rounds this year. I’d be ecstatic with 30,000.”

Long-time Portsmouth Country Club head pro Tony Loch is the general manager and former Portsmouth CC superintendent Bob LaRoche the superintendent.

“We have the best superintendent in New England,” Loch said.

“Bob is planning to enlarge some of the greens, edge the traps and put in new sand, contour the fairways and build two or three new tees.”

Expanding the course to 36 holes has also been discussed.

“The area needs two more public courses,” Loch said. “This is one of them. Hopefully we’ll build the other 18, too.”

What Could Be Worse Than Developing A Hydraulic Oil Leak While Mowing Your Greens?
Historic Sturbridge Village looks to course for income

STURBRIDGE, Mass. — Old Sturbridge Village, a threatened victim of time and tough times, may get a financial shot in the arm from a proposed 18-hole golf course.

Golf can provide a new source of badly needed income. Therefore, 335 acres of village land is being set aside for a course and conference center.

State museum president Crawford Lincoln: "We cannot support the institution through admissions and sales through the shops alone."

The golf course, which would be near the living history museum, would cost from $3 million to $4 million to construct, according to Harry McCracken, former Massachusetts Golf Association president in charge of the Sturbridge project.

The course, designed by Rees Jones, would measure 7,000 yards from the back tees and, McCracken said, promises to be a picturesque layout worthy of future Massachusetts Opens and Amateurs.

The conference center would cost an estimated $35 million to build and would net the town $400,000 annually in tax revenues.

Everything hinges on a zoning change.

MOORO BAY, Calif. — Plans for 200 homes and 100 retirement condominiums have been jettisoned, but the owners of land at the base of Hollister Park hope to build a $12-million golf course three miles south of Morro Bay.

A clubhouse, possible outdoor recreation and a lodge would be included, according to project architect Tom Courtney.

The layout incorporates two ponds designed to catch silt flowing down Chorro Creek. Silt has been filling Morro Bay, causing major problems for the estuary. The property is owned by John Quentin Hammons, a Missouri developer whose net worth is estimated at $340 million. He is a partner in the proposal with Morro Bay developer A.J. Wright.

The land currently is used to grow vegetables. Courtney figures that the project will reduce water consumption by 10 to 15 percent in the drought-stricken city's wells. Obtaining a general plan amendment and required zoning change — from agricultural to recreation — will take at least two years, it is estimated.

"The demand in this area (for additional golf facilities) is absolutely overwhelming," said County Parks Manager Tim Gallagher, adding that the coastal area could financially support a third new course.

"We have people who already want to reserve tee times," Wright added.

$12M plan KO'd, so new site in sight

Quentin Hammons teams with A.J. Wright in California project

Morro Bay, Calif. — Plans for 200 homes and 100 retirement condominiums have been jettisoned, but the owners of land at the base of Hollister Park hope to build a $12-million golf course three miles south of Morro Bay.

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CC of N. England may face bank foreclosure

EASTLYME, Conn. — Although Suffield Bank may attempt to foreclose on East Lyme property owned by the Country Club of New England, club founder Nathan M. Shippee remains optimistic.

"The development of the country club will continue," Shippee said. "The project is in solid shape."

He added that there have been discussions with the bank and that the situation should be cleared up shortly.

The club plans to build an 18-hole golf course and country club on 240 acres off Mostly Road. In pending litigation, the bank would ask that the mortgage on CCNE's property be foreclosed and the bank be given possession of the property. CCNE's mortgage is for $3.25 million.

N.J. communities get go-ahead from report

ELIZABETHTOWN, N.J. — An optimistic report from consultant Larry Wise on the feasibility of a new golf course in northwestern Lancaster County has given Elizabethtown Borough and West Donegal Township officials a virtual green light.

Wise, former head professional at the prestigious Congressional Country Club in Bethesda, Md., said of the 18-hole public course he estimated would cost $4.9 million, "It offers an outstanding geographic and community location, and should provide the foundation for a successful project."

The adjoining municipalities would manage the course.

Wise wrote that the course would not conflict with those existing or planned, since 17 additional courses are needed in the Lancaster-Harrisburg region to satisfy the existing demand for golf.

The course could be ready by the spring of 1990.
Von Hagge calls for facelift of Blue Monster

MIAMI, Fla. — It’s high time for changes in Doral Country Club’s Blue Monster golf course, says architect Robert von Hagge, who oversaw course construction 30 years ago.

Owner Howard Kaskel counters, “The estimated $1.5-million cost exceeds the benefit.”

According to von Hagge, bunkers, once vast and deep, have grown smaller and shallower because mechanical rakes sweep sand toward the center, and grass grows around the edges.

Tour pro Raymond Floyd cited the 11th hole. “The bunker in front of the green is a quarter the size of the bunker that used to be there. Every hole, there’s a tremendous difference.”

Formerly distinctive fairway lines have grown blurry and ragged, said von Hagge, and greens that once abutted bunkers and lakes have shrunk.

Collars and fringes between greens and hazards have grown wider to accommodate tractors instead of the 28-inch hand-pushed mowers that once groomed the fringe.

As-is Doral has its defenders. Jack Nicklaus said Doral “still has plenty of challenge” while conceding that it has gotten easier over time. “The bunkering is not as deep, and the greens have gotten flatter, but if you’re going to design a facility to move a lot of people, a resort course, it’s a darn good one.”

Architects Tom Fazio and Pete Dye consider the course a classic. Declared Fazio: “If you made a substantial change to Doral, the first reaction from tour players would be that you ruined the golf course. They’d say, ‘This used to be a great course.’”

Von Hagge estimates that the Blue Monster would have to be closed for almost 10 months to return it to the shape that made it one of the country’s top 30 courses. Its current ranking is 97th.

Kaskel, who inherited ownership from father Alfred, does not take such a dim view. “We have a few suggestions — nothing major. I wouldn’t call it a rehabilitation.” It’s a beautiful course,” Kaskel said.

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Weed Society cites Taylor for research

GREENSBORO, N.C. — The Weed Science Society of America has presented its Outstanding Industry Award to Dr. Don Taylor, senior technical support specialist with Ciba-Geigy Turf and Ornamental Products. It was only the third time the award has been given.

The GSM’s president, the Research Committee Chairman of the North Central Weed Science Society, said, “I feel deeply honored — and surprised — that my peers feel I’m worthy of such an award.”

Taylor joined Ciba-Geigy in 1968 as a field research representative and moved to the Turf and Ornamental Products group in 1986. He holds bachelor’s and master’s degrees from Auburn University and a doctorate in plant physiology from Purdue University.

The North Central Weed Science Society represents more than 1,000 weed scientists from 16 states and four Canadian provinces.

Retirees to get their request at Alabama town

DALEVILLE, Ala. — “What recreation facilities are available?” is a question frequently asked of Daleville Mayor Gene Hughes by many retirees moving to this city. Their interest seems to center on golf. Hughes must explain that, though 75 percent of Daleville’s residents play golf, area courses are full most of the time or not available to residents.

Things soon may change in the form of a $2.5-million 18-hole municipal golf course.

City officials and citizens heard Don Barnett, vice president and national marketing director for First Golf Corp., a Colorado concern, outline such a proposal. Barnett said that if the feasibility study determines a need for a golf course, and the city decides to build one, construction could begin in June. Course completion would be around October 1992.
Baltimore Orioles complex may have golf

NAPLES, Fla. — Golf was to have played an important part in a planned Collier County spring training stadium for the Baltimore Orioles, but the Birds aren't yet in hand.

Developers, investors and baseball officials are cautious in comments on progress of negotiations for the proposed 445-acre complex that would house a 6,000-seat stadium, 203-acre golf course, 60-acre regional park, soccer fields, jogging track and 84-acre commercial center at the corner of Interstate 75 and Immokalee Road.

Pullout last December of Baltimore-based backer USF&G has presented a problem.

Financial backing is needed to pay for the $16 million stadium. The county's tourist tax fund supposedly would collect about $1.5 million annually specifically for baseball.

$75M project will be first for Tennessee community

FAIRVIEW, Tenn. — Fairview's first golf course will be part of a $75-million project on 610 acres of undeveloped land. About 450 new houses will be included.

Greene Springs, located on the east side of the city and south of Highway 100, has received zoning approval. The project is being developed by Joseph C. Greene and Associates. Bob Greene is in charge.

Tee-time waits behind, golfer develops course

WINNECONE, Wis. — Lake Breeze Golf Club, testimony to LaVerne Olson's faith and vision, should hit its Memorial Day target opening date for the front nine.

The back nine is expected to open July 1.

Olson, a retired accountant, took the construction plunge after enduring lengthy trips to find a place to play golf. He feels Lake Breeze will help fill the recreational needs of community and family.

Jim Hais, who assisted Madison architect Homer Fieldhouse in design work and was prominent in construction, will be the course superintendent. Olson will manage the course and Craig Tordour will be the club professional.

Lake Breeze is located on the west side of state Highway 110 between Lasley Point Road and State 116 in the town of Winnecone.


Five months later, the state Department of Transportation expanded Highway 110, which is near the course, to four lanes. This meant loss of 12 Lake Breeze acres and forced re-design.

Olson weaved into the course a unique tribute to the Badger State. The first green is in the shape of the state of Wisconsin.

Okeechobee adds 2nd nine holes

OKEECHOBEE, Fla. — Okeechobee Golf and Country Club should be an 18-hole course by Jan. 1.

Club manager Ray Coburn, who received a final permit of construction from the South Florida Water Management District, began actual construction March 1 and the digging phase April 1. A control structure permit will be the final paper process.

Four fairways have been seeded. A road will be opened this summer.

The new nine has an "all-in-the-family" approach.

Ray Jr. is the course superintendent. He was active in the course maintenance field for 15 years before returning to Okeechobee GCC four years ago.

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GATX pushes capital into Greensboro's Harbor Club

GREENSBORO, Ga. — Harbor Club, a private golf and equestrian country club on Lake Oconee, has entered into an investment agreement with GATX Capital Corp., which will provide financial support for completion of the development and beyond.

GATX is involved as a lender in more than 30 golf courses in the United States. Harbor Club and the Marsh Landing golf course community in Ponte Vedra Beach, Fla., are the only two private home communities.

Harbor Club is located 65 miles east of Atlanta, off I-20 at exit 53. Created by the golf course design team of Tom Weiskopf and Jay Morrish, Harbor Club has been nominated as "Best New Private Golf Course for 1991" by Golf Digest.

The course will be closed for part of this season for construction. In 1992 and 1993, play will be limited to permit the grass to grow.

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Golf Course News

CIRCLE #104

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Town may take troubled project under its wing

BLUE ISLAND, Ill. — City officials are weighing taking over financing and construction of a public golf course on Blue Island's northwest end.

Private developer Art Daniels, president of John Sexton Contractors of Hillside, is having difficulty securing financing for the course, so is asking the city to consider taking over the development and running the course.

Mayor Donald Peloquin noted that municipalities and park districts have a better chance of securing financing at lower interest rates than do private developers.

The golf course is slated to be built as part of a residential development on a 174-acre parcel on the site of the closed Sexton landfill.

Columbus Zoo investigates Safari GC redesign

COLUMBUS, Ohio — The Columbus Zoo is weighing the feasibility of redesigning Safari Golf Club to its south.

Zoo trustees who serve on the association board's golf committee have received routing and budget proposals from Hurdzan Design Group of Columbus, and plan shortly to make a recommendation to the entire board.

Proposals include opening up the 120-acre course by 20 acres, rerouting about 12 of the 18 holes, and making it a more strategic challenge.

There are warning sounds by some not charmed by what might become a "walk with the animals, talk with the animals" nature romp.

Blaine Sickles, golf committee chairman, strikes a cautionary note in what could be termed "monkeying around." Sickles said flying balls could endanger the animals, and they could be agitated by the sight of humans on their turf.

He added that the cost of building new facilities on the course to contain the animals "would be something awful."
Golf Digest opens instruction center at Sea Island Golf Club

ST. SIMONS ISLAND, Ga. — The Golf Digest Instruction Schools Learning Center, offering state-of-the-art video swing analysis and an expanded practice facility, has opened at the Sea Island Golf Club.

Andy Nusbaum, schools director, said: "Its prime location, right on the Atlantic Ocean, and the club's affiliation with the renowned Cloister Resort makes it one of the top instruction centers in the world.”

The practice range embraces a 300-yard tee area in a circular pattern with five target greens, two cut fairways, an aiming chute for shots between trees, a 10,000-square-foot pitching green with bunkers, a putting green and fairway bunker. Yardage-marker plaques are placed around the tee to indicate distance to the target greens.

Inside the center are two video studios, editing room, meeting and conference rooms, club repair area and a book and video library. The teaching staff includes director Jack Lumpkin, who spearheaded the final design and development of the facility, head professional Scott Davenport and pro Gale Peterson.

Columbus puts five muni courses on 'go-it-alone' operating basis

COLUMBUS, Ohio — Columbus' five municipal golf courses will, for the first time in seven years, be on a go-it-alone policy. Any profit will be theirs, said the Recreation and Parks Commission after approving fee increases at all courses.

Accompanying announcement of surprise financial independence was word that Turnberry, the first new city course in 20 years, is scheduled to open Memorial Day weekend. Turnberry is near Rt. 256 and Tussing Road on the Far East side.

Fees at Turnberry will be somewhat steep, $18 to $20 per round, because of the quality of the course and other amenities, officials said.

Brevard County says Savannahs short on income

MERRITT ISLAND, Fla. — The new Savannahs at Sykes Creek golf course here in its first four months didn't make enough money to cover expenses, but Brevard County officials aren't panicking.

"To say the Savannahs is in trouble is premature. He thinks course activity will pick up. "

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Franklin aboard as Cherokee Ridge construction starts

ARAB, Ala. — Construction of Cherokee Ridge golf course has begun, and superintendent Odell Franklin is aboard.

Local businessman Sid McDonald, president of Brindlee Mountain Telephone Co. here, said the course would meet all design criteria of the United States Golf Association and would be open for play in the spring of 1992. Annual membership will be available and the course open to the public on a daily-fee basis, he said.

Development would include a residential area between Arab and Huntsville.

Cherokee Ridge will be located six miles north of Arab and 11 miles south of Huntsville, about one mile off U.S. Route 231.

Total project investment will be about $4 million. Development will begin with 545 acres, with options on an additional 100 acres.

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Like all Ryan aerators, the DGA 30-06 gets to the core of compaction problems while minimizing disruption of the surface.
S. Dakota business park will feature nine-holer

RAPID CITY, S.D. — The visual centerpiece of the new Fountain Springs Business Park will be a nine-hole golf course.

The Frank Simpson family, in the printing business the past quarter-century, hope to place their stamp on the park aesthetically in the form of flower beds and 13 ponds, some spouting plumes of water.

The course will not use the ponds to irrigate, instead relying on a city-owned well that taps the underground Madison formation. Simpson said he doesn't believe any underground water will be needed to keep the ponds full.

Simpson Landscape and Development Co., with the aid of golf course consultants, sprinkler system specialists and earth-moving subcontractors, is handling construction.

A second nine holes will be developed as the business park fills with tenants.

Course would set resident weekday rounds

EAST QUOGUE, N.Y. — Developer Neil Rego proposes to build an 18-hole golf course on a 187-acre site off Old Country Road here.

The course would be private, but Rego would allow public access for Southampton Town residents on weekdays for up to 225 rounds of golf per week.

The course is a prohibited use on the current zoning of the site.

Councilman James Needham long has been lobbying for a public course in Southampton Town.

William Esselkamp, attorney for the developers, estimated it would take up to three years to build a course.

Montana city grants approval for golf resort

WHITEFISH, Mont. — The Whitefish City Council has followed local planners in approval of the Kinnikinnik Golf Resort here.

The golf course could be completed in two years.

Greg Bryan, project manager, said developers plan to build an 18-hole course, a restaurant-clubhouse-lounge facility, about 475 housing units and a 27-acre commercial resort with 275 units.

Four-course Nipomo Mesa plan postponed

OCEANO, Calif. — Plans for four new golf courses on the Nipomo Mesa are on hold.

Postponed indefinitely were scheduled presentations of conceptual drawings to the South San Louis Obispo County Sanitation District for building a seven-mile pipeline to carry treated sewage water from Oceano to the golf courses.

Russ Lambert of IRM Design Group said, "Our client was unable to make this meeting and we don't know when he wants to come back."

The multimillion-dollar development proposed by Hanson Industries calls for four golf courses, 1,000 hotel rooms, commercial centers and research facilities on the mesa between Highway 1 and U.S. Route 101.

Illinois town secures options for course site

TUSCOLA, Ill. — Tuscola City Council members have voted 6-1 to secure options on land for possible development of an 18-hole municipal golf course.

Mike Herdman, owner of a Columbus, Ohio, golf course design firm hired to evaluate sites and draft a preliminary design, told aldermen municipal courses generally turn out to be outstanding investments.

"They give a community identity and recreational diversity," he said, "and can operate very profitably."

First Golf Corp. of Denver, Colo., has proposed to build and finance a golf course for Tuscola under a lease-purchase plan.

Golf Corp. building $7M muni course

ESCONDIDO, Calif. — Golf Corp. Inc. will build and operate the $7-million Escondido municipal golf course.

Grading permit applications have been submitted to the cities of Escondido and San Diego. The latter city owns some course property.
Kite puts hand to major development

Pro puts money in $23m plan, adds design touch

PORTLAND, Ore. — Tom Kite, PGA tour professional, is a major partner in a golf course development company that plans to build a 36-hole golf course.

The project may cost $23 million to develop and would cater to golf purists at both amateur and professional levels.

In a departure from building custom, there would be no surrounding residential development, according to Kite/Cupp Golf Enterprises Inc., based in Atlanta, Ga.

The courses, located on 300 acres along Southwest 229th Avenue, hopefully would eventually tie in with the Columbia Edgewater Country Club.

There have been huddles with that club's board of directors on a proposal to combine the two operations to form a 54-hole country club that would be operated by Columbia Edgewater.

Kite, all-time leading money winner on the pro tour, and company chairman Robert Cupp designed the new courses. Kite said the courses would be "more traditional in size and scope, accessible to recreational golfers but challenging enough to host professional tournaments."

"Should permit applications be approved, construction might begin this summer. The 36-hole layout could open in the fall of 1992."

Maryland muni's first nine ready for summer opening

FREDERICK, Md. — The first nine holes of this city's intended 18-hole golf course have been fine-graded and seeded, and may be ready for play this summer.

A maintenance facility has been built, and purchase of 64 golf carts budgeted. A driving range, practice green and four large ponds also will be part of the course. The site is part of a 200-acre parcel donated to the city by Neill Jenkins and earmarked for a golf facility.

Quick nine holes aim of developer at Provo resort

PROVO, Utah — Seven Peaks Resort owner Victor Borcherds never has swung a golf club in anger or exhilaration, but he's excited that his new course surrounding Seven Peaks Water Park is nearing completion.

"All earth work at the course is finished," Borcherds said, "and we're next going to plant the driving range."

Although the course won't be open to the general public this year, Seven Peaks officials may allow about 5,000 rounds of golf by invitation this summer to break in the course. Formal opening is planned for the spring of 1992.

The course is bigger than an executive course but smaller than a championship course.

"We're trying to attract the guy who doesn't want to spend 3-1/2 hours playing golf," Borcherds said, adding that the course would take 2 to 2-1/2 hours to play.

New York town buys parcels for muni course

CHEEKTOWAGA, N.Y. — The Cheektowaga Town Board has purchased for $69,600 three parcels of land for a planned municipal golf course.

Of the original $2 million allocated for the golf course, $1.2 million remains in the fund.

Town voters last November rejected a proposal that would have bonded the town for an additional $1.9 million for the course. Planned for 18 holes, it may be reduced to nine holes unless the town finds alternative ways to fund it.

Williamsburg Env'l moves

WILLIAMSBURG, Va. — Williamsburg Environmental Group, Inc. has relocated its office to 5248 Olde Town Road, Suite 7, Williamsburg, Va. 23188.

Mailing address is P.O. Box 3384, Williamsburg, and the phone number 804-220-6869.
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Because release is based only on temperature—not water, pH, or bacteria as with other fertilizers—nutrient availability matches turf and plant growth needs.

ONCE is available in a variety of analyses and 8-9 and 5-6 month longevities.

ONCE. Contact your Grace-Sierra turf/landscape distributor or call us toll-free at 1-800-492-8255.

Use ONCE, just once, for the best results all season long.
Frankly, it won't make a splash on your course.

If your players are tired of the splish, splash sloppiness associated with other ball washers, maybe it's time to pay less and get more — with the Professional Series Ball Washer by Standard Golf.

Our Professional Series Ball Washer has become a new tradition on courses around the world.

It conveniently washes up to four balls at a time. With a few easy cranks of the handle, tough nylon bristles scrub dirt and grime away. It's a clean winner for thousands of superintendents, too. The sensible overflow tube and drain construction prevents leaks and streaks, while making maintenance a breeze. And the beautifully durable case is available in the seven most popular colors in golf.

Contact your nearby Standard Golf distributor and ask about the new tradition in ball washers. They won't make a splash on your course (or a ripple in your budget).
ONCE™ eliminates labor and other costs of fertilizer re-applications because you apply it only once per season.

This improves manpower forecasting and frees your time for other projects. Plus, you get consistent, superior turf and ornamental growth with no "feast or famine" effects of other fertilizers.

ONCE was developed using our OSMOCOTE® resin coating technology, the leading controlled release fertilizer worldwide. This unique system meters nutrients continuously—every day—for a full season.

Because release is based only on temperature—not water, pH, or bacteria as with other fertilizers—nutrient availability matches turf and plant growth needs.

ONCE is available now in a variety of analyses and 8-9 and 5-6 month longevities. There is also a formula specifically for ornamentals.

Contact your Grace-Sierra turf/landscape distributor or call us toll-free at 1-800-492-8255. Use ONCE, just once, for the best results all season long.
335 members put up $12 million for Wedgewood building costs

Would-be members waiting for openings

POWELL, Ohio — The soon-to-be-launched Wedgewood Golf and Country Club gained firm financial footing when its 335 members April 10 paid the bulk of a $12 million construction cost.

Wedgewood will open May 31, with 57 golfers in the wings waiting for membership which costs $30,000. Larry Cassady, who with brother Tom directs golf operations at the 18-hole public Jefferson Golf and Country Club in Gahana, the east side of Columbus, Ohio, is one of the finest built in central Ohio in the past 20 years.”

Cassady also is pleased that course superintendent Joe Noppenberger came on board a year ago to see the 18 holes take shape. The Cassady brothers also are spearheading construction of Jefferson Golf and Country Club in Barbados.

Jefferson also is an 18-hole course designed by Jones. Seeding will start this spring. Projected opening in May 1992.

Carbondale ready to build first public course in Illinois county

CARBONDALE, Ill. — Carbondale is about to tee off with its first golf course and with the wind at its back in the form of firm financial footing.

The 18 holes have been staked out, the course is set for public bid, and the city has contracted with the Omaha, Neb., and Chiles Hieter for $2 million in installation contract certificates.

The course will be the only public course in Jackson County and the second publicly owned and operated course within Southern Illinois’ 30 counties, noted George Whitehead, Park District director.

Carbondale’s population is 26,000.

Loma Linda adds nine holes in fall

JOPLIN, Mo. — Loma Linda South may be 18 holes in late August. That’s the target date for opening a new nine holes. Nine holes were opened last year.

Once the new nine is completed, the entire course will be measured by laser and slope-rated by the Missouri Golf Association.

The new nine will be designated the front and the existing nine will become the back when the course is ready.

Loma Linda South was designed by Scott Brown, former manager of the Loma Linda complex. George Royer is clubhouse manager.

Coleman phone

The telephone number for Universal Industries, manufacturers of Coleman’s Five A Lawn Mower, appearing in the April chart on fire ant insecticides was incorrect. The correct number is 800-727-ANTS.
ONCE™ promotes rapid turf recovery because it makes nutrients available continuously—every day—in amounts needed by turf.

This speeds turf recovery and promotes better stress and disease resistance. Plus, you get more consistent mowing cuts (no flushes) and superior turf color and density.

ONCE was developed using our OSMOCOTE® resin coating technology, the leading controlled release fertilizer worldwide. This unique system meters nutrients continuously—every day—for a full season.

Because release is based only on temperature—not water, pH, or bacteria as with other fertilizers—nutrient availability matches turf and plant growth needs.

ONCE is available in two longevities (8-9 month, and 5-6 month for northern climates) and a variety of analyses. There is also a Potassium-specific formula for highly stressed areas.

Contact your Grace-Sierra turf and landscape distributor or call us toll-free at 1-800-492-8255.

Use ONCE, just once, for the best results all season long.
Wide range of public courses needed

During the past month, I've had the opportunity to play two levels of public golf in my home state of Florida. I say two levels because the courses I played in both public and private venues, are on nearly opposite ends of the public golf spectrum.

Buffalo Creek is a municipal course operated by Manatee County. It's out in the sticks, where rattlesnakes and armadillos still thrive, and gators sun their backsides in the shallows and on the banks of water hazards. It's a wide open links-style course with plenty of water, plenty of length and in decent condition (the greens were in great condition). The cost to play this fine course is approximately $25 with cart (per person). Buffalo Creek has a comfortable pro shop and coffee shop, and was fun to play.

On the other end of the spectrum is the Emerald Dunes. Located a half mile from the Florida Turnpike in the middle of Palm Beach County. Designed by Tom Fazio and opened a year or so ago by Ray Finch to be an upscale public facility, it is truly a spectacular golf facility.

As you arrive, the attendants at the bag drop are cordial, direct you to parking and the pro shop. The locker room facilities equal many private facilities and the locker room attendant was terrific. The course is in a tough but fair test of golf in excellent condition. For a day, Emerald Dunes makes you feel you're a member of a private club.

For $84 (including cart and tax) and you can enjoy a round at this great facility. I might add that Palm Beach County residents pay less, and out-of-season rates are lower.

The point is, here are two extremes. I enjoyed each equally for different reasons. Although the majority of us do not afford the upscale fees of the new breed of public facility, I believe there is a market for these courses. The TPC courses have been very successful in promoting public participation of their facilities around the country for a high greens fee.

The major point I'm making is the continued need for public golf — whether it be the Emerald Dunes/TPC concept, municipal facilities like Buffalo Creek, or nine-hole executive courses. We need more public facilities of all types.

In case you missed the National Golf Foundation's reply to the Forbes article, "Expropriation Madness," you should get a copy through the NFG. Joe Bodt responded with expertise and specific numbers that will dispel any concern the Forbes story may have raised.

There is no question the golf industry has taken some hits in this recession, but I'm convinced it will come back strong, and perhaps sooner than many other leisure industries.

You can reach the National Golf Foundation by calling 407-744-6006.

Mechanics deserve more respect

Have you ever wondered what the golf club member thinks when he sees a muckily manicured course? Does he think the superintendent is an expert at his craft? Does he think the super is an easy target, someone not worth the respect he deserves? Many private facilities and the locker room attendant were terrific. The point is, here are two extremes. I enjoyed each equally for different reasons. Although the majority of us do not afford the upscale fees of the new breed of public facility, I believe there is a market for these courses. The TPC courses have been very successful in promoting public participation of their facilities around the country for a high greens fee.

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The tongue: Queting or creating the storm

The tongue. The more we talk with superintendents, their mechanics and crew members, and other members of the industry, the more we hear about the importance of that little organ.

The quality of communication between people in the golf course industry is the most critical factor in their jobs, they say. Superintendent Ken Fisk's guest commentary in April focused on communication between the super and the pro. Mechanical technician Dave Franz's commentary below zeroes in on the super-mechanic relationship and a poll of USGA agronomists (see page 1 story) showed they felt communication was the No. One problem in the world of golf course maintenance.

You might think the worst problem is communication, concern over agronomics. Or pesticides. Or chemicals. Or just about anything... But communication?

Communication has to do with speaking and listening — the latter being a major problem with too many of us. We should practice listening, make an art of it. All too often, we are just anxious for others to finish speaking so we can say what's on our own mind; and thus we never hear what they're saying.

EIGHTEENTH CENTURY ENGLISH ESAYIST Sydney Smith once said of a man: "He has occasional flashes of silence, that make his conversation perfectly delightful."

And British author Samuel Johnson said: "That is the happiest conversation where there is no competition, no vanity, but a calm, quiet interchange of sentiments."

But the tongue is the center of the most illustrative comment I can recall to improve communication. St. James wrote: "It is an ungodly evil, full of deadly poisons... It is a fire, a world of iniquity... so set them free, and make them play the harmonious instrument of communication — even in the midst of disagreements — and work cooperatively with employers and employees. Just as unpleasant words do evil, pleasant words are a powerful source of good, improving the entire atmosphere of a workplace.

Let's exercise that muscle for the good of one another, not for harm.
Franz

Continued from page 16

but doing so within the budget guidelines set up by the superintendent.

So there's the question of salaries. How much do you pay a top-notch technician? In the Sarasota, Fla., area $8 per hour is about average. But is this wage really competitive in the Sarasota, Fla., area $8 per hour is about average. But is this wage really competitive?

But how does a superintendent justify paying a technician $8 to $12 per hour? Tell the bean counters the truth about his position of great importance and responsibility. Tell them he is responsible for perhaps hundreds of thousands of dollars' worth of equipment. This should aid the bean counters in their decision. If superintendents will more fairly compensate their technicians, we will see a decision. If superintendents will more fairly compensate their technicians.

Be allies, not enemies. We are all on the same side here. To coin a phrase: This game is about teamwork. It has to work. It is a big word that means one simple thing: Let's talk!

It communication exists between techni-
cians and superintendents, life is great. But it doesn't exist, can be unbearable at times. I know this first-hand. I love to be patted on the back as much as the next guy. It's human nature.

But I also like to be told when I'm doing a less-than-pleasing job. This type of communication is very productive. It works in both directions. Too much criticism and too little praise is detrimental. But too much praise and not enough criticism isn't healthy either.

P.J. Boatwright, 'soul of USGA,' dies at 63

MORRISTOWN, N.J. — P.J. Boatwright Jr., 63, called "the soul of the USGA" by the organization's current president, died April 5 at a hospital here after a long illness.

Boatwright had been prominent in the United States Golf Association since 1959, when he was named assistant director. He served in that capacity for 10 years before succeeding Joseph Dey Jr. as executive director. In 1980 he became executive director of rules and competitions.

Future growth of the industry should stress the mundane skills of financial analysis, cost containment, scheduling, forecasting, marketing, public relations and a host of other talents perhaps overlooked in our recent celebration of unparalleled optimism.

In my younger days in the hotel industry, a mirror image of golf existed. The 1960s saw hotel occupancies and industry predictions soar with the opening of each new hotel. No one gave much thought whether the needs curve was being hyper-extended.

Yet when something looks great, they keep it to themselves instead of thanking their technicians. Why is this? It's an age-old problem that too often goes unsolved. When it goes on for a long time without resolution, it culminates into a friendship as well as a professional relationship.

Superintendents are like parents. Some are more strict and dominant than others. Some give you room to grow and express yourself, while others suppress and limit you like a dictator.

But each individual is allowed to run their golf course as they see fit. All I am asking is for some of the courses to have an extended hangover and continuing boom. This external surge in the popularity of the game will happen when the baby boomers who have been an anomaly throughout their lives begin to reach retirement age. To survive in these intervening years, we all need a boom in management competency, a preoccupation with management that can deliver profits, consistent with public expectations of benefit and value.

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Boatwright, who had been a backbone of this very prosperous industry, was intoxicated with its own success and oblivious to overleveraged "Tai Mahals."

The "morning after" did arrive in the 1980s with an extended hangover and continuing industry distress of today. This new reality indicated in sad retrospect how overbuilding and unsound business practices can be intoxicants of choice.

While building in the 1970s continued to meet the needs of earlier years, the industry was intoxicated with its own success and oblivious to overleveraged "Tai Mahalss."

Better tools to judge the quality of management through studies of other successful operators will equip these constituencies to reward or punish their golf enterprises. Expectations will increase as public awareness of success in other quarters demands imitation.

At least for the moment, golf has it all. Ninety percent of the courses today can take advantage of the lessons of other businesses to survive and prosper. The public's wide variety of choices will mean loyalty to courses perceived as good values.

Returning to the basics of seeking customer satisfaction, courtesy, cleanliness, telephone courtesy, image projection and a wide variety of costless improvements will tell the public we want and appreciate their business. It should continue the reasonable growth of the game, consistent with its universal appeal, an aging population and greater leisure time.

These changes will have their price. A leaner, meaner breed of professional manager, meeting the expectations of his/her various constituencies, will emerge. They'll be the superstars of the next 20 years, helping to create internal and financial growth for the business of the game, and thus the game itself.

The lesson of the '90s will be: Manage or move! Sincerely, Curt Walker, executive director Public Golf Management Assn. Minneapolis, Minn.

Letters to the editor are welcomed. Just address them to: Letters, Golf Course News, P.O. Box 907, Yarmouth, ME 04096.

To the editor:

As the golf industry accepts the reality of its "boom" not touching all with Midas-like prosperity, the certainty is there'll be another boom. This external surge in the popularity of the game will happen when the baby boomers who have been an anomaly throughout their lives begin to reach retirement age 2010. To survive in these intervening years, we all need a boom in management competency, a preoccupation with management that can deliver profits, consistent with public expectations of benefit and value.

The "morning after" did arrive in the 1980s with an extended hangover and continuing industry distress of today. This new reality indicated in sad retrospect how overbuilding and unsound business practices can be intoxicants of choice.

Much the same can be said for golf courses. Some served their purpose as realty sales inducements, testimonials to bloated egos, or victories of inept management. In the future, they must be able to stand alone as businesses. There won't be a need for them to stay open, dispensing charity in their markets.

The business of golf can create an internal boom in management know-how. It can sharpen skills demanded by the public, the lending community, owners and elected officials with charged operating public golf courses.

Better tools to judge the quality of management through studies of other successful operators will equip these constituencies to reward or punish their golf enterprises. Expectations will increase as public awareness of success in other quarters demands imitation. At least for the moment, golf has it all. Ninety percent of the courses today can take advantage of the lessons of other businesses to survive and prosper. The public's wide variety of choices will mean loyalty to courses perceived as good values.

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Boatwright had been prominent in the United States Golf Association since 1959, when he was named assistant director. He served in that capacity for 10 years before succeeding Joseph Dey Jr. as executive director. In 1980 he became executive director of rules and competitions. He was joint secretary of the World Amateur Golf Council for the last 20 years.

"He meant so much to golf. For many years he was the ultimate authority," said USGA President C. Grant Specht of Palo Alto, Calif. "Whenever anybody anywhere had a sticky problem, they came to P.J., whether it was in the United States or anywhere in the rest of the world." David B. Fay, USGA executive director, said, "We grieve for him and his family, and at the same time we're so much better for having known him."

An Augusta, Ga., native, Boatwright grew up in Spartanburg, S.C., attended Georgia Tech University and Wofford College. He won the Carolina Open in 1957 and 1959, the Carolina Amateur in 1951, and qualified for four U.S. Amateurs.

He was inducted into the South Carolina, Carolinas and Wofford College Halls of Fame, and was presented the Metropolitan (N.Y.) Golf Association's Distinguished Service Award in 1983, and the Metropolitan Golf Writers Association Gold Tee Award in 1986.

He is survived by his wife Nancy; two daughters, Cindy of Wayne, N.J., and Carolyn of Columbus, Ohio; a son, P.J. III of Dallas; and three grandchildren.

GOLF 2000 CORPORATION can provide durable, move-over, yardage markers with five inch numbers in any two colors desired.

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LETTERS

CIRCLE #112

May 1991 17

GOLF COURSE NEWS

Dave Franz is a technician living in Sarasota, Fla.
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Grads' job market good, not great

By Peter Blais

College graduates have fewer superintendent job openings to select from than a year ago, although most should still find employment, according to faculty members at turf management schools. "The job market isn't as good this year," said Michigan State University Professor John 'Trey' Rogers. "There may be fewer openings because superintendents haven't moved from course to course as much. Maybe employers are being more conservative. Or they were worried about the Gulf war and the economy. I'm not sure. But all our graduates should get jobs. Last year there were two openings for every student. This year it's more like a one-to-one ratio."

Texas A&M's Richard Duble also noted fewer superintendents changing jobs throughout the South. "I suspect it had something to do with all the winter kill last year," the extension turfgrass specialist said. "Usually a superintendent loses his job if his greens die. But everyone's greens died last year, so they didn't blame the superintendent. If you fired the superintendent there was no one around to fix the greens."

"Other firms deal with architects, builders and club managers, too. We'll be just superintendents for now," Faubel said.

Executive Golf Search will help clubs develop salary, benefit and educational packages while assisting in contract negotiations to help recruit the best superintendents available, Faubel said.

"Our goal is to meet and identify highly qualified individuals and attempt to reward them for their service to golf with the best possible jobs," Faubel said. "We have some fantastic people in the golf course maintenance field who are ready to move on to clubs. Often, those clubs don't realize how important the superintendent is, especially with the environmental situation today.

"We want to have an impact on the industry by having employers realize how important the superintendent is to their operations. It's a win-win situation for everyone."

The company is located at 699 Weston Drive, Saginaw, Mich. 48603.
Wayne Otto, a 'maverick' proven a pioneer

By Vern Putney

Wayne Otto, course superintendent at Ozaukee Country Club in Mequon, Wis., though he recognizes that golf course conditions and playability have changed. "Unfortunately," noted Otto, "greens then held poorly struck shots. And I am certain they were not better and not faster 10 to 15 years ago."

The current player craze is for putting surfaces that roll extremely fast. What was considered fast 10 years ago is not even close to fast enough today, Otto observed. Players will not accept slower greens, he added. They feel speed is the ultimate criteria for judging the best greens.

The problems associated with providing these conditions, Otto said, are algae and moss, difficult recovery from wear and tear, such as on yesterday's hole location, coping with much less usable cupping area on highly contoured greens, etc. Because of this, superintendents continually get complaints of "Who in the world put the hole there?"

Backed by 30 years in the field, Otto declared, "The finest putting surface must be firm and not soft and spongy." In 1974, he heard of the practice of using 100 percent sand top-dressing from Dr. John Madison of California-Davis University. Only a few courses were experimenting with these conditions, are algae and

In 1975, we initiated our sand top-dressing program at Ozaukee, experimenting on two greens. We were called mavericks at the time, but trial results were so good that in 1976 we extended the program to all greens.

"In 1975, we initiated our sand top-dressing program at Ozaukee, experimenting on two greens. We were called mavericks at the time, but trial results were so good that in 1976 we extended the program to all greens." — Wayne Otto

The smaller cutting units on the greensmower did a far superior job of cutting grass — especially in depressions commonly found especially in depressions commonly found elsewhere. Sand top-dressing now is an accepted practice.

"Our height of cut is below one-eighth inch and we double-narrow on occasion," said Otto. "In the fall, the mowing height is raised and nitrogen fertilizer applied so that the carbohydrates build up in the grass plant to prepare for winter. With the grasses we have to work with, it is not possible to maintain U.S. Open conditions for the entire golf season."

Another major improvement to playability, Otto pointed out, is the fairway playing surface. "Many players have commented that our fairways today are better than putting greens once were. This is due largely to the use of lightweight mowing equipment and clipping removal, less use of water, less nitrogen filter and lower heights of cut."

"In the early 1970s, Bob Bruce, our golf professional at Ozaukee, was watching one of my staff mowing the approach to the 18th green with a Jacobsen Greensmower with grass catchers. Bruce reminded me to note 'some day, all fairways at better golf courses will be mowed with a triplex greensmower, with baskets to catch the clippings.'" "I replied that he was 'crazy as hell' and, because of manpower and extra expense, that would not be practical. Boy, was I ever wrong?"

"We must use pesticides safely and
discriminately. New grasses must be developed that will be disease-resistant, drought-tolerant, need little or no supplemental fertilizer and yet provide an acceptable playing surface."

In 1965 to 1967, Otto was superintendent at Pioneer Park and Holmes Park Golf Course in Lincoln, Neb., then switched to Ozaukee. Otto didn't confine his drive and talents to daily course activities. He's been helpful away from the links as member of the Golf Course Superintendents Association of America, past president of Nebraska and Wisconsin GCSAs and the Midwest Regional Turf Foundation, vice president of the Wisconsin Turfgrass Association, and board member of the O.J. Noer Turfgrass Research Foundation. Otto summarized: "My goal is to produce a much-improved playing conditions with good water management. Hopefully, soon we will install a new state-of-the-art irrigation system that will give us much better control of water."

As with many superintendents, Otto has found his way out of the weeds with the installment of gravel silt trenches with drain tubing put in the ground over the years. This work will continue and, perhaps, the problem will disappear. "Ha," added Otto lightly but realistically.

He summarized: "My goal is to produce the best possible playing conditions for our members and their guests in a cost-effective manner. To do this, we must keep our course in top condition, irrigation and drainage are of prime concern to Otto. "I have learned," he said, "that if we are to keep our course in top condition, irrigation water must be applied very discriminately to avoid wet spots and soggy situations. The large pop-up sprinklers now are run much less, and we do more watering by hand or spot watering with hoses and sprinklers. This may seem a step backward but, despite our antiquated irrigation system, the heavy clay silt 'Mequon Gold' soil we must work with, and the undulations, we still have provided much-improved playing conditions with good water management."

"We must use pesticides safely and
discriminately. New grasses must be developed that will be disease-resistant, drought-tolerant, need little or no supplemental fertilizer and yet provide an acceptable playing surface."

Wayne Otto, a Milwaukee native, is a 1960 graduate of the Pennsylvania University Turf Program. He spent 1969-1960 in placement training with Harold Glissmann in Omaha, Neb., and from 1960 to 1963 designed, constructed and established the turf and maintained the golf course at Sunset Valley Country Club in Omaha.

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Besides his job as golf course superintendent, Otto has several other avocational interests that are very influential and helpful in his golf turf management career.

"Professor H.B. Musser and Dr. Joseph Duich taught turf program students not only how to 'grow grass' but how to deal with the real world. Dr. Duich had a better handle on what's happening in the field than anyone I've ever seen from academia. Maybe that's why he is in demand all over the world."

"I met Glissmann at the Penn State turf conference through Professor Musser. Glissmann hired me, and I did my internship with him. He was known as 'Mr. Turf' in Nebraska. It was indeed an education!"
Continued from page 1

By Vern Putney

The 1990 PGA Tour stop at Sawgrass’ Stadium Course at Jacksonville, Fla., is remembered respectfully for the “Playing of Fred,” a public pillorying by the media of the golf course superintendent.

The 1991 version will be recalled as “Kudos for Klauk” long after Australian Steve Elkington’s victory is forgotten.

Fred Klauk and his crew of 52 accomplished perhaps the biggest course turn-around in tour history.

Last year, the pros heaped scorn on the course and Klauk for conditions admittedly on the ragged side. Mother Nature had sabotaged the course, but the pros were not inclined to forgive.

They were similarly outspoken on the eve of this year’s event. They went public as loudly, not to bury Klauk, but to praise him.

Sessions with PGA Commissioner Deane Beman and architects association on board a

Kenna said. “Basically, we know that when people drive by a course, they know little about golf,” he said. “Basically, parks in their designs. Golf courses are like committee, Kenna said.

The week’s shutdown permit was to stir the most debate among the review panelists. Klauk and crew earned redemption at TPC at Sawgrass.

A key element was shutting down the course Monday prior to tournament warm-up. Mulligan meetings were held Saturday before Thursday’s opening-day round were amazined at the playing surfaces that loomed like huge carpets fit for a king’s royal entry.

In what was believed an unprecedented effort, ball marks on all greens had been the most hazardous, tied for the lead. Kerplunk!

“Eighty-five percent of the population can re-create the procedure and get the needed changes. It was agreed that an

USGA deciding fate of last $300,000

Continued from page 1

stirred the most debate among the review committee, Kenna said.

“Eighty-five percent of the population knows little about golf,” he said. “Basically, we know that when people drive by a course, they look at it. But that’s about it.

“We know people enjoy open space. That’s why urban planners usually try to include parks in their designs. Golf courses are like parks, but they have the advantage of also generating revenue.

“We’re wondering how funding that type of project would appear to USGA associates. That’s what we’re debating. The psychological effect proposals have come from schools of architecture. Maybe we need to get the golf course architects association on board with a project like that.”

Rocco Mediate, Sawgrass resident and the Tour’s leading money winner, best expressed fellow pros’ feelings during a practice round. Attached to his bag was a beaten reading “Fred Knows Greens.”

Maintenance staff members were aware buttoned, supplied courtesy of Don Kerper, Klauk’s junior high school coach in North Palm Beach, and former high school teammate Larry Mueller.

Greens 1 and 2 were no longer verbal targets. They matched the others in immaculate grooming.

Greg Norman, perhaps the No. One critic in 1990, summed up the 1991 layout in one word—“perfect.”

Eldridge said of Sawgrass: “I don’t think there’s a harder course in the world to play than this one when there is this kind of wind (42 miles per hour the second day), but course conditions couldn’t be better.”

Sawgrass’ reputation as a destroyer of title hopes in the stretch was reinforced. The finishing holes, especially the dreaded but hauntingly beautiful 138-yard 17th, finished for a tie, and Gary Player hosted a corporate outing shotgun tournament Tuesday. He spent part of the morning trying to match Brian Chain’s ace on the 17th.

A seed soil mix quickly cured the post-tourney divot blues.

Klauk, staff and tour officials have reviewed the tourney. A few minor adjustments are planned next year.

Despite the 1990 media bickering, Klauk enjoys excellent press relations. He pointed out that the print media were most favorable from 1987 through 1989.

Klauk works at media exposure. He’s friendly with the press and the players.

“I am aware of the temptation by the press to create controversy, and that it might be the super’s lot that tourney players and members might say, ‘What have you done for me lately?’ That goes with the territory.

“The big thing is that the public now has a better perception of how important the superintendent is to the success of the PGA Tour and golf in general.’

— Fred Klauk

The recent PGA Tour stop at the Tournament Players Club of Sawgrass in Jacksonville, Fla., drew rave reviews from competitors for course conditions. Much credit goes to the golf maintenance management staff.

The $2.5 million in studies the USGA has already funded under the environmental research project like that.

Elkington made off with the $288,000 first-prize Sawgrass swag. Klauk made millions for superintendents in terms of public awareness and goodwill.

That Sawgrass was bracketed by the world’s top pros with Augusta National and Medinah, Ill., on the “best-groomed” list was icing on Klauk’s cake.

That coupling is far better than such shafts as “Marriott Muni” and J.C. Snead’s “They messed up a perfectly good swamp.”

Sawgrass resident Snead the past few months has eaten his words — gladly. “Freddy’s Fashion Plate” had prevailed.

Course designer Peter Dye’s contributions shouldn’t be overlooked, Paul Azinger, tours leader most of the way, said: “It turned out to be a great golf course. Maybe Dye did a better job than we gave him credit for.”

For trivia buffs, the playing absentee among the top 20 in the Sony World Ranking was Payne Stewart. Sideline by an ailing neck, he was restricted to commentator duty.

GOLF COURSE NEWS

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Sprinkler calibration innovation means water, cost savings

By Lynne Titon

For years, superintendent Al Kline relied on factory-calibrated sprinkler heads at the University of New Mexico's two golf courses. After all, quality control at the factory ensured the sprinklers would perform as needed. But persistent watering problems caused him to take a second look.

He's still looking — and doing his own calibrating. That's because he has his own test area. The first thing he learned during 157 three-hour tests was that he was throwing plenty of water on the grass. "I was overwatering 140 percent and still had Dunstan Donuts on the fairways," he said during a calibration seminar at the test site just south of Albuquerque.

Troubled with brown spots, in spite of extra sprinkler work, Kline decided to contact California State University at Fresno's Center for Irrigation Technology about its work on sprinkler calibration. CIT has been testing sprinklers for 35 years and includes three technicians on its staff.

Kline soon decided to test every head. The test is simple, far easier than the traditional way of placing 400 cans to take readings. It consists of putting 50 cans two feet apart in a straight line from the sprinkler head to the head dropped to 0.62 just four feet, 0.15 at 42 feet, 0.075 at 46 feet, and pumping it is a major factor. He said greater watch care in general can help reduce irrigation bills.

"Too often turf managers set up their watering cycle when it's dry, but fail to adjust for wet times," Marsh said. "A manager must check sprinkler use at least monthly to stay atop any overwatering problems."

"This will help turf managers determine whether a particular head or system can remain as is, or whether it will pay to get into a major renovation."

"That is what brought Kline into our test here," McKenna said.

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Heavy rains aid parts of drought-stricken Fla.

Parts of Florida have benefited from a wetter-than-normal winter and spring, while others continue to suffer the effects of a drought heading into its fourth year in some areas.

"We've gotten abnormally large amounts of rain in some portions of the state, particularly the southeastern, in what is normally our dry season," said John Fox, director of the U.S. Golf Association Green Section's Florida office.

One of the beneficiaries has been John's Island Club in Vero Beach, where the 5.6 inches of rainfall from April 1-21 was more than double the average 2.6 inches for that period, according to West Course assistant superintendent Tony McKenna.

The 65 inches of rain for the 12 months from April 1, 1990 through March 31, 1991 was significantly higher than the 49.9-inch average for the preceding three years.

"We had watering restrictions for a short time last year, but they were lifted," McKenna said.

"We've shut down watering whenever we can. We got 1-3/4 inches Saturday (April 20). We didn't have to water Saturday or Sunday and we'll just do the greens tonight (Monday)."

But other sections continue to suffer from the drought. Foy noted the Lakeland area between Orlando and Tampa where "we've had watering restrictions, "about the most serious you can get," have been imposed.

THRONE INCONSISTENT

A typical problem is brought on by the head throwing less water next to itself, more water in the middle of the throw, and tapering off to the edges, says Marsh.

"We found that sprinkler appli-

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Proposed water tax would put squeeze on Florida courses

"We want to do every thing we can to help conserve water. But we don't want the state mandating that everyone use reclaimed water when there isn't enough available."

— Bob Brantley

The Florida Golf Council and the regional superintendent, sod growers and athletic field associations are committed to working with the state to find an equitable way to conserve water, agreed Brantley and Young. "We need to conserve water," Young said. "We don't want the state mandating that everyone use reclaimed water when there isn't enough available."
10 deadliest maintenance problems spelled out

Continued from page 1

and vice-versa. Just three of the top 10 sins were agronomic. Of the remaining seven, some are within the superintendent’s control and others are not.

Following are the Top 10 sins with the number of votes each received in parentheses.

1. Communications and public relations (10). “Poor communications is probably the No. 1 fault in every industry,” Connolly said. For the superintendent it involves daily communication with staff, newsletters, playing golf with members, personal image, keeping informed on issues, handling the media and attending meetings.

2. Overwatering (9). Overwatering can result from a poor irrigation system, insufficient drainage, lack of knowledge, outdated equipment and pressure problems.

3. Fast green speeds (8). “Some of you probably immediately think USGA, USGA, Stimpmeter,” Connolly said. “You’re right. The USGA did promote use of the Stimpmeter. Whether or not it was used properly depended on whose hands it fell into.


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When the Stimpmeter was first invented in 1976, the fastest green speeds were 7-1/2 feet, with an average range of 6 to 7-1/2. Competition among courses and conditions at major tournament sites have fueled the engine for faster green speeds.

New equipment allows cutting heights of 1/8-inch and lower for faster green speeds. Lower fertilizer rates also lend added zip to puts. Cutting heights are coming back up to 5/32 and even 3/16 of an inch, Connolly said. USGA agronomists don’t recommend mowing heights below 5/32-of-an-inch.

“Here’s my recommendation. We change to metric and just confuse the hell out of everyone,” Connolly cracked.


“Poor communications is probably the No. 1 fault in the industry.”
—Jim Connolly

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in nationwide survey of USGA's agronomists

I know of a course where an official visited the superintendent every morning at 6 a.m. He would even come to the superintendent's house and sit there while his family was eating dinner.'

—Jim Connolly

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If Triumph® were a golf club, it would be graphite.

It is that advanced. It is that powerful.

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But along with this power comes the tremendous responsibility to always use it properly.

After all, the beauty of your golf course isn't the only thing we are working hard to preserve.

Only one agronomist said all club departments should be controlled by a general manager.

There are very few qualified general managers who know your business and view their job as the monitoring of expenses. There are some clubs where the general manager is excellent. The Country Club of Brookline (Mass.) is an excellent example," Connolly said.

6. Pesticide storage and maintenance building (5). "Improper storage facilities are a big problem," Connolly said. "I've visited courses that have had pesticides stored in a wooden building by a stream. I said to the superintendent, 'you've got to do something about this.' He told me club officials told him to just wait until we get caught and then we'll do something.

"The mentality is just ridiculous. If you don't do something you could be facing a stiff fine, and besides, it's just good stewardship."

7. Tree management (5). "Not cutting down enough trees is one of my main complaints," Connolly said.

Proper thinning, air movement and keeping roots from competing with the turfgrass for space, nutrients and water were also noted.

All five tree management votes came from Eastern agronomists. It wasn't listed at all by those in the Midwest or West.

"They don't have as many (trees), I guess," Connolly said. "Although in the Northwest I know they have a tremendous amount."

Trees left in the wrong place, memorial trees planted here and there and trees located in the middle of a fairway affecting maintenance and playability were also mentioned.

8. Amount of play (5). This primarily involved too much play. Times from dawn to dusk simply leaves too little time for maintenance, Connolly said.

Complaints included play beginning too early in the day, continuing during inclement weather, or lasting too late into the season. Holding too many outings for the course to handle was another concern.

9. Labor (4). Labor problems included too little help, lack of quality workers and management decisions to spend money elsewhere, even when the money for labor was available.

"A couple of years ago in the New York-New Jersey area you just couldn't get labor. First, we weren't offering enough money, and second, you couldn't find people who wanted to work on the golf course," Connolly remembered.

10. Equipment (4). This is frequently out of the superintendent's control. Some said they saw courses without enough equipment. At others the equipment was outdated. Still others had insufficient capital budgets for new equipment and lack of knowledge regarding the use or availability of new equipment.

"Of all the industries out there, golf course maintenance has to have some of the most innovative people for making do with what they have. Some of these guys take the junkiest piece of equipment and make it work. It's a compliment to the industry," Connolly said.

Sins coming up just short of the votes needed to make the Top 10 list included superintendents not spending enough time on activities other than course maintenance; inability to read soil tests; poor recordkeeping; and taking advice from the wrong people.
West
SOD CONFERENCE, FIELD DAYS SET
The latest in sod farm equipment, products and technology will be featured in live demonstrations and static displays at the American Sod Producers Association's Annual Summer Convention and Field Days, July 31-Aug. 2.
The convention will be headquartered at the Red Lion/Lloyd Center in Portland, Ore., while the demonstrations are slated to be at Paul Jensen's J-B Instant Lawn farm in Silverton, Ore.
The equipment demonstrations will be conducted on Thursday, Aug. 1, while the displays will be open Wednesday and Thursday.
Friday, visitors will tour Tom DeArmond's Oregon Turf & Tree farm and Turf-Seed/Pure-Seed Testing's research operation, both in Hubbard, Ore.
The tour will be highlighted by turfgrass research experts Crystal Rose Flicker and Drs. C. Reed Funk, William Meyer and Richard Smiley.
Officers will be elected Wednesday at the annual business meeting and education assembly. The education talks — on subjects ranking from Pacific Northwest turfgrass research to implementation of urban forestry legislation — will be given by Professor Tom Cook, Harry Fahnstock, William Friesen, Dr. Fred Ledebur and Arthur Milberger.

Southeast
WOMEN'S GOLF SUMMIT READIED
Women in Golf Summit '91, planned to assess the status of participation and opportunities for women in all aspects of golf, will be held at the Ladies Professional Golfers Association headquarters in Daytona Beach, Fla., Oct. 24-26.
The conference will present research, which participants will analyze to prepare a plan to improve women's participation in the industry. Interested persons and organizations will follow up on the ideas and suggestions and present progress reports at summits in 1993 and 1995.
The LPGA is hosting the summit, with assistance from the National Golf Foundation, United States Golf Association, Women's Sports Foundation and other industry associations.
Issues to be covered are executive women in golf; why women leave the game; discrimination; junior and competitive golf; equipment, clothing and accessories for women; club membership and tee times; career opportunities; and the men behind women's golf.
Attendance will be limited to 200 to 300 by invitation. To apply, people should contact the LPGA at 2570 Volusia Ave., Suite B, Daytona Beach, Fla. 32114; 904-254-8800.

North Central
MID-AM ELECTS OFFICERS
Richard Schwarz of Schwarz Nursery & Garden Center in Addison, Ill., has been re-elected president of the Mid-America Horticultural Trade Show.
Schwarz represents the Illinois Nurserymen's Association.
Peter Grathoff of Thomarpole Landscape Maintenance in Geneva, Ill., representing the Illinois Landscape Contractors Association, was re-elected vice president.
William McDevitt, representing the INA, was elected secretary; and Don Broth, representing the Wisconsin Landscape Federation, was elected treasurer.
McDevitt is from McDevitt Nursery Inc. in Dieterich, Ill., while Groth owns a landscaping firm in Greenfield, Wis.
New directors elected are Cheryl Muskus of C&J Landscaping in Addison, representing ILCA, and Thomas Hoerr of Green View Cos., Inc. in Dunlap, Ill., who represents INA.
Continuing as directors are Paul Swartz of Swartz Nursery & Garden Shop in Burlington, Wis., representing WLF, and W. Scott McAdam of McAdam Landscaping in Forest Park, Ill., representing ILCA.
The 1992 Mid-Am show has been scheduled for Jan. 16-18 at the Hyatt Regency Chicago.

BLEW, JOHNSON CERTIFIED
Gregg Blew of Carey Park Golf Course in Hutchinson, Kan., and Curtis Johnson of Grand View Country Club in Springfield, Mo., have been certified by the Golf Course Superintendents Association of America.

NEW ASSISTANT SUPERINTENDENT
David Wegner has been named assistant superintendent at Kansas City Country Club.
Mountains

NUTT WINS THIRD TITLE

Roger Nutt shot a first-round 69 on Scottsdale's Papago Golf Course, then held on with a final-round 75 at Stonecreek. The Golf Club, to defend his GCSAA Golf Championship title and win for the third time in eight years. Nutt, the superintendent at Norwood Hills Country Club in St. Louis, took home the Bobby Jones trophy and the USGA traveling trophy.

Null, who won his first GCSAA title in 1985, said: "I work hard at my golf game. This just feels great. It makes me feel that it's all worthwhile. And to win in front of my peers is great. It's a good feeling." Two strokes back in second place was another three-time champion, Dave Powell, superintendent at Myers Park Country Club in Charlotte, N.C.

The Carolinas GCSA team won the Scottish Trophy for winning the gross division of the chapter team competition. The Frank McCormick Ranch GC, Scottsdale, Ariz.; Net: Peter Rappoccio, Jr., CCGS, Silver Spring CC, Ridgefield, Conn.

2nd Flight (7-12) — Gross: Raymond Kasprach, CGCS, McCormick Ranch GC, Scottsdale, Ariz.; Net: Peter Rappoccio, Jr., CCGS, Silver Spring CC, Ridgefield, Conn.


4th Flight (25+) — Gross: Bruce Williams, CGCS, Bob O'Link GC, Highland Park, Ill.; net: James McNally, Green Rock Corp., Tarrytown, N.Y.

Senior I (50-56 years) — Gross: Ed Stocker, Santa Rosa GC, Santa Rosa Calif.; Net: Fred Scheyhing, CGCS, Mt. Kisco CC, Mt. Kisco, N.Y.

Senior II (57-64) — Gross: Gene Frease, Quebeces Park GC, Shreveport, La.; Net: Peter Vojdlin, Twin Orchard CC, Long Grove, Ill.


Affiliate — Gross: Jim Davis, Hydro-Scape Products, San Diego, Calif.; Net: Mike Benn, McCormick Ranch GC, Scottsdale, Ariz.

Northeast

ICE KILLS TREES

A March ice storm was the worst natural disaster in New York State this century, destroying or crippling trees especially in the Rochester area.

While the storm left some areas without electricity for two weeks, golf courses won't be the same for 100 years. Oak trees that old were split in two and some trees were even felled by the layers of ice.

Maintenance crews were left carting away debris, cleaning the fairways and wooded areas, and planting replacement trees.

HEROES WELCOME

The New England PGA has declared July 1-7 "Heroes Welcome Home Week" and is scheduling a celebration that will include a major golf event.

To show appreciation for the troops returning from the Persian Gulf war, the NEPGA is working with state Treasurer Mike Murphy to schedule a celebration that will include a major golf event.

Superintendents associations and others are invited to attend and more than 400 companies to exhibit at the annual event.

Superintendents associations and others are invited to send news stories to:

Golf Course News, P.O. Box 997, Yarmouth, ME 04096.

South Central

IRRIGATION EXPOSITION PLANNED

The Irrigation Association is coordinating the 1991 International Irrigation Exposition and Technical Conference, Nov. 16-13, at the Convention Center in San Antonio, Texas. Officials expect more than 4,000 people to attend and more than 400 companies to exhibit at the annual event.

The Golf Course Superintendents Association of America has certified Wayne P. Remo, of Wyckoff, N.J. has been superintendent at Rock Spring Club in West Orange since 1988.

Remo has been superintendent of the Old Bridge course since 1989 and lives in Toms River.

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CIRCLE #127

May 1991 27
The latest ‘word’ in bentgrass is PennLinks. Paul Latshaw is spreading the word.

Paul Latshaw holds the distinction of being the only superintendent of golf clubs hosting 3 major tournaments. With Paul’s reputation, expertise and candor, he’s a powerful promoter for PennLinks.

“I know PennLinks to be the finest creeping bentgrass available. I know it’s been time-tested on the North Course greens here at Wilmington Country Club since fall of 1984.

“I know PennLinks has an extensive root system, heat tolerance, and requires very little grooming or verticutting because of its upright growth.

“The upright growth habit convinced me to overseed the fairways at Wilmington. I know time will prove I made the right choice. And I like that, too.

“PennLinks. Spread the word.”

Paul Latshaw, Superintendent Wilmington CC, Montchanin, DE
**PGA Tour enters public marketplace**

By Bob Seligman

Following this winter's opening of the Golf Club of Miami, PGA Tour officials said they intend to operate more public golf courses.

The Florida facility, which opened its third 18-hole course in January, joins The Golf Club of Jacksonville (Fla.), as public courses operated by the PGA Tour. The Tour runs several Tournament Players Club private, semi-private and resort courses.

Gary Dee, director of operations for PGA Tour Public Golf, Inc., said the announcement of a third public facility may come by late May or early June.

Dee said the PGA Tour would like to open one or two public facilities a year for the next 10 years, and, ultimately, to have 15 to 20.

"It's a significant commitment of resources and staff of the PGA Tour. But compared to the major operators of public facilities, it's not a lot," said Dee. "We'll pick our spots here and there. The TPCs will still be the primary thrust."

Dee said the new spots will likely be in warm climates, primarily in communities with at least 300,000 people living within a 30- to 40-minute drive. An ideal facility would have 27 to 36 holes. Public courses could eventually become part of a resort, but that's uncertain when, or if, that will happen.

Dee said greens fees will be $20 and up. Current greens fees at The Golf Club of Miami range from $6 in the off-season to its executive course to $21 in-season at its West course. The Golf Club of Jacksonville charges $15 on weekdays and $19 on weekends.

The PGA Tour is aiming for 40,000 to 50,000 rounds per year at each facility.

Dee said the rise in golfers, particularly public-course players, is a driving force in the

**Player excited about designing Pinehurst #9**

By Mark Leslie

PINEHURST, N.C. — Contemplating the nostalgia, the Golf Hall of Fame and the great architects who have designed courses at Pinehurst Resort and Country Club, Gary Player said it is a "great thrill" to be chosen to design Pinehurst #9.

"I've always had respect for the Pinehurst area, and to be able to put your ideas into your own course there is wonderful," said Player, who agreed in March to design the course.

Among the first five men inducted into the Golf Hall of Fame, the South African Player will join co-Hall inductees Arnold Palmer and Jack Nicklaus as having designed courses at Pinehurst.

Sam Snead and Ben Hogan, the other two among the first group of inductors, have not designed layouts here.

Player said playability, good drainage and beauty are critical aspects of the design philosophy he will instill into Pinehurst #9, also called "The Holly Course" at Pinewild.

"I don't believe in the type of golf courses many are building today," he said, adding that golfers want to get away from the stress of life. "After playing some of the courses out there today, they have to go back to the office for a vacation."

Player said: "I'm 'anti' huge undulating greens. Members can hardly play them if the pros can't. I'm 'anti' hazards in front of greens. Ladies and the elderly are the backbone of the game, and you can't design hazards that penalize a straight shot. I believe in putting trouble on the side of greens.

"I design flat greens with a neck where judgment on the second shot is vital," he added. "I'm a believer—and Scotland's courses are great examples—in being able to carry the ball to the flag or run it up. I'm also a great believer in variety of greens."

**McAnlis wins raves of distinction at Venice G&CC**

Golf course designer Ted McAnlis of North Palm Beach, Fla., has opened Venice (Fla.) Golf and Country Club this winter and has two other 18-hole courses under construction in the state.

Venice G&CC, the cornerstone of a golfing community that will include 500 homes, has received high marks since opening Jan. 12.

Under construction are Calusa Lakes in Laurel and a yet-unnamed course in Brookville. Shaping has been done on 16 holes at Calusa Lakes and the course is expected to open in October.

The Brookville site has a long construction schedule. McAnlis said the first nine holes will be seeded in October.

Approved and with construction pending is 18-hole Stoneybrook in Bradenton. Meanwhile, plans are under way on Oyster Creek, an 18-hole executive course in Englewood, and University Commons, an 18-hole layout in Bradenton. Approvals are pending for the 27-hole Gardens Country Club in Palm Beach Gardens and the 18-hole Lakes of Indianwood in Indiantown.

At Venice G&CC, McAnlis said, "each hole has its own character," the front nine being routed through pasture and the back nine through pine and oak woods.

"The tee angles are critical to the design," McAnlis said, adding that he also likes to pitch his greens from back to front so the player can see the green on the approach shot.

One of McAnlis' favorite holes is the 428-yard dogleg left 10th, which features a series of island trees.

The par 72 course plays from 6,790, 6,380, 5,964 and 5,203 yards.

The club's professional is Mike Begg, and the staff of the PGA Tour. But compared to the major operators of public facilities, it's not a lot," said Dee. "We'll pick our spots here and there. The TPCs will still be the primary thrust."

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Continued on page 30

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Recent changes in frequency of play

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| Participation Rate Changes — 1986-1989 |
|-----------------------------|------|------|
| Avg. | 1986 | 1989 |
| Annual Change | -4.7 | 1.6 |

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Source: NCF

**GOLFCOURSE NEWS**

May 1991 29
Three Player designs opening
Gary Player Design Co. of Palm Beach Gardens, Fla., opened one course in April and will have two open in June.
River Falls Plantation in Spartanburg, N.C., an 18-hole daily-fee course, opened April 22.
Blackmoor at Myrtle Beach, an 18-hole daily-fee layout, opens June 10.
River Run, a daily fee resort course in Ocean City, Md., will open June 16.
Palm Beach Gardens, Fla., opened one course in April 22.
Player also will begin construction in September on 36 holes for the city of Palm Beach, Fla., in conjunction with the PGA of America.

Player touch a personal one at Pinehurst #9

Continued from page 29
"I want a course everyone can play, but also where the pros can go to the back tees and have a heck of a test," he said.
A garden enthusiast, Player said beauty is crucial for a course. "The right landscaping does a lot for your soul," he said.
He also stresses a variety of grasses, especially around the tees and moundings to add character. Yet he is highly selective.
"Some architects have gone to high-humidity areas like Atlanta and put in bentgrass. But you're looking for trouble," he said.
Player decried the huge maintenance costs designed into some courses.
"Some courses in the United States are costing $2 million a year to maintain," he said.
"Any time a course costs more than $600,000 for maintenance, that's a (sign of a) bad architect."
Water is valuable and you don't buy soil in a drug store, Player said, pointing to the need for conservation.
He said he adds the superintendent to each project "as early as possible, so that he learns our ideas, gets a feel for the course, and plays an important role in the project."
"You need a good superintendent to follow along the lines you want, or the course can deteriorate very quickly."

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Pinehurst #6

Pinehurst (N.C.) Resort and Country Club officially reopened its championship No. 6 golf course on March 1, after eight months' work redesigning all of its greens and four fairways.
The original No. 6 greens were removed, then enlarged and recontoured to reflect the character of each hole. The four fairways were redesigned to enhance their playability.
"In 1979, under previous ownership and due to budget limitations, No. 6 was constructed with smaller greens than designer Tom Fazio wanted," said Don Padgett, Pinehurst director of golf operations. "With Tom's input, the redesigning makes No. 6 an even better course than it was because the new greens and fairways allow for increased playability."
Pinehurst No. 6 is a 7,098-yard, par 72 course, with a 74.5 rating.
Officials also upgraded No. 6's driving range and added a new putting green, new golf carts, cart storage facilities and clubhouse.
Pinehurst is owned and operated by Club Resorts Inc., an affiliate of Club Corp. of America.

Player Design Co. President Jim Applegate said: "We consider (the Pinehurst project) a feather in our cap...Gary intends to spend as much time as possible there. It is located on routes getting to and from tournaments. "Given all the nostalgia, the Hall of Fame, and the other great architects who have been at Pinehurst, it will be hard to keep him away. This is high on his list."
Applegate said the site is "extremely nice rolling land" along the course.
He said Player's design will bring "normacy." He said the success of that style of golf at Player's Myrtle Beach and Hilton Head National courses "speaks for itself. People keep coming back and coming back to play it."
"When they leave the course they don't feel like they've been beat up by a Mack truck."
Player was to do the initial walk-through on the site on April 24 and construction should begin late this fall, Applegate said.
Jeff Myers, head of the Player design department, is project designer. An Ohio State University agronomy and landscape architecture graduate, Myers is a nephew and apprentice of architect Karl Linen. He has been with Player eight years.
The construction contract will go to bid to two or three experienced companies in the Pinehurst area, Applegate said.
Player has retained ClubCorp Realty of Dallas to supervise construction, according to George L. Blonsky Jr., managing director of Pinewild and senior vice president of ClubCorp, which owns Pinehurst Resort and Country Club.
Saying the agreement between Pinewild and Player was the result of several months of planning, Blonsky added: "It is a major coup to bring the International Ambassador of Golf here to design a championship signature course for our community. It will positively influence the future tradition of golf at Pinehurst."
Courses newly approved in the United States

Golf Course News is publishing this list in each issue. It includes courses that have been approved around the country in the past month. In addition, the chart below this one contains the sites and contacts for new courses and renovations in the planning stages. When those 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, Yarmouth, ME 04096.

Under "Type" — D= Daily Fee; P= Private; and M= Municipal.

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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, above.

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, Yarmouth, ME 04096.

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Speed of play: crucial element to Childs' design

SOUTHLYON, Mich. — Speed of play was a major objective when architect Don Childs and developer John Williams of W.S. Golf Inc. designed Cattails Golf Club in this Detroit suburb.

"We plan to do a lot of outgoing business, and we wanted to insure speed of play," Williams said. So the "upscale public fee" course, which will open in early July, was designed with gentle slopes so that no hand mowing is required, few fairway bunkers, and only two bunkers per green. Williams said 40 acres of wetlands add definition and beauty to the layout, which is 5,800 to 6,600 yards long and plays to par 72.

Michigan Golf Associates built the course that includes a 175- by 300-yard practice area.

Palmer course feature of $450M project

PITTSBURGH, Pa. — A $450-million residential/golf community is to be built on 1,400 acres in the North Hills. Construction will start late in the spring or early in the summer. The 18-hole course was designed by Arnold Palmer.

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Better controllers combine with UST, emission laws to push electric car sales

By Mark Leslie

From front to rear, whether electric or gasoline-powered, golf cars are getting lighter, quieter and more durable, with more efficient power trains and better electrical control systems.

"A lot of innovations are coming into the product line," said Dave Hardy of Club Car, Inc. "The electric car manufacturers are using solid state controllers. Gas car manufacturers are going to a better, more efficient power train design. So gas engines are getting better, electric motors are getting better," Hardy said from his Augusta, Ga., office. "They are making golf cars less intrusive on the game and more convenient, to enhance the enjoyment for all the people playing. That's really what it's all about, what we're trying to do."

Ronald Skenes, marketing communications coordinator for E-Z-GO Division of Textron, Inc., said the industry is "constantly working to improve the efficiency of operation ... to get more rounds per gallon, more rounds per charge, more dependability... Golf courses want cars for rental revenue. If they're broken down, they're not bringing in any money."

Golf courses have been buying more electric cars in the past year or so, Skenes said, explaining that solid-state controls have dramatically increased the range of electric cars. "Whether a car can go two rounds a day is no longer an issue," he said. "Also, because it uses so much less energy for two rounds, it's taking big cuts out of power bills—a 20- to 30-percent reduction because it recharges quicker. Plus, you're extending battery life."

Hardy agreed, saying: "In past years the market seemed to be leaning toward gas. Right now I'd say there's a trend toward electric cars. Electric cars are better and more efficient than they were a few years ago. They have better speed controls, better batteries."

"There is probably an equal trend among gas car manufacturers to make them quieter, lower emissions, more fuel-efficient."

---

**Exclusive industry survey of golf**

| Company                   | Model | Type    | Engine Manufacturer | Horsepower | How cooled    | Length of warranty | Material of frame | Frame Design    | Rustproofing | Type of Springs |
|---------------------------|-------|---------|---------------------|------------|---------------|--------------------|-------------------|----------------|--------------|----------------|-----------------|
| Club Car, Inc.            | DS    | Electric| N/A                | 2.97       | N/A           | 3 yrs.             | Aluminum         | I-Beam         | Yes          | Mono leaf      |
|                           | DS    | Gas     | N/A                | 8.5        | Air-cooled    | 3 yrs.             | Aluminum         | I-Beam         | Yes          | Tapered mono leaf |
| P.O. Box 4656             |       |         |                     |            |               |                    |                  |                |              |                 |
| Augusta, GA 30917         |       |         |                     |            |               |                    |                  |                |              |                 |
| Mark McClure              |       |         |                     |            |               |                    |                  |                |              |                 |
| 404-863-3000              | Circle #201 |      |                     |            |               |                    |                  |                |              |                 |
| Columbia ParCar Corp.      | Legacy| Electric| N/A                | 2.0        | N/A           | 3 yrs.             | Steel            | Tubular        | Powder coated| Leaf front/Coil rear |
| P.O. Box 1                | Legacy| Gas     | N/A                | 8.0        | Air-cooled    | 3 yrs.             | Steel            | Tubular        | Powder coated| Leaf front/Coil rear |
| Deerfield, WI 53351       | Classic| Electric| N/A                | 2.0        | N/A           | 3 yrs.             | Steel            | Tubular        | Powder coated| Leaf front/Coil rear |
| Ben Sherwood              | Classic| Gas     | N/A                | 8.0        | Air-cooled    | 5 yrs.             | Steel            | Tubular        | Powder coated| Leaf front/Coil rear |
| 608-764-5474              | Circle #202 |      |                     |            |               |                    |                  |                |              |                 |
| E-Z-GO                    | GX-444| Electric| Fuji                | 8.5        | Air-cooled    | 3 yrs.             | Steel            | Tubular        | Electrostatic| Spring & Coil |
| 1451 Marvin Griffin Rd.   | X-440 | Electric| GE                 | 2.0        | N/A           | 3 yrs.             | Steel            | Tubular        | Electrostatic| Leaf             |
| Augusta, GA 30913         |       |         |                     |            |               |                    |                  |                |              | Spring & Coil |
| Ron Skenes                |       |         |                     |            |               |                    |                  |                |              |                 |
| 800-241-9865              | Circle #205 |      |                     |            |               |                    |                  |                |              |                |
| Hyundai                   | HGG-1 | Gas     | Suzuki             | 8.5        | Air-cooled    | 3 yrs.             | Steel            | Tubular        | Electrostatic| Spring & Coil |
| 23382 Mill Creek Dr.       | HGB-1 | Electric| GE                 | 3.0        | N/A           | 3 yrs.             | Steel            | Tubular        | Electrostatic| Spring & Coil |
| Laguna Hills, CA 92653    |       |         |                     |            |               |                    |                  |                |              |                 |
| James Lester              |       |         |                     |            |               |                    |                  |                |              |                 |
| 714-857-1515              | Circle #204 |      |                     |            |               |                    |                  |                |              |                 |
| Melex USA, Inc.           | 412   | Electric| N/A                | 2.1        | N/A           | 3 yrs.             | Steel            | Tubular        | R.I.M.        | Leaf spring    |
| 1221 Front St.            | 132   | Electric| N/A                | 2.1        | N/A           | 3 yrs.             | Steel            | Tubular        | Aircraft type | Leaf rear, Coil front |
| Raleigh, NC 27609         | 252   | Electric| N/A                | 2.1        | N/A           | 3 yrs.             | Steel            | Tubular        | Aircraft type | Leaf rear, Coil front |
| Bryan Taylor              |       |         |                     |            |               |                    |                  |                |              |                 |
| 800-234-9695              | Circle #205 |      |                     |            |               |                    |                  |                |              |                 |
| Shuttlecraft              | 2000  | Gas     | Honda              | 8.0        | Air-cooled    | 3 yrs.             | Steel            | I-Beam         | Paint         | Leaf          |
| 2100                      |       |         |                     | 8.0        | Air-cooled    | 3 yrs.             | Steel            | I-Beam         | Paint         | Leaf          |
| 2500                      |       |         |                     | 8.0        | Air-cooled    | 3 yrs.             | Steel            | I-Beam         | Paint         | Leaf          |
| Estherville, IA 51334     |       |         |                     |            |               |                    |                  |                |              |                 |
| Robert Jensen             |       |         |                     |            |               |                    |                  |                |              |                 |
| 712-362-9846              | Circle #205 |      |                     |            |               |                    |                  |                |              |                 |
| Yamaha Motor Corp.        | Fleet Master G9A | Electric| Yamaha             | 8.85       | Air-cooled    | 3 yrs.             | Steel            | Tubular        | EDP           | Coils over shocks |
| 6355 Katella Ave.         | Fleet Master G9E | Electric| GE                | 2.97       | N/A           | 3 yrs.             | Steel            | Tubular        | EDP           | Coils over shocks |
| Cypress, CA 90630         | Fleet Classic G9A | Electric| Yamaha            | 8.85       | Air-cooled    | 3 yrs.             | Steel            | Tubular        | EDP           | 3-link rear suspension |
| Joe Stahl                 | Fleet Classic G9E | Electric| GE               | 2.97       | N/A           | 3 yrs.             | Steel            | Tubular        | EDP           | 3-link rear suspension |
| 714-701-7002              | Sun Classic G9A | Electric| Yamaha           | 8.85       | Air-cooled    | 3 yrs.             | Steel            | Tubular        | EDP           | 3-link rear suspension |
| Sun Classic G9E           |       |         |                     |            |               |                    |                  |                |              |                 |
| Circle #207               |       |         |                     |            |               |                    |                  |                |              |                 |

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Since more rounds are being played nationwide, and golf cars are used more than in the past, manufacturers are targeting durability. At the same time, laws regulating emissions have focused research on ways to improve body and engine efficiency.

**DURABLE AND EFFICIENT**

Hardy said Club Car switched this year to bayflex. "It's a molded plastic material that's very flexible and durable, yet repairable," he said. "We had used metal, which... is fairly durable and flexible, but it is difficult to repair. "Everything was fiberglass. Now you're finding metton, bayflex, polypropylene, and a lot of different materials being used in bodies and body designs that are much more durable, much more flexible, and yet are capable of maintaining the finish the manufacturer is looking for."

Skenes said engineers have also improved gas engines.

Reverting to the years-long debate over two-cycle and four-cycle engines, he said E-Z-GO "leap-frogged over the rest of the industry" with a twin-cylinder design it has introduced in its utility vehicles. With its twin-cylinder overhead cam engine, it is "a whole new concept for that type of vehicle," Skenes said.

He said the two-cylinder's advantage over the single-cylinder engine is "it's a much smoother running engine and quieter. Yet it will not be introduced into the E-Z-GO golf car line until "some time in the future," he said.

Meanwhile, in a *Golf Course News* survey, all golf car makers expressed the No. One selling point of their vehicles.

- Shuttlecraft U.S.A.'s Robert Jensen said the best points of his Models 2000, 2100, and 2500 are their styling and Honda engines.
- Bryan Taylor at Melex USA, Inc. pointed to the electronic speed control system of his models, plus their ease in maintenance, durability, and narrow clearance circle.
- James Lester of Hyundai Golf Cars, U.S.A. said Hyundai-engineered reliability and the comfort of more leg room, coupled with an automotive-style ride, are his cars' top selling points.
- E-Z-GO's Skenes said his gas model is dependable and electric models are the most efficient on the market.
- Ben Sherwood at Columbia ParCar Corp. said the Legacy gas and electric models feature a clam shell body design for easy maintenance and cleaning, and a safety directional key switch.
- Cary Rivers said Club Car's DS gas model has a highly durable and quiet engine and the DS electric model is "lightest weight and highest efficiency."

The manufacturers using bronze bushings said they made that choice because it is longer-lasting, of higher quality and allows for better lubrication.

Those using rubber cited the better ride it gives and also claimed durability, while Lester said Hyundai's rubber and steel bushings match with its welded high-tenstile strength tubular steel frame.

Only two companies — Club Car and Shuttlecraft — use I-Beam frame construction. The rest use tubular.

**STATE OF THE MARKET**

Hardy said the last year has "generally been a very healthy one."

Pointing to the downturn in real-estate oriented golf course development, he said there is nevertheless "a lot of new course construction. And the existing courses are doing very well, at least in the purchase of new golf cars."

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**PRODUCT FEATURE**

**progress in both gas, electric**

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**car manufacturers**

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Golf car fleet buyers must consider many variables

By Joe Stahl

Golf course decision makers face a growing number of factors, and options, when choosing a golf car fleet. Durability, reliability, long-run profitability, local service, refueling/recharging practices and environmental considerations — as well as the gas vs. electric and lease vs. buy decision — all enter the equation.

Superintendents nationwide have their own set of circumstances that can be as different as day and night — the North's seven-month season compared to the South's year-round operation, a hilly Northwest course compared to a flat Southeast layout, an emission-conscious California leg compared to the South's year-round operation, a hilly Northwest course compared to a flat Southeast layout, an emission-conscious California leg compared to the South's year-round operation.

Jim Lewis, superintendent at Marriott's Tan-Tara Resort and Country Club in the region of the Orioles in central Missouri, had his own set of compelling factors when he shopped for a rental fleet.

Lewis knew he wanted a rental fleet with enough acceleration, torque and power to handle elevated terrain. He also knew the cars would have to provide the durability and extended life necessary for long-term operating revenue. And, while environmental regulations had yet to take hold in central Missouri, Lewis was keenly aware that a noisy, fume-emitting fleet would hardly be in keeping with Tan-Tara's exclusive image.

Finally, he wanted to be sure repairs would be conducted as quickly and inexpensively as possible.

Due to the number of makes and models on the market, rising prices and a growing reliance on golf car rentals for revenue, the once-simple practice of selecting a fleet has become a major decision. Armed with a thorough knowledge of their courses' specific needs, the considerations involved in the purchasing process and common sense, superintendents can select a fleet that will positively impact a course's bottom line for many years.

**LONG-TERM PROFITABILITY**

Crucial to the selection process is profitability — the trade-off between an attractive initial purchase or leasing price and long-term revenue.

Embedded in the long-term profitability equation are a host of basic management and maintenance issues. All affect whether a club's car rental program is a players' convenience or a profit center.

Superintendents want a fleet that combines top performance, maximum uptime and user flexibility with a minimum of "behind-the-scenes" headaches, such as breakage, parts replacement and excessive labor costs.

The secret to maximizing revenue over the long haul is to compute all known management and maintenance factors over the pe-

In fact, advancements in electric car acceleration via energy controllers, now enable electric models to deliver smooth, efficient power on most terrain.

The gases, electric debate usually comes down to questions of purchase price and long-range operating costs.

Gas models sell for more. In return, they offer as many as 30 to 40 rounds without refueling. They also cost less to run and require little daily maintenance.

In general, electric fleet owners trade off lower initial costs for the daily routine of recharging their fleet and occasionally replacing worn-out batteries. Electric motors are fairly simple, and may be the choice if the course can afford to build a cart barn for cart recharging.

**ENVIRONMENTAL CONSIDERATIONS**

In states where clean air standards have been imposed or are being drafted, environmental considerations must be factored into purchase decisions. In addition, as golf continues to grow in popularity, the sport's demands will test courses' physical resources and people will scrutinize a fleet's impact on its surroundings.

While electric fleets are the cleanest, the latest four-stroke gas engines generate the lowest levels of unburned hydrocarbons — the fumes created when gas and oil don't completely burn in the combustion process — in the history of the game.

Other constraints cloud the issue.

Concerned that fuel may be leaking into ground water from storage tanks, environmental legislation is being proposed that calls for improved drainage, leakage detection, encasement and ventilation modifications at facilities storing gas. For the gas-cart enthusiast, the result is a cleaner operation at a greater cost.

In an increasingly waste-conscious society, many people feel electric cars are the way to go. However, electric models pose environmental problems also. While the lead in batteries can be recycled, the acid cannot — and many landfills are rejecting batteries.

**FINANCIAL CONSIDERATIONS**

Financing considerations — especially fleet leasing — must be figured into the selection process. A number of third-party organizations tailor their leasing and billing structures to fit a course's individual budgetary needs. Thus, customized leasing and financing arrangements can be created for any fleet purchase — regardless of the make and model.

The primary advantage of fleet leasing is that it doesn't require a course to tie up large sums of money in a depreciating capital investment.

**THE BOTTOM LINE**

While the largest source of golf car revenue is derived from greens fees, fleet rentals are the second-leading source of profit. But cashing in on this financial windfall is far from easy.

It requires a thorough analysis of the many factors surrounding fleet selection, purchase, use and everyday maintenance. Perhaps most importantly, it requires today's decision-makers to give up their emphasis on short-term returns and profitability and consider a rental fleet as a long-term tool to maximize overall course and club revenue.

Joe Stahl is vice president of the Golf Car Division of Yamaha Motor Corp., U.S.A.
Incline Village courses begin lengthy remodeling

By Vern Putney

Golf course designer Ronald A. Forse of Uniontown, Pa., who has put his restoration philosophy into play at several Pennsylvania and Ohio courses, has moved to Massachusetts with his handwork.

He's making long-range improvements at Hyannisport Country Club, implementing Donald Ross drawings and making the course play for modern equipment. Project completion is due in mid-August.

Forse's restorative touch also will be evident at the Lancaster (Ohio) Country Club. Donald Ross and Jack Kidwell each designed nine holes there.

The course has blind shots to correct and other problems, but J.B. McGeown's 1926 drawings will be the guide. Focus will be on using contour of the land to best advantage.

Incline Village courses begin lengthy remodeling

LAKE TAHOE, N. Y. — The Incline Village Golf Resort is in the midst of a major restoration project that encompasses both the championship and executive courses.

The resort's $4 million five-year plan will include a state-of-the-art irrigation system at the championship course, remodeling the existing championship clubhouse, and minor improvements at the executive course.

The irrigation system involved installation of 19 miles of pipeline last summer. Last summer, 40,000 rounds of golf were played at the championship course, 25,000 rounds there.

By Vern Putney

Robert Trent Jones Jr. designed the master plan to improve the course.

With the severe water shortages affecting the Tahoe basin the past five years, the system will use water more efficiently.

Within the next five years, the Incline Golf Resort plans to spend $1.2 million on remodeling the clubhouse at the championship course. Last summer, 40,000 rounds of golf were played at the championship course; 25,000 rounds at the executive course.

A charter member of the Donald Ross Society and its history committee, Forse reveres early architects. He emphasizes restoration in their image (not the remodeling architect's) while yielding some ground to modern yardage demands.

Forse frequently visits classic courses to study their design features. Last spring he explored Pinehurst No. 2 course, and this spring will revisit Pinehurst and the Donald Ross Archives for further study.

"Golf courses properly designed are works of art and should be regarded and preserved as such," Forse said. "Modern equipment has altered shot value and effective lengths on many holes.

"Sympathetic remodeling" addresses the desired flavor in addition to the course's functional and agronomic needs."

— Ronald Forse

"Holes should, therefore, be updated in the spirit and character of the original design. Bunkers can be relocated to play for today's lengths but made to fit the original concepts and look of the course. One bunker strategically placed can affect shot planning as much as a multitude of hazards.

"Shot value and strategy are of utmost importance in design, much more to be valued than difficulty. Hazards are to make the game interesting, not to penalize."

The 1979 graduate of West Virginia University with a bachelor's degree in landscape architecture traces his appreciation for the classic golf course to roots at Mt. Ridge Country Club in West Caldwell, N.J., a Ross design. There he caddied, worked on the maintenance crew and played often.

Bruce Hepner, Forse's design associate, has a civil engineering degree from Michigan Tech and once was an auto designer.

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Harold Fredrickson, Englewood Valley Country Club, "Excellent Video, my Spanish guys loved it."

Brian Green, Sunset Valley Golf Club, "Spanish Guys finally got something in their own language that helps explain our philosophies.

Al Bevers, Hilldale Country Club, "Especially enjoyed cups and traps--Spanish version professionally done.

Roger Stewart, Stonebridge Country Club, "Good basic training tape, good job of explaining jobs - especially liked cart maintenance.

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GOLF COURSE NEWS

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May 1991
Superintendent Bishop changes titles with help of friends

Recruits Bobby Knight, Randy Wittman, Rohn Stark, others for finances

By Mark Leslie
FRANKLIN, Ind. — One super brought together several greats, and they all hope to have a legend of a golf course here.

Ted Bishop, the superintendent and golf pro at Phil Harris Golf Course in Linton, has lined up Indiana University coach and Basketball Hall of Famer Bobby Knight, former National Football League All-Pro punter Rohn Stark, Indiana Pacers basketball great Randy Wittman, Indiana University Director of Golf Sam Carmichael and 20 other investors.

Bishop has also pushed through all necessary approvals, signed on architect Jim Fazio, and is ready to build the $3.8-million Legends of Indiana course.

The 18-hole daily fee course is the first phase of a master plan that will include 27 holes, a separate par 3 course and a practice facility.

"Johnson County is the fastest-growing county in Indiana," said Bishop, a 1976 Purdue University graduate who is on the PGA board of directors. "I spent 13 months doing market research and putting together a financial prospectus and, then, in January, February and March raised the money and picked Fazio."

Bishop knew Knight and the other investors through Knight's years of involvement in Indiana golf.

He has not chosen a course builder yet, but hopes to start construction in May and to open in the summer of 1992.

The site is 384 acres of mostly open farmland, but Bishop expects nine lakes to be dug and 60 bunkers to add zest to a layout that will span 6,100 to 7,000 yards from multiple tees.

"We want to play a lot of outings and tournaments, so we need the course to be flexible," Bishop said. "I hope someday it can host the Indiana Open or state amateur championships."

"With Jim Fazio involved, we know it will be a great design. It will be unique to Indiana in that it will be the first Fazio course built here. George didn't do any here and Tom hasn't. We wanted the classic, traditional Fazio design," he said.

Though the course will be daily fee, a limited number of memberships will be sold, Bishop said.

The nearest course, Hillview Country Club, has a 2 1/2-year waiting list for membership and has not opposed the new development.

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The above soccer field in Kansas was seeded on July 1st, 1990, temperatures were in the 90s to the 100s...seed germinated with noticeable top growth in 5-7 days!

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Finger takes expertise to wide-open territory — Mexico

By Frances G. Trimble

The adage, "Go west, young man," has taken a directional and age-twist for semi-retired golf course architect Joe Finger, who has headed south to help Mexicans build courses.

Only about 150 private clubs and no municipal courses exist in Mexico, said Finger. Yet there is "a big market" for munis and daily fee courses — a trend he added.

Finger, who has formally retired from the firm he founded — Finger, Trimble & Partners of Houston — said that, while demand for courses hasn't existed before, "The young Mexicans are real-estate hungry and are buying their homes and land away from the cities, where they can find peace, clean air and water.

"The country has been influenced by everything from adolecence and Lee Trevino to the availability of American golf matches on cable TV." Mexico does have a white-collar, golfing middle class, he said, adding, "Anyone who believes Mexico is a Third World country is foolish.

It is no surprise, Finger said, that Mexican developers are intent on giving American, Canadian and Japane-se visitors what they want — golf.

But those developers face lack of know-how, shortage of parts and supplies, and hand-me-down equipment.

"In some respects the Mexicans are way ahead of us... earthquake design, for instance. But on golf course contracting, they are behind because the demand hasn't been there in the past," Finger said. He said although there are some excellent Mexican engineers and architects, top-notch golf course contractors simply do not exist.

With 34 years of design experience under his belt and being fluent in Spanish, Finger feels comfortable consulting and doing "plans in Spanish," he said.

He is now working on two widely dissimilar projects — Cabo Real in Baja California Sur and Los Encinos Country Club near Toluca.

Mexicans are eager for the advice and assistance, said Finger, a chemical engineer who believes course architecture is "45 percent engineering, 25 percent golf knowledge and agronomy, 15 percent landscape architecture, and the rest an artistic sense that is either a gift or genetic."

The average Mexican developer is a "babe in the woods," Finger said.

"The wealthy people who have the financial backing to do one of these courses don't know what it takes to build a good course," he added.

So they have sought Finger, author of "The Business End of Building or Rebuilding a Golf Course," a publication dealing with contracts, cost estimates, plans and specifications, checkpoints for design and construction, and choosing an architect.

"The Mexican developer has the right to expect the same kind of professionalism from the architect and contractors as one expects in the U.S.," Finger said. He added that even in the United States, professional standards are neither required by the industry nor offered by some individuals and companies.

Construction costs are similar in both countries. "Even though labor is cheap, it takes a lot more of it," he said. "They are not as efficient." Finger said Mexican equipment is frequently "American case-off" and less powerful than that north of the border, he said. Parts and supplies are in short supply or unavailable.

Herbicides approved for use here are held up by the Mexican government. "The Mexican counterpart agency," Finger said. "They are not as efficient." He said the upside is Mexico's weather, which is better for building than that in the United States.

"There are occasionally rainy seasons when some work can be done. Otherwise, work is unhindered by weather," Finger said.

Mexico also offers spectacular sites for golf courses. "Terrain varies from mountainous regions to swampland. There are areas that are rocky and covered with cactus and areas that look like the Austrian Alps. One course I consulted on — Los Encinos — was built by a Mexican amateur champion named Mauricio Urdaneta. Mauricio did a great job but called on me to help with the technical aspects of his operation. The waterfalls around the course are my doing," he said.

About 25 minutes from Mexico City and 10,000 feet above sea level, Los Encinos has 100-foot-tall white pines and eucalyptus around. It is part of a residential development that will soon have townhouses for summer vacationers and is, according to Finger, "the place to join if you're a serious Mexican golfer."

The lead partner in the Cabo Real project near Cabo San Lucas is Corona beer owner Eduardo Sanchez Navarro. "They already have a couple of beachfront hotels there," Finger said. They are probably doing a good job. That is why I have not been called on.

But if they ever get east of the Rockies, or north of the Rio Grande, we're in big trouble.

So far, the Department of Agriculture has not agreed to a quarantine on the grass, which spreads and becomes almost unplayable. It also goes dormant in the winter and becomes unsightly.

Quarantine Kikuyugrass, Finger urges

Houston golf course architect Joseph Finger said he has "begged" the U.S. Department of Agriculture to quarantine Kikuyugrass east of the Rocky Mountains.

Finger, who is also trying to keep Kikuyugrass from being exported from Mexico to the United States, sits, "It's controllable so long as there is enough water. But if it ever gets east of the Rockies, or north of the Rio Grande, we're in big trouble.

So far, the Department of Agriculture has not agreed to a quarantine on the grass, which spreads and becomes almost unplayable. It also goes dormant in the winter and becomes unsightly.

Finger urges quarantine of Kikuyugrass, a native of Africa, which is now found in Mexico and has spread to the United States in spite of efforts by the Department of Agriculture to quarantine it.
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**by Kit Bradshaw**

Kenova Construction Co. — creator of the "95-day miracle" — has cranked it up a notch, using its experience to make its "fast-track" approach an Indy Speedway method.

With major doses of pre-planning and coordination, and an army of professionals, Kenova needed just 101 days to build the 18-hole Queenstown (Md.) Harbor Golf Links, mass-grade and rough-shape a third nine holes, finish the driving range and practice green, and build another developer's five-hole course nearby.

The feat in 1989 — Carillon in Plainfield, Ill. — was dubbed "a 95-day miracle." Owner Lex Birney called the Queenstown construction "a blitz."

Golf course architect Lindsay Ervin termed it "beautiful."

Skeptics might question the quality of a course built so quickly. Yet Carillon and Queenstown Harbor officials alike said they got a high-caliber courses.

The "fast-track" system employed by Kenova is not a theory. It's a fact President Steve Balogh is proving — again and again. Queenstown Harbor was built, from start to planting, between Aug. 6 and Nov. 30, and will open July 1. The five-hole course, Fairview Links, on a private estate, was built entirely within the month of October and was expected to be ready for play in May or June.

Balogh said the firm got a late start at Queenstown Harbor because of permitting problems.

"Basically, our fast-track system is nothing more than great teamwork," he said.

The course is on 750 acres of farmland owned for decades by the Birney family. It is located on the Chester River, a tributary to Chesapeake Bay.

The 160-acre course is situated among critical wetlands, and as a result, much of the soil is wet, and had to be dewatered. The wetlands are part of the beauty of the course, but their existence also extended the permitting process and forced an extensive effort to preserve and protect them.

By the time Kenova began work on Aug. 6, its goal was to have the project seeded before winter set in.

Kenova met the goal.

By the end of November, the 18-hole course, driving range and practice green were planted and ready for the winter germination period, and the second nine holes were ready for seeding this spring.

**KEEPING PULSE OF THE JOB**

The trick to getting the work done — and maintaining quality — is twofold. Kenova sets up an exceptionally coordinated plan of action, and brings in approximately 125 people who work nearly dawn to dusk, seven days a week, during the construction period.

This speed is possible because of extensive preplanning, according to Bill Zabel, president of Ryan Inc. Eastern, the mass-grading and excavation company that worked with Kenova on Queenstown Harbor.

You can't just get out there with the equipment and expect it to happen," Zabel said.

"Before the project is started, you plan how things will interface. You do a week-by-week plan, and sometimes a daily plan. You do this with the cooperation of everyone involved. You get the key people around a table building the entire project on paper before they go out into the field.

"And you maintain a critical path system throughout the project. During the job, we had an administrator at the project, with a computer set up in the office. He tracked all the production and created data bases of information, so he had the pulse of the job at any given time."

To maintain the timetable, it was important for key players to be available. Golf course architect Ervin was on site an average of three days a week, so design decisions could be made in the field.

"We had the plans finished as they started construction," Ervin said. "Being on site helped Kenova and Ryan facilitate the schedule. As problems came up, we could make a decision, and the work was done immediately."

In addition, there were weekly meetings of the architect, golf course professional, superintendent, civil engineer and construction people throughout the project to keep the schedule on line. This interaction was crucial, Ervin said.

"One thing that makes us unique," Balogh said, "is our shapers. They all play golf. They understand what a golf course needs to be. The shapers can look at a set of plans and totally visualize what the holes will look like. They are artists with bulldozers."

These bulldozers and other machinery moved 450,000 cubic yards of dirt and created nine lakes on the property during construction.

None of it could have been done, Birney said, without everyone's coordination.

"You could bring in a lot of people and create a god-awful mess. But to Kenova, this is an organizational task. It's not the typical way a course is built."

Balogh said this "fast track" system evolved by necessity.

"We got into a couple of instances where the owner and developer requested a fast track," he said. "I studied the whole scenario and figured out that it's nothing more than having the machinery and qualified, capable people doing the work."

The secret is to have enough supervision, qualified people ... and total coordination during the life of the project."

**DEVELOPER NEEDED SPEED**

The fast-track system was important to Birney.

"We had had some significant opposition to the project, so when we started, we wanted to make our presence known with as much impact as possible," Birney said. "We also wanted to stabilize the property as soon as we could because of the environmental aspects."

"Finally, there were the financial considerations of the project. It was important to us to have it buttoned up as quickly as possible to begin creating revenues."

Balogh said the cost of construction itself is about the same as with a slower schedule, but in the long run, the developer profits.

"Usually, you build one season and then put in the grass, and the course isn't playable until the third year," Balogh said. "But when we get it all seeded, it's playable by the second year."

"If they are building homes, then the course helps them sell the homes, because the potential homeowner can see where he wants to build. If it's a public course, such as Queenstown Harbor, the owner can build his revenues faster."

Birney said the quality of the course is very high and his happy it will be opening July 1.

"If I had to do it over again, I'd consider doing it with these same contractors," he said.

Balogh said: "During the time we were working on Queenstown, the course architect for a very private five-hole course saw us working and was intrigued by the fast construction and the quality of work we were doing. As a result, we were hired to create this five-hole course in the same area — and we completed it in 25 days. It's a very unusual little course. It can be played in 12 different ways."

Balogh said his company's fast-track system is generating a lot of interest.

"I think our company is more in demand because of our ability to provide a service on a fast schedule, while keeping the quality in the project. We take a lot of pride in that," he said.

Kit Bradshaw is a contributing editor based in Jupiter, Fla.
Investigating buying rather than building — experts

**By Mark Leslie**

Developers may be better advised to buy existing courses rather than build new ones, considering the many facilities on the market, according to golf industry finance experts.

"There are more people out there selling than buying," said Tom Powers, executive vice president of Goodkin Research Corp., a real-estate research and marketing firm based inLasdera-By-The-Sea, Fla.

"There are probably opportunities for acquisition over the horizon," said John Johnson IV, a partner in the national accounting and consulting firm of Laventhal & Horvath in West Palm Beach, Fla. "The interest in acquisitions seems to be existing facilities. The money is usually prearranged — particularly in parties from Japan."

Powers said the only buyers he is dealing with are from the Pacific Basin. "Two years ago there was a very healthy mix of ethnic types. It would have been 50/50," he said.

Powers said that from 1985 to 1987 most developers were Americans whose plan was "to build a course, run it for a year or a year and a half and sell or build," he said. "We have our course number two, repeat that and go to course number three. At the end of five or six years, they'll have five golf courses."

"But the financing environment fell apart after the recession and war. So, consequently, we haven't changed our posture toward the industry or financing our customers."

"The process of developing or acquiring a golf course takes time... And you don't turn it on or off like a light bulb," he said.

Yet, despite high hopes and optimism, the marketplace is dampened by the continuing constraint is that development clients are customers never stopped looking for acquisitions all over the country," said John Applegate, executive vice president of Barnett Bank of Palm Beach County in West Palm Beach, Fla., said, "Banks have gotten tight on (development) projects that are two or three years in nature because of the potential regulator risks."

Projects that include a course are generally large, encompassing 50 or more lots, he said.

"In that case, even in a strong economy, that number of lots would probably take two, three, perhaps four years for a project sold out. So the regulator is risk that if that project doesn't march along with your original conception, or two one years out, the regulators could force you to downgrade that project or that loan," Carson said.

He said stand-alone courses "have always been difficult for banks to finance because they're admittedly single-purpose in nature. And banks, even in good times, shy away from special-purpose projects... Any support requires discretionary income by the users. That being the case, during a downturn in the economy, we see that support as not being there as much as it was a strong economy."

"He said Barnett Bank's last loan on a residential course was made a year ago, and it has not made any recent loans on stand-alone courses."

"For a long while it has been difficult to find financing for residential developments. Residential developers were the first victims of tightened credit."

Frame said a number of developers are considering splitting the course from the residential development and financing it separately.

The experts agree private, semi-private and municipal courses will be the wave of the future.

John Johnson IV, partner in Laventhal & Horvath, a national accounting and consulting firm that specializes in the real-estate and leisure-time industries, said: "There's certainly optimism in the marketplace, and the design firms are getting it first because they are going to do the planning routes... Developers need routing plans and conceptual materials for a package to present to investors and financing sources."

"Also, developers of a number of projects that were conceived in 1990 were hesitant to commit to significant further progress until they felt better about the economy."

Golf course architect Gerald Matthews ofGoodkin Research Corp. in Lasdera-By-The-Sea, Fla., said, "Banks understand the business of golf is coming back and they're going to come from. You'll see limited partnership financing, mortgage refinancing, pensions, that kind of entity."

Powers said capital will be injected into the industry, "but it will be more difficult to attract it in the coming five years than the last five."

Municipal courses are the major exception, he said. "With the many municipalities, there's a heavy need for municipal facilities, developers are building courses and handing them over to the county or community in years of war."

"Applegate said lending institutions will free up their money when they realize the profitability of golf courses — "through their track record."

"For example," he said, "our golf course in Myrtle Beach was built as a daily-fee resort course, and there is some housing that will eventually go around it. The entire project was profitable from Day One based on just the course... Once you can demonstrate that kind of profitability, lending institutions will start backing those courses."
PGA Tour dedicates efforts to public course construction

Continued from page 29
PGA Tour's involvement with public golf.

Angelo Palermo, vice president of golf course development for the National Golf Foundation, said 60 percent of golfers are public-course players.

"We're trying to promote golf, and the access to golf, through high-quality facilities that would feature a quality conditioned course with a reasonable design that's well maintained every day," Dee said.

"The PGA Tour creates an image and an awareness of golf through

"We think in the 80s, if golf reaches its potential and continues to grow, it makes sense for the PGA Tour to be involved in that growth," Dee added. "It's certainly a revenue source and a potential profit center for the PGA Tour."

Dee said the PGA Tour will design, build, and manage facilities on a long-term basis, but won't put up its own money. It built the 18-hole, 6,620-yard par-71 facility in Jacksonville. But in some cases it might buy and renovate a facility like Miami's, formerly The Country Club of Miami. The PGA Tour renovated the 6,343-yard par-70 East course and the 7,017-yard par-72 West course last year. A 4,240-yard par-62 executive course opened in January.

"We prefer to start from scratch," Dee said. "You have more control over what's there. The Miami facility had fallen on hard times and needed some sprucing up and modernization. We may find a facility like that too many times in the marketplace.

"We're looking for money from a developer or municipality. We're looking for land and development capital. We provide the golf expertise."

Dee said the PGA Tour will staff the facility, train the staff, and provide equipment in the pro shop.

The courses will also benefit from the TPC courses, both on and off the course.

The courses won't have the stadium golf features of TPC courses, and will be less severe and dramatic.

They will have limited bunkers and other features to be as easily maintained as possible. That will enable greens-fee structures to remain low, Dee said.

"We are looking for a traditional design," Dee said. "We are looking to move as little dirt as possible to keep costs down."

Cost considerations are also entering the design of the clubhouses, especially compared to TPC buildings.

Dee said the public-course clubhouses will be 4,000 to 5,000 square feet, as opposed to the 25,000-square-foot TPC giants.

No locker rooms or evening diningroom service will be included.

Sandwiches and hot dogs will be available instead, and there will be a full bar. Dee said costs of building the public facilities will be $6 million apiece, while TPC courses cost $14 million to $15 million. Both figures are exclusive of land costs.

Dee said the PGA Tour's public and TPC courses could enter the same market. Yet they won't compete because they're different types of facilities.

"In a major market, a TPC course and a PGA Tour public facility could co-exist quite nicely," Dee said.

Malphrus works long hours to meet deadline

HILTON HEAD ISLAND, S.C. — Facing a summer deadline, Malphrus Construction Co. has been working 10 hours a day, six days a week building roads and utilities for Colleton River Plantation.

The Hilton Head Island-based Malphrus firm is completing the 2 1/2-mile-long main entrance road leading from Highway 278 through the South Carolina Nature Preserve to the clubhouse site.

In this case of high speed, the aim is return home, more quickly. When the roads and utilities are completed, buyers will be able to start building their homes in Phase 1 of the build-in-plan. More than 40 Phase 1 home sites, ranging in price from $107,000 to $300,000, were sold, pushing Colleton River over its goal to more than $8.5 million in sales revenues.

No other pump station on the market has a brain like ours. Designed by Flowtronex electrical engineers with input from dozens of golf course superintendents, Smoothflow® is the only computer control software that makes full use of variable speed technology. This powerful new technology actually makes your life easier and your employees more productive by providing unmatched control flexibility and energy savings.

Sure, some companies have slapped variable frequency drives and a few basic controls on their pump stations and called them "variable speed systems." But in truth, they don't even come close to the sophisticated technology of our pumping stations.

For example, our automatic diagnostic utility (AUD) constantly monitors and records pump station performance for easy review. If an alarm condition occurs, ADU lets you pinpoint the exact cause. And our automatic ramp up (ARU) eliminates water hammer by letting you select the exact time in pounds per second for your pump station to gradually ramp up to irrigation pressure.

Smoothflow also can incorporate our Stress Reliever which lets you maintain reduced pressure (typically 60 to 80 psi) on your piping system during non-irrigation times. Plus you can count on our automatic power saver (APS) for substantial savings on your power bill.

So if you're looking for a new pump station, think of us. Once you examine all the advantages of Flowtronex International, you'll agree buying our pump station is a very smart decision.

For more information call 1-800-537-8778 or write Flowtronex International P.O. Box 7095 Tyler, TX 75711.

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Palmer, California team up for public facilities

PLEASANTON, Calif. — Believing the 1990s will emphasize public play golf, California’s 58 counties and 460 cities have teamed with Arnold Palmer to build municipal courses.

The joint announcement was made by Palmer and California Muni Golf, a public/private partnership sponsored by the County Supervisors Association of California and the League of California Cities.

Called MuniGolf Partnership, the team will develop “well-planned and well-designed municipal courses that will not only be self-supporting without taxpayer subsidy, but will also provide an economic return to the community,” Palmer said.

Palmer’s course design and management companies in Ponte Vedra Beach, Fla., will work with economists Alfred Gobar and Associates of Brea, Calif., Kanjima Engineering and Construction Inc. of Los Angeles, and planning specialists Pacific Investment Network Inc. of Los Angeles.

Courses will be designed as centerpiece for community and neighborhood development. The program will emphasize reclamation and water conservation, irrigating with wastewater when possible. Available for new courses and rehabilitation projects, the partnership’s range of services includes economic development, feasibility studies, financing, planning and design, construction management and operations management.

New Jersey county needs $5M for course

RARITAN TOWNSHIP, N.J. — The county park board seeks $5 million to develop a golf course site. The 244-acre Kuster Farm in Raritan Township appears the land of choice.

The Kuster Farm would replace the board’s previous golf course site, county-owned 150-acre Tower Hill Farm in Bethlehem Township. This site was ruled out late in the planning stages because of wetlands.

As to doubts that land owner Ernest Kuster Jr. would wait for Green Acres funding to come through, freetholder George Melick said, “He probably will. It’s the best deal in town.”

Parks designed Paradise Valley CC

Architect Gary Panks of Scottsdale, Ariz., did major portions of the design work at Paradise Valley (Ariz.) Country Club.

March’s Super Focus article on Paradise Valley superintendent Bill Emerson mentioned that Emerson works on renovations with architect Geoffrey Cornish of Amherst, Mass. But when the course was first built, Cornish did the routing and consulted, while Panks directed all the shaping and other fine-tuning, and added bunkers and a number of mounds.

Cornish said Panks has also instituted a major tree-planting plan on the course and did all the design work on the practice fairway.

Kubota has introduced a complete new mowing system, the FZ2100 Front Mower. From “A” — Auto Assist Differential (AAD) to “Z” — Zero Diameter Turning Radius (ZDT), it increases your power and mobility to handle all your mowing needs.

Equipped with 20 horsepower and four-wheel drive, the new FZ2100 Front Mower’s zero diameter turning radius gives you the agility and power to get into the tightest spaces effectively. You can mow around trees, hedges, flower beds and other obstacles much more precisely and in less time. And, with the Auto Assist Differential drive system the machine automatically switches between 2WD and 4WD to match operating conditions and terrain, providing more traction and eliminating slippage. This increased productivity in all mowing conditions, and the FZ2100’s ability to turn completely around in one spot without damage to the turf, cuts way down the time spent on labor-intensive hand trimming jobs.

The FZ2100’s front wheels rotate freely through your tightest turns, and Kubota has designed round shoulder tires that virtually eliminate turf damage. And, the FZ2100 offers all the durability and innovation commercial operators have come to expect from Kubota. Like our powerful Kubota liquid-cooled diesel engine, hydrostatic transmission, 55 degree tilt deck for easy access and blade maintenance and optional grass catcher.

Your authorized Kubota dealer can show you the complete commercial mowing system with the power and maneuverability to handle your tough jobs from A to Z. For more information write to: Kubota Tractor Corporation P.O. Box 7020-Z Compton, CA 90224-7020.
Managers can cope with the recession

By Peter Blais

The country is feeling better about itself since the Persian Gulf War, but many U.S. businesses continue to struggle through the recession. Private country clubs are no different.

One of the best ways to keep your club alive in troubled economic times is closely monitor financial statements, according to Betsy MacDonald, senior principal with the accounting firm Pannell Kerr Forster.

Speaking at the recent Club Managers Association of America Annual Conference in Dallas, MacDonald said: "Managers often don't feel comfortable scrutinizing financial statements. But they need to look at every line to see if there is a way to increase revenues or cut expenses."

INCRESING REVENUES

This is no easy task during a recession. But there are ways to do it, according to MacDonald.

Increase function business. Some managers are concerned that outside tournaments or parties can increase the club's tax liability. Often the extra revenue more than makes up for the added taxes. And occasionally it is considered member-generated business, in which case there may be no tax obligation.

"A manager should solicit function business from his members. A country club in Houston had many of the city's top business men as members. But they were holding their companies' functions elsewhere. The manager was able to get many to move that business to the club," MacDonald said. Membership dues. Clubs often postpone

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Mixed bag of financial news for private clubs

By Peter Blais

Private country club memberships rose but so did costs in 1990, according to a report on 325 private clubs conducted by an international accounting firm. Memberships grew by a half percent through the fiscal year ending Sept. 30, 1990, reported Clubs in Town and Country, an annual assessment of the private club industry assembled by Pannell Kerr Forster. Regular memberships jumped 0.4 percent and other classes of membership 0.7 percent.

"A half percent is just about right, just about average," said Patrick J. O'Meara, national director of club services. "Generally the club industry is in pretty good shape, although some clubs are starting to feel the pinch and waiting lists to join may be down."

The East was the only geographic region reporting a decline. The South and Far West were up 0.9 percent and the Midwest ahead 0.2 percent.

Meanwhile costs jumped 5.6 percent more than twice the 2.3 percent increase in revenues. The 2.3 percent hike in total revenues (including dues) at private country clubs continued a 20-year trend during which revenues have risen 246.6 percent. The catchall "all other sales and income" led the way over the past 20 years, rising 398.5 percent. Food and beverage sales have jumped 238.6 percent and membership dues 234.3 percent.

The 5.6-percent jump in costs moves the 30-year cost-increase figure to 330.8 percent, far exceeding the 246.6 percent revenue increase. Payroll and related costs are up 315.5 percent since 1970 and all other operating

Continued on page 45

American Golf Corp. plans to double size

SANTA MONICA, Calif. — American Golf Corp. officials anticipate doubling the company's growth in the next five years.

Chairman of the Board and owner David Price said AGC is aggressively instituting a strategic plan to increase the number of courses it operates to 250 locations. Privately held AGC now operates 135 courses in the United States, with annual revenues exceeding $220 million.

The company's Statement of Strategic Direction says: "Future growth will be achieved through market development, acquisitions and above-average rates of return in existing operations."

Price reorganized the firm in January and implemented the strategic plan, saying: "This reorganization will focus our resources on our commitment to outstanding customer service, product quality and financial results." Price founded AGC when he bought a country club in 1988. Two years later he developed the concept of approaching municipal owners with losing operations and offering to remodel and

Continued on page 43

Headhunters enhance club manager careers

By Peter Blais

With the professional stature and salaries of club managers on the rise, so are the numbers of employment specialists willing to help them find jobs.

Executive recruiters, headhunters, employment specialists, outplacement workers — call them what you will. When a club manager is looking for a new position or finds himself between jobs, these professionals are another resource.

Three executive search firms were represented on last month's panel discussion titled "Using Employment Specialists for Career and Club Enhancement at the Club Managers Association of America 64th Annual Conference in Dallas.

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[Diagram: Country club income per member]

[Diagram: Country club operating costs per member]
CMAA elects full slate of officers during Dallas meeting


The new officers were elected, along with board members, at CMAA’s annual conference in Dallas.


Sullivan, general manager of Grosse Pointe Yacht Club since 1987, was manager of the Nakoma Golf Club in Madison, Wis., before that. He was first elected to the CMAA board in 1985, and was elected secretary-treasurer in 1990.

He has been president, secretary and director of the Wisconsin Badger Chapter, and has worked on numerous CMAA national committees.

Kolasa, at Skyline CC since 1978, has been a CMAA member since 1968 and was elected a director in 1987. He has served on the magazine, membership, bylaws, executive career services and student development committees, as well as the CMAA Services Task Force and Private Club Planning Task Forces.

He has been president and secretary-treasurer of the Arizona-Nevada Chapter and secretary of the Mid-America Chapter.

Anderson, general manager and secretary-treasurer of Wilson CC since 1983, is a member of the CMAA Honor Society. He has served on membership, chapter achievement, conference roundtable and at-conference idea fair committees. He has service as president and vice president of the Carolinas Chapter.

Carroll, Town and Country Club general manager since 1986, was first elected to the CMAA board in 1988. A member of the Honor Society and various committees on the national level, he has also served the Upper Midwest Chapter as president, vice president and secretary-treasurer.

An Honor Society member, Morgan has managed Davenport Club since 1983 and served on CMAA’s governmental affairs, bylaws and audit committees, among others.

He has been president, vice president and secretary-treasurer of the Mid-America Chapter.

DiPietro, at Boca West Club since 1985, was first elected to the CMAA board in 1990 and has worked on various committees including conference, chapter services and bylaws.

He has been South Florida Seminole Chapter’s president, vice president and secretary.

NCA reports new chapters forming

The National Club Association has reported attempts in several states to organize chapters, in part to fight antidiscrimination legislation aimed at clubs’ private status and access to licenses.

Chains in Connecticut held a special meeting in January, led by NCA Director and Past President Herbert L. Emanelson Jr. at the Quinnipiac Club.

Club officials in New York, New Jersey and Virginia are also considering chapters, as well as Illinois, which has legislation similar to New York City’s Local Law 63.

NCC’s local sections defines a private club as a public accommodation if it has more than 400 members, provides regular meal service, and regularly receives payment directly or indirectly from, or on behalf of nonmembers in furtherance of business.

NCA chapter status relies on dual membership. Clubs in the defined area must be dues-paying members of the NCA and the chapter.

American Golf

Continued from page 42

The company’s most recent acquisition, in March, was Brandywine Country Club in Miamisburg, Ohio, which opened in 1962 as one of architect Arthur Hills’ first designs. Brandywine has an 18-hole and a nine-hole course.

AGC also opened El Toro (Calif.) Community Golf Center, with four PGA professionals, on March 30. The firm’s fifth practice area, joining others in Los Angeles, San Francisco, Chicago and New York.

Meanwhile, AGC signed an agreement with the City of Los Angeles to lease and operate Knollwood Golf Course in Granada Hills.

The 18-hole, par-72 public course will be directed by Kevin Roberts, AGC senior vice president of the Western Region.
Trimming the budgetary fat in lean economic times

Continued from page 42

regular dues increases during bad economic times, then sock members with a big jump when things improve. "Don’t hold off on an increase for three years. Try to take a 3- to 5-percent increase every year so your members get used to it. Don’t wait until it’s up 15 to 20 percent all at once. You run a bigger chance of losing members that way," she said.

Interest-bearing checking accounts. Make sure the club has a NOW or some other interest-bearing checking account. They usually offer 5- to 6-percent interest.

"Clubs frequently don’t look into it and banks don’t voluntarily offer it," MacDonald said.

Late payment penalties. If a club doesn’t charge a fee for late payment of dues, it should. As a last resort, the club can post a list of delinquent accounts.

"But make sure the list is accurate and that permission to post the list is granted in the club’s bylaws," MacDonald said.

Review pricing procedures. Charges should be reviewed in all areas — greens fees, restaurant prices, equipment rentals — to make sure they are competitive with area clubs and businesses.

"If you’re too low, don’t be afraid to jack them up," MacDonald said.

Service charges or surcharges. Many clubs charge an 18-percent service charge for waiters and waitresses. The money is credited back to payroll. Other clubs charge $25 or more a month. "It encourages members to eat at the club at least once a month," MacDonald said.

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DECREASING EXPENSES

This is painful, but often necessary during a recession.

Staffing and scheduling. This is usually the club’s biggest single expense. Labor and related costs average 47.7 percent of total country club revenues. Anything between 45 to 50 percent can probably be reduced.

"Time and management studies help point out problems. Consolidating the jobs done by two people into one is a possible cure. "Employees who have been at a club for something like 17 years are hesitant to change the way they do things. It can take a manager willing to take a good, hard look at how things are done to change those functions," MacDonald said.

Insurance. An over-funded defined benefit pension plan can be terminated and replaced with a defined contribution pension plan. Employees are likely to be unhappy because the new plan allows the club to change its annual contribution and remove contributions previously earmarked solely for employee pensions.

"There is an awful lot of money in some of these accounts. They can be drastically over-funded. It is a potential source of revenue, but these are the types of things we talk about when you’re discussing the survival of your club," said Kevin Reilly, a Pannell Kerr Forster attorney.

Refinancing. If the financial situation gets bleak enough, lenders may be willing to restructure debt to exclude interest payments for two or three years.

If a club is paying double-digit interest, it can likely refinance at a lower interest rate and save a considerable amount. Usually a 2-percent or more drop in the interest rate justifies refinancing.

Tax-exempt investments. Municipal bonds or any other tax-exempt investment vehicle can help reduce the amount of money a club sends to Uncle Sam.

Real estate taxes. If a club thinks its local tax appraisal is too high, there is a way to bring it down. It usually involves a legal or administrative proceeding. Methods vary from state to state so contact the local tax collector.

"Get an expert working on your behalf, a member of the Appraisal Institute or certified real estate appraiser. At one time, Houston dropped the appraised value of many properties by 50 percent," MacDonald said.

Keep inventories to a minimum. Keeping inventories down increases cash flow.

"Don’t buy $36 of something if you can get by with $12," MacDonald recommended.

Avoid penalties for late filing of tax returns. Clubs may delay tax payments when they are in financial trouble.

"But the penalties can be very expensive. You’re probably better off borrowing the money to pay the tax," she said.

SAFEGUARD ASSETS

There are two things a manager should do no matter how sour the economy.

First, maintain insurance coverage so the club can be replaced in case of fire, flood or whatever.

Second, maintain full Federal Deposit Insurance Corporation coverage by keeping no more than $100,000 in any bank account. If the club has more than $100,000 keep the money in separate accounts in separate banks or the funds might not be fully insured.
Ah, but there's good (and bad) financial news tonight

Continued from page 42

expenses up 288.3 percent.

As for operations, total sales and income (excluding dues) rose 3.8 percent in 1990, resulting from increases in minor-related departments, 6.6 percent; sports activities, 4.8 percent; food, 3.9 percent; beverages, 2.1 percent; and other income, 1.8 percent.

"The harsher DWI (driving while intoxicated) laws have really hurt the beverage business," O'Meara said. "It used to be clubs ran on dues and booz. Now beverage sales are way down."

Total operational expenses rose 6.4 percent, led by an 11.3-percent jump in minor-related departments. Expenses for sports activities rose 8.1 percent and food and beverages 4.9 percent.

Total unapportioned expenses increased 5.7 percent, including a 6.4-percent hike in administrative and general expenses, 5.1 percent; and other income, 1.8 percent.

"The average $35 in dues payments available for debt service and capital improvements in 1990 is down from $275 just two years ago. But the lack of funds to pay down the mortgage or invest in new irrigation systems isn't a major concern, according to O'Meara. "Special assessments are often used to pay for those things today," he said. "Big swings like that are minor considerations."

Dues are the major source of income at country clubs, providing 44.6 cents of every revenue dollar. Food provides 28.6 cents, sports activities 11.9 cents, beverages 9.8 cents and all other 5.1 cents.

Payroll is far and away the biggest expense, gobbling up 47.7 of every dollar spent. Operating supplies and expenses account for 30.4 cents, food and beverages for 14.4 cents, real estate taxes and insurance for 6.6 cents and debt service and capital improvements for 0.9 cents.

"Payroll continues to be the big kicker and the one managers continually try to get under control," O'Meara said.

That's definitely the case on the golf course where 61.5 percent of the total expenses are spent in the nearest per-hole ($27,226) consists of payroll ($14,031) and payroll taxes and employee benefits ($2,718). Golf course maintenance expenses rose 7.8 percent in 1990, led by an 11-percent increase in payroll taxes and employee benefits. Payroll expenses rose 8.5 percent, slightly more than the 8.4-percent rise for course supplies and contracts expenses.

"Increases in golf shop, caddy and committee expenses tied that of net golf expenses, 12.5 percent. Income from golf fees, golf cars, etc. rose only 5.1 percent.

Regionally, golf expenses rose more in the Far West (13.6 percent) than in the other three regions — East and South (11.9 percent), Midwest (11.6 percent). The Far West remains far and away the most expensive area to maintain a golf course at $34,328 per hole. The South checks in at $27,443, East at $25,143 and Midwest at $22,567.

Per-hole maintenance expenses have increased about 500 percent in the past 20 years, from just over $5,000 in 1970 to more than $27,000 today.

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NOTHING RUNS LIKE A DEERE

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May 1991

CIRCLE #146

GOLF COURSE NEWS

COURSE MANAGEMENT

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COURSE MANAGEMENT

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Executive recruiters become increasingly popular

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lightning rod, absorbing the anger over disagreements between club officials and the manager while a deal is being hammered out, he added.

The executive recruiter provides other services that assist the manager in the job hunt.

"A headhunter can provide appraisals and guidelines for self-improvement," Duncan said. "It helps a manager recognize his shortcomings."

"For example, a manager may be playing more golf than his members feel is appropriate. The specialist would point that out."

Many managers are technically qualified for a potential job. But they may have personality faults that crop up during the interview process. Helping job applicants make better impressions during interviews is an important contribution of employment specialists.

Duncan uses video cameras so the applicant can view his own performance and rehearse questions and answers.

"If we can find a weakness in the manager's personality, we might go so far as to recommend a Dale Carnegie course or something to improve the way he comes across in an interview," he said.

An executive recruiter can help an out-of-work manager through the emotional turmoil of the job search.

"When you lose your job it's a lonely situation," Duncan said. "Having someone on your side looking after your interests is a great help."

Duncan's firm helps in contract negotiations between manager and club. Matching the right club with the right manager involves extensive background research on both parties.

"We try to find the best fit between the personality of the manager and that of a club," Duncan said. "The most important factor in helping a person find a job is finding the right club, a club where you would fit, function well, feel comfortable, and where your values parallel those of the club.

"For example, if you're the kind of person who would like to manage a traditional club, one who has had some family members who have come down through several generations, you might fit in. But you might not fit in at one that is more contemporary in nature."

WHAT DO BOARDS LOOK FOR?

"To be frank, 90 percent of search committees don't know what they're looking for," Southwell said.

"They may say they want someone who is a great accountant, cook or personality, but they can't be more exact," Southwell said. His company helps the committee focus its needs by developing job descriptions, analyzing members questions, the description grows and constantly changes over the three or four months it usually takes to hire a manager.

"We started a club in Houston where the committee didn't want the manager to have anything to do with the golf pro or superintendent. But as they interviewed people and found out there were competent managers out there, they started to say, Hey, we better put the golf pro and superintendent under the manager."

"They ended up with a full general manager with a two-year contract," he said.

"What I get a kick out of is that these committees listen to me. They may end up paying more, but they get a better person."

"Clubs hope to get someone who will stay in a position for many years," Weiner said.

"Our industry has traditionally had excessive turnover and it's a serious problem," he said. "The fact managers change jobs every two years says something is seriously wrong."

"Personal happiness within a community is very important," said Weiner. The manager's place have stayed at their jobs an average of eight years. If a manager is reasonably content with his club and community, apart from personal conflict with a board member, Weiner recommended working through the personal problem and staying in the position.

"But if he's time to move on, Weiner recommended first finding out as much as possible about the community where the manager and family would like to live. A good source is the local Chamber of Commerce, which can provide information about business, cultural and educational opportunities."

"Let's face it. You might work 12 to 15 hours a day, seven days a week. You might not get out into the community that much. But your family has to live there, and that's important," Weiner said.

Duncan also recommends the job seeker extensively research the job and community before the interview process. If position, community and manager seem to be a good fit, the manager will go after the job with more enthusiasm.

"You're not going to be as enthusiastic about a job if you discover the club has had 10 managers in 10 years. That's a good sign there are probably problems that you're just not going to be able to fix," Duncan said.

Search committees and managers may both be hesitant to discuss shortcomings. But it is much better for both to be honest about the past. Southwell said.

"Better to find out about problems during the interview process than six months after someone is hired," he said.

SELF APPRAISAL

Clubs often receive 100 applications when advertising a management opening. Duncan said. To differentiate oneself, a manager must analyze what characteristics he or she has that the competition does not.

"What are your marketable skills and tal-
with club managers in search of new positions

HEADHUNTER'S CONTRIBUTION

"The really successful people in this business don’t look for 40- to 50-percent salary increases every time they change jobs," Weiner said. "Those are the people who change jobs every year or two.

Weiner recommends lowering salary increases in exchange for security and potential salary growth. Search committees usually take just salary into consideration when developing a compensation package. A headhunter is more familiar with a new manager’s needs. He is likely to suggest setting aside something like $200 a month for a new manager to go to dinner at nearby establishments to evaluate the competition, Weiner said.

Duncan suggested a dry cleaning allowance since a manager is likely to spend considerable time in the kitchen.

Job security is an important consideration, even though it’s somewhat of an illusion.

"Let’s face it, if the board wants you to go, you’re gone," Weiner said. But the headhunter can help build things into the contract the manager and board might not be aware of.

"A lot of people never review the manager. You don’t know anything is wrong until someone knocks on the door and tells you you’re out of work," Weiner said.

Southwell recommended a transition committee be established that performs regular reviews and helps the new manager through the first 12 months.

The appraisal process includes determining what salary a manager should seek, Southwell added. Some managers overestimate their value. But far more tend to underestimate it.

Asking peers what they earn is one way to determine your value. But that can be embarrassing, Southwell said.

"An advantage of using a headhunter is that he can ask about salary. In many cases that’s better than doing it yourself," he said. Most hiring decisions are made in the first five minutes of an interview, Weiner said.

"The interview may go on for two hours or an entire weekend. But you usually make it or blow it in that first five minutes. The rest just confirms their decision," he said.

Boards are looking for several specific things during the interview, Weiner said. They are:

• Taste: How appropriate is your taste for their members.

• Judgment/maturity: This has nothing to do with age. Boards want someone who will be fiscally responsible and manage the daily activities. That frees the board to do its job of setting policy.

• Stability of background: Generally the fewer job changes the better. Someone who has changed jobs many times can argue that he or she was serving as a consultant, especially if he was successful in turning around several bad situations before moving on.

• Technical skills: Board members generally know little about the technical skills needed to run a club. They assume the applicant does.

Mainly they want a manager they can be proud of.

Once the board narrows its choice to five or so applicants, Southwell recommends interviewing them all in one day rather than over several days or weeks “so they can compare apples to apples.” The two or three finalists should be brought back, with spouses if possible, he added.

"Boards are looking for someone who has a great influence on managers," he said. "Managers are looking for negatives, but hoping they don’t find any.”

Added Duncan, "The board is looking for people who can work together.

COURSE MANAGEMENT
An IDMAD Promotes Springer

Amiad U.S.A. Inc. has appointed Steve Springer vice president of sales and marketing.

Springer will be responsible for all marketing and sales activities throughout North America.

Springer was previously associated with Luna Lighting as director of sales and marketing. He also has more than 15 years irrigation experience with Rainbird and Garden Luma lighting as director of sales and marketing.

He received a bachelor's degree from Northern Colorado and masters in business from Claremont University. His office will be at Amiad headquarters in Reseda Calif. Amiad distributes irrigation, filtration and fertigation products to more than 40 countries.

HUNTER OFFERS HOTLINE

A new Design and Technical Assistance (DATA) phone line has been initiated by irrigation equipment manufacturer Hunter Industries.

DATA is available to irrigation consultants, landscape architects, distributors, installers and end users. The number is 619-591-7054.

The line was set up under the direction of Jay Inglis, recently appointed company technical information manager.

Inglis has worked with Hunter Industries for more than five years, most recently as district manager in Australia and New Zealand.

SMITH APPOINTED PRESIDENT

FAIRVIEW HEIGHTS, Ill. — John R. Smith has been appointed president of the specialty products division of Vigoro Industries, Inc.

A graduate of the University of Notre Dame, Smith will be based in Winter Haven, Fla. Irv Stacy will remain as division vice president.

The division markets proprietary fertilizer products under brand names Par Ex and Woodace. This line of environmentally oriented products features exclusive IBDU and Excote slow-release nitrogen sources for the professional turf and ornamental industry.

SEARS NAMED LA MEMBERSHIP VP

R.C. "Bob" Sears, the Irrigation Association's executive vice president, has accepted the newly created position of vice president of membership and technical services.

Bob Emmerich, Irrigation Association president, said: "This move will put our industry and the association in a much better position strategically.

"The cutbacks in water deliveries in California and the measures the state is taking to conserve water will serve as models for the nation.

"It's imperative that we become more active players."

Pedaling to par in the Northwest

Inventors adapt mountain bike technology to golf cars to provide exercise and fun

By Bob Spilak

Mike Valentine of Everett, Wash., was golfing in Palm Springs, Calif., last year. The course was crowded, play was slow, and he waited at each hole, sitting in an electric golf car and stewing.

Then the 32-year-old Boeing Co. employee, a lead mechanic on 767 airplanes, had an idea: a pedal-powered golf car.

Scowled "mountain bikes" with gear combinations allowing as many as 23 speeds have been the rage for several years. Valentine considered this technology for a golf car. It would provide exercise, speed up play and be environmentally sound. Golfers of all ages could propel the four-wheeled, pedal-powered golf car.

Valentine, who has several inventions under his belt, all the property of Boeing, got together with his younger brother in Everett and came up with the T.2 — Transportation to tomorrow.

The prototype vehicle is about five feet long and 30 inches wide. With chrome alloy tubing for the frame, it weighs 40 pounds. It has drum brakes on the front wheels and conventional brakes at the rear, with 1-1/2inch tires.

While the prototype lacks them, production plans call for independent front suspension and adjustable seat stays.

"It has convenient access to the seat so the vehicle can be mounted and dismounted quickly and easily," said David Valentine, who is in charge of marketing.

The brothers, both golfers, acknowledge the machine has limitations. It is probably best suited to flat, dry courses. In the Puget Sound region, where they live, the turf might be too wet. But, east of the Cascade Mountains and across America, thousands of courses are less liberally watered by Mother Nature.

Ash Court, owner of Bear Creek Golf Club in Winthrop, Wash., expressed interest. "My only concern would be what effect it would have on the wetter areas of the course," he said. "Otherwise, it might be a good idea."

"So said Tom Kimbrell, a 23-landcaper, mountain climber and owner of an outdoor equipment store (which also sells and rents mountain bikes): "It sounds terrific. If the tires didn't tear up the course, it seems like a great idea."

Aeration Industries to appeal federal court ruling

MINNEAPOLIS — Aeration Industries International Inc. of Chaska, Minn., will appeal February's federal court ruling that its pond aeration device patent is unenforceable, according to company President and Chief Executive Officer Daniel J. Durdy.

"We believe the court made a grievous mistake and will definitely appeal," said Durdy of United States District Court Judge Donald D. Alsop's ruling that Aeration Industries'[Method For Treating Water] patent is not enforceable. Aeration Industries manufactures the Aire-O2 horizontal aerator for, among others, The Toro Co.

Also's decision involved Aeration Industries'patent infringement suit against Aeromix System Inc. of Minneapolis filed in November, 1988. Aeromix filed several counterclaims. Also's ruling allows Aeromix to seek recovery of legal fees from Aeration and press ahead with other suits that could total millions of dollars in damages.

Despite the ruling, Aeration Industries'patent remains valid, states a company news release. Judge Alsop did not invalidate the patent, nor did he make any findings on the issue of whether or not the patent had been infringed, it reads.

J. Randall Benham of Oppenheim, Wolf & Donnelly of Minneapolis is Aeration Industries'legal counsel.

Protection certificates issued for turfgrasses

The U.S. Department of Agriculture recently issued certificates of protection to developers of new varieties of red fescue, tall fescue, annual ryegrass and perennial ryegrass.

Issued certificates were:

• Thoroughbred variety of tall fescue developed by Pickswell West, Inc. of Tangent, Ore.
• Rustmaster variety of annual ryegrass developed by Daehnhof, Inc. of Albany, Ore.
• Pinnacle variety of perennial ryegrass developed by Normarc, Inc. of Tangent.
• Surprise perennial ryegrass developed by Cebeco Zaden, B.V. The Netherlands.
• Barrage variety of perennial ryegrass developed by Barenbrug, B.V. The Netherlands.
• Stallion and Aquarius varieties of perennial ryegrass developed by KWSAG, West Germany.

Certificates for Surprise and Barrage are being issued to be sold by variety name only as a class of certified seed and to conform to the number of generations specified by the owner.
Inspired The Movie.

Our story takes place at a golf course. It's all about money. And how you can make more of it in the golf business.

In "Winning The Golf Car Game" we take you behind the scenes and demonstrate what you can do to significantly increase your profits. It's a must see. It's from Yamaha. And it's yours free when you return your reply card or call 1-800-447-4700.
Eisele receives Salesman of Year Award

Rain Bird Golf Sales, Inc., named Steve Eisele of Peoria, Ill., its golf salesman of the year.

Eisele, a 23-year industry veteran, is golf sales manager at Sprinkler Irrigation Corporation of East Peoria, a Rain Bird distributor.

A former golf course superintendent for 18 years, Eisele has sold more than 70 percent of all golf products in the Midwest since 1989. He has served as chairman of the Peoria County Horticulture Society since 1987 and director of the Central Illinois Golf Course Superintendent Association for 10 years, serving as president for two years.

Since becoming the exclusive Southern California Rain Bird golf distributor three years ago, Hydro-Scape has tripled the company’s market share from 20 to 62 percent. "Hydro-Scape’s outstanding record of service has been the driving force behind the company’s excellent performance record in the extremely competitive markets of San Diego, Los Angeles, Orange

In side by side comparisons
no competitive greens mower
provides a higher quality of cut.

The fact is that Ransomes new Greens 3000 picks up
where the competition leaves off. And the proof is
in a truer, closer putting surface. ■ We challenge
anyone in the industry to mow
any green. Then mow the same green with our
new Greens 3000. We’re confident that you’ll
see how Ransomes unique Vertigroom
cutting units provide scuff-free
mowing for a closer, more
even cut on any sur-
face. ■ Call your
local Ransomes
dealer today for more
details and to arrange a
free demonstration. Or call us
direct at 414-699-2000. And see for yourself that when it comes to greens mowers,
anything less than a Greens 3000 simply won’t cut it.

Where great ideas start. RANSOMES

Brits judge Nat’l judge
Mower the best

LONDON, England — Triplex mowers, made by National Mower Co. of St. Paul, Minn., were judged "Best Commercial Machines of the Year" at the recent annual banquet of the British Agricultural and Garden Machinery Association.

Groundskeepers from some of the most prestigious grounds in the world attend this event, much like the GCSAA Show or the landscaping/gardens maintenance shows in the United States.

The grounds of Wentworth Golf Club, Windsor Castle, Sandringham Castle, Hyde Park and all the Royal Parks in London have been mowed by a National.
Sandoz Crop Protection is providing bilingual labels on three of its major specialty products: Marilek®, Pentac®, and Enstar®. "In many parts of the country, the primary language of applicators in the greenhouse, nursery and landscape maintenance industries is Spanish," said Ron Fister, director of specialty sales. "So we took the innovative approach of not only meeting the needs of our customers but also the needs of their employees."

This approach is especially welcome in California where, since January 1991, all applicators are required to be certified. With bilingual labels, Sandoz customers will not only save time and money in the transition process, but also avoid potential mistakes that occur through misinterpretation. "As one of the larger growers of ornamentals in Southern California, the training program for our applicators is extensive," said David Patterson of Western Farm in San Marcos. "Since we use a lot of Marilek, the new bilingual label is a big plus. It adds credibility to the product and shows sensitivity and respect for the user. Our applicators feel more comfortable with the product and do a better job."

Mavrik is a non-restricted insecticide, Pentac a broad-spectrum miticide and Enstar an insect-growth regulator.

**Dylox Production Rights**

Mobay has acquired the production rights for granular DYLOX in the United States. As one of the larger growers of ornamentals in Southern California, the training program for our applicators is extensive," said David Patterson of Western Farm in San Marcos. "Since we use a lot of Marilek, the new bilingual label is a big plus. It adds credibility to the product and shows sensitivity and respect for the user. Our applicators feel more comfortable with the product and do a better job."

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**To Get Better Pythium Protection You'd Have To Take In The Turf At Night.**

When Pythium conditions are right, you can either take in the turf or take out the best Pythium control money can buy: CHIPCO® ALIETTE® brand fungicide. CHIPCO® ALIETTE® brand fungicide is unlike any other Pythium-prevention fungicide. Its true systemic action spreads protection throughout every blade of turfgrass, including the roots. Protection that lasts up to 21 days from a single application. Plus, the unique chemistry of CHIPCO® ALIETTE® brand actually stimulates turf's natural ability to fight off infection.

So you get two-way protection that can't be beat. Now add to that the fact that a Foliar application of CHIPCO® ALIETTE® brand prevents Phytophthora and Pythium on a wide variety of ornamental and landscape plantings, and you've also got the most versatile fungicide on the market today. So when conditions are right for Pythium, don't roll up the turf, lay down CHICO® ALIETTE® brand fungicide.
Rohm & Haas emphasizes turf

Specially chemical manufacturer Rohm & Haas Co. is placing more emphasis on the turf and ornamental market. Long-time sales and marketing expert Robert Gordon has been named general manager of the new turf and ornamental marketing business. A team of regulatory, research and development people are working specifically on turf and ornamental needs.

The new group is focusing on rewriting labels, designing packaging, refining formulations and improving distribution. One of the first projects is a flowable formulation of FOREK fungicide for golf courses, offering better mixing and handling than a wettable powder.

The company offers convenient water soluble packaging for products like KERBA herbicide for poa annua control in Bermuda grass and is working toward label registration within the year for a long-lasting systemic fungicide, EAGLE WSP, a new greens management tool.


Reinders Bros. conference a major success

More than 1,500 people attended Reinders Brothers 10th biennial two-day turf conference at the Waukesha Expo Center in Waukesha, Wis.

Approximately $750,000 in equipment was on display. Educational sessions were given by University of Wisconsin researchers Gayle West, Robert Newman and Wayne Kussow along with Joe Vargas of Michigan State University, John Street of Ohio State University and Jerry Pepin of Pickseed West.

Hoover acquires Lube Cube, Inc.

The Materials Handling Division of Hoover Group, Inc. in Alpharetta, Ga., has acquired Lube Cube, Inc., of Severna Park, Md.

Lube Cube is one of the nation’s largest manufacturers of above-ground rectangular tanks for petroleum products.

Lube Cube will operate under Hoover as the Containment Systems Division and will remain headquartered in Maryland.

Joseph P. Allwein will stay as president of the Containment Systems Division and will report directly to Rod Willnow, corporate vice president and Materials Handling Division general manager.

Hoover Group, Inc., manufactures steel and poly intermediate bulk containers for the liquid handling industry.

Andersen named NASM president

Ken Andersen, vice president of product service for Echo, Inc., Lake Zurich, Ill., is the new president of the National Association of Service Management (NASM).

NASM includes service professionals from the business equipment and appliance industries, other specialized areas, and outdoor power equipment.

Andersen developed and was president of the Atlanta, Ga., chapter. He has been Chicago NASM chapter president and national organization treasurer.

Rain Bird Sales promotes Ferron

GLENDO, Calif. — David Ferron has been appointed national golf service manager for Rain Bird Sales, Inc., Golf Division.

Ferron’s primary responsibilities focus on development and management of Rain Bird’s new National Golf Irrigation Service Center Program.

Ferron joined Rain Bird five years ago as a golf application engineer.
Pennant improvements approved

GREENSBORO, N. C.—Several improvements to Ciba-Geigy's Pennant liquid herbicide label have been approved by the Environmental Protection Agency, increasing the number of desirable plants on which it can be used and weeds it controls.

Last year, EPA approved Pennant's first federal turf label, for control of yellow nutsedge and Mexican sprangletop on warm-season turf. This label allowed product use on commercial bahiagrass, Bermudagrass, centipede grass and St. Augustinegrass.

The revised label allows the herbicide to be used on zoysiagrass, an important turf species in much of the southern United States. In addition, annual sedges, smooth and large crabgrass, and bearded sprangletop now are on its list of weeds controlled.

Pennant has provided broad-spectrum weed control in landscape plantings, ornamentals, conifers, non-bearing fruits and non-bearing citrus in nurseries for more than three years.

The product's new label includes more than 50 desirable plants not previously labeled, such as bulbs, bedding plants and annual flowers, as well as ground covers and woody ornamentals.

For more information contact Turf & Ornamental Products, Ciba-Geigy, P. O. Box 18300, Greensboro, N. C. 27419. (919) 632-6000.

Hunter names Kesterton to Australian post

Philip Kesterton, an irrigation industry professional with more than 20 years' experience in international sales and service, has been appointed the Hunter Industries managing director for Australia and New Zealand.

He is based in Sydney, Australia. Kesterton will be responsible for the sales and technical support of all Hunter product lines, including residential and commercial sprinklers and golf irrigation systems.

His association with Hunter Industries founder Ed Hunter goes back more than 30 years. In the 1960s, Hunter headed the Hoist-O-Matic sprinkler company, and Kesterton distributed Hoist-O-Matic products in Australia. Kesterton also was managing director for Toro Australia from 1974 to 1987.

Fisher promoted to head Toro N'East district

RIVERSIDE, Calif. — Mike Fisher has been appointed district sales and specification manager for Toro Irrigation's northeast district.

Fisher served five years as sales and operations manager for Turf Products. He has also won Toro's rookie and salesman of the year awards.

Fisher will oversee accounts for Grasslands, Philadelphia Turf, Storr Tractor and the Turf Products Corporation.
Cushman spray vehicle reduces ground pressure

LINCOLN, Neb. — The Cushman Turf Master is a new spray vehicle. Mounted on a 3-wheel Cushman Turf-Trucker with the exclusive Cushman pin-disconnect mounting system, the vehicle is equipped with special high-rotation tires that reduce ground pressure by approximately 50 percent.

The Turf-Trucker also is equipped with a new spray-over-shock absorber front suspension system with automotive-type rubber mounts at the pivot points. The new suspension system reduces wear and does not require lubrication.

The spray unit is available with either 15-foot or 20-foot spray booms, supplied by a 160-gallon molded fiberglass tank. The vehicle reduces ground pressure by approximately 50 percent.

Tall fescue offers lower growth

Lofts' new lower-growing tall fescue, Rebel Jr., is distinguished by its darkness, according to Research Director and Vice President Richard Harley. Rebel Jr. also offers moderately low growth, excellent performance in full sun or moderate shade, and requires only low to medium maintenance.

Dense, persistent and slower growth as well as superior overall performance characterize Rebel Jr., Lofts said. It adapts to a wide range of environmental conditions (including heat, drought and cold), and resists damage from insects and disease.

It shares the fine leaf texture of extremely low-growing (so-called "dwarf") varieties. Rebel Jr. is an offspring of Rebel and Rebel II.

For more information contact Lofts Seed Inc., Bound Brook, N.J. 08805-0146 or call 800-526-3890.

Wetting agent stops burning

ROOTSinc has introduced NoburN Natural Wetting Agent and soil penetrant.

NoburN is a steroid saponin extract from the desert yucca plant. Unlike synthetic wetting agents, NoburN does not have to be watered in after each application, and it will not burn or discolor leaf tissue when it is applied in hot or dry weather.

Steroids saponins are natural floccing agents that open the soil to air and water by aggregating soil particles. They are nature's wetting agents, increasing the movement of water through hydrophobic soils, improving water penetration and retention.

For research and technical information call 800-542-6173.

At 2.2"
Redefines T

Whoever said you had to sacrifice aerating speed for hole quality must be working for the competition. Introducing the Toro Fairway Aerator. Now you can acerate 61,000 square feet an hour at speeds up to 2.2 mph with exceptional hole quality. That's about four times as fast as other reciprocating models. A wide swath pattern and fast speed put the Toro Fairway Aerator way out in front.

By trying to match Toro productivity, the competition sacrifices a tight coring pattern, and opens up their spacing.

The competition can offer you speed with their non-reciprocating models, but you'll pay for it with poor depth and hole quality. The Toro Fairway Aerator gives you clean, consistent hole quality plus adjustable coring depth control. Up to 5" with the two-tine head and up to 3" with the six-tine head. All easily adjustable with brackets on each side of the unit.

When you do heavy-duty work, you need heavy-duty components. With an all gear drive and tapered roller bearings, the Toro Fairway Aerator is built to withstand the punishment of high capacity aeration. And there are no belts or chains to slip or break.

Sam Sneed and Bunton Co. join forces

LOUISVILLE, Ky.—The Bunton Company recently announced affiliation with PGA and World Golf Hall of Fame member Sam Snead while introducing several new golf course maintenance products.

Bunton's expanded golf line embraces a lightweight 5-gang fairway mower, hydraulically controlled tow-behind fairway and approach mower, hydrostatic rotary mower, and rear-mount rotary mower.

The 5-gang fairway mower cuts a precision 100-inch swath, and is equipped with all-wheel drive, grass catchers and power steering. Ninety percent of the parts for the mower and Triplex greensmower are interchangeable.

The pull-behind mower, equipped with three nine-blade hydraulically-driven reels, lets the user give open areas a manicured look with substantially less labor. It is much safer to use in populated areas because the reels are designed to prevent debris from being thrown.

An auto-tracking feature allows all three reels to pivot and steer, eliminating scuffs and maintaining a uniform cut even in tight radius turns.

The rotary mower has a zero turning radius and infinite variable speed adjustment that allows for maximum maneuverability.

Finger-tipped levers at the handle grips independently control forward, reverse and power-turning.

The rear-mount mower has three blades that deliver up to a 71-inch cut on even the roughest open mowing areas. It attaches easily to a Category 1 hitch-equipped tractor.

Contact Bunton Co., 4601 E. Indian Trail, P. O. Box 3247, Louisville, Ky. 40232-3247. (502) 966-6550.

Circle No. 306

Circle No. 307

Circle No. 308
New kit allows quick response to chemical spills

NORTHBROOK, Ill. — With the new spill response kit from Precision Laboratories Inc., workers can respond quickly and efficiently to small emergency spills in the field or at temporary work sites.

Equipped to handle up to a 5-gallon spill, the lightweight kit is an ideal tool for golf course maintenance, police, fire and emergency vehicles, hazardous waste haulers and lawn care companies.

The kit also is recommended as a protective measure for those transporting or spraying pesticides or other hazardous or potentially dangerous materials.

The kit consists of a fluorescent nylon carry bag, three large chemisorb tubes to quickly surround and contain the spill, and two large chemisorb pillows to completely absorb and further contain the spill.

Chemosorb is a fast-acting, universal sorbent capable of picking up 21 times its own weight. Within 30 seconds, non-flammable chemisorb absorbs 80 percent of its capacity.

Contact Precision Laboratories, Inc., P.O. Box 127, Northbrook, Ill. 60065. (800) 323-6280.

CIRCLE NO. 302

Camera helps ID insect problems

RF Inter-Science Co has announced a new portable camera adaptable microscope instrument, the 25 "H" Kit.

This kit combines the Macroscope 25 with the new battery-powered Hi-Intensity Illuminator and a padded carrying case making the system a self-contained field-useable microscope providing wide field magnification of 2X. By adding the optional Macromate I camera adapter, field photography at 25X is possible without any elaborate set-up.

Macroscope 25 units have been in use for several years in a wide variety of applications related to insect identification in horticulture. It is especially useful when insect control is practiced as it provides the user with a means to not only identify the insect but also its stage of development so that pesticide application may be optimized.

Weighing less than two pounds, the system is excellent for field work.

Macroscope 25 incorporates an interchangeable reticle that can be used for measurements in inches and millimeters. Although Macroscope 25 is designed to work with normal ambient lighting the Hi-Intensity Illuminator provides the extra illumination sometimes required to positively identify the specimen.

For more information contact RF Inter-Science Co., P.O. Box 505, Huntington, N.Y. 11743 or call 516-421-1342.

CIRCLE NO. 305

Combo kit prunes all size branches

LEWISTON, Idaho — A power pruner combination unit is being marketed by Technic Tool Corp.

The unit consists of the original power pruner telescoping drive shaft with a chain saw cutting head and a circle saw accessory.

The accessory, with its 5-1/2-inch blade, is designed to cut 1-1/2-inch and smaller limbs. The 10-inch bar and chain of the chain saw cutting head handles larger cutting chores.

The tools can be maneuvered between branches, and have special cutting shoes that ensure a clean, precise cut.

Weighing only 16 pounds, the pruner can be used from the ground or a bucket truck.

Both accessories quickly attach to the pruner's telescoping drive shaft. The length of the shaft — up to 11 inches — provides safety for the operator; the saw remains a safe distance away from the operator's face and the cut limbs will fall far from where the operator is standing. For additional safety, the safety guard moves the sawdust away from the operator.

Contact Technic Tool Corporation, 725 29th St. North, P.O. Box 1406, Lewiston, Idaho 83501. (208) 746-9011 or (800) 243-9592.

CIRCLE NO. 309
**NEW PRODUCTS**

**Cushman adds rotary mower**

LINCOLN, Neb. — The "On-Demand" 4WD front-line model 810 is the newest addition to the Cushman lineup of out-front rotary mowers.

This "fine-cut" rotary gives enhanced maneuverability on slopes or wet grass, with less chance of scuffing turf on turns.

This capability is due to the mower's all-hydraulic drive system, with individual hydraulic motors on all four wheels.

It enables the operator to mow around golf course berms, trees and other objects on sloping terrain, using the "on-demand" all-wheel drive feature.

The front line can be equipped with a 60-inch or 72-inch side or rear-discharge cutting deck, and can mow up to 31/2 acres per hour.

Powered by a 22-hp, 3-cylinder Kubota diesel engine, the front line operator can engage the traction assist with split foot pedals, giving the mower zero turning radius in tight areas.

For more information on the Model 810 or any other Cushman product contact Cushman Inc., P.O. Box 82409, Lincoln, Neb. 68501, 800-228-4444.

CIRCLE NO. 313

**Smallier plow has additional power**

PERRY, Okla. — Ditch Witch has introduced a new, compact, 45-hp-class trencher/vibratory plow, the Model 4500.

The 4-wheel drive unit, smaller in size than many 40-hp-class models, packs 50 percent more power and is ideal for work in confined areas.

The 4500 is available with a selection of all-hydraulic digging attachments, center-line trencher, dual-position trencher, vibratory plow, and combo (combination vibrator plow and trencher).

CIRCLE NO. 314

**Honda introduces mulching mower**

DULUTH, Ga. — Honda Power Equipment has introduced the HRM21, its first dedicated mulching mower.

Available in push or self-propelled models, the HRM 21 employs a unique deck design and low-lift blade which creates the proper air pattern for efficient mulching.

The low center of gravity makes the mower easy to handle. It offers six mowing height adjustments between five/eighths of an inch to three inches, and features a 21-inch aluminum cutting deck powered by a commercial four-stroke overhead valve engine with zone start.

CIRCLE NO. 312

**Mower made for rough and fringe**

The Micro-Mower Co. has reported an addition to its lineup of attachments for compact tractors.

With a cutting width of over nine feet, the Model 340 is specially designed to rapidly mow large areas such as athletic fields, golf course roughs and fringes, playgrounds, parks, and estates without creating a need for a large tractor or other power source just to mow.

The Model 340 has a nine-foot cutting width. It has the ability to follow the contour of the area being mowed. Three separate flail cutting heads are each free to flex both horizontally and vertically in order to maintain the fine quality cut expected by today's turf professional.

CIRCLE NO. 311

**Dakota blender specifically built for golf courses**

GRAND FORKS, N. D. — Pioneer Peat and Dakota Blenders recently introduced the Model 2200 high-performance soil blender.

Specifically designed for golf course contractors, it has an output of approximately 200 tons/hr. This portable machine can easily be towed by a pickup. It also is PTO-driven with 100-percent mechanical drive, and has a built-in stacking conveyor.

Contact Pioneer Peat and Dakota Blenders, Inc., P. O. Box 5438, Grand Forks, N. D. 58206 (701) 746-4300.

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CIRCLE NO. 312
Jacobsen unveils many new products

RACINE, Wis. — Jacobsen Division of Textron has unveiled the more powerful Tri-King 1671G triplex mower. It now has a 16-hp gas engine for more power to cut tees, fairways and fringe areas. Addition of larger 20-inch front tires gives better ground clearance and traction.

The Tri-King has a 71-inch cutting width, and a choice of five- or 10-blade, 7-inch reels. Cutting heights can be adjusted from 3/8-inch to 3 inches, and the cutting units can be set to follow ground contours for a close cut or fixed for higher heights of cut.

Jacobsen also is offering new aerators and utility trucks. The new Aero King PT2448 aerator is said to revitalize tees, fairways and other large turf areas. Its tines work virtually straight up and down to minimize sidewall compaction and scuffing problems. The pattern adjusts from 1-by-2 inches to 5-by-2 inches. With a 48-inch aeration swath, the PT2448 can cover from 8,550 square feet per hour with a 1-by-2-inch hole pattern to 42,750 square feet per hour with a 5-by-2-inch pattern. Standard 3/8-inch and 1/2-inch I.D. tines are available along with a 1/4-inch mini-tine assembly to aerate greens with minimal play interference. A rear-mounted crank adjust the depth to 3 inches below the surface.

Jacobsen's new Aero King T1224 has five available coring patterns from 1-by-2 inches to 5-by-2 inches to aerate up to 21,000 square feet per hour. An mechanical drive system means consistent hole spacing. Tines work virtually straight up and down to aerate without sidewall compaction and surface scuffing.

New Express utility trucks, available with gas or electric power, haul up to 1,000 pounds of passengers and cargo. The 810 has a 2-cylinder, 8.5-hp overhead cam engine. Electronic ignition, cast iron cylinder heads, and an electronic fuel injection system mean fast starts and trouble-free service. The 610 has a 6.5-hp, 36-volt electric motor.

Both trucks have steel bodies, stainless steel external hardware, wrap-around bumper and flexible rear fenders.

Both haul up to 1,000 pounds, with 6-cubic-foot loadboxes, and have extra-thick, foam-cushioned bench seats. Rack and pinion steering and an automatic torque converter on gas models ease driving.

Refinements have been made to Jacobsen's 18-inch championship and 22-inch walk-behind greens mower models.

Both have an improved clutch that needs fewer adjustments, and a new differential for truer tracking. Each has an improved throttle handle and cable assembly.

A brake has been added. Working with the power's pneumatic transport wheels, the brake gives greater control on slopes, helps prevents runaways, and holds the mower in place on a trailer.

Contact Jacobsen Division of Textron Inc., 1721 Packard Ave., Racine, Wis. 53403-2561.

CIRCLE NO. 304

Adapter improves aerator versatility

Feldmann Engineering has increased the versatility of its pull-behind aerator by designing an adapter for use with tractors possessing three-point hitch capabilities.

The adapter, sized for category "07/11", allows prompt adjustment of the aerator tines for soil penetration or transport.

Four bolts, included in the adapter kit, attach the aerator frame to the adapter. The bolts do not interfere with weight adjustment for core plug penetration.

Built of heavy-gauge steel, the three-point hitch adapter attaches to either the 2340-32 or 2340-48 models. Draw bar and wheel hanger assemblies are also available.

For more information contact Feldmann Engineering & Manufacturing Co., Inc., P.O. Box 908, Sheboygan Falls Wis., 53085-0908 or call 800-344-0712.

CIRCLE NO. 307

Screen prevents pump clogging

COPPELL, Texas—Greenscape Pump Services, Inc. has introduced Float-N-Screen.

It is designed to keep the irrigation pump system inlet screen off the bottom of the water source and prevent silt and other debris from entering the system.

Major benefits are reduction of pump wear and control valve failure due to clogged screens; prevention of sprinkler clogging due to debris, and prevention of silt buildup on greens from covered intake screens.

Phone contact is (214) 303-0346.

CIRCLE NO. 315

Adaptation and innovation are key to Jacobsen's success in the market. The company has been at the forefront of introducing new technologies and products to meet the changing needs of the golf course industry. The new Tri-King 1671G triplex mower with its powerful engine and adjustable cutting heights offers a significant improvement over previous models. Similarly, the new Aero King PT2448 aerator with its controllable patterns and large aeration swath ensures revitalization of tees, fairways, and other large turf areas. The new Express utility trucks with their gas or electric power options and improved clutch systems provide efficient transport solutions for passengers and cargo. Jacobsen's commitment to innovation is evident in its continuous development of new products and enhancements to existing ones, making it a leader in the turf equipment industry.
ADVERTISING INFO.

- Minimum 2-time insertion.
- Prepayment is required.

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7901 4th St. N., Ste. 311
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Experienced golf course construction supervisor & shapers needed for overseas work. Send references & resume to "Overseas Golf", 14651 Big Basin Way, Saratoga, CA 95070 or Fax to 408-867-9680.

SYNCROFLO, INC.
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This position is responsible for the promotion, sales & marketing of packaged pump stations through a national distribution network. The person must have high values, be a good persuader, and a developer of a distribution network that produces. A good persuader who works competitively with intensity and is a good delegator is a strong plus. Minimum requirements include: experience calling on and promoting products through a distribution network, a good reputation in the turf industry, excellent verbal & written skills, & willingness to travel. Willing to relocate to Atlanta, GA. Qualifications desired include a four-year degree from an accredited university, minimum of three years experience with a distributor of pumps or pump stations. Benefits include salary, bonus, car allowance, health and life insurance, professional organizations, vacation & sick pay, & ESOP stock. If you meet the above qualifications & desire to make a change, please submit resume to: Vice President of Sales & Marketing, SyncroFlo, Inc., 6700 Best Friend Rd, Norcross, GA, 30071. Fax (404) 447-0230 or phone (404) 447-6443.

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New guide book details int'l golf camps and schools

Golfers seeking to improve their playing skills and those pursuing careers in golf resort or club management will find the recently released "Guide to Golf Schools and Camps" useful. The 142-page book is arranged geographically by 41 states and 10 countries and contains detailed descriptions of 137 schools and camps - including 63 programs exclusively for junior golfers, 27 programs for adults only, 38 programs for players of all ages and nearly 30 programs geared to intermediate and advanced players.

School and camp sponsors include colleges and universities, golf clubs and resorts, golf organizations and professional golfers who have earned recognition for their playing and/or teaching skills.

The guide also contains descriptions of seven two- and four-year collegiate programs in golf facility management; two one-week schools in golf club fitting, assembly and repair; 10 national golf organizations; and contact information for 68 international organizations.

The listings in Section One, Schools & Camps, contain year established, length, dates, frequency of programs, level and scope of instruction, daily schedule, class size, student-to-teacher ratio, teaching aids utilized, description of golf and resort facilities, names and credentials of instructors, tuition, deposit and refund policies, and contact information.

Most programs range from a day to a week in length and many offer classroom, practice range and on-course instruction with videotaping and other teaching aids.

Section Two, Organizations, describes 10 national organizations' goals, objectives, activities, annual dues and member benefits. Those wishing to learn about facilities, activities and schools worldwide will find contact information for 68 golf organizations throughout the world.

"Guide to Golf Schools & Camps" is available in book and golf stores or by sending a check for $18.95 to ShawGuides, 625 Biltmore Way, Coral Gables, Fla. 33134 or call 305-446-8868.

Wabash Valley Mfg. releases 1991 plastisol furniture catalog

The 1991 Wabash Valley Manufacturing product catalog is now available from the manufacturer.

Wabash Valley offers a complete line of plastisol-coated furniture. Permanently bonded to steel to a thickness of 1/4-inch, it is guaranteed not to crack, peel, chip, rust, warp or rot.

The 68-page catalog showcases Wabash Valley's product line in color with descriptions and prices listed. The line includes picnic tables, benches, litter receptacles and additional items for public seating. New for 1991 are diamond-wire mesh and three different lengths, ideal for camps and schools.

To receive the free catalog or obtain additional information regarding the Wabash Valley product line, call toll free at 800-253-8619 or write Wabash Valley Mfg., P.O. Box 52, Lombard, IL 60148-0052.
**CALCULATION**

**May**
- 4-6 – Turf & Ornamental Communicators annual meeting in St. Louis. Contact TOCA President Jerry Roche at 216-243-8100.
- 20-21 – Pacific Rim Japan-America Resort and Golf Executive Conference in Hawaii. For information call Executive Conferences at 800-873-9137.
- 21 – GCAN monthly meeting at Mededecink National GC. Contact Steve Cadenelli at 201-929-4539.
- 24 – Soil modifications seminar in Montreal. Contact Canadian GSA at 416-602-TURF.

**June**
- 12 – Lefts Field Day in Martinsville, N.J. Contact Kama Godridge at 908-359-1100.
- 19 – Lefts Field Day in Wilmington, Ohio. Contact Kama Godridge at 908-359-1100.
- 21 – Central Florida Chapter FGCSA Turf Field Day at Hunters Creek GC. Contact 407-775-0287.
- 24-26 – Golf course development and financing seminar in Las Vegas. Contact Institute for International Research, Inc. at 212-826-1260.
- 27 – Practical water conservation techniques seminar in Riverside, Calif. Contact Hartley Bement at 602-684-7368.

**July**
- 31 – Griffin Field Day, Georgia Experiment Station in Griffin, Ga. Contact Georgia GCSA at 404-769-4076.

**August**
- 8 – MNLA Summer Meeting and Trade Show in St. Paul, Minn. Contact Minnesota Nursery and Landscape Association at 612-633-6987.
- 16-18 – TAN-MISSLARK Regional Nursery and Garden Supply Show in Dallas. Contact Texas Association of Nurserymen at 512-280-5182.

**September**
- 1-3 – International Garden Trade Fair in Cologne, Germany. Contact show producers at 212-797-8896.
- 25-26 – Annual CGSA Fall Field Day at...
October
3-5—Georgia GCSA Annual Meeting at Jekyll Island Club Resort. Contact Georgia GCSA at 404-789-4076.
5-6—Indiana State Lawn Care Association Conference and Show in Indianapolis. Contact ISLCA at 317-575-9010.
5-8—New York State Turfgrass Association Turf and Grounds Exposition in Rochester, N.Y. Contact NYSTA at 800-875-TURF.
7-10—Golfworld 91 in Dusseldorf, Germany. Contact Monika Warczynska at (0211) 45600-542.
14-16—Landscape Maintenance Association Meeting and Demo at a site to be announced. Contact LMA at 813-584-2332.
17-20—Green Industry Expo in Tampa, Fla. Contact Associated Landscape Contractors of America at 708-341-4094.
18-21—Professional Lawn Care Association of America Convention and Trade Show in Tampa, Fla. Contact PLCAA at 404-977-5222.

December
3—New Hampshire GCSA Annual Meeting in Concord, N.H.
9-11—22nd Annual Georgia Turfgrass Conference & Trade Show in Atlanta. Contact Extension Conference Office at 912-681-5169.

1992 Calendar of Events
January
16-18—Mid-Am Trade Show in Chicago. Contact 708-525-9953.
February
10-17—GCSAA Annual Conference & Show in New Orleans.*

May 1991
Three strikes and you're out at Heather Hills CC

Electronic device lets golfer know when he leaves the cart path

By Mark Leslie

The Poholeks of Heather Hill Country Club had a problem and no solution. Their problem: Maverick golfers were leaving the cart paths, which span the 18-hole course, which will enlarge to 27 holes next year.

Each car is equipped with an electronic device that senses whether the car is on grass versus tar or gravel. As soon as the car veers off the path, an alarm sounds, warning the golfer to drive back onto the path.

If a golfer violates the restriction three times, the device shuts off the engine and the car goes nowhere. "The chronic violator is the person who is way off course in places they shouldn't be with a golf cart," said Constant Jr., who is assistant manager under general manager Normand Champagne.

"It has worked out very well," he said. "We developed it last year so we could have plusher fairways. People are muddying and tearing them up."

In six months of use, Constant Jr. said few have complained about the sensors.

"Most people are accepting it," he said. "The old and handicapped golfer may not like it, but we don't have any handicapped golfers right now. And the average golfer will appreciate the nice course that results from it."

Constant Jr. said the owners wanted the ability to manage the course with the least number of marshals.

"We do have two marshals, also, but this gives us efficient management of the cart path system," he said. "Also, we find that the wear and tear on our carts is minimal. We get longer life out of the cart and have more control."

Ernest Poholek, an electronics engineer and inventor from Attleboro, Mass., who is the Heather Hill maintenance person, needed little time to turn his nephew's idea into a six-by-four-inch waterproof electronic sensor that can be modified to buzz an alarm, speak a "Please return to the cart path" warning, or kill the engine.

Mounted next to the rear wheel well, the sensor turns the engine off when tampered with. Also, a locking mechanism can be installed on the engine system so golfers can't access it and bypass the sensor.

"It's worked out well," he said. "And the Poholeks say if anyone is interested in ordering some, they can have them built immediately."

Definitely, said Constant Jr. The unit costs $100 to $150, depending on the alarm option chosen.

And the Poholeks say if anyone is interested in ordering some, they can have them built immediately.
Every two years, Golf Digest selects their top 100 golf courses in America. And 60 of those golf courses on the current list selected E-Z-GO as their top golf car. In fact, for the past 10 years, over 60% of those courses have used cars by E-Z-GO.

The Marathon Fleet by E-Z-GO is the finest selection of electric and gas golf cars available from any manufacturer, anywhere. The Marathon Electric comes equipped with the new Solid State Energy Control. And the amount of money that will save you is shocking. You'll save on energy costs. You'll save on maintenance costs because The Marathon Electric has fewer mechanical parts. And you'll get the highest efficiency in battery charging with E-Z-GO's exclusive high-tech U.L. approved Total Charge® II.

The Marathon Gas Car has a series of major design improvements. You'll get tremendous reliability. Plus E-Z-GO's exclusive Ground Speed Governor to contain speed going downhill, and get smooth controlled and dependable power going up. Beyond all that, E-Z-GO supports you nationwide with 24 company owned stores and 24 distributors. Nobody gives you a better golf car or better service than E-Z-GO.

If you need to replace any part of your fleet, call E-Z-GO toll-free at 1-800-241-5855. Find out more about the Marathon Fleet. You'll be in good company.
Until now, most utility trucks have been better known for carrying repair bills than materials. Our new line of four utility trucks—built Jacobsen tough from end to end—changes all that.

For example, the 2315 has a durable 23.51 liquid-cooled diesel, 5-speed transmission with reverse and heavy-duty automotive-type clutch, creating a new standard of dependability.

The 2315 packs a 1,500 lb payload. Unlike other utility trucks, it comes complete with heavy-duty hydraulic dump box, removable side panels and tailgate, implement PTO, light full hydraulics and complete instrumentation standard.

Our rugged line also includes the 20 hp gas model 2015 and the 1,000 lb payload, gas powered 810 Express and electric 610 Express. For maximum versatility and productivity, the 2315 and 2015 can be outfitted with sprayer, topdresser, aerator and spreader attachments. If you already have attachments, our universal mounting kit lets you use them on either truck.

To see them in action, ask your Jacobsen distributor for a demonstration today.