Florida DEP claim rocks industry

By Nancy Oliver

Golf courses should not only be required to use reclaimed water, but also pay for its treatment and transmission to the course, according to a Florida state environmental official.

David York, director of reuse for the Department of Environmental Regulation, rocked golf industry officials with that opinion during last month's Florida Golf Summit in Tampa.

York said the golf industry should bear the financial burden of disposing of effluent because of its traditionally excessive use of ground water, a diminishing resource in Florida.

Courses should pay for transmission

First college architects class wins high marks

By Mark Leslie

University of Richmond (Va.) students have completed the first regular college class in golf course architecture and termed it a success.

Taught by architect Lester George of Colonial Golf Design, Inc. in Richmond, the 15-person class was "very enthusiastic," according to Dr. Donald W. Patel, founder and administrator of the university's Master of Sport Management Program.

Saying the program will be repeated next fall, Patel added: "The concept gets more exciting the more you get involved in it. There are people looking at that kind of work and there should be some kind of training for them."

A 1977 graduate of Richmond who spent three years as lead design coordinator and project manager for architect Algie Pulley Jr. of California, George said:

"We only scratched the surface of the myriad of issues involved with golf course design and wanted to do," said wife Sue. His last wish was to participate in building ceremonies. He did — with flair mendedhall remembered for grand contributions

By Vern Putney

GREEN VALLEY, Ariz. — It was typical of Chester Mendenhall to travel 1,500 miles to Lawrence, Kan., in early September to help the Golf Course Superintendents Association of America dedicate its new headquarters building.

"He got to do everything he ever wanted to do," said wife Sue. His last wish was to participate in building ceremonies. He did — with flair.

Toro inks pacts with Olathe, Hahn

MINNEAPOLIS, Minn. — The Toro Co. has reached separate agreements with Olathe Manufacturing Inc. of Olathe, Kan., and Hahn Inc. of Evansville, Ind.

Toro will purchase all Olathe assets associated with the production and sales of its turf products line. The acquisition includes approximately 25 products in-cluding all Olathe sweepers, aerators, chippers, spreaders, and attachments for accessories for Toro commercial products.

Toro will maintain a substantial interest in Olathe. Olathe will focus its efforts on debris management products such as larger chippers and tub grinders.
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And now, Fungo is available in dry flowable form, as well as in liquid flowable and WP. Just choose the one that's perfect for you.

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Trenton Falls, N. J. — Intended three years ago as the large- est office park in the county, 16 acres off Garden State Parkway exit 102 may become the Twin Brook Family Recreation Center.

Developer William Sitar Associates of Woodbridge Township has downsized plans for office space on the 216 acres. Current thinking is for 48 of those acres to be an 18-hole golf course, driving range, miniature golf course and a batting cage.

This land, until about eight years ago the Twin Brooks golf course, is now a horse farm. As part of the project, many of the existing greens and tees will be restored.

GOLF COURSE NEWS

November 1991
CIRCLE #103
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**Wetlands comment period extended into December**

The U.S. Environmental Protection Agency has extended by 60 days — to Dec. 14 — the public comment period on proposed revisions to the wetlands manual used by the EPA, Army Corps of Engineers, U.S. Fish and Wildlife Service and Soil Conservation Service.

Spokeswoman Lauren Milone said comments should be sent to Gregory Peck, chief of Wetlands and Aquatic Resources Regulatory Branch, A404-F, U.S. EPA, 401 M St. SW, Washington, D.C., 20460.

Copies of the proposed manual may be ordered by calling the Wetlands Hotline at 800-622-7828.

Officials in various segments of the golf industry urge comments to the EPA on the revisions.

Williamsburg Environmental Group, Inc., Vice President Mike Kelly, who has been following the revisions closely from his Williamsburg, Va., headquarters, said it may be mid-1992 before new guidelines go into effect.

Until then, government agencies have been told to revert to the 1987 guidelines.

Kelly put the 1987, 1989 and proposed guidelines into this perspective:

- The 1989 version is a worst-case scenario.
- 1987's lies "in the middle."
- The proposed manual would be the least restrictive.

In the meantime, "developers who had to spend a lot of money on the 1989 manual are upset" that they have to go back to the beginning and start over, Kelly said.

**Most banks avoiding building, real estate loans**

A recent survey of community bank lending practices should come as no surprise to golf course developers.

The American Institute of Certified Public Accountants survey found that two-thirds of the financial institutions are not lending at least one industry because of credit risk.

Real estate (36 percent) and construction (24 percent) were mentioned most often as areas to avoid.

Responses varied by region. For instance, half the Northeastern banks were staying away from construction compared to 16 percent in the Midwest. Ten percent of respondents said they had rejected creditworthy borrowers.

Business Week published the survey.

**Economist says view courses as a 'crop'**

Golf field 'replaces ... sugar and pine fields'

WAIKIKI, Hawaii — Far from an enemy of agriculture, golf courses should instead be viewed as Hawaii's next export "crop," a Hawaiian economist says.

David Ramsour, Bank of Hawaii economist, made that observation at a state-sponsored conference on golf course development issues.

Ramsour advocated "the green golf field as a partial replacement for this state's disappearing green sugar and pine fields."

He expressed puzzlement at objections that golf courses deny the public access to open space and cater to foreigners when there is no similar hue and cry for entry rights to orchard farms, or a local sales requirement for macadamia nuts.

Glenn Teves, a state agricultural official on Molokai, rejected the farm/golf comparison. He contended that golf courses in agricultural areas have such a distorting effect on land values that they eventually drive out farms and change the character of rural communities.

Golf courses also compete with farms for often-marginal irrigation water resources, Teves added.

Luciano Minerbi, professor at the University of Hawaii's Department of Urban and Regional Planning, said golf course planning in Hawaii must be more decentralized and that local communities should have more power in decision-making.

Experts on water resource management, toxicology, horticulture and ecology attended the conference.
California Coastal Commission nixes Pebble Beach accord

By Mark Leslie

The California Coastal Commission on Oct. 10 rejected a settlement agreement that would have ended a months-long debate over public access to Pebble Beach Golf Links. The California Coastal Commission staff, County of Monterey and The Pebble Beach Co. had reached the accord they felt would put to rest litigation and disagreements over Coastal Act jurisdiction and allow a new reservation policy to be implemented.

Now, the ball is back in the court of Pebble Beach Co. and the County of Monterey, said Peter Douglas, executive director of the Coastal Commission.

Tom Oliver, president of The Pebble Beach Co., responded to the rejection: "Clearly we are very disappointed by the commission's decision... We firmly believe the Pebble Beach reservations plan is fair and equitable to all parties and would benefit both the public and Monterey County as a whole.

"The agreement, which had the support of the Monterey County Board of Supervisors and the Coastal Commission staff, would have allowed for increased, guaranteed public access to the Pebble Beach Golf Links."

Oliver added, "Misinformation and innuendo seem to have clouded what should have been a relatively simple matter."

Other options now have to be considered, he said.

Saying he had "given up trying to figure what the commission will do with our staff recommendations," Douglas added, "They had asked me to shape a settlement agreement the staff would be happy with... The commission does overturn our recommendations, but that's the exception, not the rule."

He said the commission will meet again the second week of November, but further staff recommendations on Pebble Beach probably will not be completed until the December meeting or later.

Douglas said he recommends that The Pebble Beach Co. first go through the County Planning Amendment process, then appear before the commission. He suggested that in April, but the company decided against it, he said.

Under that procedure, a new plan would be presented at public hearings and evaluated against California's Coastal Act policy, Douglas said.

"If everybody cooperates and everything goes right... commission approval could be in three to five months (after the process again begins)," he said.

Months of debate and court action have followed since the first announcement from the new Pebble Beach Co. owner, Ben Hogan Property Cos., that it would be selling Pebble Beach reservations plan is fair and equitable to all parties and would benefit both the public and Monterey County as a whole.

"This defines in concrete the public's right to play and hike along the Pacific coastline. The settlement we've reached is a good one because it prevents them from incrementally restricting access to the coast without seeking Coastal Commission approvals," said Coastal Commission attorney Diane Landry.

The rejected reservation policy included a new category of hotel guests — "members" of the new Pebble Beach National Club. It also provided a guarantee of public availability to the course. Memberships were expected to be sold for $150,000 apiece — half within the United States and half abroad.

Two morning hours would have been reserved for hotel guests who are PNGC members. Times not reserved in this block on the day prior to play would be reserved by any category of player, whether hotel guests, Del Monte Forest property owners, residents, or "outside" players on a first-come, first-served basis.

RISE won't oppose pre-notification

An article in the September issue of a New York state attorney general's report concerning ground water contamination by golf courses on Long Island incorrectly stated that the trade group Responsible Industry for a Sound Environment (RISE) backed a Professional Lawn Care Association of America call for pre-notification or posting of pesticide applications by homeowners.

"If professional applicators feel that regulation is needed for their industry, RISE will not oppose their effort at this time, but does not support pre-notification or posting of pesticide applications by homeowners," said RISE Executive Director Allen James said.

Wrong architect

In recent advertisements by Seed Research of Oregon, Inc., David Fleming was incorrectly listed as the golf course architect for Mt. Woodson Country Club. Landmark Land Co. was the architectural firm and Fleming the project manager.
Florida Golf Council hears hard facts and feelings

Continued from page 1

lines and retrofitting irrigation systems, as well as a per-gallon charge to offset the utility’s expense for processing reclaimed water, he said.

Tom Benefield, president of the Florida Golf Course Superintendents Association, argued that the proposal placed an unfair burden on the state’s $5.5-billion golf industry.

"Every time someone flushes a toilet, takes a shower, or turns on their dishwasher, that water has to be disposed of," Benefield said. "Then there is the water used by major industries. Society creates the problem. Yet, we in the golf business are expected to carry the lion’s share of the expense in recycling it.

"If golf courses weren’t available to take this effluent, it would have to be sent to the ocean or deep-well injected into the ground, never to be used again.

"Golf courses, on the other hand, are more than willing to accept this effluent. Filtration through the grass takes out all the impurities in the water and replenishes the aquifer. Manufacturing plants certainly can’t do that.

"Golf courses provide a tremendous service to society, yet we’re expected to pay for it all.

Warned Woody Wodraska, former executive director of the South Florida Water Management District and one of the state’s most active proponents of re-used water, "Don’t let the re-use issue become a golf-course issue."

Taxes also received much attention during the summit. Paced with a major state budget deficit, legislators often view golf clubs as "fat-cat" operations able to pay more than most other businesses, golf industry speakers said.

State Rep. Sandy Safley explained his proposed bill for a 10-cent/1,000-gallon surcharge for ground and surface water. Safley will submit the bill in January. The proposal could cost the Florida golf industry an additional $2 million annually.

"My primary concern is that, once such a surcharge is in place, there is no telling what the price might be by the year 2000," said Florida Golf Council Executive Director Bobby Branley.

Additional taxes on initiation fees, special assessments and property are on the way, reminded Sen. Rich Langley. Legislators have also proposed a new luxury tax that could affect golf courses.

Aswawgolf course owners to the perils facing their industry, like the effluent and tax issues issues, was the intent of the year-old Florida Golf Council. The trade association and summit sponsor is struggling financially because of the apparent apathy of many golf course owners, according to Council supporters.

"It’s time for owners and operators to stop delegating this responsibility to staff," said National Golf Foundation Vice President Rick Norton.

With jacket on backwards to illustrate how cumbersome many regulations can become, Ed Seay of Arnold Palmer Course Design projected his audience forward into the year 2001.

"But back in the 90s they promulgated regulations that pretty much govern the way we conduct ourselves now, as uncomfortable and restraining as they may be," said Seay, predicting a 21st century state that has banned pesticides, prohibited all ground-water use by golf courses and basically left the golf industry for dead.

Ralph Simmons and Naomi Whitney of the St. John’s River Water Management District agreed that Seay’s grim vision was a possibility if the golf industry did not take a more active stance in formulating government policy.

"I can see by the testimony given here this week there is much we don’t understand about the way you do your business," said Estus Whitfield, environmental adviser to Gov. Lawton Chiles.

"But you have to realize that there are many good, qualified people on

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"Growing bentgrass is very expensive," says Lowdermilk, "and that’s why we buy the best equipment possible to take care of our investment."

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Verona Hills expanding

VERONA, Mich. — The semi-private Verona Hills Golf Course, considered the premier layout in the Thumb, will expand but at a carefully controlled pace.

President Bob Buckley said Verona Hills, owned by the 250 members, won't become a giant resort stop. "Our club is based on 67 years of tradition and friendships drawn from six or seven communities," he said.

"Society creates the problem. Yet, we in the golf business are expected to carry the lion's share of the expense in recycling it."

— Tom Benefield president, Florida GCSA

Architects course

Continued from page 1

The three-credit course — Programming, Financing and Construction of Sports Facilities — drew a cross-section of master's degree students. The class included two engineers, two history majors, business, mathematics, English and accounting majors.

"I have learned a lot (here) that I didn't know before. But you people have a responsibility to meet with staff and explain it to them, just the way other industries do.

"It seems to me this can be done through the Florida Golf Council. You certainly have a qualified leader in Bobby Brantley. It sounds like you just have to get behind him with the resources needed to get the job done."

To make the Council more effective, the board of directors voted unanimously during the summit to establish regional chapters throughout the state.

Those interested in joining the Florida Golf Council, or helping establish regional chapters, should call 904-883-9755 or 407-688-0800. Nancy Oliver is director of communications of the Florida Golf Council.

"In past years we've had groups of three do course projects on clubhouses and amenities," Pate said. "This year the entire group was interested in golf. I've known Lester George for awhile and spoke with him about it. We decided to do something different and unique."

"The "unique" approach led to a class that went from classroom instruction to in-the-field work. The Royal Virginia Golf Club in Hadensville, Va., a co-design of George and Pulley, was in the grow-in stage.

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"The "unique" approach led to a class that went from classroom instruction to in-the-field work. The Royal Virginia Golf Club in Hadensville, Va., a co-design of George and Pulley, was in the grow-in stage.

"The students received topographical maps of the site, routed and designed their own courses, and presented their layouts for class critique. "A couple of holes I thought were better than Lester's," Pate joked.

"Pate said starting the lecture series was "a critical decision. We like to give the students a variety. But I'm glad we went ahead with it... It will definitely enhance our program by adding another dimension to the curriculum."

"A teacher by nature, George said he especially enjoyed talking about the career he loves. He said it helped that "the students were extremely sharp. They knew more than I thought about facility planning. Their questions opened a lot of discussion about other amenities like the clubhouse, lodging and conference facilities."

"George said having an actual golf course site available made the course solid. Would he like to do it again? "I'd love it," he said.

November 1991
Cornell honors alumnus Robert Trent Jones

Officials rename university’s Jones-designed golf course

The man who fashioned his own curriculum of golf course design when he was a student at Cornell University 60 years ago was the center of attention at his alma mater Sept. 28.

Robert Trent Jones Sr. saw Cornell University officials rename their golf course in honor of their illustrious 1930 alumnus.

The 85-year-old Jones, whose architectural sons Robert Trent Jr. and Rees were present for the ceremony, said: “I think probably coming to Cornell made my career possible. All the different subjects helped me create my career.”

Jones enrolled in the Cornell School of Agriculture and Life Sciences during the Great Depression. He designed an interdisciplinary course of studies that included hydraulics, surveying, landscape architecture, horticulture, agronomy, economics and public speaking.

Since graduating, he has designed or remodeled as many as 500 courses in 43 states and 34 countries. His exploits are legend.

After understudying with Canadian course designer Stanley Thompson, Jones designed his first course in 1934. From 1939-41 he designed the first nine holes of Cornell’s course, now the back nine, for only the cost of labor and materials — $43,000. In 1954 the front nine was built under his supervision. He reportedly has plans to renovate the course to counter technological advances in clubs and balls.

A member of Cornell’s Athletic Hall of Fame, Jones has also been inducted into the PGA World Golf Hall of Fame, founded the American Society of Golf Course Architects, and received the 1987 Old Tom Morris Award of the Golf Course Superintendents Association of America as “one of this century’s true luminaries in golf course architecture.”

Robert Trent Jones Jr. said of his father: “He popularized the notion that the course was important, not just the game. He made the game more accessible by architectural means.”

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Golf Asia ’92 taking shape

Following the Oct. 31 deadline in its call for papers, the organizers of Golf Asia ’92 have announced the general conference overview.

Conference sessions at Golf Asia ’92 are being held March 24-29, 1992 in Singapore and will address such topics as Turf Management - the Asian experience including turfgrass stress management, the role of the computer and disease identification and control; the Chemical Factor including effective chemical programs, fertilizers and nutrients and the environment question; the Architectural Industry including Asian Pacific design principles, re-design and restoration and effective construction and management; the Course Superintendent: the emerging power including training programs, negotiating between the club and superintendent and personnel management; Financial Management including budgeting and forecasting and a financial overview of Asian golf courses; Government and the Golf Industry including national tourism, state and local planning and Macro Trends of the 90’s including the financial future and new areas of development.

A unusual twist at this year’s conference is post-session workshops where delegates may continue discussion of the papers presented on an informal basis. While not every delegate may choose to participate in the workshops, Allen believes this hands-on approach may be the most beneficial aspect of the conference.

“Money is not a problem in Asia,” said Allen. “Education is the key and this is a way to get helpful, knowledgeable professionals together who are willing to share their expertise.”

The conference is only one part of the event which also includes an exhibition and golf tournament. More than 400 people are expected to attend the conference with more than 45,000 people both trade and consumer expected to view the exhibition. Exhibit space for Golf Asia ’92 has been expanded to 30,000 sqm from 6,000 sqm, in 1991.

Southeast Asia is one of the fastest growing golf development areas in the world. Malaysia has 94 existing courses and the government’s target is to build 160 additional courses over the next two and a half years. An estimated 50 golf courses are scheduled to open in Thailand in the next three to four years. Indonesia currently has 67 golf courses with participation in golf growing at an estimated 25 percent per annum.

Further information may be obtained from Stephen S. Allen, Golf Asia ’92, 7000A Beach Road, #07-309/3, The Plaza, Singapore 0719; Telephone 2966961.

U. Arizona gets royalties

Seed Research of Oregon, Inc., has announced payment of $10,033 in royalty fees for 1990 sales of SR1020 creeping bentgrass. Robert Kneebone at the University of Arizona, where it was distinguished by outstanding heat and drought tolerance.
European environmental guidelines urged

By Brook Taliaferro

WIESBADEN, Germany — In an effort to "stop reacting and start acting," architects and developers meeting at Golf Course Europe in October called for adoption of pan-European environmental guidelines on design and construction of golf courses.

"We must counter the criticism that golf is not environmentally compatible," said German Golf Federation President Jan Brugelmann, who said he hoped these guidelines will be adopted by the European Golf Commission which was established earlier this year in Brussels. "The average length of time it takes for confirmation of a new golf course in Germany is five years. This is a significant obstacle to the growth of golf."

"We need a factually based public relations campaign illustrating that golf courses are good for the countryside and that they provide natural habitats," said Brugelmann.

In 1983 there were approximately 1.26 million golfers in Europe, while in 1991 there are 1.84 million golfers—a 46-percent growth, according to Falk Billon of Deutsche Golf Consult. Golf courses grew from 3,036 to 3,750, or about only 21 percent.

"There is a tremendous gap between supply and demand, and the stagnation is due to environmental pitfalls," said Billon.

Restrictions instituted by the city of Munich were cited as an example of some of the most severe limitations anyone at the conference had encountered. The Munich restrictions include:
- Fifty percent of the site must be reserved for ecological compensation.
- The course can not be built within a recreational area.
- No earth moving is allowed above one meter.
- No sand traps are allowed.
- The course must be kept 20 meters from any water.
- Greens and tees must be sealed from the ground water.

David Stubbs, managing director of Environmental Golf Services and the first conservation officer of the Golf Course Wildlife Trust which developed the guidelines, said: "We can't let the opposition take the high ground or environmentalists will price golf out of the market. As architects and developers, we have to show we understand the site through plans and studies in the beginning. Only then can we counter misinformation. Don't just bring in ecologists as firefighters."

Indeed, early involvement of environmentalists was cited as a key ingredient in the successful journey of a course through the approval process.

Environmental compliance studies may cost from $250,000 to $750,000 in the United States to an average of 200,000 francs in France.

British architect Howard Swan pointed out that 200,000 francs is nothing in the context of the entire project. "If our client is unwilling to spend that money on environmental studies, then perhaps he's not a serious client. I would say we as architects have a responsibility to refuse such a client."

"Environmental awareness can lead to increased marketability of a project," Stubbs said. "We can't look at restrictions as a problem. We have to turn them to an advantage."

Michael Harvey, president of the Environmental Consultancy Group, UK, echoed those sentiments in leading a panel discussion on the environment.

"Only now are developers making an effort to get their message across. Developers must show sensitivity and turn environmental issues to their own advantage," said Harvey.

The guidelines are only a first step in trying to set pan-European standards for course design and development. They may lead to a mechanism to avoid abuses of the past by complacent developers.

"We hope that by early next year more definite guidelines will be issued. It has also been suggested that developers post a performance bond to insure that they follow guidelines and policies set by the commission in Brussels," said Harvey.

"Perhaps we could use these guidelines to come down on rogue developers," said Stubbs.

Debate ends, Jones' San Marcos course wins county approval

SAN MARCOS, Calif. — After months of political pot shots, the county Board of Supervisors approved the 18-hole Rancho San Marcos Public Golf Course by a 3-2 vote.

The course would be built on 300 acres between the southeastern corner of Lake Cachuma and Highway 154 and Paradise Road. The land will be rezoned for agricultural use.

Course supporters said the project would give the South Coast another badly needed recreational outlet while preserving the valley's scenic nature.

Opponents said the course would increase highway traffic and destroy the natural setting. Cronyism charges were leveled at project supporters Gloria Ochoa and Tom Rogers.

Some of the county's most powerful environmental and community groups argued that the project will violate the county's own tough planning policies and expose the valley to sprawling Southern California-brand growth.

To counter environmental impact, the board took a 150 conditions onto the project designed by architect Robert Trent Jones Jr.

ASTA moves Washington HQ

The American Seed Trade Association has relocated its office.

The ASTA is now headquartered to Suite 510 South, 601 Thirteenth St., N.W., Washington, D.C. 20005; telephone 202-638-3128.

Golf Course News
Europe an exciting arena: Asia is next

As mentioned in my last column, Golf Course News attended Golf Course Europe '91 in Wiesbaden, Germany, in early October. Although attendance was less than expected, the quality of registrants was impressive.

Most interesting was the fact that very few superintendents registered for the conference, though the subject matter was to a large extent geared to the maintenance segment of the industry.

I discussed this with knowledgeable industry leaders. They indicated that European superintendents are increasingly heading up maintenance at new courses. There are even university programs leading up maintenance at new courses.

You may be pleased to learn that the American team (Perry Dye, Matt Dye, Cynthia Dye McGarry and yours truly), retained new-found U.S. supremacy in world golf by defeating on a handicap point basis the European team, 67-61. With no help from me, Perry and Matt carried the U.S. team to victory.

We continue to consider a European edition of Golf Course News, as well as an Asian edition. The Asian edition would be published in conjunction with the Golf Asia show in Singapore in late March. I will keep you informed of our progress.

The special feature in this issue lists Golf Course Builders and Architects. This ever-growing segment of our business is most important to the quality and consistency of new courses and the renovation of older facilities.

I believe the United States has the best golf course builders, designers and architects. We have reason to be proud of these men and women.

Some advice: Take part or be taken apart

U.S. Sen. Barry Goldwater of Arizona once said, "A government that is big enough to give you all you want is big enough to take it all away."

Yet, at the heart of our democracy is that is of and by the people, and we have the right, if not the mandate, to direct our personal input into government decisions affecting us — from town to federal levels.

"How about being taken apart," Sen. Alan Simpson, R-Wyo., recently said about an issue before the Senate.

That could as well apply to the golf industry. The industry in Arizona and Florida stand apart from other states as an example of standing up and taking part in the decision process. People elsewhere should take note.

"We have seen the enemy and he is us," said Walt Kelly of Pogo卡通 fame. But in this case it is not funny. The golf industry is its own enemy. Why? Apathy and excuses.

Not enough time to get involved, people say. It's a universal excuse that has led to legalized abortion, rejection of prayer in school and other decisions that have eroded our society.

Developers, builders and architects tell tales of mob violence at hearings, with misinformed opponents certain that a proposed course would destroy water resources.

Why don't they, or university scientists and others, show up arm in arm with research documentation to help quell the storm? Why not take the time to help a colleague — who could turn around the course — and not be apathetic or apathetic and excuses.

Today, each person in golf has a special opportunity to participate. And it is not even hard to get to some city council hearing room.

The Environmental Protection Agency has extended, to Dec. 14, its deadline for comments on the proposed wetlands delineation guidelines. (See page 4 story.)

This manual is critical to future development nationwide. Current rules defining wetlands are incred-
ible. This can soften them.

No one wants to develop on real wetlands. But let's use common sense: No is not taken for granted. Or industry just might be taken apart.

Quality, quantity of water a consuming issue

By Charles Putnam

My father was a golf course superinten-
dent for almost 50 years. As a child, I remember how he used to love Mondays. On Monday the course was closed and free of people who would take divots out of his fairways and leave ball marks on his greens. He cared deeply how his course looked and played and worried about it constantly.

One of the worries he didn't have, there in Seattle, was the quality or quantity of water available. He and his contemporaries, in the 1930s and 1940s they were called "greenskeepers," had lots of good water that was cheap. Although I don't know for sure, I believe the quality, quantity and cost of water were not major concerns anywhere that golf courses were being built in those days.

All of that changed sometime in the late 1950s or early 1970s. My first recollection of anyone suggesting the possibility of serious water shortages, or a future of scarcity, was at an Irrigation Association technical conference in Dallas. The year was 1973. The speaker was Professor Edward Hiler from Texas A&M University. He warned about the rapid depletion of our ground water supplies and what the future would hold if we didn't take serious action now.

"The outlook in the availability of water for the irrigation of turf is leading us to consider that the scarcity of this important resource will become critical before the decade of the 1970s comes to an end," Jimeno said. "The development of turf or grass-covered areas has proved of great value in providing a better living environment, helping control air pollution, furnishing better climactic conditions and adding beauty to the landscape."

Both Hiler and Jimeno suggested that a coordinated and directed management practices, more efficient sprinklers and state of the art control systems would be all necessary to deal with this growing problem. How productive were these two men? To answer that, look at what happened only a few years later, and where we have come in the past two decades.

In the 1970s, we experienced drought in areas where it would be least expected. Northern California, western Washington, parts of the Midwest, and even the Great Lakes region, all suffered from a severe lack of water at some time in that decade. Later, the depletion of the Ogallala Aquifer and other ground water supplies gave real cause for concern among all irrigators, including those concerned specifically with golf course work.

As the cost of building a golf course increased and energy costs rose dramatically, more efficient irrigation systems were more than just desirable, they were a necessity.

Some irrigation markets were slow to accept new technology. This has been especially true in the residential/commercial market. For the most part, this was probably due to economics. This has not been true of golf course irrigation, however.

More than any other segment of the irrigation business, golf course developers and superintendents have been ready to accept and apply technological advances earlier in their careers.

This, too, is probably due to economics to a large degree. For example, Roger Gordon, a widely known West Coast designer of golf course irrigation systems, points out an Arizona law governing golf course irrigation requirements.

The law limits a golf course to 90 acres per 18 holes. To make matters worse, annual irrigation is limited to 4.8 acre-feet per acre. That is not a lot.

Today, each person in golf has a special opportunity to participate. And it is not even hard to get to some city council hearing room.

The Environmental Protection Agency has extended, to Dec. 14, its deadline for comments on the proposed wetlands delineation guidelines. (See page 4 story.)

This manual is critical to future development nationwide. Current rules defining wetlands are incredible. This can soften them.

No one wants to develop on real wetlands. But let's use common sense: No is not taken for granted. Or industry just might be taken apart.

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NGF CHARTER MEMBER

BPA
Water a consuming issue

Continued from page 10

just a little over an inch of water per week. That, it seems to me, can make it pretty tough to grow grass. It is certain that, with those any water.

According to Gordon, all maintained areas are trimmed with part-circle sprinklers. He tries to limit heads to no more than two per zone. This gives the superintendent the ability to eliminate small portions of the course if rationing is imposed.

You would expect, I guess, that Arizona would have laws regarding irrigation and that special consideration would be given to water waste. Arizona, after all, a desert. Jim Barrett, a widely known irrigation consultant from Montclair, N.J., indicates that although there aren't any laws, yet, regarding golf course irrigation, the same concerns exist in the Northeast.

According to Barrett, designs are much different today than even 10 years ago. There is much more concern, he says, with uniformity and spacing. There is a great deal of concern with power consumption.

"Management is the buzz word in golf course irrigation today," Barrett indicates. "I can't remember the last design I did that didn't have computer controls. Our problems are not as severe as some other parts of the country. We don't have continuing water problems, but we are learning from the problems in California and Arizona."

"Better control is the name of the game," says Barrett.

The biggest advance in golf course irrigation management in recent years has been the acceptance of the computer, according to Scott Kuhn of Carl Kuhn Inc. in Seattle. Scott emphasized that water conservation is not the only concern facing golf course irrigation designers today. "Energy costs have gone through the roof," he says. "With the computer and multi-stage, variable-speed pumps, we are able to save lots of kilowatt-hours as well.

"Some of the new sprinklers will perform very well at much lower pressures than was the case in the past. This helps greatly to reduce pumping costs."

The use of treated effluent to irrigate golf courses has become widespread. System cost increases slightly due to the requirement of specially colored pipe and other equipment. As the demand for these products increases, costs will go down.

The use of weather stations, incorporated in the irrigation system, is becoming very common. The weather station drives the computer, Gordon explains. It measures wind speed, direction, evapo-transpiration, rainfall, temperature and anything else you can think of.

We have obviously come a long way in the past 20 years. Golf course superintendents have been in the forefront of this water-conserving technology. We, of course, have a long way to go. There are still a lot of courses out there with old, inefficient systems.

There are also some very sophisticated systems not being used to their fullest. This is an educational problem that must be addressed.

What is the next step? My guess would be soil-moisture sensing. This is a concept that has been around for almost a century. New technology will make soil-moisture sensing a practical tool in the management of an irrigation system. It will be available in the fight for water conservation.

I can honestly say that my father would be proud of the great strides his colleagues have made in managing their systems and their facilities. He would applaud the technological advances available today. He would certainly like the opportunity to manage a golf course with the tools available now, compared with what he had to work with a few decades ago. I guess that's called progress, isn't it?

The Irrigation Association is dedicated to the conservation and intelligent use of water and all our precious resources. We salute the efforts of the golf and turf management community for their success in this regard. Charles S. Pepper Putnam is the new executive director of the Irrigation Association.

An informative 'read'

To the editor:

I want to congratulate you and thank you for your Golf Course News publication. It is the most informative publication of its kind that I have been in the past 20 years in the golf industry. I read it every time and I am amazed at the wide variety of subject matter and the intelligent commentary that comprise each issue.

You have a great magazine and everyone I have talked to in business has had nothing but praise for your publication. Thank you.

Sincerely yours,
Richard M. Kopplin
Director of Operations
Desert Mountain Properties
Scottsdale, Ariz.

Letters accepted

Letters are welcomed. Please mail them to: Letters, Golf Course News, P.O. Box 997, Yarmouth, ME, 04096.

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Of all the elements that go into making a golf course great, WE'D LIKE TO SHARE OUR THOUGHTS ON THE TWO WE VALUE MOST.

Many people have the idea that planning a golf course happens with some quick sketches on a cocktail napkin and a hurried glance at the property. Construction begins with a champagne reception, and ends after a few local celebrities tell jokes on the first tee.

We know better.

Good results require good people. People who take the time to acquire first-hand knowledge of the site. People who are knowledgeable to begin with. It takes a group that's willing to walk the land. It takes a commitment to walk it again. And again. In a nutshell, it takes lots of walking.

When it comes to details, we prefer those that make sense. Responsibility is a half-century ago. I guess that's called progress, isn't it?

The Irrigation Association is dedicated to the conservation and intelligent use of water and all our precious resources. We salute the efforts of the golf and turf management community for their success in this regard. Charles S. Pepper Putnam is the new executive director of the Irrigation Association.

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Act now to share this tremendous business opportunity at Golf Asia '92, and get the chance to connect yourself to the international golf market.
Mortgage firms are increasingly involved in the debate over water use and restrictions within their communities, it is important they realize how water use by different groups can affect the way superintendents irrigate their courses, according to Larry Farwell, water conservation coordinator for the Goleta Water District near Santa Barbara. Superintendents are also likely to find the community more supportive of continuing to provide water for golf courses if moderate, across-the-board restrictions are imposed early, rather than waiting and eventually forcing homeowners to choose between saving their lawns or the turf at the local golf course. Elected water district officials must do something during a drought, like the one that's left California dry the past half decade, Farwell explained. They get constant pressure from the green industry not to cut its water supplies. Consequently, water districts often wait too long to take action and end up imposing severe restrictions that leave everyone unhappy.

What's the alternative?

"Don't wait," advised Farwell, who is on the Water District Board. Water districts should "start their plans early and get the public on board."

Continued on page 16
Klimm takes Ridge Club through storms — literally

Things are finally coming around for Mark Klimm, both maintenance-wise and equipment-wise.

Having been around golf courses since he was 14 and worked summers at Hyannisport Golf Course, Klimm has taken his accumulated knowledge to The Ridge Club, a 19-hole championship golf course on upper Cape Cod, Mass. He is superintendent at the 6,641-yard, par 71 course, which has been nominated as one of the country's top new courses by Golf Digest magazine.

Although the Robert von Hagge-designed The Ridge Club course opened July 4, 1990, the previous owners got into financial difficulties. Last spring, the course was bought by Cape Cod Golf Properties, Inc., which owns the adjoining Holly Ridge public golf course.

Klimm, the superintendent at Ballymeade Country Club in Falmouth, Mass., for three years, came on board in April, along with the new owners.

With a 15-man staff, he immediately began an intensive program to prepare the course for the season, including filling out his line of turf maintenance equipment. The previous owners had acquired some equipment, but not enough to properly or efficiently maintain the course.

Klimm's efforts were almost dwarfed by Hurricane Bob, which roared through the Cape in mid-August. The course lost approximately 500 trees, but fortunately got little rain and no flooding. The pines and oak trees that surrounded the course showed considerable "salt burn," from the hurricane-force winds coming in off the Atlantic Ocean. The turf had some browning in spots, but it lasted only a few days.

"We were able to get the back nine holes open two days after Bob went through," Klimm said. His crews had downed branches and tree limbs cleared off so the full course was playable by the weekend.

Klimm's goal is maintaining the course at a championship level. So, when he started searching the market for the equipment he needed, he spent a lot of time last spring looking and watching equipment at work. He ended up with a "package" of equipment, and now advocates that approach for superintendents.

"I talked with golf course superintendents in New York and New Jersey who were very pleased with their Ransomes equipment, so I began checking it out. Their local representative was extremely cooperative in demonstrating their equipment for us. In fact, both the dealer and the district sales manager spent a lot of time working with us, helping figure out the best combination of machines for our needs," he said.

"They brought in several pieces of equipment and we tried them all," Klimm and his staff tested a number of equipment combinations before finally deciding on the package that would best fit their turf maintenance program.

Klimm said one advantage to buying most of a course's equipment from the same manufacturer is ease of service. "It simplifies our own parts inventory. And, it makes it easier for our mechanic to get familiar with one primary brand."

"We get to know the dealer better, so we can count on him for prompt service. We've needed parts a couple times and he has had them shipped in overnight from the factory."

The Ridge Club's greens, tees and fairways are all bentgrass, with a bluegrass-fernscape in the roughs. Some native grasses were left in the roughs, to reduce the amount of maintenance time required.

Surprisingly, the base-soil is a heavy clay. "Soils are more sandy closer to the shore, but we're far enough inland that the course sits on a vein of clay that runs through the middle of the Cape," Klimm said.

"They moved a lot of clay when the course was built. Clay was used to build up the many mounds and mounds and berms on the course, as well as for the roadbeds."

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Mark Klimm at work at The Ridge Club.
The death of Chet Mendenhall at 96 leaves longtime friend Art Snyder, 93 of Phoenix, who shares the same Sept. 13 birthday, as the oldest member of the Golf Course Superintendents Association of America. Chet was a gentleman first, a superintend-ent second. He was a fine man off as well as on the course. His input at meetings was valued.

Though election to GCSAA presidency in 1948 might be considered the highlight of Mendenhall's career, a partial list of other honors perhaps best portrays the scope of considerable talent saluted by his peers. These include:

- 1948 — GCSAA Past President's Award
- 1959 — Central Plains Turfgrass Foundation Award for outstanding service.
- 1965 — The Heart of America GCSA DSA
- 1967 — Honored by GCSAA for dedication and development and professional management of fine turf
- 1983 — Heart of America Turfgrass Foundation Award for long GCSAA service

The death of Chet Mendenhall at 96 leaves longtime friend Art Snyder, 93 of Phoenix, who shares the same Sept. 13 birthday, as the oldest member of the Golf Course Superintendents Association of America. However, Snyder is not GCSAA's senior member. That distinction belongs "by about five years" to Ernie Jacob of Pittsburgh, who is a mere 84.

Snyder received membership number 568, Snyder 573. Mendenhall's number was 364. William S. Mellon of Lancaster, Pa., who caddied with Snyder at Oakmont Country Club in Pittsburgh, and who died earlier this year, held No. 443. Snyder plays almost daily at Skyline Country Club in Phoenix with son Jim, who succeeded him there as course superintendent.

Snyder in 1973 became the only superintendent ever elected to the Arizona Golf Hall of Fame. Jacob has been sidelined by illness the past two months, but hopes to return to play soon at the South Hills Country Club course in Pittsburgh where he was superintendent for 37 years. He was made an honorary member there upon retirement in 1974.

Jacob now lists a 22 handicap, a far cry from the scratch tag he bore when qualifying for the National Open at Winged Foot Country Club in Mamaroneck, N.Y., in 1929, and winning the first superintendents golf tournament in 1938.

Jacob and wife Berdie have two sons — Paul, recently retired after 26 years as a TWA pilot, and Glenn, a captain in the U.S. Navy, and stepdaughter Margaret Bunting.
Saving now can prevent debilitating cutbacks

Continued from page 13

loan from the Goleta district to the California Department of Water Resources to help develop statewide rationing programs.

Encourage moderate rationing at the first signs of drought, he suggested. The savings become a buffer if rainless weeks drag into years. And the water-saving efforts businesses and people adopt will help the district through the next drought, which will inevitably come.

Farwell's philosophy evolved from his experiences with Goleta Water District and observations of neighboring Santa Barbara Water District.

The two approached the problem quite differently, said Farwell. "There are enough lessons from what happened that you'll probably want to have input into the planning process to prevent this from happening again for the community," he said during a recent irrigation seminar at the University of California at Riverside.

Goleta Water District is west of Santa Barbara, surrounding the University of California at Santa Barbara and serving 74,000 people. Twenty-five percent of the water goes to agriculture.

The neighboring Santa Barbara district has 85,000 people with almost no agriculture.

Lake Cachuma is the primary water source for the Goleta and Santa Barbara districts, although Santa Barbara also uses Gibraltar reservoir.

Dry weather led to a 20 percent cut in Goleta's water rates in 1988, an insignificant amount, Farwell said, but enough to prompt the district to write a rationing plan just in case. "We (Goleta) took a big hit. People wanted to know when we were rationing when our neighbor wasn't," Farwell said.

The Goleta program was designed not to penalize those who had conserved water and avoid rewarding water wasters, Farwell said. The district cut golf courses, parks and cemeteries by 15 percent. Based on evapotranspiration rates, agricultural users were charged a special rate, depending on their past watering efficiency. The district slashed commercial users 15 percent. Residential cuts were based on combined per capita and percentage formulas.

"If you have just a percentage reduction, the big users still end up with a lot more water. You cannot have rationing unless people perceive it is equitable. They just won't be interested in conserving," Farwell said.

The district set per-capita residential rates at 67 gallons per day for single-family homes, few of whom have conservation. In addition, single-family homes received 55 percent of their historical usage in excess of their inside use. The bottom line was no reduction for those who had always conserved up to a 40 percent cut for major water users.

To help people conserve, the Goleta district issued rebates for installing low-water use toilets, provided water-conserving shower heads, distributed information on drip irrigation, and conducted free water audits.

The results?

In the first year of rationing, Goleta asked for a 15 percent reduction. The community responded by using 30 percent less. That buffer allowed the district to forgo further cuts the second year and the community voluntarily reduced its water use another 8 percent. The district, in its third year of rationing, is still at the original 15 percent mandatory reductions, but is using almost 40 percent less water than three years ago.

How does that help golf courses?

By reducing residential and commercial water use, more water is available; if necessary, for irrigating turf or farm crops, Farwell said. Agriculture is receiving more water from the Goleta district than any water district undergoin rationing in the state.

By comparison, the state water system has cut off agriculture completely and the central state project reduced farm usage 75 percent.

Three years after rationing began, golf courses in the Goleta district (Sandpiper, La Cumbre and Twin Lakes) are still receiving 65 percent of their historical use, Farwell said. Agriculture is getting 90 percent. Residential use dropped almost 50 percent during that period, despite the requirement for just a 15 percent reduction.

Physically, all the trees and shrubs irrigated with Goleta district water are still alive and healthy. Some lawns are brown, especially in residential areas. That is, somewhat, the result of choice. The district never imposed irrigation restrictions.

"By using an allocation system, and letting people know how much they have, they can decide where they want to use it. Some people would rather maintain their roses than take showers. It gives people choices," Farwell said.

By contrast, the city of Santa Barbara did not start mandatory rationing...
later, some California communities discover

thing about droughts. They get a lot of pressure from individuals, businesses and the green industry not to do anything and continue to provide water. Under that pressure, they often wait too long to take action that needs to be taken.

"I would strongly recommend that you follow the water situation closely and encourage water purveyors and cities not to wait. Go in a direction early. And get the saved water held over as a buffer."

Southern California was facing a similar problem two years ago, Farwell said. A voluntary reduction program prior to the winter of 1990 gave way to the possibility of 50 percent reductions when the rains did not come. Limited rain and the creation of the state water bank eventually required just 20 percent cuts. "Driving a community to the edge of crisis like that may not be the most prudent way to manage your water resources," he said.

To create a buffer that can be used during future dry spells, conservation practices must be continued once a drought has passed.

"We know there will be more droughts in California," Farwell said. Water is also much too cheap, Farwell said. Prices don't reflect water's true cost. Federal and state taxes and assistance keep prices low. Many dams and canals, for instance, were financed by 3 percent bonds. "Water bills don't pay the true cost of water. If they did, people would be more efficient in their water use," Farwell said.

And water is going to get more expensive, he predicted. A 600,000 acre-foot/year desalination plant is being considered in Mexico, just south of San Diego, that would provide water to that Southern California city. Water costs will be about $1,500 per acre-foot, many times higher than current rates.

The lesson?

"Support prudent use of water supplies and don't resist rationing early. It will be to your benefit if the shortage continues," he concluded.

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For unlimited choices and consistent quality it doesn't get any better than this.

So equip your golf course with the finest accessories available. Call for your free Fore-Par catalog today!
The New Jersey Turfgrass Association will present Expo '91 on Dec. 2-4 at the Garden State Exhibit and Convention Center in Somerset. The event will combine workshops, education sessions and a two-day trade show to serve the interests and needs of the various sections of the turfgrass and landscape industry.

The N.J. Turfgrass Association, Rutgers Cooperative Extension and Cook College, Rutgers University, are coordinating the event. More information is available from Rene Conlon, program coordinator, at 908-932-9271 or Bob Dickson, Expo '91 chairman, at 201-916-3391.

N.J. DEP REVIEWS PLANS
Since the U.S. Supreme Court has rejected the contention that federal law prevented local pesticide restrictions, the New Jersey Department of Environmental Protection has the last review and approval on any proposed local pesticide ordinance.

Golf Course Superintendents Association of New Jersey members should contact legislative chairman Paul Powndra at 609-799-2297 upon learning of any local pesticide regulatory or ordinance activity.

OUTDOOR APPLICATIONS DUE
Application deadline for the Francis Oulmet Scholarship Fund is Dec. 1. Fund purpose is to help deserving young men and women obtain a college education or technical training of university grade.

Students must have provided three years of "service to golf" at a private, public, semi-private, municipal or golf club in Massachusetts. Eligible, in addition to almost-eliminated caddies, are course superintendent, pro shop, bag room, driving range and cart storage area help.

The fund, closely aligned with major golf associations in Massachusetts, has awarded $5,511 to 2,700 persons since 1949. Need-based awards of $500 to $4,500 are awarded annually and are renewable.

PORTLAND, Maine - "Scotting, Sampling and Monitoring Golf Course Pests" will be discussed Dec. 15 at The Holiday Inn Portland West.

Speaker Phil Catron is president of a training and consulting company as well as a lawncare service company specializing in biological weed and insect control.

Catron will cover development of IPM programs, including site assessment, pest assessment, action thresholds, monitoring procedures and the decision-making process. Also outlined will be soil testing, agronomic and cultural factors used in establishing tolerance levels, forms and tools used for monitoring, the procedure of diagnosis and proper training of scouts.

The Maine Golf Course Superintendents Association and Golf Course Superintendents Association of America are program hosts.

North Central

OFF SHOW HAS HIGH EXPECTATIONS
CINCINNATI - More than 4,000 industry professionals are expected to attend the Ohio Turfgrass Foundation Conference and Show Dec. 2-5.

Athletic turf, lawn care and budget concerns will be prominent topics. Athletic turf focus will be on grass selection, marking and painting, reinforcement materials and improving methods of drainage. Cutting costs, defining field playability, the care of skin areas and safety and liability also will be discussed.

The all-day lawn care session will highlight new chemical herbicides, timing of applications, and the effect of post-herbicide irrigations. The weather's influence on insect control strategies will be probed, as well as factors affecting off-target movement of pesticides.

Ed Wandtke of Columbus will discuss budgeting during lean times and also conduct a workshop on "O-Based Budgeting." Another workshop will examine proper mowing.

For further conference information, phone 614-592-2601.

$500,000 RESEARCH GOAL
The Ohio Nurserymen's Association has a $500,000 goal for the Ohio Research Endowment Fund to benefit the Horticultural Research Institute.

ONA President Jim Reese said, "HRI represents our industry's national commitment to research."

The Ohio fund, currently at $145,000, is the largest state association fund within HRI. Since 1975, HRI has awarded more than $32,000 to support research projects in Ohio.

TURFGRASS EXPO
ST. CHARLES, Ill. - More than 1,000 delegates representing the green industry and turfgrass management throughout Illinois and the Midwest will attend the North Central Turfgrass Exposition at Pheasant Run Mega Center here, Dec. 2-4.

More than 150 exhibitors, 15 workshops and two-day exposition-trade show have been packaged by the Illinois Turfgrass Association.

The educational program features key industry presenters. Speakers Monday, Dec. 2, are Louis J. Cassara of Lombard; James M. Latham and Robert Vavrek of the United States Golf Association Great Lakes Region; Karen Section in Megan, Wis.; Dr. Norman W. Hummer Jr. of Cornell University; Tom Voigt, Dr. Tom Ferraman, Dr. Roscoe Randall and Dr. Robert E. Wolf, all of the University of Illinois; Dr. Randy Kane of Chico State; Victor J. Thompson and Warren D. Goetsch, both of Springfield; Michael Crandez of Mundelein; and Jim Davidson of Elk Grove Village.

Workshops Dec. 3 include University of Illinois panels Dr. Dave Wehner, Ferraman and Voigt; Tom Werenski, Richmond; Donald A. Orona and Dr. Randy Kane, both Oak Brook; Dr. Henry Wilkinson, U.Illinois; Larry Lech, St. Charles; Christine Butterfield and Jeffrey D. James of Moline, and Latham.

The golf course, maintenance and tournament preparation will be discussed Dec. 4. Speakers include Pat Kelly, equipment and building maintenance superintendent at Village Links of Glen Ellyn; John Maguire of Sunset Ridge Country Club in Northfield, and Chuck Totten, Stonebridge Country Club in Aurora. Carol Quenneville of Kishwaukee College in DeKalb will outline basic computer programming techniques for the maintenance facility.

Morning programs Dec. 4 will be headed by Dwight Dunbar and E.T. Crawford Jr., both of Springfield, and John Hestor of Brayton Wilbur Ellis Co.

Afternoon workshops feature Raymond B. Anderson of the USGA Executive Committee from River Forest; Ken Miller of St. Louis, Vaveck and Hummel.

Mountains
ARIZONA'S GREATEST SHOW
Cactus & Pine GCSSA is sponsoring its annual Greatest Show on AZ Turf on Nov. 26 at San Marcos Resort in Chandler.

The theme for the show is "Golf in the 1990's - Here and Now!" There will be top educational opportunities in conjunction with a local trade show.

Discussion topics will feature prominent speakers from the National Golf Foundation, Arizona Golf Association, Professional Golfer's Association, United States Golf Association, Golf Course Superintendents Association of America and the University of Arizona.

For a registration or further information, contact the Cactus & Pine office at 602-553-0988.

ARIZONA GRANT
The University of Arizona turf program has been awarded a $30,000 research grant from the USDA National Turfgrass Evaluation Program to study the characteristics and nitrogen use efficiency of buffalograsses.

Involved are greenhouse and field studies. Jose Jaros and Westin LaPaloma recently contributed nine tons of fertilizers, S amendments and pesticides to the UA turf program. The material is to be used at the new desert turfgrass research center.

GROTZINGER JOINS MUNDUS
Linda M. Grotzinger, a Cactus & Pine GCSSA Arizona member, has joined Mundus Institute of Phoenix as instructor of turf management.

The school lists 900 hours of intensive study covering turf, club management and golf shop operations. The first graduating class completed course work Sept. 27.

Graduates Philip Johnson and Scott Merritt are seeking golf course work.

COLORADO BOARD ELECTED
The Colorado Association of Lawn Care Professionals has elected a new board of directors.

President is Steve Hyland of Hyland Brothers Lawn Care in Fort Collins; vice president Andy Belge of ServiceMaster Lawn Care of Colorado and Littleton and secretary-treasurer Donette Faulk of S A J Turf Products in Federal Heights.

Other directors are: Dr. Whitney Cranshaw, Colorado State University; Fort Collins; Dave Cromley, Hyland Brothers; Richard Kelly, Lawn Doctor Lakewood, Lakewood; Tom Tolkacz, Swingle Tree Co., Denver; Lynn Verretta, Keene Enterprises, Westminster; Gary Vitt, Lawn Doctor Co/Pueblo, Colorado Springs, and Julia Marie, executive secretary, Calpex, Parker.
Yount noted that $900,000 has been collected on the University of Florida compliance list for various regulations from 1987-91. Paul Petrie has transferred superintendent duties from Pine Tree Country Club in Kennebunk to St. Ives Country Club in Duluth. Kevin Byrd is William Smith’s new assistant super at Columbus Country Club.

Workman earns certification

Buck Workman of Valdosta Country Club, recently was certified as a course superintendent.

Walters moves on

Brad Walters, former course superintendent at St. Ives Country Club, has accepted a position and moved to New Florida.

The Georgia Turfgrass Foundation Trust, which the Georgia Golf Course Superintendents Association and the Georgia Turfgrass Association established, has been approved as a 501 (c) (3) entity. This means contributions to the trust are tax deductible and the trust can announce that publicly. An 11-member board of trustees from all sectors of the turfgrass industry will guide the GTFT. Standing committees will handle funding and awards. The trustees have appointed retired golf course superintendent Hubert E. “Al” Frenette as executive director of the GTFT.

The Southern Turfgrass Association will hold its annual conference, Nov. 17-19 at the Memphis Cook Convention Center in Memphis, Tenn. This will be the first conference for new association Director of Administration Carl Case.

For additional information contact Case at the Southern Turfgrass Association, 318 Harpeth Hills Drive, Franklin, Tenn. 37064 or telephone 615-794-6689.

Southern Conclave Ready

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West

The annual Pacific Coast Turf and Landscape Conference and Trade show will be held Dec. 3-5 at the Washington State Convention and Trade Center. Hosted by the Western Washington Golf Course Superintendents Association, it will include 33 educational seminars and a two-day trade show.

The seminars will be featured in three separate tracks covering a wide variety of topics.

Keynote speaker, Dr. Robert Shearman, from the University of Nebraska, will discuss "Integrated Pest Management - How Can We Make It Work?"

Other topics include an EPA Look at Contamination Sources, Safe Pesticide Handling, and Causes and Symptoms of Plant Damage.

For more information, contact Scott White, Convention Services Northwest, 1809 Seventh Ave., Suite 1200, Seattle, Wash. 98101; 800-275-9198.

Lake Chabot Course’s Source

Willow Park Golf Course in the East Bay area will get its water from Lake Chabot, which does not provide drinking water. Willow Park will not use EBMUD water, which is used for about 60 percent of its watering.

That water, available to general consumers, will eliminate potential drought conditions at the courses.

Lake Chabot Golf Course soon will run a pipe and get its water from the lake.

Madera Gets Goodmanson

Mark Goodmanson of Arizona is the new superintendent at Madera Municipal Golf Course in the Fresno/Central Valley area.
EPA requests input on re-use of oil, to encourage recycling

To encourage recycling of used oil, the U.S. Environmental Protection Agency has asked for public comment on several options for managing used oil. The agency wants to encourage the recycling of used oil while assuring that it is managed responsibly.

EPA also is proposing a total ban on road oiling.

EPA is asking for comment on two options:
• a proposal not to consider used oil as a hazardous waste; or
• listing only those used oils that are typically and frequently hazardous, based on their toxicity at the point of generation. The latter are from gasoline-powered engines.

In addition, EPA is asking for comment on used oil management standards, including “good housekeeping” practices covering storage and disposal of used oil by generators, transporters, recyclers and disposal facilities. This would supplement the 1985 proposal covering used oil storage, inspection, cleanups, tracking, record keeping and reporting.

Nearly 200 million gallons of used oil are produced by individuals who change their own automotive oil. Only 10 percent is dropped off or collected for recycling, EPA is contemplating and asking for comment on the possible use of additional regulatory incentives that would ensure collection and recycling of used oil.

EPA Administrator William K. Reilly said, "EPA wants to encourage used oil recycling because it allows lubricating oils to be used several times over, preventing potential environmental damage and conserving natural resources."

According to Reilly, nearly 1.3 billion gallons of used oil is produced annually. Recyclers collect 770 million gallons for reprocessing.

The proposed options are designed to minimize impacts on small businesses. Regulation of used oil could affect more than 650,000 producers, more than 90 percent of whom are small businesses.

EPA has concluded that used oil can pose hazards to human health and the environment, and therefore requires careful management. Oil that is not collected for recycling is generally dumped on land or in water. Some is used for road oiling. Problems in storage, handling, transportation or disposal can contribute to surface, groundwater and soil contamination, and to air pollution.

POSSIBLE EXEMPTIONS

The standards may not cover the smallest of the used oil producers, those that produce or collect less than 300 gallons a month or who have a total above-ground storage capacity of 1,320 gallons. EPA also is proposing to exempt some small used oil producers partially from liability under certain circumstances, such as if a collector has a valid contract with a used oil recycler to handle and remove the oil.

In addition, EPA is proposing alternative regulatory approaches for disposing of used oil, including: requiring hazardous, nonrecyclable used oil disposal in hazardous waste landfill; allowing nonhazardous, nonrecyclable used oil disposal in municipal waste disposal facilities; or, banning the land disposal of nonhazardous used oil.

Written comments must be sent to the RCRA Docket (OS-305), U.S. EPA, Washington, D.C. 20460. The comments must include an original and two copies and the docket number: F91-UOLP-FFFFF. The public can get additional information on the proposal by calling EPA's waste hotline at 800-424-9346, or 703-920-9810 in the Washington, D.C. area.

Additional information is available from EPA's Small Business Hotline at 800-368-5888, or 703-557-1938 in the Washington, D.C. area, and from EPA's regional offices.

Petersen helps Five Farms remake

BALTIMORE — Douglas W. Petersen has been named superintendent of Baltimore Country Club's "Five Farms" Golf Course.

The club's Five Farms East course has just been included in Golf Magazine's 1991 rankings as No. 47 among the top 100 courses in the United States, and 74th worldwide.

Petersen is overseeing a dramatic greens restoration program on all 18 holes. The nine-month project features a unique, historically accurate reconstruction of the putting greens based on original blueprints used by architect A.W. Tillinghast. The course will reopen in mid-April.

Petersen was superintendent for the past 12 years at Prairie Dunes Country Club in Hutchinson, Kan., which hosted four USGA national and international tournaments.

"I look forward to many years of a renewed commitment to excellence as a result of Doug Petersen's hiring and the completion of the greens renovation program here at the Baltimore Country Club," said Paul Obrecht, chairman of the Golf Superintendent Selection and Greens Task Force Committee.
Environmental regulations and protective measures are the most critical issues facing the golf course industry, according to a Golf Course News survey of course builders and architects.

The development was at the top of the list on 51 percent of the ballots, sometimes showing equal billing with financing or water. Financing was listed as the major concern by 29 percent of those voting, the need for less expensive courses 19 percent, water use 8 percent, and the pesticide law 2 percent.

As president of the American Society of Golf Course Architects, Tom Clark said he is "totally concentrating on the environment and permitting issue and on the financial issue. After developers have gone through this (permitting) rigmarole to get their projects in place, they can't get the money. We (Ault, Clark & Associates) have 28 courses that are looking for financing."

Clark said that while his Kensington, Md., firm routes courses for 80 to 90 projects each year, "we're lucky if two get started in a year."

"We have several developers who have spent $200,000 to $400,000 on engineering and environmental studies and are not even close to breaking ground," Clark said. "In a lot of instances you have to have very deep pockets. And it all gets reflected with the consumer, who is the golfer. A lot of these are public, daily-fee courses — things we need desperately. The counties and communities are in favor of the golf course, but still have to go through the arduous permitting process. In one case we have in Washington, D.C., seven different regulatory agencies were involved in just the irrigation pond."

Clark complained that after the federal government writes legislation or guidelines, states and counties add stricter laws. "It really discourages any development," he said.

"This isn't universal," he said. "We're trying to identify certain areas around the country where you can get things done. It's getting tougher and tougher."

He specified the East and West coasts and New England as the regions with the toughest environmental laws, basically because so many regulations apply to specific areas.

Golf course builder Paul Clute of Hartland, Mich., agreed about the great differences between regions, specifying wetlands laws as the most rigorous.

"Determination and enforcement varies dramatically geographically," Clute said.

Architect Steve Burns of Fernandina Beach, Fla., pointed to the recent Supreme Court ruling that local governments can draft more restrictive pesticide regulations than federal laws. "Hopefully, this won't lead to a lot of communities, with no technical knowl-

**Continued on page 22**

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**Palmer careful to protect, use Biscayne Bay**

Miam1, Fla. — Deering Bay Yacht and Country Club, Arnold Palmer and Mother Nature have created a unique 18-hole course for an exclusive residential community on an environmentally sensitive site on Biscayne Bay.

With four sets of tees, the course plays from 6,800 to 4,000 yards. "A trademark of a golf course by the Arnold Palmer Course Design Co. is that it is challenging but enjoyable for golfers of all levels of ability," said Armando Codina, chairman of the Codina Bush Group which is developing the community.

Built on a site surrounded by protected mangroves and other native vegetation, the course was designed to maximize water recovery and rainwater run-off, flowing into Biscayne Bay. It is contoured to capture rain and irrigation run-off, and the recovered water is used in the irrigation sprinkler system, eliminating the need to use county water in grounds maintenance.

The water recovery system also includes a littoral zone with sloping-bank ponds and wetland grasses which makes the area more attractive to wintering and resident birds.

Additionally, the course was designed to avoid destruction of the mangroves. "We didn't want to disturb the mangroves, so we dramatically elevated the 12th tee. This tee alone cost $300,000 to build, but it's worth it," said Codina.

Undulating greens, 16 lakes, beach bankers and wetland areas make the layout aesthetically pleasing.

"We have planted marsh grasses, which enhance the natural beauty of the course," said Paul Douglas, Codina Bush Group project director for Deering Bay. "The course complements the environment, attracting birds and other wildlife and creating a beautiful place in which to enjoy the game and the outdoors."

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**Andersen sets real estate academy**

Course developers, investors and operators will be in Lanai, Hawaii, on Nov. 11-14 for the "Arthur Andersen Academy for the Golf/Real Estate Industry."

The invitation-only event will offer executive seminars on current issues affecting the golf course industry. Participants can also play golf alongside host Hale Irwin, as well as Andrew Magee, Billy Ray Brown, Caroline Keggi, Kay Cockrill and other PGA Pros. Play will be at "The Experience at Kohele," one of the top new courses in the world.

Held at the Mauelo Bay Hotel, the program will feature speakers from major consulting firms in the golf industry, including Arthur Andersen, Golden Bear International, Ben Hogan Properties, International Management Group and Castle & Coole/Island of Lanai.

Topics will include major new golf developments; contemporary financing techniques; development entitlements — accepting the political/sociological challenges; course design for resort and residential projects; maximizing financial operating results; foreign course ownership opportunities; and, club membership at resort hotels — Pebble Beach and Boca Raton Resort.

Call Chris Garvey at 213-451-6557.

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**Major fix-up at Countryside CC**

CLEARWATER, Fla. — Countryside Country Club has begun a $1.5 million renovation of its 27 holes.

Gary Player Design Group of Palm Beach Gardens is managing the redesign of the nine-hole Bayhood Course, originally built in 1980. Waldorf Golf Construction Co. of Ocala, Fla., is responsible for the re-construction.

The Countryside project includes renovation of the fairways, irrigation systems on the Baywood, Lake and Pine courses.

The overhaul is the final phase of a $5.5 million capital improvement campaign.
Architects and builders alike decry holdups in

edge, banning every chemical because an environmental group scared them into believing that all chemicals are evil," Burns said. "Environmental and water-use issues are probably the two issues with the greatest impact on golf course development in the next 20 years," Commins said. "Environmental regulations are a positive and constructive influence, but need more consistency on the part of regulators. We also need to reduce water usage, and educate users to lower maintenance expectations."

"Environmental radicalism" is the term Ted McAnlis used to describe the greatest obstacle to golf development. The North Palm Beach, Fla., architect said: "Certain individuals and groups are using the environment as an excuse to promote other agendas such as anti-development. In the long run progress will be stifled. Artificially inflated costs will make housing and golf more difficult for the average person to afford. It is all rather disgusting."

Tom Marzolf, an architect with Fazio Golf Designers said: "We continue to run up against fear, instead of facts, on the issue of chemical and fertilizer runoff. We need better case studies and scientific information to present golf in a better light."

Affirming the need for research, architect Geoffrey Cornish of Amherst, Mass., said: "the ASGCA and GCSAA (Golf Course Superintendents Association of America) will try to research" questions of harm done by golf courses. "Both groups intend to take the high road. The three major studies to date (Penn State, Cape Cod and Cornell University) have given golf courses better than a clean bill of health in that healthy turf prevents run-off of pollutants," Cornish said. "For the second straight year, financing is close behind the environment as an issue with which the golf industry must grapple. Architect Michael Hurdzan of Columbus, Ohio, said: "Environment and funding are tied at the top of the list. The general public is reacting emotionally to all issues involving chemicals... and is using other environmental scare tactics to stop golf. Funding is difficult because bankers have seen that one can build more golf courses than the consumer will buy — henceforth bankruptcy."

Kenneth Ezell, managing partner of The Clifton, Ezell & Clifton Golf Design Group in Deltona, Fla., said: "We have started to understand the environmental answers to calm the pseudo-environmentalist's fear questions. Now we need to answer the whys and hows of profitable golf arrangements and find the sources to fund these successful golf concepts."

Architect Tom Fazio predicted that while more than 200 courses will open this year, "that will change drastically."

"Where can you go today and get money? Where's the next group of financing coming from?" Fazio asked. "Where's the next group of financing coming from? Hotels are running half of last year in capacity. Look at the financing structure — housing starts and hotels. Real-estate projects are going broke in Florida... It's just like in 1975 and 1981, only more so. Then, there was money in banks and lending institutions. Look at the job market. It has a rippling effect. Look at all the municipalities going broke. Can they afford to build courses? Even if it's done with a bond, are they going to be able to sell it to the voters?"

"I have eight projects with approvals and only one looks like they have the money," said architect Stephen Kay of Bronxville, N.Y.

Bill Kubly, president of Landscapes Unlimited Inc., a course building firm headquartered in Lincoln, Neb., said: "Banks have tightened credit to the point of closing the industry. Government rate reductions have not helped this situation. Another source of funds now has to be used."

Brian Curley, director of golf course design and construction for Landmark Land Co. Inc. of La Quinta, Calif., put much of the blame on the savings and loan crisis. "The S&L fiasco was perpetrated..."
permitting, zoning and financial backing

by a misguided, inept bureaucracy that laid a choke hold on solvent, stable, law-abiding businesses," Curley said.

Clark said the S&L crisis began the entire financial downturn. "No one's loaning money for any project that has anything to do with land," Clark said.

Adding that a few firms are lending on golf projects, Clark said: "It's usually a fairly high rate now. There is financing, but not necessarily beneficially a fairly high rate now. There is the entire financial downturn. It's going to be a challenge, but a pleasure.

The private developer is the one caught between a rock and a hard place. They have to get something built, so they go to alternative sources—like people who will build on your land, build a course, operate it for 20 years, then turn the course back over to you. It's not necessarily going to give you the golf course and maintenance quality you desire for your type of development. But they do a pretty good job.

The days of (architects Donald) Ross and (A.W.) Tillinghast were like a stroll in the park."

— Tom Clark

IRONICALLY, THE BIGGEST CHALLENGE FACING GOLF COURSE SUPERINTENDENTS TODAY ISN'T ON THE GOLF COURSE.

It's in personnel. It's at a public hearing on land use. And, increasingly, it's in the boardroom.

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To ensure that golf course management remains not just a challenge, but a pleasure.

Phil Garcia Jr., Florida Division manager of Ryan Incorporated Eastern in Deerfield Beach, Fl., decried the "proliferation of ill-conceived and financed projects, coupled with the state of the financial community. "Quality versus quantity is what must guide our industry through the 1990s," Garcia said.

Robin Nelson of Nelson & Wright Architects in Honolulu said that as golf courses become more government-regulated, "the costs will skyrocket, affecting the entire industry.

The firms who show environmental innovation in design will be the architects of the 1990s and beyond." James Dobson, president of James Dobson and Associates of Longview, Tex., said more public facilities must be financed for golf to grow.

"Golf must be available to the masses and be affordable. Public and municipal facilities aren't 'glamorous' or 'interesting' to the financial community, but they can be very profitable," Dobson said.

Larry Flatt of Flatt Golf Services in Overland Park, Kan., agreed that less-expensive courses must be built.

"I am not taking a Pollyanna approach. I know that with less money, golf courses will not be as fabulous as many that have been built. My argument is that golf courses don't have to be perfect or have all the bells and whistles to be fun to play. Most of our new golfers are not upper income, but middle income... and they cannot afford to play the high-dollar courses regularly. There needs to be more good public access courses available for reasonable cost. They do not have to possess all the pizzazz that many 1980s courses had. Greater creativity needs to be exercised in how to route and build a course. I think you will see more creativity in the 1990s, because there is not going to be as much money available for development, and the costs of construction and future maintenance are going to be watched more closely. How a course is going to be maintained will again become a factor in design in the 1990s."

Keith Foster, a designer with Arthur Hills & Associates working out of Arizona, said: "Most people will mention environmental issues and financing. I, too, acknowledge the concerns and impacts of both. However, I am also looking closely into high construction costs and the need to return to sound design practices that strive to produce excellent results, yet not at the expense of our clients' wallets."

The golf industry should strive to educate the public about the positive effects of golf courses, said Don Childs, vice president of Bills/Childs Associates of Sylvan Lake, Mich., and Bob Cupp of Cupp Design Inc. in Atlanta, Ga.

"Public opinion should be converted from the perception that golf courses are environmental problems to the proven fact that they are actually positive. They generate oxygen (one course creates enough oxygen for 150,000 people each day) and they purify water. Doctoral-level studies now support this. Turf is the best natural filter known to man!"

The issues are many confronting an industry that, in past decades, faced no opposition.

"The days of (architects Donald) Ross and (A.W.) Tillinghast were like a stroll in the park," said Clark. "They could build a golf course without any concern about opposition groups. But now it is incredible."
The C-LOC retention system is a practical and economical solution to shoreline, soil erosion and water abatement problems.

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### Courses newly approved in the U.S.

_Golf Course News_ is publishing these lists monthly. The top list includes courses that have been approved around the country in the past month. The bottom chart contains the sites and contacts for contact us call 207-8464-6000 or write P.O. Box 987, Yarmouth, Maine 04096.

### Courses newly approved in the U.S.

- **Location**: Connecticut
  - **Course Name**: Portland GC
  - **Type**: Public
  - **Address**: Rose Hill Rd.
  - **Contact**: John Kelley

- **Location**: Illinois
  - **Course Name**: N/A
  - **Type**: Public
  - **Address**: 119th St. & California Ave.
  - **Contact**: Steve Sanders

- **Location**: Kentucky
  - **Course Name**: N/A
  - **Type**: Public
  - **Address**: RR #2
  - **Contact**: Russell Sights

- **Location**: Missouri
  - **Course Name**: N/A
  - **Type**: Public
  - **Address**: N/A
  - **Contact**: N/A

- **Location**: New York
  - **Course Name**: Crystals Springs GC
  - **Type**: Public
  - **Address**: N/A
  - **Contact**: John Sniezek

- **Location**: North Dakota
  - **Course Name**: N/A
  - **Type**: Public
  - **Address**: U.S. Hwy 10
  - **Contact**: Mayor Lanning

- **Location**: Tennessee
  - **Course Name**: N/A
  - **Type**: Public
  - **Address**: Rts. 2 & 14
  - **Contact**: Bobby Nichols

- **Location**: Texas
  - **Course Name**: N/A
  - **Type**: Public
  - **Address**: Pleasure Island
  - **Contact**: Robert Von Hagge

### Courses newly planned in the U.S.

- **Location**: California
  - **Contact**: John O'Shaughnessy
    - **City**: City Council
    - **Address**: Comm. Dev. Dir.
    - **Contact**: Brian McNab

- **Location**: Connecticut
  - **Contact**: Kenneth Roberts
    - **City**: towns
    - **Address**: A.J. Solomon
    - **Contact**: Algic Pullay

- **Location**: Florida
  - **Contact**: Jack Turner
    - **City**: Tuscawas
    - **Address**: A.J. Solomon
    - **Contact**: Algic Pullay

- **Location**: Hawaii
  - **Contact**: Jack Turner
    - **City**: A.J. Solomon
    - **Address**: Algic Pullay
    - **Contact**: Algic Pullay

- **Location**: Illinois
  - **Contact**: Diane Foster
    - **City**: Homeowner
    - **Address**: A.J. Solomon
    - **Contact**: Algic Pullay

- **Location**: Indiana
  - **Contact**: Jack Turner
    - **City**: A.J. Solomon
    - **Address**: Algic Pullay
    - **Contact**: Algic Pullay

- **Location**: Iowa
  - **Contact**: Jack Turner
    - **City**: A.J. Solomon
    - **Address**: Algic Pullay
    - **Contact**: Algic Pullay

- **Location**: Kentucky
  - **Contact**: Jack Turner
    - **City**: A.J. Solomon
    - **Address**: Algic Pullay
    - **Contact**: Algic Pullay

- **Location**: Michigan
  - **Contact**: Jack Turner
    - **City**: A.J. Solomon
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### New Publications From NGF

  - **Title**: Who are the players? The research report has details of gender, age, income, regional, education, and occupation level breakdowns for America's core, occasional and junior golfers. Other important populations are also highlighted, including beginners, females, and public and private golfers. Want more? How about the number of rounds all categories played last year? The number of years they played? The breakdowns for the North, South, East and West of the statistics? There could be more details here than you need to know until you need to know your customers better than your competitors do. $175.00

  - **Title**: Where do the players play? If you are providing goods and services to golf courses, or if you are involved in golf course development, this report is an invaluable resource. It describes the number, types and distribution of facilities throughout the U.S. Several chapters focus on supply factors: national, state and metropolitan breakdowns of course data are given, plus indexes of oversupply and undersupply for 520 urban areas. Course openings in the past year, as well as courses under construction and in planning are highlighted. With the information in this report, America is truly the land of opportunity -- golf course business opportunity. $175.00

- **Mailing Labels for Golf Facilities in the U.S.**
  - **Title**: The complete list of all facilities (approx. 12,650) available by course type, specific region and in cities or pressure-sensitive label formats. To order, or for further information, call toll-free (800) 733-6000. $275.00

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**Cooke & Andrews is course contact**

A newly planned course listing in Gainesville, Ga. appearing in the August issue incorrectly listed Fieldale Farms Corp. as the contact. The proper contact is Cooke & Andrews Investments Inc. of Atlanta.

**Pinewild breaks ground on permanent clubhouse**

PINHEURST, N.C. — With a traditional ground-breaking ceremony on Sept. 20, construction began on Pinewild Country Club's permanent clubhouse. Actual construction began in October. Completion is targeted for late next spring.

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CCA Silband changes name to GolfCorp

CCA Silband GolCorp has changed its name to GolfCorp to solidify recognition as one of the nation's leading public, semiprivate, and fee golf course operators.

GolfCorp, an affiliate of ClubCorp of America, is the second-largest manager of public fee golf in the United States, owning and/or operating 38 courses located in California, Pennsylvania, Florida, Delaware, Texas, Tennessee, Colorado and Arizona.

The renamed club is one at perfect time for us," said GolphCor president and chairman Bob Huber. "Jeff Silverstein, who was president of GolfCorp for 12 years, recently moved on to pursue other aspects of the business.

"Although we will miss him, it seemed a logical time to change our name to something that is easily recognizable and marketable."

GolfCorp was founded in 1979 as Silband Sports, a contraction of Huber's and Silverstein's last names. In 1986, the company merged with Club Corporation International (ClubCorp), parent company of CCA and GolfCorp, and became CCA Silband GolCorp. With Silverstein's recent move, GolfCorp now under the sole direction of Huber.

"Dropping the CCA Silband reference does not mean GolfCorp will downplay CCA's successful 'club philosophy' or erase the heritage we enjoy from the early years of Silband Sports," Huber said. "We're just changing our name to one that is easily remembered and highly marketable for many reasons, including its similarity to ClubCorp and Club Corporation of America."

Future plans call for controlled growth throughout the United States by long-term lease agreements with municipalities and purchases of top-quality, daily-fee courses, Huber said.

Among GolfCorp's holdings are Clear Lake Golf Course near Houston; Plantation Resort Golf Club near Dallas; and Los Rios Country Club in Plano, Texas.

Private clubs defended at conference

PENTAGON CITY, Va. — "There is nothing wrong with membership in private clubs, nothing to be ashamed of, nothing to be denigrated," was the message delivered by Sen. Charles "Chuck" Grassley, R—Iowa, at the Club Managers of Association of America's Leadership Governmental Affairs recent conference here.

Grassley noted that 2,800 clubs nationwide provide employment for 5,000 men and women and offer enjoyment, recreation for young and old and an avenue for relaxation from modern hectic life.

"Private clubs," he said, "recently haven't enjoyed the best press. Shoeal Club charges were laid against them. It was and is best resolved by people of good faith in the community working together."

He said CMAA members should tell their stories in their own words, not as victims of political interpreters in newspapers. "Otherwise, there is the danger of painting a distorted picture."

While freedom of association is a constitutional right, Grassley said the vast number of clubs do not deny membership on the basis of sex, race, color and national origin.

Grassley applauded club changes reflecting changes in society, and hoped that membership evaluation will continue with new eyes.

NGF analyzes Canadian golfers

JUPITER, Fla. — The golf participation rate is nearly five percentage points higher in Canada than in the United States, and Canada has a higher percentage of female golfers.

These were among statistics assembled by National Golf Foundation researchers and summarized in the graphs below.

The study indicated that 184 of 1,000 residents age 12 and over play golf in Canada, compared to 135 per 1,000 in America.

Of the total 3.9 million female golfer population, 31 million or 28 percent are women, compared to 25 percent in America.

Canada's 1,859 golf courses in 0 provinces hosted 52.6 million rounds, compared to 502 million rounds in the United States.

Canada's population is less than a 10th of America's, and its golf season much shorter. The Province of Ontario has the most golf courses, 646.

Eighty-three percent in Canada log half or more of their rounds at public facilities, compared to 57 percent in America, and 85-95 percent are public- or semi-private, compared to 20 percent in the United States.

Only 2.2 percent of Canada's courses are real estate-related, compared to 10.8 percent in the United States.

NGF publications deal with trends, travel and ranges

The National Golf Foundations has introduced the first three in a series of specialized research publications called Market Reports.

Trends in the golf industry, Golf Travel, and Stand-Alone Golf Ranges in the U.S. offer insights into a specific aspect or segment of the U.S. golf industry. Collectively, the reports provide a comprehensive overview of current trends in both golf supply and demand. They range from 14 to 20 pages in length.

"Not only will these smaller, single-subject reports be more useful and affordable to readers, they tell the industry. They allow us to take a more focused approach in unveiling the wealth of data collected over the past year," said Michael Russell, NGF's senior research director.


NGF Demographic Profile of All Canadian Golfers/1990

<table>
<thead>
<tr>
<th>Population</th>
<th>Number of Golfers (Thousands)</th>
<th>Percent of All Golfers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>2,789</td>
<td>71.9</td>
</tr>
<tr>
<td>Female</td>
<td>1,079</td>
<td>28.1</td>
</tr>
<tr>
<td>Total</td>
<td>3,868</td>
<td>100.0</td>
</tr>
</tbody>
</table>

NGF Rounds Played in Canada/1990

<table>
<thead>
<tr>
<th>Population</th>
<th>Total Rounds (Thousands)</th>
<th>Percent of All Golfers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>41,348</td>
<td>78.6</td>
</tr>
<tr>
<td>Female</td>
<td>11,257</td>
<td>21.4</td>
</tr>
<tr>
<td>Total</td>
<td>52,605</td>
<td>100.0</td>
</tr>
</tbody>
</table>
Continued from page 27

However, he opposes legislation that would be "a dagger aimed at your heart, punitive to those who want fellowship." He cited the "double standard" of the Senate's Judicary Committee of which he is a member.

Inevitably against "invidious discrimination," committee members warned that it was not desirable for future Supreme Court nominees to belong to certain clubs, that it was a bar to High Court nomination.

This premise came into prominent play when the committee became the first to consider the qualifications of Judge Clarence Thomas for promotion to the Supreme Court.

Thomas, a young lawyer aspiring to federal bench elevation 10 years from now will be very careful as to what organizations he might join. What clubs he does join should ultimately be determined by his conscience."

At the conference, CMAA announced name change of its Governmental Affairs Department to the Legislative/Regulatory Resources Department.

Jay DiPietro, general manager of the Boca West CC in Boca Raton, Fla., and committee national chairman, said the new name was developed to more clearly reflect the true nature of this department.

Function will be to identify legislative and regulatory issues at the state and national levels that would affect private clubs; educate and inform association members of these issues; and work in cooperation with allied associations to deal with legislation of mutual interest.

PRIVATE CLUBS SHOULD BE CONSIDERED A COMMUNITY ASSET

Continued from page 27

Private clubs should be considered a community asset.

NGF PUBLICATIONS

Continued from page 27

Golf Travel combines material from several NGF surveys regarding the golf travel habits of American golfers. Traveling golfers are profiled by age group, income and gender. Also discussed is how often they travel, leading travel destinations, and the estimated size of the golf travel market.

Golf Facilities in Canada 1991 Edition

A comprehensive demographic profile of the nearly four million people who play the game throughout Canada's 10 provinces. The format of this 50-page report is almost identical to the one the NGF publishes annually on participation in the U.S. $175.00

Golf Facilities in Canada 1991 Edition

An overview of Canada's 1859 golf courses by facility type (private vs. public and semi-private), by size (number of holes), length (regulation, par-3, executive) and location. The format of this report is also very similar to the one the NGF produces each year on golf facilities in the U.S. $175.00

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The complete list of Canadian facilities; available by course type, specific region and in Cheshire or pressure-sensitive label formats.

To order, or for further information, call toll-free (800) 733-6006
Environmental marketing can mean big bucks for golf industry suppliers

Manufacturers can use green marketing to distinguish their products from other competitors

By Peter Blais

With the vast majority of Americans calling themselves "environmentalists," green marketing is becoming the hottest topic to hit advertising in years, according to a pair of marketing experts.

"Brand after brand is being forced to look at the implications of manufacturing, packaging and marketing on the environment. These trends usually start on the consumer side, but eventually impact the business-to-business side. The golf industry is no exception," said Dennis Chase, executive editor of the advertising trade journal Ad Age.

Chase and Owen Towne, product manager/finagles/turf and ornamentals for Ciba-Geigy's Agricultural Division, made their comments during a recent Golf Course News-sponsored marketing seminar in Oak Brook, Ill.

A recent Ad Age survey asked consumers to rate marketers and brands on how concerned they appeared to be about the environment. Procter & Gamble Co. (named by 6 percent) and McDonald's (4 percent) were rated the top two environmentally conscious firms.

But most respondents (66 percent) -- including many self-proclaimed "strong environmentalists," who said environmental consciousness weighed heavily in their buying decisions -- could not name a single environmentally conscious company.

Such contradictions plague green marketers. Advertisers constantly struggle with consumers' belief that all brands of a certain product are basically the same.

For example, while the soft-drink manufacturing industry has made some green strides, their effect on conscientious consumers is mixed, and is best suited to manage the $6-billion consumer side, but eventually impact the business-to-business side. The golf industry is no exception because..."
Water conservation to be focus of Irrigation Exposition Technical Conference being spon-

ted by the Irrigation Association.

The conference, entitled "Water: Enough for Tomorrow," is being held
Nov. 10-13 at the San Antonio Con-
vention Center.

The exhibition, which opens at 4 p.m.
Sunday, Nov. 10, will host more
than 200 exhibitors from the irriga-
tion industry, displaying and demon-
strating state-of-the-art water man-
age products and services, and
revealing their 1992 new product lines.

In addition to the technical ses-
tions, the conference will feature in-
dustry leaders and management spe-
cialists speaking to the bottom-line
concerns of the irrigation industry.
A session on chemigation will offer
the most current information on
chemigation practices, research and
safety issues.

In a concurrent session, attendees
will get a comprehensive picture of
the current product liability issues
from LaVerne Stetson of the U.S.
Department of Agriculture, Richard
Frederick of Alpha Engineering, and
attorney Dale Hicks of Plantkett,
Gibson & Allen.

Sponsors include:

Motorola's commitment to zero de-
lays. A session on agricultural technol-
gy with include information on "What
To Look for When Selecting a Filtra-
tion System for Irrigation Water," to
be presented by Barbara Lowet of
Yarribee Water Management System
in Riverside, Calif.; and the "Impact of
Higher Energy Prices on Irrigated
Agriculture," by Dr. Les Sheffield of
the University of Nebraska.

Joe Henggeler of the Texas Exten-
sion Service in Fort Stockton, will
discuss ways of "Managing Automatic
Systems for Better Uniformity" during
the session on management of turf/
landscape systems.

Bill Smith, vice president and senior
quality assurance manager for
Motorola's Land Mobile Products
sector, will give the keynote address,
sharing the planning behind Motorola's commitment to zero de-
delays and strategies for quality and
excellence that earned Motorola the
Malcolm Baldrige National Quality
Award.

In his presentation, "Planning and
Managing for Greater Profit," Smith
will discuss Motorola's commitment
to a "total quality" approach, sharing
improvement strategies in his pre-
sentation, "Planning and Managing for Greater Profit.

In his presentation, "Outlook for
the U.S. Economy," David S. Hefter,
manager of Economic Studies for
DuPont in Wilmington, Del., will share
his thoughts on current and predicted
economic trends, and their effect on
the irrigation industry.

Hefter, who directs the analyses
des and international economic
data for DuPont and its customers,
has worked for the DuPont's office
for 25 years and has extensive
experience in forecasting economic
trends.

In addition to the sessions and ex-
position events, the IA will convene
the School of Irrigation as well as a
Landscape Irrigation Auditor Training
Course, and certification exams prior
to the start of the conference.

Burning
Continued from page 29

Under the agreement, growers in
both states have a 45-day window
— Aug. 1 to Sept. 15 — during
which they can burn. And they can only
burn on 14 days. "We gave up Fridays, weekends and holidays," Jacklin said: "so it's
actually down to a 24-day window."

But, within this window, growers
can pick better days to have maximum smoke dispersion — so we can send the smoke in the di-
rection of farming areas instead of
residential areas," he said.

The question now is what will come
out of the renegotiations. The last year
saw "some hot and heated debate —
times when people got up and left."
Jacklin said: "But people simmered
don't and came back together, under
the guidance of the Agriculture Bu-
reau division of the Spokane Chamber
of Commerce, which controls the burning in Spokane County.

While burning opponents will likely
ask for further reductions in burning days, Jacklin said: "We don't
know if we can give more days be-
cause weather factors change from
year to year. This year was an opti-
mal year to burn. The weather was
absolutely super for us. In a year
that we have a rainy season, we may
end up using the whole 14 days we're
allocated.

"If we give up anything, it will probably be in the form of days. I sus-
pect we could give up two days,
but I would be very reluctant to give
up any more than that."
Successful marketers use environment to their advantage

Continued from page 29

There is nothing wrong with this until the natural tendency for advertising to exaggerate comes into play. Then it becomes unseemly. "Marketers that make small, well-meaning gestures toward the environment and mention them quietly enough so as not to add to the noise in this area are probably safe."

How important is the environmental movement? According to the Ad Age survey, 23 percent of the respondents classified themselves as "strong environmentalists" and 56 percent as "environmentalists." That's more than 185 million people projected nationally.

"If they are serious, that's a revolution. We think they are serious," Chase said.

Ciba-Geigy is the largest manufacturer of plant protection products in the world, Towne said. Green marketing, or product stewardship as Ciba-Geigy calls it, is important because it costs so much to get a product to market that a company can't afford to have it taken away because of misuse.

Obtaining Environmental Protection Agency approval and getting a new product to market takes seven to 10 years and more than $20 million from the time the active ingredient is first discovered, Towne said. And because of patent limitations, a company usually has only about a half-dozen years to recoup its investment.

"If the product has to be withdrawn from the market because of adverse effects, corporate profits suffer. We are environmentally aware. Marketing products responsibly is just good business sense," he said.

The new chemistry is expensive and people must be taught to use it properly, Towne said. Application rates are changing from pounds per acre to grams per acre.

"The new chemistry is more sophisticated than the old atrazine where you put two pounds out and kill all the weeds. There are a lot more silver bullets out there that have limited effects on the environment and kill just one, two or three diseases," Towne said.

Basic research can be more environmentally sound if screened compounds must conform to current and expected environmental parameters including low application rates, safe manufacturing processes and environmental fate.

Ciba-Geigy's market research consistently shows. In response, the company introduced Pace, the first pesticide in a water-soluble bag placed inside a cardboard box, Towne said.

"The response has not been as great as expected, although it has been fairly strong," Towne said. "People say they will pay more for a product, but they don't. At least they won't pay a lot more, and this is about 40 percent more than anything else on the market."

"We learned a couple of things."

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"We learned a couple of things."

What Could Be Worse Than Developing A Hydraulic Oil Leak While Mowing Your Greens?

Golf Course News
Mobay's parent company realigns divisions and personnel

Continued from page 29

Miles as a diversified company with businesses in chemicals, health care and imaging technologies," Wehmeier said.

Dr. Hermann Wunderlich, vice chairman of the board of management of Bayer AG, will continue as chairman of the new Miles board. Dr. Klaus H. Risse, currently president and Chief Executive Officer of Miles, will become chairman of the new Miles board.

Reporting to Wehmeier will be nine executive vice presidents. They and Wehmeier will form the new Miles executive committee.

Among the future Miles Inc. operating divisions, their locations and the respective executive vice presidents of the corporation are:

- Crop Protection and Animal Health Division, Kansas City, Missouri. Heinz K. Wehner, currently executive vice president for Mobay's Agricultural Chemicals and Animal Health Divisions, will become executive vice president of Miles Inc. This new division will include the Crop Protection and Animal Health businesses of Mobay, both located at Kansas City, as well as the current Miles Consumer Household Products business in Chicago.
- Diagnostics Division, Tarrytown, N.Y., will be headed by Dr. Roger G. Stoll, currently executive vice president, Miles Diagnostics. Stoll will continue to have worldwide responsibility for the company's Diagnostics Business Group.
- Industrial Chemicals Division, Pittsburgh. Dr. Richard L. White, currently executive vice president for Mobay's Industrial Products Divisions, will become executive vice president of Miles Inc. This division will consist of the current Mobay Inorganic Chemicals, Pigments and Ceramics, and Coatings businesses. White also will assume the additional responsibility for the company's H. C. Starck and NBC businesses.
- Organic Products Division, Pittsburgh. Dr. Jochen C. Wulff, currently president and CEO of Mobay Corp., will become executive vice president of this new division, which will include Mobay's dyes and pigments, and organic chemicals businesses, as well as Haarmann & Reimer Corp.
- Polymers Division, Pittsburgh. H. Lee Noble, currently executive vice president for Mobay's polyurethane business, will become executive vice president with responsibility for plastics, polyurethanes, fibers and deerfield urethane.

Continued from page 31

not Kn

environment

Continued from page 31

superintendents how to apply products safely. Superintendent meetings are held in conjunction with distributors to promote safe application practices.

The company gives away diagnostic kits allowing a superintendent to determine what disease is plaguing his course and whether he needs to treat it. Company sales representatives feared that could result in lower product sales. It was a risk. But it was a necessary risk to be a good product steward, Towne said.

Does this sort of pro-environment activity make a difference? Ciba-Geigy's target market apparently thought so. Respondents to the recent Ciba-Geigy survey rated the company much higher in environmental Division was first launched.

To sales?

Continued from page 1

used by municipalities. Toro made its initial investment in Ohio in 1985.

Products will be marketed under the Toro brand name and the manufacturing operation will remain in Kansas.

"This acquisition is in line with Toro's strategy to expand our commercial products business and further strengthen our leadership in the growing professional markets," said Toro President David H. Morris.

Under the Hahn deal, Hahn will manufacture its multi-use work vehicles for commercial turf maintenance exclusively for Toro under the Toro brand name.

Hahn shareholders were expected to vote on the agreement sometime in October or November. The deal calls for Toro to acquire a minority interest in Hahn through the purchase of $1.15 million in outstanding preferred stock in an merger transaction, and gives Hahn an option to buy Hahn's business assets after two years.

Environment

continued from page 31

It can happen anytime. A sudden hydraulic oil leak. And before you know it, your green is a disaster.

Not with Toro's new Greensmaster® 3100. It features our exclusive Turf Guardian™ hydraulic oil leak detector that protects your green's appearance and playability.

Here's how it works. As the oil warms, it expands. Causing its level to rise and lift a float. Then if a leak occurs, the level descends and the float reaches contact points. Instantly, an alarm sounds and alerts you to move the mower off the green.

Of course, this does not replace routine maintenance. But it does give you greater peace of mind.

And, because Toro is committed to providing operators maximum comfort and ease of operation, the Greensmaster 3100 is exceptionally operator friendly. And proves it with power steering, conveniently

Not Know

HYDRAULIC FLUID
SYSTEM HYDRAULIC TANK
FLOAT MECHANISM

HYDRAULIC FLUID
SYSTEM HYDRAULIC TANK
FLOAT MECHANISM
Ransomes rolls out three new mowers

JOHNSON CREEK, Wis. — Ransomes Inc. has introduced three new mowers.

Select Bob-Cat mid-size mowers will have a redesigned operator-present control system for comfort and safety. First introduced in 1989, the safety system automatically disengages the cutting deck and drive system when the operator’s grip on the handles is released.

The controls prevent the operator from leaving the mower while the blades are moving. The new Bob-Cat 61-inch gear drive mid-size mower, which will produce up to 28 acres in an eight-hour day, features an 18-hp Kohler engine, five forward speeds (plus reverse and parking brake) double-wide reinforced belts and ergonomically designed operator present controls.

New to the T-3100 series 3-wheel riding mowers is model T-3102, which is powered by a Kohler Magnum 20-hp engine. The single-foot pedal control of the hydrostatic drive provides variable speeds, both forward and reverse, without shifting and cluthing.

The 61-inch rotary cutting deck produces 28 acres of turf during an eight-hour day. The 5½-inch deck offset permits easier trimming. The 48-inch deck trims tight or heavily landscaped areas.

The T-3100 series also features an optional 4½-bushel grass collection system.

For more information on Bobcat and T-3100 series mowers or any other Ransomes product contact Ransomes Inc., One Bob-Cat Lane, Johnson Creek, Wis. 53036 or call 414-699-2000.

CIRCLE #301

Waste water treatment offered

DALLAS, Tex. — Clearwater Environmental Systems Inc. offers a new wastewater treatment method recommended by the Environmental Protection Agency for recycling wastewater.

Clearwater’s Model 100 units may be configured to treat water prior to discharge off site, or into on-course ponds or tanks ready for watering or reuse in equipment wash bays.

The units save water, stop pollution and require little maintenance. They operate by gravity flow and use a two-phase filtering system. A proprietary sand and gravel filter sifts particulates, oil and grease. A discharge chamber, fitted with filter media, treats pesticides, herbicides and other contaminants.

Units are designed before and concrete construction, may be ordered “set in ground,” ready for plumbing, or “turnkey.”

Contact Clearwater Environmental Systems, Inc., 14901 Quorum Drive, Suite 480, Dallas, Texas 75240 or call 800-444-7193.

CIRCLE #302

Tee signs require no maintenance

Fairway Stone, Ltd. has introduced a maintenance-free tee sign console using space age technology.

The solid surface sign resembles granite, but is superior to actual stone because it resists acid rain, salt and most chemicals. Using fade resistant resin inlays for graphics eliminates painting.

The sign backplate post and trash receptacle is constructed of aircraft quality aluminum coated with a fade resistant powder coat finish.

Due to high-strength, lightweight construction of the Fairway Tee Sign, Fairway Stone, Ltd. will air freight products to any golf course in the world at reasonable cost.

For more information on Fairway Stone Tee Signs contact Fairway Stone, Ltd., 1420 Winstead St., Charlotte, N.C. 28203 or call 800-TEE-SIGN.

CIRCLE #303

New liners help contain wastes

HOUSTON, Tex. — Gundle Lining Systems Inc., manufacturer and installer of polyethylene lining systems, has introduced Gundline HD/ VL/HD.

This new product combines the chemical resistance of high-density polyethylene with the flexibility, elongation and ductility of very low density polyethylene. It is extruded composite liner with a VLDPE inner core sandwiched between two outer surface layers of HDPE, offering a high-performance solution for waste containment needs.

Contact Gundle Lining Systems, 19103 Gundle Road, Houston, Texas 77073 or call 713-413-8564.

CIRCLE #304

Salco emitter has various drip rates

HAWTHORNE, Calif. — Model PC6T, a six outlet emitter featuring a 1/2-inch female threaded base, has been added to the Salco Products Inc. line of pressure-compensating, self-flushing drip emitters.

The new emitter is available in flow rates of 1/2, 1 and 2 gallons per hour. Made of high impact resistant polypoly-ene containing UV inhibitors, the threaded emitters are color coded to distinguish individual flow rates.

Contact company President Sam Tobey at 213-973-2400.

CIRCLE #305

Positioned controls and a commercial-grade Vanguard* 16hp V-Twin engine that’s amazingly quiet and virtually vibration-free.

And your Greensmaster 3100 is backed by our Direct Today 48 Hour Delivery program. Any part not immediately available from your Toro distributor can be delivered to you within 48 hours anywhere in the 48 contiguous United States.

Call your distributor about the new Toro Greensmaster 3100. Or any other model in our complete line of Greensmaster mowers.

The Greensmaster* 3100.

The Professionals That Keep You Cutting.
Book helps golfers to talk a better game abroad

"Do You Speak Golf?" won't cure a hook or slice, but the pocket-sized book will help golfers talk a better game abroad.

It's the international golfers' language guide for Western Europe and North, Central and South America. English phrases are translated and accompanied by an easy-to-understand pronunciation guide.

With a golf club in one hand and the book in the other, players should be able to manage their way around the golf course, pro shop and clubhouse where Norwegian, Swedish, Danish, Dutch, German, French, Italian, Spanish and Portuguese are often spoken.

Admittedly, there will be much groping and stumbling when trying to ask such simple questions as "Do you accept tee times?" or "Is there a putting green or driving range handy?" No matter how easy the language reads, the switch to phonics probably will leave the listener puzzled.

It's worth a shot, though. Author Gregg M. Cox covers in each language these topics: basic conversation at the golf course or pro shop, paying, renting, golf equipment, clubs, golf terms, colors and numbers.

Cox came up with the book idea while stationed in Germany in the U.S. Armed Forces. He's working on a dictionary that adapts general terms from English to 50 other languages.

Novel cartoons by British artist Dennis D. Horan spice the text. Because "Fore" is understood universally, the word is missing from the list of common golf terms. It means "Duck" in any language.

Price is $7.95, plus $2 for shipping and handling. Mail orders should be addressed to Pandemic International Publishers, Inc., P.O. Box 56849, Vancouver, Wash., 98666 U.S.A.

University of Massachusetts publication covers many turfgrass subjects

AMHERST, Mass.—The University of Massachusetts "Professional Turfgrass Management Recommendations for Massachusetts" covers turfgrass culture, insect, disease, nematode and weed management.

Monitoring techniques and suggested threshold levels for turfgrass insects, cultural management of diseases and environmental considerations in herbicide use are discussed.

Send $5 check to the University of Massachusetts, Bulletin Center, Cottage A, Thatcher Way, UMass, Amherst, Mass. 01003.

New Publications From NGF

Guidelines for Planning, Building and Operating a Golf Range

If you're an investor, lender or developer, you'll want this best-selling publication. This authoritative and comprehensive guide explains all phases of golf range development, including site and market considerations, feasibility analysis, layout and construction, lighting, operation and marketing. Also included is a list of range suppliers, golf course sources, consumer data and operational profiles of successful ranges.

$65.00

Trends In The Golf Industry

This new market report describes the growth the golf industry has experienced from 1986 to 1990. Several key indicators are presented including core golfers, occasional golfers, rounds played, and golf facilities. This is an important reference document for those who need to know industry trends and how they may continue in the years ahead.

$45.00

Directory of Golf

The "Who's Who" of the golf industry. If you're looking for prospects, or need a resource, this directory lists 1,400 NGF member firms categorized by type of product or service with contact names, addresses and telephone numbers.

$35.00

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(800) 733-6006

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All Neary Models sharpen faster, more accurately than ever, thanks to our continued engineering innovations. Find out which upgradeable Model meets both your performance and your budget needs. Call today for FREE literature or the name of the Neary dealer nearest you. 800-233-4973
**November**

3-5 — Georgia GCSA Annual Meeting at Jekyll Island Club Resort. Contact Georgia GCSA at 404-793-4075.
4-5 — GCSAA Seminar on Environmental Considerations in Golf Course Management in St. Louis.*
5 — GCSAA Seminar on Personnel Functions of the Golf Course Superintendent in Rochester, N.Y.*
3-5 — Indiana State Lawn Care Association Conference and Show in Indianapolis. Contact ISLCA at 317-575-9010.
4-5 — 25th Annual Clemson Turfgrass Conference & Show in Greenville, S.C. Contact 800-476-GCSA.
5-6 — New York State Turfgrass Association Turf and Grounds Exhibition in Rochester, N.Y. Contact NYSTA at 800-873-TURF.
5-7 — Florida Turfgrass Association at 404-693-1656.
7 — 13th Annual Georgia GCSA Annual Meeting at Hamilton Motor Inn, Covington. Contact Georgia GCSA at 770-532-1200.
7-10 — Golf Show and Conference and Show in Indianapolis.
11-14 — IRSA Annual Convention in Ottawa, Ontario. Contact Monika Waraczynski at (0211) 45600-476.
14-16 — Golfworld '91 in Dusseldorf, Germany. Contact 702-739-8052.
16-19 — Southern Turfgrass Association Conference and Demo at a site to be announced.
19-21 — American Seed Trade Assn. semi-annual convention in Ontario, Ontario.
10-12 — Canadian Seed Trade Assn. Lawn & Farm Seed Conference in Calgary.
13-14 — Indiana State Lawn Care Association Conference and Trade Show in Indianapolis.
12-18 — Golf Show and Conference and Show in Memphis, Tenn.
12-13 — GCSAA Seminar on Negotiating in George, Utah.*
14 — GCSAA Seminar on Negotiating in Orlando, Fla.
14-16 — Landscape Maintenance Association Meeting and Demo at a site to be announced. Contact LMA at 813-584-2312.
17-19 — Ohio Seed Dealers Assn. winter meeting in Columbus. Contact Richard Moore at 614-459-1018.
17-21 — Green Industry Expo in Tampa, Fla. Contact PLCAA at 404-977-5222.
18-20 — GCSAA Seminar on Developing & Maintaining Effective Management/Employee Relationships in Lawrence, Kan.*
21 — Pennsylvania Golf Course Owners general membership meeting in Monroeville.
21-22 — GCSAA Seminar on Introduction to Integrated Pest Management in Walnut Creek, Calif.
21-24 — Great 90's—'91 Equipment Show and Conference in Salinas Park, Fla. Contact 316 Blossom Hill Rd., San Jose, CA 95123 (408) 972-5061.
7 — 13th Annual Georgia GCSA Annual Meeting at Hamilton Motor Inn, Covington. Contact Georgia GCSA at 770-532-1200.
7-10 — Golf Show and Conference and Show in Indianapolis.
11-14 — IRSA Annual Convention in Ottawa, Ontario. Contact Monika Waraczynski at (0211) 45600-476.
14-16 — Golfworld '91 in Dusseldorf, Germany. Contact 702-739-8052.
16-19 — Southern Turfgrass Association Conference and Demo at a site to be announced.
21 — Pennsylvania Golf Course Owners general membership meeting in Monroeville.
21-22 — GCSAA Seminar on Introduction to Integrated Pest Management in Walnut Creek, Calif.
21-24 — Great 90's—'91 Equipment Show and Conference in Salinas Park, Fla. Contact 316 Blossom Hill Rd., San Jose, CA 95123 (408) 972-5061.
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CALENDAR
Continued from page 36
Charles Bingaman at 813-684-2312.
22-24 Miami International Golf Show in Miami. Contact 305-657-1581.
26 Great Show on Arizona Turf in Phoenix. Contact 602-953-5998.

December
2-6 Your Home Turf at Michigan State University in East Lansing. Contact Dr. Frank Rossi at 517-353-3800.
24 New Jersey Turfgrass Expo '91 in Somerset. Contact Bob Dickinson at 201-618-5891.
2.5 Ohio Turfgrass Foundation Annual Show in Cincinnati. Contact 614-252-3001.
3 New Hampshire GCSA Annual Meeting in Concord, N.H.
3 Pacific Coast Turf & Landscape Conference & Trade Show in Seattle. Contact Scott White at 800-275-9198.
3-4 GCSA Seminar on Golf Course Construction Techniques & Management in Omaha, Neb.
3-4 Southern Grounds and Turf Maintenance Expo in Myrtle Beach, S.C. Contact show producers at 800-563-7702.
3-5 Rocky Mountain Turf Conference in Denver. Contact 303-686-9440.
4 Sports Turf Managers Assoc. Board Meeting in San Diego, Calif. Contact 714-739-8802.
4-5 Grounds Maintenance Conference & Trade Show in Greenville, S.C. Contact SC Landscape & Turfgrass Assoc.
5 Business management and aquascaping seminar in Sanford, Fla. Contact Seminole County Extension Service at 407-323-5002.
5-7 TCI Expo '91 in Columbus, Ohio. Contact Tom Clancy at 800-733-2622.
6-7 GCSA Seminar on Introduction to Integrated Pest Management in Fort Worth, Texas.
8-11 GCSA's 43rd Annual Canadian Turfgrass Conference and Trade Show and 25th Annual Meeting in Toronto. Contact Canadian Golf Superintendents Association at 800-361-5397.
9-11 22nd Annual Georgia Turfgrass Conference & Trade Show in Atlanta. Contact Extension Conference Office at 912-681-5189.
9-11 Texas Turfgrass Conference in Fort Worth. Contact David Byrd at 915-685-7363.
10-12 22nd Annual Georgia Turfgrass Conference & Trade Show in Atlanta. Contact 912-681-5189.
16 GCSA Seminar on Scouting, Sampling & Monitoring Golf Course pests in Portland, Maine.
18 Massachusetts Association of Lawn Care Professionals annual meeting in Marlboro. Contact 800-402-8111.

* For more information or to register, contact Betsy Evans, education coordinator, Golf Course Superintendents Association of America, at 800-472-7678 or 913-841-2240. The seminars are dependent upon the availability of the instructors, and are therefore subject to change. One-day seminars cost $180 for GCSAA members and $210 for non-members; two-day seminars cost $180 for members and $210 for non-members.

November 1991 37
Company puts surrounding open space to use

By Mark Leslie

Imagine you're into computers and golf, and you happen to be in the vicinity of Sioux City, Iowa, you might want to pack your golf bag — er, 9 iron and putter — and visit the folks at Computer Support out on West Gordon Drive.

When Kenneth and Harry Keairns decided to build a new facility for their burgeoning company, the golfing brothers decided to build in some extras for themselves and their employees. You might call it "staying on a straight course for employee happiness," or "playing into the hands of your neighbors," or "playing into the hands of your maintenance crew has helped with advice and even did some mowing before the Keairnses bought their own mowers.

Loess Hills' growing inventory of maintenance equipment now includes a three-gang reel mower, bought for $4,000; a used tractor to pull it, at a cost of $700; turf tires for the tractor, costing $400; a used walk-behind greens mower bought from Dakota Dunes for $800; and an old drum-type aerator.

"Being on an old drive-in theater site, it was very hard," Leonard said, "so we had to get the aerator. We've aerated it twice now."

A 15-circuit sprinkler system waters the fairways and greens, while the roughs are not watered.

The greens boast Pennine bentgrass, the fairways are a blend of bluegrass and ryegrass, and light, white silica sand fills the bunkers.

Ken Keairns, Leonard and Thomas share the maintenance duties, logging about 10 hours a week.

But the joy has been worth it. "The golf course is the best thing we ever did," said Thomas of the shipping department. They have received a lot of expert help from local fertilizer supplier Anderson Distributing. The neighboring Dakota Dunes' golf course maintenance crew has helped with advice and even did some mowing before the Keairnses bought their own mowers.

Loess Hills Golf Club (so named "because no one has less hills than us," Leonard said) opened this spring and gets the most use during the lunch hour and directly after work.

Eight employees play regularly. Keairns said, "Every lunch period it's really well attended."

The course record? "Probably one over par," he said. "They're small, elevated greens. You've got to be deadly accurate. If you hit it up on the green, it's cause for celebration."

No one has knocked in a hole in one yet, but the company's golfers are putting in a stock of prizes for the lucky moment.

Leonard said that instead of costing area businesses, Loess Hills gives beginnings "a good place to learn without fear, which really brings more golfers to the courses. Knowing a little about what they're doing, this should make other golfers happy since they're not being held up by a totally inexperienced beginner."

The par 3 holes play 85, 65, 115 and 60 yards. The 1st green doubles as the green for the 115-yard 5th hole by playing from a separate tee box.

It was built by a group of amateurs on the site of a former drive-in, so its upkeep has been a challenge, according to Keairns and Leonard, who maintain it along with Randy Thomas of the shipping department. They have received a lot of help from local turfgrass supplier Anderson Distributing. The neighboring Dakota Dunes' golf course maintenance crew has helped with advice and even did some mowing before the Keairnses bought their own mowers.

Loess Hills' growing inventory of maintenance equipment now includes a three-gang reel mower, bought for $4,000; a used tractor to pull it, at a cost of $700; turf tires for the tractor, costing $400; a used walk-behind greens mower bought from Dakota Dunes for $800; and an old drum-type aerator.

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A 15-circuit sprinkler system waters the fairways and greens, while the roughs are not watered.

The greens boast Pennine bentgrass, the fairways are a blend of bluegrass and ryegrass, and light, white silica sand fills the bunkers.

Ken Keairns, Leonard and Thomas share the maintenance duties, logging about 10 hours a week.

But the joy has been worth it. "It's the best thing we ever did," Keairns said.

What's next?

"We've got another three acres on the other side of the building," Keairns said. "We're thinking of adding a couple more holes."

So, if the boss nixes the dental care health plan ... if he turns his back on eye care ... or says "no" to disability insurance. It pleases for all else fails, perhaps you can draw a card from the hand of Computer Support — and ask for just a little par-3 golf course.
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Our new box-channel steel, straight-line frame takes the pounding of tough conditions like no other mower in its class. Plus, the full-fiberglass body keeps its good looks for years, even in the harshest environments. And it's all backed by a 2-year, 1,500-hour warranty.*

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Smooth operator.
From the easy-to-read, full instrumentation, to the ergonomic controls, the HR-5111 redefines operator convenience. What's more, power steering, tilt wheel, cruise control and the adjustable high-back suspension seat keep the operator comfortable, for a more productive day.

For high productivity, 4WD mobility, heavy-duty durability and operator comfort, there's nothing like the HR-5111 on turf. So be sure to ask your Jacobsen distributor for a demonstration today.

*See your Jacobsen distributor for full warranty details.

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