Critics assail anti-growth advocate

Experts question Klein's methods, motives and results

By Mark Leslie

Golf course developers and builders bristle when his name is mentioned. Architects frown. Scientists sneer. Anti-growth advocates smile.

One thing about Richard Klein, president of Community & Environmental Defense Associates: When asked about him, people do not teeter on the fence.

"He is not fondly mentioned around here."

said David Locke, vice president of Daft McCune Walker, Inc., a landscape architecture and land planning firm in Maryland.

Milt McCarthy of McCarthy and Associates in Upper Marlboro, Md., said: "In projects we've worked on Klein has prof- fered himself as a geotechnical or ground water hydrology expert. He was involved

Continued on page 24

Drought continues to plague Northwest

By Peter Blais

Drought in parts of the Northwest, Rocky Mountains and Midwest has in- creased maintenance costs and, in the most severe cases, decreased play at golf courses.

Reno, Nev., is one of the hardest hit areas. City-owned Northgate Golf Club depends on runoff passing through a nearby ditch for its irrigation water. But with little rain and virtually no snowpack last winter, the ditch has run dry much of the summer of '92. The club went 27 days without water- ing its fairways at one point, according to head pro Don Boyle.

"Rounds and revenues are down 50 percent," he said. "We've reduced our fees about 25 percent. But if you don't have the product people are accustomed to,"

Continued on page 10

Industry analysts mull Landmark decision

By Hal Phillips

While federal authorities ponder the fate of once-mighty Landmark Golf Course Design and Construction, industry analysts go about their business — namely, trying to figure out how much financing world will view golf course projects in light of the latest Land- mark decision.

"As an appraiser, I don't see how this would negatively impact value in the long term, but in the short term it definitely hurts," said Larry Hirsh, president of Golf Property Analysts, Inc.

and president of the Society of Golf Ap- praisers.

"I think the situation has scared away financiers, which we didn't need to begin with," Hirsh continued. "And by eliminating the availability of fi- nancing, you've reduced the size of the market, which in turn fur- ther reduces the supply of fi- nancing."

"Anytime you get negative publicity, it will scare lenders away," added Don Rhodes of Textron Financial. "We're

Continued on page 29
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Study quantifies golf's economic impact

Report says game pumps $17.5 billion into marketplace

By PETER LAI

Golf's $17.5 billion in direct and indirect economic benefits, combined with its ability to raise property values, is one of the "most powerful combinations of positive effects" ever witnessed by a researcher who has done hundreds of economic impact studies for various industries.

"Very few businesses produce these types of numbers and the wide range of benefits provided by golf courses," said Frank Mahady of Massachusetts-based FSM Associates, authors of the recently released Economic Impact of Golf Course Operations on the Local, Regional and National Economy prepared for the National Golf Foundation.

NGF commissioned the study for use by developers, owners and others to explain the benefits of golf projects to local, state and regional officials as well as special-interest groups. The report confirms the positive benefits of golf previously chronicled in a handful of regional economic impact studies.

"Direct expenditures include salaries, wages and tips earned by course employees, according to the draft report. Additional jobs are created at companies where the course purchases its equipment, supplies and services. Direct expenditures made by individuals and businesses resulting from payments for those goods and services in turn expand jobs and income indirectly throughout the nation.

Other local and regional benefits include property taxes paid by privately owned facilities and operating surpluses generated by municipal ones. Golf courses raise the values of real estate by raising a locality's tax base. And golf courses make a community more attractive to businesses and households seeking to relocate.

Nationally, the direct economic impact of the country's 12,380 regulation golf facilities (as of 1989) exceeded $5.5 billion, the report states. That included $2.3 billion in wages and $530 million in local taxes, $350 million in state taxes and $1.8 billion in federal taxes.

The direct impact was much greater — $12 billion spread throughout the national economy in support of the $5.5 billion in direct expenditures.

Overall, golf course operations produced 370,000 full- and part-time jobs in addition to generating $350 million in local taxes, $230 million in state taxes and $1.8 billion in federal taxes.

The report states that private facilities tend to have a greater economic impact than public ones because of their more extensive food and beverage operations as well as other amenities (tennis, swimming pools, etc.).

For example, a sample of 776 18-hole courses revealed that private courses employed an average of 60 people, generated $248,000 in wages and had total expenditures of $564,000. That is approximately twice the impact of daily-fee (24 employees, $221,000 in wages and $453,000 in total expenditures) and municipal (26 employees, $229,000 in wages and $527,000 in total expenditures) courses.

Motivating more state and regional golf associations to conduct economic impact studies was one of the major reasons for producing the NGF report. Local studies have been conducted in Arizona, Alabama and Texas.

The 1988 University of Arizona report is particularly interesting because it was commissioned by an anti-development interest group seeking to show a meager contribution from the golf industry.

"It proved just the opposite, and showed golf to be the engine we knew it was," said Ed Gowan, executive director of the Arizona Golf Association. "It's been extremely effective in getting people who have a voice in Arizona politics to make their comments about golf quite responsible and in keeping with the facts."

"What Arizona needs now is what every locality in the country will need someday, and that's hard data," Gowan said. "If you are in favor of golf, you should uncover as much evidence as you can about golf's positive effects."

Courses with larger budgets have a greater local economic impact, unless the larger course buys most of its materials and supplies from outside the area, according to the report. But that is largely negated by the fact that wages are a major portion of a course budget. Employees live and spend most of their wages locally.
Edgewood declared off limits to golf

SAN MATEO, Calif. — Golfers who for 30 years pressed for a county course may not be teeing it up here in the near future. The San Mateo County Parks and Recreation Commission recently declared Edgewood County Park a natural preserve, in effect nullifying a hoped-for golf course there.

The declaration prohibits any significant development at the 467-acre park near Redwood City. The preserve designation is not permanent because the Board of Supervisors can vote to overturn it.

Supervisors have taken the first step toward an alternative course plan. They’ve agreed to spend up to $150,000 to study six potential golf course sites. The board has authorized $3 million from the proceeds of the sale of the county’s property off Polhemus Road near San Mateo to develop a public course.

The county bought Edgewood in 1980 and sought to develop a golf course there. But discovery of 11 rare and endangered plant and animal species blocked development.

Airport authority reroutes course

SPRINGFIELD, Ill. — The Springfield Airport Authority will change the design of two holes to preserve 6.25 acres of wetlands and avoid possible Army Corps of Engineers objection to its proposed golf course.

The airport authority plans to avoid construction delays and environmental conflicts by locating the two holes.

The Sierra Club opposed the original plan because clearance of large trees from the wetlands would threaten the brown creeper, a bird on the state endangered species list. The Illinois Legislature helped the golf course avoid another possible snag by allowing airports to use their land for non-aeronautic purposes.

Though financing the $3 million project still is up in the air, First Golf Corp. of Denver has been signed to design and supervise course construction.

Environmentalists delay Blue Ridge

LINVILLE, N.C. — Environmental concerns have delayed completion of Blue Ridge Country Club’s centerpiece of a $15 million project.

The Environmental Protection Agency recently accepted the developer’s plan to correct problems with stream and wetland preservation. Violations were not considered deliberate.

The agency has corrected erosion problems that led to seven violations cited last spring. State regulators have not decided whether to impose fines.

The course, designed by Lee Trevino, was supposed to be completed by late summer or early fall.

Coal mine hot topic in Calif. community

BRENTWOOD, Calif. — A Brentwood coal mine abandoned for more than a century is generating some heat between city planners and would-be developers.

A.G. Spanos Land Co. of Stockton wants to transform the site into a golf course and 1,000 homes. City officials favor preserving the site as an historic landmark.

The City Council adopted an environmental impact report recommending site preservation. The city must annex and rezone the Spanos land, then review development plans for the subdivision.

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Money slows NC Golf Council efforts

By MARK LESLIE

Unable to generate either members or cash, the infant North Carolina Golf Council has informed its board of directors that it is "slo MO GO aI u r wasting our activity for the time being."

"We are here still incorpo rated," Executive Director Rick McKeel said. "We are still comm unicating with the board. But we are re focusing our effort, trying to get those groups, properties, courses and people in the industry who are not currently in any type of organization to get organized.

"Once we feel like we have gotten that message out... we'll look at creative or new ways of funding our activities, or act as a coalition of those groups."

Crucial to the NCGC's success from the beginning, McKeel said, has been a study of golf's impact on the state economy. But, with a price tag of $60,000 to $100,000 and only 30 members to call on for funds, the study was never commissioned.

McKeel and NCGC organizers feel the study is critical because it would define the industry and where it is going. "Then we'll be in a position to take off like a rocket," he said.

Two of the board members — architects Tom Fazio and Dan Maples — feel the council is necessary for the golf industry in North Carolina.

"Golfing people need to get united to let legislators know what clout and influence the golf industry has," Fazio said. "Every state should have a group like this. Not one national organization would do because each state has different laws."

Maples said government is "a sleeping giant" that can unexpectedly unload a crippling piece of legislation affecting the golf industry. The golf council could be on guard against such an action.

But until people in the industry mobilize, the council will sit immobile.

McKeel, who works for Olson Management Group which handles 30 associations, said: "Sometimes it just takes the right combination of people getting upset about something. A new association a lot of times is like a little bottle of nitroglycerin. If it mixes with the air properly, the thing could take off out of nowhere."

He added: "We're primed and ready to go at a moment's notice. We just need the right impetus."

McKeel, who lives in Hendersonville, N.C., said the NCGC's mission statement is to "represent the North Carolina golf industry in the various levels of state government and other appropriate entities in order to promote and ensure the survival, growth, affordability and profitability of the golf industry here."

It is modeled after the Florida Golf Council, which is also experiencing funding problems and has drawn fewer members than organizers had hoped.

Fazio believes the NCGC could inform an uninformed public about golf course maintenance and development.

"People are probably not aware of the degree of sophistication the maintenance has reached in use and application of chemicals and fertilizers. It has advanced tremendously," he said. "Also, we are designing courses differently today than 10 years ago, before we had such an understanding of some of the environmental concerns."

McKeel said local golf groups around the state — like superintendents, the turfgrass council and club managers — are doing well.

"The golf council was an attempt to bring the varied interests together under one voice so that we could speak through numbers," he said.

Alton Baker plan dismissed

EUGENE, Ore. — A planned public golf course in Alton Baker Park won't be built.

Instead, Lane County commissioners have established a task force to consider other uses for the east end of the park.

Board Chairwoman Ellie Dundi, who once had favored seeking a private developer to build and operate an 18-hole course on the largely undeveloped 220 acres, has changed her mind.

Groups opposing the project had succeeded in placing an initiative measure on the Nov. 3 ballot that would have blocked the project, termed incompatible with the initiative's requirement that only "passive recreational activities" occur in the park.

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Hon gets council approval for coastal course
TORRANCE, Calif.—The City Council has approved conditions for developer Barry Hon to build 83 homes and a golf course on coastal land near the San Pedro border.
However, the Coastal Commission, which has final authority over shoreline development, must consider the project. Opponents intend to appeal council action.

Theme park may become course
MIDLAND, Texas — An abandoned canyon may become a golf oasis called Emerald Island Executive Golf Facility.
Paul Hart and Jody Hughes envision Midland's Wild River Canyon as an 18-hole, par-3 executive golf course flanked by a driving range, miniature golf and a clubhouse.

Council approves golf community
MORENO VALLEY, Calif. — A 3,038-acre community here featuring two 18-hole golf courses, has been approved by the City Council.
Moreno Highlands will include 7,763 homes, business and village centers, a park and up to 10 school sites.

Corrections
Because of a reporting error, a story appearing in the July issue of Golf Course News ("AGC deals with lease problems in Oceanside") contained some misinformation. American Golf Corp. reported net revenues of $49,753 for 1991, according to AGC's Steve Schroeder, regional superintendent for San Diego County.

In the same issue, a chart appearing on page 5 of the July issue was incorrectly attributed. The information was supplied to Golf Course News by the National Golf Foundation.

Because of misinformation supplied to Golf Course News, there was a misleading statement contained in the development brief, "Ravines Fix-up Underway," which appeared in the August issue. Design plans for the greens renovation program at Ravines Golf and Country Club were supplied by Mark McCumber and Associates. The program is being executed in-house by the golf course superintendent, Keith Smith, and his staff.
Golf practice range seminar on tap

SAN DIEGO — A golf range development seminar is due, Nov. 16-17, at Doubletree Hotel here. Sponsors are Forecast Golf Marketing & Financial Systems, Inc. of Richmond, Va., and the Golf Range & Recreation Association.

Topics include market research and site selection, sales forecasting, feasibility, financial statements and warranted investment, concept and development program, zoning, environment, business plan and physical plant.

The program is targeted to golf range owners and operators, developers, designers and builders, investment bankers, range product suppliers, county and city planners and administrators.

Scott Marlowe, Forecast market analyst, will be the keynote speaker.

Others include Forecast’s Jay Livingood and James Murphy, Terry Sopko of Wittek Golf Supply and Steve Di Costanzo, executive director of Golf Range & Recreation Association.

One-hole course drawing attention

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Young to design Georgia track

COLUMBUS, Ga. — Mike Young has been selected as the designer for a $4 million golf development here.

The project is being undertaken by Developers-Investors Inc., a subsidiary of the Bradley Co. on 500 acres of undeveloped land owned by the W.C. Bradley Co. It will include an upscale, public 18-hole golf course, a 5,000-square-foot clubhouse and 450 homesites.

The golf course will be nestled among pines and lakes occupying 160 acres of the property.

Young has designed a par-72, 6,900-yard course to challenge the above-average golfer and yet be enjoyed by the beginner.

Holmes & Co. of Orlando, Fla. will begin construction in August, with an anticipated completion date of Labor Day 1993.

One-hole course drawing attention

Malden, Ill. — South Side Golf Club may be the nation’s shortest course, but it’s the talk of the town in this tiny village.

Korey Fiste’s “Field of Dreams” stretches only 120 yards, a modest par four minus water and traps. However, there is plenty of room for variety swings, most with a baseball grip. Mention of overlap or interlocking club clutches would draw puzzled frowns from players.

They are mostly youngsters, though parents and grandparents are being lured to the “links.” It’s an almost no-cost, fun-filled family-oriented evening recreational outlet. Neighbors hustle through dinner, then head for the porch to watch a variety of unusual swings in this long-devout basketball community.

Fiste, 20, began South Side by digging a hole in his back yard. Fairway, green and flag followed. Fiste mows the “course” in 2 hours. He said the interest and enthusiasm of the youngsters has rubbed off on elders. “The kids are great examples,” he hopes, “though, they don’t desert basketball.” That’s doubtful. Hoops dominate area barns.

Amtrak personnel salute South Side daily with a merry toot as they speed past the course.

Neighboring towns split on rezoning

DAYTON, Ohio — Two area townships are taking different rezoning approaches to a proposed 18-hole golf course spanning their territory.

The Washington Twp. Zoning Commission recommended rezoning about 187 acres, while Clearcreek’s board of trustees postponed action on rezoning 422 acres on its side of the Montgomery-Warren County line.

The Prestwyck project is being developed by David Durham. If Clearcreek follows Washington’s lead, the course could be completed next spring.

First golf summit taking shape in Ga.

BUFORD, Ga. — The inaugural Georgia Golf Summit due at Stouffer’s Pinedale Resort here, Nov. 15-17, will bring together leaders in the game of golf along with those from related industries.

Goals are to provide a forum through which those involved in the industry may interrelate and network; issues and goals for game advancement may be discussed and action plans established; and the impact golf has on the state’s economy will be brought to public attention.
Fight the good fight, get the good word out

The golf industry is at war. If you don't believe it, four stories in this month's edition of Golf Course News will illustrate the nature of the conflict.

It's a war of public relations and it centers on what defines a "good neighbor." Are golf courses "good neighbors?" The answer almost doesn't matter, because the question is flawed. The better query is this: "Are golf courses good neighbors?"

The answer is no.

Anti-growth special-interest groups, often disguised in grass-root skirts, have taken their messages to the streets of power and directly to the people — anywhere where laws are written and public opinion is formulated. Has it been effective?

Well, has it become harder or easier to gain golf-course-construction approval? Is it harder or easier to register products with the EPA?

"Have gun, will travel," reads the card of a man. Remember Paul Bunyan? Where is Richard Boone now — when we so badly need him?

Today's golf development scene is often like an old Western movie, "Showdown at the O.K. Corral Planning Board."

This is serious stuff and not to be made light of, but the similarity is stunning.

The problem is, here in the real world the guys on one side (the self-styled anti-growth environmentalists) bring their gun-hired into town, and the folks on the other side (the golf industry) have a barn full of ammunition but no guns.

Richard Klein (see story on page 1) has made it his life's work to stop golf course development. He says he wants development to proceed, with restrictions. But the fruit of his work belies that statement.

What is most dangerous about Klein is that he speaks authoritatively, as if he is an expert on pesticide runoff, fertilizer use, heavy metals, whatever is called for at the moment. Laypeople actually believe what he says — and, when no one stands up to confront and dispel him, that kills golf projects.

Pierre-Augustin Caron de Beaumarais, a 17th-century French dramatist and businessman once said: "It is not necessary to understand things in order to argue about them."

Here at O.K. Corral Planning Board, Beaumarais' statement is borne out.

Truth as we ask.

As Maryland developer Lex Birney said: "If things are wrong, or there are interpretations of any scientific data that should be made and they don't agree with what my company is trying to do, that's OK. We want to know. But what appears to be...

...obligatory.

Golf Course News

15 or 18 years ago. Keep it up.

To the editor:

I have been a faithful reader of Golf Course News, and the folks on the other side (the golf industry) have a barn full of ammunition but no guns. Iam furious that these guys, because the golf industry itself...

There is little doubt in my mind that the issues these gentlemen were addressing were related to the efforts of Mr. Morita and his merry band of environmental do-gooders. I am curious that these two golf course...
Should course owners — public and private — pool resources?

By VINCE ALFONSO Jr.

If you operate a golf facility, you have heard the discussion many times before: Municipal, state park and military vs. taxpayer-paying for-profit golf courses. You know the discussion I am referring to: Should we all sit down and share marketing, promotion and sales information as well as data that could help us cut costs and increase productivity? That’s right. The stuff of which net profit is made.

We have to face this very simple fact: The taxpayer-owned sector is, indeed, in head-to-head competition with the taxpayer sector of the golf business. And there are two basic areas of conflict.

First, there’s the tax and profit issue. The taxpayer-owned golf course does not pay property tax and is not necessarily trying to make a profit. The golf course owned by a taxpayer operator is paying property tax and is definitely trying to make a profit. Therefore, they do not start out on a level playing field.

Second, there’s the accountability issue. Does the taxpayer-owned golf course make known to the public what it really costs to maintain their golf course? Or are a lot of their expenses buried in areas like the parks and recreation budget, the state-wide public land use moving fund, or the military base motor pool operational budget?

The point is, fees would at these courses remain the same if the public knew just how many of their tax dollars were being used to keep their prices down? And furthermore, if full disclosure did cause prices to rise, wouldn’t that force these courses to provide better playing conditions and better customer service in order for them to hold onto their customer base?

Second, naturally, it’s not relevant for the taxpayer sector, unless publicly held, to make full disclosures as to what they spend and how much money they make. On the other hand, they are certainly already in the business of providing the best possible playing conditions and customer service at the best possible price. Remember, they’re trying to make a profit and you can’t do that without customers. And you can’t have customers and make a profit unless you can provide your patron with enough reasons to pay your price.

Yes, you have read between my lines correctly. As a rule, the taxpayer-owned course is not as well maintained or as interested in customer service as the privately-owned taxpayer golf course because nobody there has any motivation to make a profit.

Now that you know how I have defined the issues, let’s get back to the discussion. Can or should we sit down together and really try to help one another? Is there a desire on the part of the taxpayer sector to sit down with the taxpayer-owned sector and share information, ideas and resources? To be honest, I’m not sure I know the answer.

In 1986, The National Golf Course Owners Association issued a White Paper to its membership at our annual meeting. This White Paper basically asked the NGCOA members how they felt about opening the organization to taxpayer-owned golf facilities. The answer was a resounding “No!” The NGCOA bylaws state: You must be a taxpayer, for-profit golf course in order to join, and that’s the way they wanted it.
Alfonso

Continued from page 9

to stay.

It's been six years since that White Paper and perhaps it's time to take another look at this issue. Maybe there are bigger fish to fry than things like:

- More economical mowing practices or more efficient ways of running the golf car or food concessions.
- Maybe there are questions that cut directly to our survival as a business — like the environment, federal and state regulations and ADA.
- Maybe there are things that are bigger than our concern over profitability, accountability, and who is paying taxes and who isn't.
- Maybe there's a great need for the taxpayer-owned golf courses of this country to upgrade their customer-service attitude and improve their playing conditions — and maybe the NGCOA members can help that along. Maybe some taxpayer-owned golf course personnel out there can teach NGCOA members a thing or two.
- Maybe, just maybe, if we were all in one giant pool of golf courses, we could muster up enough clout to get golf's positive environmental story told as effectively as the opposition has been able to communicate its view.
- Maybe we need to sit down and talk. Maybe there is a lot more to pull us together than there is to keep us apart.

I am going to work hard to reopen this discussion with the members of NGCOA, and I would sincerely welcome any input from all of you taxpayer-owned golf facilities.

Shoul dewhat we find common ground and work together on issues which may well affect the very survival of our livelihoods? Not to mention the great game itself, golf. The game of a lifetime.

Maybe life's too short not to talk about it. What do you think?

Leslie

Continued from page 8

deliberately twisting facts to make a point that isn't supported by the evidence, is to me, inappropriate.

The golf course opponents have their hired gun.

So, where's Paladin?

The golf industry needs its own hired gun, or perhaps several. Well-educated, articulate, scientists-cum-public-speakers who are good on their feet, armed with truth in their hands, and with wisdom on their lips. I nominate Dr. Eliot Roberts, recently retired executive director of The Lawn Institute and former head of university turfgrass departments.

If he's unavailable, how about recently retired Drs. Joe Duich and Don Waddington from Penn State, Dr. Henry Indyk from Rutgers and Richard Skogley from the University of Rhode Island? Surely there are other highly regarded scientists — in each region of the country — who could be available.

Ladlin and gentlemen, you're not there. You're packing hoozakas that would make Silly Putty out of the six-gun toler. You're honest-to-goodness scientists with expertise in the necessary areas. Your life's work has been research to discover truths, not to oppose or to support any one thing, so your testimony would be considered credible and unbiased.

Please step forward. If you don't, your back yard may get a law like that you're packing bazookas that would make Silly Putty out of the six-gun toler. You're honest-to-goodness scientists with expertise in the necessary areas. Your life's work has been research to discover truths, not to oppose or to support any one thing, so your testimony would be considered credible and unbiased.

"I think it's probably the best in the country," Klein said.

"It is almost physically impossible to build a golf course in Baltimore County," countered David Locke, a recent retiree from the University of Rhode Island. "I think it is ridiculous and extremely unreasonable."

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Please step forward. If you don't, your back yard may get a law like that which Klein helped write for Baltimore County. So, what about it?

"I think it's probably the best in the country," Klein said.

"It is almost physically impossible to build a golf course in Baltimore County," countered David Locke, a landscape architect and land planner. "I think it is ridiculous and extremely unreasonable."

Maybe life's too short not to talk about it. What do you think?

Effects of bone-dry May, June still linger

Continued from page 1

they aren't going to come. We can't buy extra water from the city. It simply isn't available.

That isn't the case 50 miles southwest at Edgewood-Tahoe Country Club in Stateline, Nev. Superintendent Steve Seibel has supplemented what little water is available in the course's wells and springs with liquid purchased from the local water company. While the purchased water and additional wetting agents have added 10 to 15 percent to his maintenance budget, Seibel said the course is in great condition and "we're turning away as many people as we let play."

The same is true in Oregon. While drought and hot weather have reduced yields at the state's major grass seed farms, the lack of rain (40 percent below normal) has increased play and revenues by $30,000 at Grants Pass Golf Club, according to superintendent Scott Shillington. That has more than made up for the extra $2,000 spent on fungicides needed to fight back the more-intense-than-usual attacks of anthracnose, fusarium, pythium and dollar spot, he added.

Sufficient water has been available from the Rogue River to keep the course in excellent shape. Supplies could be shut off in early September, a few weeks earlier than usual, Shillington said. That would not affect conditions, however, he added.

Other parts of the country have suffered along with the Northwest. Most of Ohio was "severely" to "extremely" dry during the first half of 1992, according to National Climatic Data Center, NOAA figures.

Shawnee Hills Golf Club southeast of Cleveland received less than seven inches of precipitation from April through June. That forced superintendent Paul Hudak into the unusual springtime practice of watering his course almost everyday from May 21 through July 9, when the heavy rains returned.

Shawnee Hills added workers to hand water certain sections of the course. Extra fertilizer and fungicides were needed to keep the green grass and ward off disease.

But the drier weather increased play, Hudak said. Shawnee Hills attracts older players who liked the extra roll the drier-than-normal fairways provided.

Head superintendent Mike Shannon of Teton Pines Golf Club in Jackson Hole, Wyo., has added two to three people, at about $150/day, to hand water dry spots and avert trouble areas.

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CONTECH — Innovative Products for Soil and Groundwater Management for Over 75 Years.
**HINES HONORED FOR OPEN EXCELLENCE**

MONTEREY, Calif. — A plaque recognizing outstanding course preparation for the U.S. Open went to Pebble Beach during that prestigious tournament. Presentation was made by GCSAA Vice President Randy Nichols, course superintendent at Cherokee Town and Country Club in Dunwoody, Ga., at the annual GCSAA VIP reception.

**LAWRENCE, Kan. — Application packets for the 1993 GCSAA Turfgrass Scholarship competition have been mailed to turf programs. More than 900 students have received scholarship assistance from GCSAA Scholarship Programs the past 35 years.**

**MARYSVILLE, Ohio — Back from the recent British Open in Scotland, Skip Wade was abuzz with tournament tales. The golf course superintendent at Cherokee Town and Country Club in Dunwoody, Ga., at the annual GCSAA VIP reception.**

**Toro OKs wetting agents in HydroJect**

By Hal Phillips

Good news for all those maintenance crew members who've been using wetting agents in their Hydrojects on the sly: The heat's off.

The Toro Company has approved the use of wetting agents in the Toro Hydroject 3000 water injection aerator.

The approval is limited to liquid, soil-wetting agents that can be applied directly through the machine.

Officials at Toro have long been aware that superintendents across the country have been running dispersants through the Hydroject. However, "They won't admit to us because it would void their warranty," said Ben Street, market manager for Toro's Commercial Products Division.

In fact, Hydroject owners have raised the issue with Toro since the technology was introduced in 1990.

"They've been wanting to do it almost from the beginning, but we've never approved it," Street continued. "We've always had concerns about what we could run through the Hydroject without damaging the machine."

**Overseeding: Not much fun, but necessary**

By Ann Schreifels and Dr. Douglas Houseworth

Overseeding turf is like taking medicine you wouldn't take — if it weren't good for you. In the case of golf courses, overseeding is an important and more intensive maintenance process.

"Overseeding began many years ago in the Southeast and 10 years ago on greens and tees in California," he said.

**NTEP bentgrass results are in; more specific testing is offing**

By Mark Leslie

National Turfgrass Evaluation Program (NTEP) officials plan to more closely study wear tolerance, close mowing and other maintenance practices used in the program.

"Improvements in the testing system will be evident in a new group of bentgrasses that will be planted in the fall of 1993. Results will be published in 1995. Striving to address the variance in how different sites are maintained and gain more complete data, the NTEP this year will start paying cooperators in the tests as they submit information.

"Basically, that will give us more freedom and flexibility to get better tests in place and pay people to do a better job," Morris said. "We will be able to do some of these tests like wear tolerance that take more time, resources and power."

He explained that bentgrass tests require cooperators to more intensely mow, water and treat the grass with pesticides. "In many cases you have to have an area set up particularly to do that — graded, irrigated and with the right soil. It is more expensive to set up an area initially, so not..."
Esposito: Part superintendent, part traffic cop

By Vern Putney

Joseph B. Esposito, course superintendent at by far Maine's most heavily traveled — and trampled — golf course, is strictly a man of soil and toil.

His roots are embedded at Portland's Riverside Municipal Course. Dad Vincent (Jimmy) and maintenance crew associate Pete Walsh built most of the 14th hole, and in 1932 helped shape the first nine.

The senior Esposito long was Portland's Park Department supervisor. Joe, first employed at Riverside in 1958 after a four-year naval hitch and course super since 1963, follows closely chemical technological advances of the past decade but won't shed tradition and long-held standards.

No matter what nature or man devises, Esposito sees his primary function as "Keeper of the Greens" and upgrading course facilities.

"Joe has been a gold mine to the city," declares Harold (Tuss) Whitmore, a Riverside member who seldom has missed a day of play there since 1946. "Joe's knowledgeable, indefatigable and courteous."

Best testament to Riverside's undiminished popularity is the infighting of New England mini-tour professionals for a starting spot in the annual Maine Open. With the exception of five years since 1946, Riverside has been the prestigious tournament's showcase setting.

The field was treated to a few score-testing course revisions shepherded by Esposito in this year's mid-August gala. Only 30 yards were added. The 553-yard tenth hole now is 563 because of tee extension.

The regular fourth hole, an easy par five, gained a degree of difficulty with installation of three small traps 250-280 yards from the tee. If any caught a drive, reaching the green in two was unlikely. Another trap was added 50 yards short of the green.

Before tournament time, a trap was tucked on the right side of the fifth fairway, about 280 yards from the tee and 50 yards from the green's center.

Course changes overseen by Esposito and his crew of 14 to 20 in recent months recognized safety as well as cosmetic reasons. For instance, players in golf cars often zoomed up the right side of the seventh fairway, headed for the green uphill. They were dangerously close to those teeing off from the back markers. That risk has been eliminated. They now go to the left and back of the green.

A new cart path in back of the 17th green brings the golfer to the back of the 18th tee, not, as before, in range of a stray shot from the tiger tees.

The $200,000 course improvement projects were the result of close cooperation among city officials, Director of Golf David Grygiel and Esposito. Grygiel, a PGA pro since 1980 and a member of a golf family that owns or controls 12 courses in New York State, came to Riverside in 1989.

Grygiel has been allotted ample funds for manpower, equipment and materials. Esposito quickly acquired diesel greens mowers, two triplex mowers, two utility vehicles, back hoe, dump trailer and pickup truck.

An over-abundance of water has plagued Riverside for a half-century. The fourth hole, long the North course's wettest spot, with the installation of 700 feet of drain pipe last spring now may be the driest. About 200 feet of drain pipe remedied a soggy fifth fairway.

New technology made it possible to activate sprinklers anywhere on the course at the touch of a button. Unfortunately, the watering system never worked. Leaks cropped up in the wrong places. Another attempt at water damage control, in 1986, also was an embarrassment of mini-ponds.

Riverside is, by modern yardstick, a small parcel of land. The former Hawkes small parcel of land. The former Hawkes

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Overseeding booms in California, Southeast

Continued from page 11

“Now, the practice has boomed in the Southeast, and California is overseeing fairways.”

Competition for winter golfers is increasing, and “snowbirds” have come to expect lush, green courses. Once overseeding cases-peer pressure from the competition, another kind of pressure takes over — turf seedling disease.

Even with all the advances in modern technology, superintendents cannot control the one factor most responsible for disease in overseeded turf weather.

In fact, during overseeding, the two factors most responsible for Pythium blight and similar diseases become prevalent: heat and moisture. Frequent irrigation is necessary to establish turf, and in many Southern locales — even during fall and winter — high temperatures are common.

“You can’t let the seedbed dry out,” said Chuck Rogers, director of grounds at Saddlebrook Resort in Wesley Chapel, Fla. “But keeping it wet opens you up to a lot of problems.” Rogers minimizes the disruptions caused by overseeding by taking all the necessary precautions.

“We close the course for two or three days during overseeding, and we use good fungicides to safeguard our seed,” he said. “That cost doesn’t compare to what closing the course a second time would cost.”

Rogers uses only treated seed, and then applies a systemic fungicide. “Young seedlings are very susceptible to pythium,” he added. “The spray schedule we follow gives them a better chance.”

Dr. Phillip Colbaugh, associate professor of plant pathology at Texas A&M University, recommends that people who are overseeding use seed treated with fungicides.

“Planting at any time of year is conducive to pythium because there’s lots of moisture,” he said. “Using treated seed and a systemic fungicide can protect the seedlings until their roots are better established.”

Colbaugh added that seedling disease is always present in the soil. Its effect on turf depends on moisture, temperature and the resiliency of the roots.

“The soft tissue found in newly established seedlings has no natural defense mechanisms,” said Colbaugh. “Superintendents need to recognize this so they can plan a good program.”

In a recent study, Colbaugh compared untreated seed with seed treated with a fungicide combination. Results showed that average stand counts were 20 to 95 percent higher with the treated seed, and the incidence of infection was significantly reduced.

Root development is one of the most important elements when establishing new turf. A strong root system gives young plants an extra edge as they compete for survival.

There is no sure-fire method for promoting growth, but certain fungicides can aid in seedling development two ways: protecting against disease, and promoting faster root growth. According to Dr. Doug Houseworth, manager of technical support for Ciba-Geigy Turf and Ornamental Products, timing is critical for the effectiveness of herbicides on cool-season grasses. “Establishment is best enhanced when the product is applied at the two to three-leaf stage,” he said.

Rooting — along with seedling disease — are facets of overseeding that can’t be ignored. While superintendents cannot control Mother Nature, they can control disease and root establishment.

According to the study, Sonesta was rated #1 in overall quality, color, density and texture. It will be available exclusively from Scott beginning in the fall of 1992. And with Scott, you get more than uncompromising seed quality. You also get a Scott Tech Rep, who has the training and expertise to address your complete turf program, including fertilization and disease control requirements.

Why compromise on the quality of your bermudagrass turf, when you can’t do better than Sonesta?
Bentgrass

Continued from page 11

as many places do it and do it well."

Funding will come from fees charged to enter grass varieties in the tests. Those fees are now being used to finance 23 grants started in 1990 and 1991. Morris said: 'We've raised our entry fees. We'll continue to fund the grants we have. Whether we fund more past them, I don't know.'

Modified soil test sites

| CA1: Santa Clara, Calif., sand, 6.1-6.5, 3.1-4.0, 0.0-0.5, to prevent stress. | GA1: Griffin, Ga., sand, 4.6-5.5, 4.1-5.0, 0.0-0.5, to prevent stress. |
| KS1: Manhattan, Kan., loamy sand, 6.1-6.5, 4.1-5.0, 0.0-0.5, to prevent stress. | KY1: Lexington, Ky., silt loam and silt, 6.1-6.5, 3.1-4.0, 0.0-0.5, to prevent stress. |
| MD1: Silver Spring, Md., silt loam and silt, 5.6-6.0, 3.1-4.0, 0.0-0.5, to prevent stress. | MAI: Deerfield, Mass., sand, 5.6-6.0, 4.1-5.0, 0.0-0.5, to prevent stress. |
| MS 1: Mississippi State, sand, 6.1-6.5, 7.1-8.0, 0.0-0.5, to prevent dormancy. | TX1: Dallas, Tex., loamy sand, 6.1-6.5, 3.1-4.0, 0.0-0.5, to prevent stress. |
| WA1: Pullman, Wash., silt loam and silt, 6.1-6.5, 3.1-4.0, 0.0-0.5, to prevent stress. | WA2: Spokane, Wash., loam, 5.6-6.0, 2.1-3.0, 0.0-0.5, to prevent stress. |

Native soil test sites

| AL1: Auburn University, sandy loam, 6.1-6.5, 2.1-3.0, N/A, N/A. | CA1: Santa Clara, Calif., loam, 6.1-6.5, 3.1-4.0, 0.0-0.5, to prevent stress. |
| IA1: Ames, Iowa, sandy clay loam, 7.1-7.5, 3.1-4.0, 0.0-0.5, to prevent stress. | IL: Urbana, Ill., silt loam and silt, 7.1-7.5, 2.1-3.0, 0.0-0.5, to prevent stress. |
| IN1: W. Lafayette, Ind., silt loam and silt, 7.1-7.5, 1.1-2.0, 0.0-0.5, to prevent stress. | KY1: Lexington, Ky., silt loam and silt, 6.1-6.5, 2.1-3.0, 0.0-0.5, to prevent stress. |
| NJ1: North Brunswick, N.J., loam, 6.1-6.5, 2.1-3.0, 0.0-0.5, to prevent stress. | NJ3: Martinsville, N.J., N/A, N/A, N/A, 0.0-0.5, to prevent stress. |
| NJ3: Martinsville, N.J., N/A, N/A, N/A, 0.0-0.5, to prevent stress. | OH2: Marysville, Ohio, silty clay loam, N/A, N/A, 0.0-0.5, to prevent stress. |
| OK1: Oklahoma City, Okla., sandy loam, 6.1-6.5, 3.1-4.0, 0.0-0.5, to prevent stress. | ON1: Guelph, Ontario, sandy loam, 6.1-6.5, 1.1-2.0, 0.0-0.5, to prevent stress. |
| OR3: Halsey, Ore., silt loam and silt, 6.1-6.5, 2.1-3.0, 0.0-0.5, to prevent stress. | VA5: Fairfax, Va., silty clay loam, 6.1-6.5, 4.1-5.0, 0.0-0.5, to prevent stress. |

BA1: Blacksburg, Va., silt loam and silt, 6.1-6.5, 3.1-4.0, 0.0-0.5, only during severe stress. BA1: Pullman, Wash., silt loam and silt, 6.1-6.5, 3.1-4.0, 0.0-0.5, to prevent stress. BA2: Spokane, Wash., loam, 5.6-6.0, 2.1-3.0, 0.0-0.5, to prevent stress.

Word is spreading almost as fast as our bentgrasses.
Good news travels fast. Especially when it comes from internationally recognized professionals.

That’s why demanding superintendents worldwide are using and endorsing the creeping bentgrasses “Providence (SR 1019), SR 1020, or Dominant” (a blend of the two).

Of course, that doesn’t come as any surprise to us. Because we’ve spent the past several years developing and testing our cultivars on golf courses and at universities with incredible results.

The unanimous conclusion? Every aspect of our bentgrasses is superior to all other commercially available varieties. Color. Texture. Density. Disease resistance. Heat and drought tolerance. What’s equally important is our bentgrasses’ performance under varied golf course conditions. From America to Australia to Africa, our cultivars consistently produce beautiful, fine-textured greens with true putting quality and reduced maintenance. And outstanding fairway turf with less thatch and excellent wear tolerance. These features are important to superintendents, golfers, architects, and greens committees alike.

Don’t just take our word for it. Contact your nearest Bentgrass Marketing Group member today for more information and university test results. And be prepared to put your course on the map.

*Providence and SR 1020 are protected under the U.S. Plant Variety Protection Act.

Study: Shade plays key role in golf course architecture

GUELPH, Ontario — A study of radiation levels under various shade trees has yielded a computer model of micro-climates being adapted for use on golf courses to manage water and pesticide use.

According to researching landscape architecture and land resource science professors, shade is a key point in golf course design.

Data such as sunlight, temperature, humidity and wind would be collected at the golf course. Coupled with shade and sun patterns at course sites, the model could determine the “micro-environment” to reduce need for irrigation water and pesticides.

Tony Gillespie, land resource science professor involved in the study, predicts that within three years a program will be developed that could be used by any golf course.

Wetting agents OK in HydroJect

Continued from page 11

Well, the long wait is over but not before a series of static tests, determining the safety of long-term exposure to wetting agents, was completed. We have seen very positive results on isolated dry spots when wetting agents are applied after a water aeration treatment, said Street. “These results are enhanced when the wetting agent is injected directly through the Hydroject 3000.”

Besides helping isolated dry spots, we’ve seen faster green-up rates in early spring and better overall appearance throughout the summer.”
Mountains

XERISCAPES SESSION PLANNED

PHOENIX — "Building Partnerships for the Future" is the theme of the Xeriscape Conference sponsored by the Arizona Municipal Water Users Association here Sept. 11. The event is held in conjunction with the Arizona Nursery Association's Southwest Horticultural Trade Show, Sept. 11-12.

The conference will be divided into a general landscaping section and an irrigation audit workshop especially for turf facilities.

Registration may be made by calling 602-248-8482 or writing AMWUA, 4041 North Central Ave., Suite 900, Phoenix, Ariz. 85012.

1,000 EXPECTED AT ROCKY MOUNTAIN CONCLAVE

DENVER — The annual Rocky Mountain Turf Conference and Trade Show is expected to attract more than 1,000 attendees.

The 39th annual conference and show is scheduled for Dec. 3-4 at Currigan Hall in Denver. Representatives of golf courses, park and recreation districts, lawn care maintenance, landscaping firms, municipalities and school districts will be among the turf-oriented assemblage.

Golf course section speakers include Drs. Eliot Roberts, Ali Harivandi, Jack Fry, Trey Rogers, Dave Shellar, Tony Koski, Jim Murphy, Terry Riordan, Jerry Pepin, Doug Brede and Robin Caany, and Nancy Sadlon of USGA Green Section.

Trade show inquiries may be made to Julia Marie 303-688-3440.

BILLIONS BAFFLED BY NAME CHANGE.

Now that the rights to distribute the Logic product line belong to Ciba-Geigy, your favorite fire ant bait is also supported by a firm commitment to the green industry. To reflect this philosophy, Logic is now Award.

We hope that any confusion caused by this name change will be as short-lived as the fire ant mounds where new workers are sterile. So no new colonies can be formed.

The increased work load and lack of new workers shortens the life span of the old workers. With the insecticide, but an insect growth regulator, the worker population, the reduced worker ants carry it into the mound and feed it to the queen. Once the queen has been fed Award, she loses her ability to lay worker eggs. And although she can still lay swarmer eggs, the final swarmer are sterile. So no new colonies can be formed.

The increased long lasting control that Award delivers. And that means no more fire ants. No more confusion. Just remember:

©1992 CIBA-GEIGY Corporation, Turf and Ornamental Products, Box 18300, Greensboro, NC 27419. Always read and follow label directions. Triumph is a restricted use pesticide.

Mountains

West

FOUR PESTICIDES BANNED

SAN FRANCISCO — A federal appeals court here has banned the use of four pesticides in food production.

Three of the pesticides — benomyl, mancozeb and trifluralin — also are commonly used on turfgrass. Regulatory officials say the ruling will not affect the turfgrass industry because human consumption of its products is not involved.

Despite EPA registration, the ruling ultimately could affect use of 67 pesticides on thousands of food products.

Northeast

FAHEY ASSUMES HELM OF MAINE GC SA

POLAND SPRING, Maine — Dick Fahey is the new president of the Maine Golf Course Superintendents' Association.

Fahey is the superintendent at Poland Spring Golf Club, believed the nation's oldest resort course. He succeeds David Kile, Causeway Club, Southwest Harbor, who resigned for personal reasons.

Patrick Lewis, Portland Country Club, has been appointed vice president.

GERBER NEW HEAD OF MASS EXTENSION SYSTEM

AMHERST, Mass. — Dr. John M. Gerber is the new head of the University of Massachusetts Cooperative Extension System, the state's research and educational outreach organization.

An expert in vegetable crop science, Gerber has been a University of Illinois faculty member in the horticulture department since 1979.
in the opening of the grain market. Afterward, participants will view feeding time at the Shedd Aquarium.

The program concludes with lunch at the 95th, the restaurant on the top floor of the John Hancock building.

The Mid-Am trade show is sponsored by the Illinois Landscape Contractors Association, the Illinois Nurserymen’s Association and the Wisconsin Landscape Federation. For more information, contact Mid-Am at 1000 N. Rand Road, Suite 214, Wauconda, Ill; or call 708-526-2010.

SEMINAR FOR SPRAY TECHNICIANS

The first of 29 one-day nationwide seminars for spray technicians takes place Oct. 7, at Woods Hole Golf Club, Falmouth, Mass. The last is June 21 at O. J. Noer Research Center, Madison, Wis. The sponsoring Education Dept. of the Golf Course Superintendents Association of America notes that technicians will learn how to use various types of sprayers, understand components of sprayers, gain exposure to calibration and application methods, including effects of pressure, boom height, vehicle speed and weather conditions, and learn about equipment maintenance and storage.

In addition, they will practice safety procedures, including emergency spill, cleanup and first aid, and how to eliminate costly errors and apply pesticides effectively. For more information, call 913-832-4444.

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GOLF COURSE NEWS
Building communities in face of hard times

Iowa families building course to turn over to their community

By Mark Leslie

MemBERS of the Vermeer Manufacturing and Pella Window company families have created a project in Pella, Iowa, that is a twist on a familiar theme. They have given the town 200 acres, are building a golf course on the land, and will lease the facility to the community. In five years, they say, it will become the town's property.

Meanwhile, surrounding the course will be Bos Landen Golf Community, which will be owned and operated by the two families. Homes can be constructed by any builders in Pella.

According to project manager of golf course construction Bob Bruns, the development team includes architect Richard Phelps, land planners Bloodgood, Sharp and Buser of Des Moines and Johnson Golf Course Construction of Highland Village, Texas.

"This is the first major housing development in Pella in nearly 15 years," Bruns said. "We retained ownership of 145 acres of developed ground — the 145 acres owned by the two families. In conjunction, the city issued $1 million in bonds to provide development of city streets, sewer, water, etc."

Responsible are Dale and Mary Andringa, daughters of Vermeer Manufacturing founder Gary Vermeer; and Peter Kuyper and Charlie Farver, grandsons of the founder of Pella Windows.

Bruns, a business professor and golf coach at Central College in Pella, said the four golf-lovers saw the need for a new golf course for Pella, a community of 10,000 that has only a private nine-hole country club. They hired Bruns, Kurt Kettler and Darrell Van Hall of Van Hall Builders as the development team, now known as Fundtage Investment Group, Inc.

Bruns said four homeowners are in their new houses and four more homes are

Continued on page 20

Contrary to many planned golf course communities, The Landings was conceived as a long-term project that would take time to be fulfilled.

We think we can solve problems better by combining the two jobs."

— Willard Byrd

"We think we can solve problems better by combining the two jobs," Byrd said, "because we can 'give' when the real-estate needs to have precedence and we can 'give' when the golf course needs to have the precedence. And we can analyze it from a financial standpoint... much better and faster than if you had a team of 19 people. Fewer committees and other professions — that's the crux of the whole ball game."

Just as the foundation of a house shapes its location and how you use the property, the routing plan is the cornerstone of a golf course development, Byrd said. And, after all, that is how he got into the golf business in the first place. He had routed courses in the past two decades; and the changes in course architecture and construction ideas are evident in each phase. The first two courses — the Magnolia and Marshwood course — are early Arnold Palmer designs. But improvements in drainage techniques has made portions of these courses obsolete. The sloping fairways that carry runoff into...
Membership financing of golf course projects lessening in Japan

BY PETER BLAIS

Golf balls were supposed to be flying by late summer at Hokota Lakeside golf course near Tokyo. But as of mid-August, birds were the only things soaring over the largely undisturbed ground at the Arnold Palmer-designed golf course site. Hokota Lakeside is a victim of an Ibaraki prefecture law passed last fall forbidding the sale of memberships before a golf course is built, according to Palmer design associate Harrison Minchew.

"I don't know where the developers are going to get the money now," Minchew said. "They are at least 11/2 years behind schedule."

Similar regulations will likely be adopted in other prefectures and could affect development in this island nation, architects believe.

Pre-selling memberships is a common way of financing construction in Japan. Hokota Lakeside developers had planned to sell 2,500 memberships for a total of $150 million to finance their 27-hole layout. That was before Ibaraki legislators passed the law in reaction to the alleged abuses of developers like Ken Mizuno and Teruo Marinishi.

The two men were charged with fraud for selling 52,000 memberships to Ibaraki Country Club, far more than the club could handle. The pair were prosecuted in March for evading $43.8 million in corporate taxes, the largest tax evasion case in Japanese history.

"If one of the prefectures has done it, others will surely follow," predicted architect Brad Benz, who has designed 24 courses in Japan. "I've seen a couple of cities that have passed similar laws," added Jack Nicklaus Design Vice President Mark Hesemann.

The national Ministry of International Trade and Industry is also looking into the trading of golf club membership market, where playing privileges sometimes sell for more than $1 million apiece. Membership brokers are also concerned. The Japan Golf Membership Rights Brokers Group was formed this spring to handle golfer complaints and provide information on the rights and responsibilities of golf club members.

Developers who have been through the permit process also have too much invested to simply drop a project. "They can't afford to quit once they have a permit," Minchew said. "It takes three to five years and a lot of money to get it."

"They'll sell 3,000 memberships to a club that in America would close off at 450," he said. While the changes could make it more difficult for new developers to pay for construction, Benz said of some of the older ones should have little trouble financing projects.

"Developers have made some pretty obscure sums of money in the past," Benz said. "The new membership conditions will make it more difficult. But those who sold 2,000 memberships for $1 million apiece should still have plenty of money in the bank."

Developers who have been through the permit process also have too much invested to simply drop a project. "They can't afford to quit once they have a permit," Minchew said. "It takes three to five years and a lot of money to get it."
Byrd unique
Continued from page 18

conservative, no-nonsense and straight-shooting.

"We do numeros sketches and advise clients almost weekly. In 60 days we have it boiled down, how much the course will cost, roughly how much dirt will have to be moved. We run a cash-flow analysis of what the land will yield. To give the owner several scenarios on costs of operation, absorption of lots and lot sales. We program in interest rates and operating and everything else into it.

"If we think it needs a feasibility study, we suggest that and work with the marketing company while we are doing studies to see what the lot will yield, what type of course is best suited and what it will cost."

Traditionally, golf course architect complain that housing inhibits their design. But, with his two hats, Byrd sees two pluses.

"A lot of times we get a double amenity," he said. "We have many holes that have a marsh or lake and both a golf hole and a house lot."

Byrd said that in the battle for space his designs usually favor the golf course.

"I'd rather have a house lot that's 150 feet deep and have ample space for the golf course, for wild boars and all — rather than a lot that has 200 feet and have less space for the course. The lot owner gets advantage of that land anyway."

"We consider the play of the hole. I know some golf courses where I can play across a house easier than going around the corner, because it is shorter that way. The house shouldn't be there in the first place."

Byrd declared that "a lot of developers are trying to force units too tight to the fairway," but added: "Golf needs space."

He said 200 acres are required to design an adequate course and clubhouse today — considering lakes and wetlands.

"I'd rather have that land on the golf course rather than have all the problems associated with putting the course on 125 acres and contending with the lot owners all the time," he said.

But in some regions the whole idea of golfing communities is moot.

Some areas have "passed the saturation point" for golf course communities, Byrd said. Although he has a half dozen projects under construction and 10 to 15 others in the design stage, he said: "The economic condition is affecting all of us more than anything right now. Banks don't want to talk golf."

Bos Landen
Continued from page 18

under construction, and the first three townhouses are inhabited, with three more being built.

The property — thick with 200-year-old oaks and hickory trees — promises to produce a fine community and golf course.

Bruns said the lease is "self-funded," meaning the town will pay the developers only if there are excess revenues.

Landings community remains in tune with the times
Modern techniques mean better drainage, use of grey water, other maintenance pluses
Continued from page 18

the bordering lagoons also dumped balls in as well. But properly constructed French drains and a unique system of subterranean water recovery pipes have been used to make the courses more playable and water use more efficient.

More than 3,000 feet of perforated pipe have been laid under ground.

This system collects the top water as it filters down into the soil, and directs it to a central collection point. More than 200,000 gallons of water a day are reclaimed and supplement the irrigation needs of the courses.

"We have been pleased with the success of this system and plan to expand its use throughout the project," said Project Engineer Neil Ackerman. "The amount of water recovered is certainly not enough to irrigate a golf course, but we must all work on ways to reclaim dwindling resources with an eye toward the future."

The early courses have undergone extensive work the past two years. Mounding and landscaping, done to deal with runoff problems in construction, is evident in the newest course, Deer Creek, designed by Tom Fazio. While 200,000 cubic yards of dirt were moved on the first Palmer course in 1972, more than 500,000 yards of dirt were moved at the Fazio course in 1990.

Most of the tees are raised and the swales cross through fairways to help drainage. The holes that play along the marshlands are raised and sculpted to keep runoff and potential nutrients on the course and out of the wetlands.

Neil has also developed a system to deal with grey water from the island's water treatment plant. He ran irrigation lines throughout the most remote stretches of forest on the island. Here the grey water is spread, and through natural filtration it is returned to the water table.

Debris never falls where you want it. That's why it makes sense to have cleanup machines that can work anywhere.

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Graham/Panks designing in Japan

SCOTTDALE, Ariz. — David Graham and Gary Panks will design the new Hakodate Nikkatsu Golf Club in Hakodate, Japan. Graham said: "We have been searching for the right opportunity to make our appearance in the Japanese golf market, and now we've found it. The Hakodate Nikkatsu Golf Club is a great project — I am confident that it will be a showpiece course for the Japanese."

The private golf club is being built by the Japanese conglomerate, Nikkatsu Corp.

The course is located in the historical port city of Hakodate on the southern coast of Hokkaido, Japan’s northernmost island.

Construction crews are slated to break ground on the project in September, clearing the land and creating the infrastructure of the golf course. Graham and Panks have begun the design work, and shaping will begin in May 1993, with an opening date set for the spring of 1995.

Baird prepares mainland China project

NASHVILLE, Tenn. — With construction drawings complete and construction slated to start by January, Gary Roger Baird joins a handful of Western designers with golf course projects in mainland China. The International Donggung Ban Woo Country Club is part of a 10-year development project situated on the southern coast of Guangdong, China.

Construction crews are slated to break ground on the project in September, clearing the land and creating the infrastructure of the golf course. Graham and Panks have begun the design work, and shaping will begin in May 1993, with an opening date set for the spring of 1995.

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Soil blending a fitting expense in high-tech construction

By HAL PHILLIPS

With golf course construction costs climbing well into the millions of dollars, it’s interesting that soil blending remains something of a luxury process. Yet as the golf industry becomes more and more sophisticated — and green construction becomes more and more expensive — soil blending may become a necessity.

The advantages are clear: complete uniformity and high quality. Considering it may cost $300,000 to build 18 greens, shelling out $20,000 on proper soil-blending procedures is the proverbial “drop in the bucket.”

Yet when it comes to deciding whether to retain soil-blending services, what takes precedence — cost or quality? Architects make the recommendations, but is that decision based purely on budgetary considerations?

“One thing we don’t skimp on is that mix,” said Tom Clark, partner in the firm of Ault, Clark & Associates, Ltd. “The owners realize they need to get the proper greens mix, so they don’t have to go back and rebuild them. It’s happened. There were times when layering and all kinds of problems have cropped up. Now that’s expensive.” Architect Dick Nugent, another soil-blending enthusiast, likes the fact that blenders aren’t gone.

"It’s a judgment call, but I think it gives you a better product, better quality. If I have a choice, I want to work with a blender directly with soil blending."

"From an architect’s standpoint, the product is excellent," he explained. "But from a contractor’s standpoint, it may be more expensive and it may mean a loss of control."

"The contractor also has to worry about practical things. Does he have a suitable place to mix the stuff by himself? Where’s he supposed to do it? In the parking lot?"

"You don’t have to worry about that with blenders.”

Dr. Michael Hurdzan, principal of Hurdzan Design Group, can’t say enough about the technology, which makes for superior blends.

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Tee To Green builder blessed using his own soil blender

About five months ago, Steve Hutchison of Tee To Green Golf Course Construction took the plunge and purchased a Model 2200 soil blender from Dakota Peat. His life is simpler, he says, and his product is better.

"It's been great," Hutchison reports. "We really like the control we get with the blender. And we know we're not going to have any trouble with these greens down the road."

Hutchison, whose company is currently working on three courses, said the elimination of contracted soil-blending services has already brought increased simplicity and savings.

Yet his recent purchase has also resulted in peace of mind. "The part I don't like about contracting out is I don't feel comfortable turning over something so important to a subcontractor," he says. "The assurance of quality is very important. The blender is just one more tool that assures me of the quality I must have to be competitive."

The addition of in-house soil-blending capability has created additional business opportunities for Tee To Green in the sport turf industry.

"The blender has really opened some doors," he says. "If I can blend it and quality control it to exact specification, I have a leg up."

So, Hutchison is a satisfied customer. "Very much so."

Companies specializing in blending soils

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<tr>
<th>Company Name</th>
<th>Location</th>
<th>Contact Person</th>
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<tr>
<td>Eagle Farms, Inc.</td>
<td>P.O. Box 223</td>
<td>Steve Cohen</td>
<td>919-874-8465</td>
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<tr>
<td>ENS Soil &amp; Peat</td>
<td>Kiro. 1 Saa 367</td>
<td>Bill Eason</td>
<td>937-434-5566</td>
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<tr>
<td>Greenesmix Soil Blenders</td>
<td>Dept. Farmers, North Waupaca, WI 54981</td>
<td>Christine Faulks</td>
<td>715-256-9366</td>
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<tr>
<td>Hutchison &amp; Son &amp; Gravel</td>
<td>5 West St. South, Huntsville, Ontario POA1BD</td>
<td>Don Macdonald</td>
<td>705-289-4467</td>
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<tr>
<td>Ohio Central Steel</td>
<td>7001 Americas Parkway, Reynoldsburg, OH 45068</td>
<td>Steve Cohen</td>
<td>513-890-1122</td>
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<tr>
<td>Rootone Mix</td>
<td>1790 West Ave. E., Male, TX 76134</td>
<td>Gene Watkins</td>
<td>806-232-5200</td>
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<tr>
<td>Transamerican Soil Blender</td>
<td>2055 Salem Park Dr., Suite 209, Lithia, FL 33415</td>
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3. Can the Toro 450-D operator visually monitor cutting performance while mowing? **The Ransomes 350D operator can.** All cutting units are located in front of the operator. The Toro 450-D wing units are positioned behind the operator, limiting visibility.

4. Can the Toro 450-D be transported at an efficient speed? **The Ransomes 350D can.** It offers 15.5 mph transport, while the Toro 450-D lags behind at 12.5 mph.

5. Can the Toro 450-D mow in wet conditions without footprinting? **The Ransomes 350D can.** It doesn't leave its mark — even on wet ground. The 350D is designed to evenly distribute weight to reduce the ground pressure which causes footprinting.

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GOLF COURSE NEWS

CIRCLE #125

September 1992 23
Klein: Golf courses are his targets

Continued from page 1...

In a housing development project in Annapolis (Wood Landings II) where he became a heavy metals expert...

"Pretty soon it's going to be lunar rocks."

Stuart Cohen, president of Environmental & Turf Services, Inc. in Wheaton, Ill., said Klein's report, Protecting the Aquatic Environment from the Effects of Golf Courses, "is below nominal scientific standards. It would never pass peer review."

Cohen said Klein "twisted a lot of things around. He offered for example a comparison between pesticide and fertilizer use on corn-soybeans with greens, tees and fairways. It was mixing apples and oranges... Once we realized how his report took so many facts out of context, we felt we couldn't trust any conclusion without going back to the original source and checking it ourselves."

Architect Michael Hurdzan of Columbus, Ohio, said Klein "takes information out of context, or misinterprets it.... You have to remove this golf development issue from an emotional dimension and put it on a factual dimension. That's what he has not done. He has kept this on an emotional dimension and has used highly charged words to imply rather than draw conclusions."

Friend and Diamond Ridge Golf Course superintendent George Murphy said: "Don't forget, Richard is basically a tree-hugger. We all should be tree-huggers. That's what people who hire him want to hear."

And Klein defended himself, saying: "My goal is to help folks get the benefits of golf courses without the environmental effects. If I had a pointed tail and horns, I'd take your (Golf Course News) list of proposed golf courses and run around the country and contact the people who live next to those sites and say, 'Oh, my God, there's a terrible golf course coming down the road. You'd better protect yourself! But I don't go in for that..."

Klein added that he wants to help both "the people who live next door to a proposed course and the architect and owner to try to find a way to resolve their differences that allows a course to go forward... I'm convinced that it's entirely possible — particularly in regards to the great things that have happened in the last five to 10 years with turfgrass management — for the vast majority of courses to easily become a net benefit to the aquatic environment."

But, asked if he had ever supported a golf project, Klein admitted: "I strictly work with citizen groups and citizen groups. That's the market I tried to carve out for myself when I first started this business."

Klein said he has "worked with golf course architects and owners on a volunteer basis to try to help them improve the design of their course."

The one case he could cite was Baltimore County, which he said asked him to work with Daft McCune Walker to find sites suitable for public courses.

But Locke and Bob Staab, Baltimore County's director of parks and recreation at the time, said Klein has attended only one one-hour meeting.

Klein's report took two of the three facts out of context, they said. "We strictly work with citizen groups. That's the market I tried to carve out for myself when I first started this business." Klein said he has "worked with golf course architects and owners on a volunteer basis to try to help them improve the design of their course."

Continued on next page...
Experts say science played little part in Klein's research work

By MARK LESLIE

Richard Klein's springboard to national acceptance and recognition as an expert in protecting the aquatic environment was a speech to the United States Golf Association. His invitation to speak came as a result of a paper he authored: "The Effects of Golf Course Use on the Water Quality of Streams," presented to the Virginia Department of Environmental Conservation in 1984.

Klein tested a portion of a stream that uses chlorinated water from the city to supplement their irrigation ponds, so I'm not surprised he didn't get good counts.

"Also, he only tested at the courses. He didn't test upstream. Plus, the courses he tested tend to be in the lowlands downstream of farming communities ... most of which are fed by hundreds and hundreds of acres of drainage areas draining agricultural fields." Locke said his firm therefore discounted a lot of what Klein reported.

"He is extremely bright and pretty much self-taught," said Howard Birney, who holds a Ph.D in environmental plant physiology, said the paper is "an unscholarly work written by a layperson who selectively chose phrases and passages to make points and reach conclusions which were invalid."

Referring to the basis of Klein's study — 11 golf courses he tests in Maryland — Daft McCune Walker Vice President David Loch said Klein tested a stream at Baltimore Country Club that is the conduit for city water.

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Klein on the attack

Continued from previous page

"To a layperson they think he [Klein] knows what he's talking about. To a scientist, he's often wrong," he said.

A SOFTENING?

Diamond Ridge's Murphy, who has worked with Klein in Save Our Streams for eight years, said, "In the beginning it was Richard's natural presumption that superintendents were bad actors. Over the years he asked questions on how you did this and that and techniques of eliminating pesticides, things like that.

"He's come a long way." Murphy said Klein and a member of the Audubon Society recently studied a stream on his course and "it's the first documented case" of a golf course use accelerating water improvement.

"He's [Klein] making a living on one side of the equation. But I think he was pleasantly surprised when he did this study," Murphy said.

For his part, perhaps Klein is coming around.

"I'm impressed with all the great work the USGA (United States Golf Association) is doing, and the GCSCA (Golf Course Superintendents Association of America) ...", Klein said. "Frankly, I believe pesticides are a relatively minor concern. Unfortunately, there is a big emotional reaction to them on the part of people who come to me as clients."

Does he tell his prospective clients that? He did not return repeated phone calls made to ask him that and other questions.
Newly OK'd courses

Golf Course News is publishing this list monthly from our sources and with the assistance of Forecast Golf Marketing & Financial Systems, Inc. of Richmond, Va. The list includes courses that have been approved around the country in the past month.

On page 34 is a list of course proposals that have been announced in the last month. We would appreciate your help in updating this section. To contact us call 207-846-0600 or write Golf Course News, P.O. Box 997, Yarmouth, Maine 04096.

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<th>Course Name</th>
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<td>California</td>
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<td>John Fryer Jr.</td>
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<td>Florida</td>
<td>Westwood Golf Course</td>
<td>Robert C. Malt &amp; Co.</td>
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<td>Georgia</td>
<td>Berry College G. C.</td>
<td>Arthur L Davis</td>
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<td>Hawaii</td>
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BRIEFS

CRI TABS CRONKHITE

ROCKVILLE, Md. — CRI Golf has named J. Kent Cronkhite vice president in charge of operations. He assumes responsibility for all CRI Golf's on-site management activities. CRI Golf offers a full range of services including acquisitions of golf clubs, property/management, asset management and advisory services.

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PGA TO RUN WEST PALM COURSES

WEST PALM BEACH, Fla. — A development company that includes the PGA of America will build and operate two public golf courses on the western edge of the city. The city will issue between $10 million and $15 million in tax-free bonds to pay construction costs of the project, which recently received unanimous City Commission approval. Whitley Development Corp. will build the courses. The PGA will run them, using all but 5 percent of revenue to repay the bonds.

COSTA MESA SELECTS MANAGEMENT CO.

COSTA MESA, Calif. — The City Council has decided to negotiate exclusively with Mesa Verde Partners for operation of the city's two public golf courses. The city hopes to realize $28 million over the next 15 years from such an agreement. The future of 18 full-time city employees at the facilities is up in the air. Their pay could be cut as much as 25 percent. Additional plans call for grass reseeding at a cost of $605,000, expanding lakes at both courses and installing new drainage and irrigation systems.

PALMER PROMOTES PAIR


CELANO JOINS DORAL

MIAMI — Paul Celano has been named director of golf at the 90-hole, 2,400-acre Doral Resort and Country Club. A member of the PGA of America, Celano will oversee all aspects of the golf operation, including close work with the grounds and greens departments.

Club Corp. heads north of the border

By Hal Phillips

The dollar values on either side of the 49th parallel may vary day to day, but the economic realities don't. The viability of golf course developments conceived during the real-estate speculation boom is tenuous on both sides of the U.S.-Canadian border. After bidding for time, Club Corp. appears ready to capitalize on the situation. The world's largest golf course management company has lined up its first three golf acquisitions north of the border. Five more could soon be in the offing.

"All three of our new clubs were previously ill-advised as to the strength of the [real-estate] golf market," explained Randy Williams, Club Corp.'s director of business development. "The clubs are solvent, but they received some bad advice. In Ontario, the market has cratered. "We've been looking at the Canadian market for some time. It had been a situation where Canada wasn't ready for us and we weren't ready for Canada. But over the last two years we've made a concerted effort to get involved and it has blossomed into some deal flow."

The yield includes Granite Springs Country Club in Halifax, Nova Scotia; Kings Valley Country Club in Aurora, Ontario; and The Spring Lakes Country Club in nearby Stouffville. Five more Canadian projects are under discussion and 10 to 15 remain in the embryonic stage, he said.

The three private clubs have potential, said Williams, but they desperately need new management focus. They can also use Club Corp.'s experience in stabilizing clubs caught in the real-estate gambit, he said.

"In Canada, it seems they're just getting into the idea of master-plan communities," said Williams.

Workers' comp costs steady

By Peter Blais

While the cost of workers' compensation insurance is a troublesome issue in certain parts of the country, overall, golf course management companies have been able to keep costs down.

"Our experience is that workers' comp costs have relatively flat over the past few years," said American Golf Corp. Vice President Mike Heacock. "In fact, they went down last year, even in California, where people claim workers' comp costs are driving businesses out of the state."

Some abuse of workers' compensation benefits likely occurs at Club Corporation of America, said Charles Faubion, regional superintendent for the company's Central Division. But he had no personal knowledge that it has occurred and it doesn't seem to be a major issue, he added.

"It seems like a terribly mismanaged area," Faubion said. "You never know when someone claims he hurt his back, for instance, whether he did it on the job or not. And once a person says he is injured, you have little choice but to pay him."

"False claims are hard to track down. You can't check the workers' doctors or the tests they order. You just can't verify a lot of this stuff."

Heacock agreed, noting problems in southern California facilities.

"We bring on a maintenance employee, and within 5 or 6 months, he's likely to end up at a certain health clinic," he said.

GCN announces speakers for Public Golf Conference

CHICAGO — Golf Course News has announced the program and speakers for its new conference, "Public Golf '92," scheduled for Nov. 1-3, at Oak Brook Hills Hotel and Resort in Oak Brook, Ill. Managers of public golf facilities, including municipal and daily fee, should plan to attend.

"The program will provide a comprehensive look at the development and management of public golf courses," according to Mark Leslie, managing editor of Golf Course News and conference program chairman.

"Topics will include trends in public golf facilities; profit-minded planning, feasibility, expansion and construction, financing, approval processes, managing and maintaining the operation, and marketing strategies.

Featured presenters include: Raymond Finch Jr., co-owner of Emerald Dunes Golf Course; John Potts, director of Porta Park's District; Stuart Cohen, president of Environmental and Turf Services; Vince Alfonso Jr., general manager and PGA head pro at The Rail in Springfield, Ill., and president of National Golf Course Owners Association; Richard Norton, VP and general manager, National Golf Foundation; Steve Lesnick, CEO at Kemper Sports Management; Ed Hoffman of Club Professional Course Architects; Larry Platt, president of Platt Golf Services; Fred Jarvis, principal at LDR International Land Planners; Ron Boyd, president of Williamsburg Environmental Group, and Scott Marlowe, partner, Forecast Golf Marketing and Financial Systems.

Also on the program are Don Barnett, marketing director at First Golf; Mel Lucas, links consultant and turf consultant; Dean Wochaski, regional superintendent for American Golf Corp.; Reid Pryor, golf administrator, City of Indianapolis; Gary Gilson, partner-corporate finance with continued on page 28

Continued on page 28
Workers' comp
Continued from page 27

"He's usually diagnosed with the same problem others have had, lower back. He'll go out on workers comp and end up suing with the same attorney others have used."

Despite the occasional flash points, Heacock reports workers' comp insurance costs are much less of a problem than health insurance, which has climbed 30 percent annually the last five years.

"We've changed insurance carriers three or four times during that period," he said.

Pro-active safety programs are the main reasons AGC and Club Corp. have been able to control workers' comp costs, Heacock and Faubion agreed.

"We mandate monthly safety meetings for our entire maintenance staff," Heacock said. "And we promote a company culture of caring about our employees. We want to take care of potential problems before they threaten employees."

"Our insurance carriers help with that training. They provide materials and even representatives to discuss certain issues at safety meetings."

Club Corp. has established a safety program and holds frequent employee safety meetings, Faubion said. "We try to protect employees with safety equipment and make sure they use it," Faubion said. "Eye protectors and lifting belts help."

Club Corp.
Continued from page 27

Williams. "There have been a lot of investors up there who were enamored of the real-estate possibilities, just like here. They thought it was easy."

"Our three new clubs just need to straighten themselves out."

Enter Club Corp., which has experience in righting wayward clubs in the midst of recession.

"When Houston took its dip a few years ago, we picked up market share because we're seen as a solid, conservative influence," said Williams.

"Recession, for us, hurts operating business. But in terms of new business and opportunity, we grew externally. We actually grew during the worst recessionary times because of the stable-influence factor."

The next recessionary frontier, as it were, may be Canada.

Traditionally, Canadian business trends mirror those of its southern neighbor. And if Canada has even one-fifth the number of courses crippled by ill-conceived real estate ventures, Club Corp. is more than willing to listen.

Further, banks north of the border are still willing to make money available, said Williams.

"Before it was, 'Who's turn is it to go to Canada?' But we have put some of our best people up there, and we want to demonstrate that we can be as successful in the Canadian market as we are in the U.S. market."

GCN conference
Continued from page 27

Shook, Hardy & Bacon; Ken James, senior vice president for golf operations at American Golf Corp.; William Irwin, president of Golf West Companies; and Tim Sedgeley, superintendent at Royal Melbourne Golf Course.

For more information, call the Golf Course News conference group at 207-846-0600.

Landmark woes could affect entire golf industry

Continued from page 1

sort of niche lenders, so I don’t think it will hurt us. But the Landmark situation will have a generally negative effect.”

The La Quinta-based firm is desperately seeking to keep its prize possessions — PGA West, Kiawah Island, Carmel Valley Ranch and Mission Hills West, Kiawah Island, Carmel — and is desperately seeking to keep its hand of the Resolution Trust Corporation. Landmark’s plan of action is a 10-year program that would use future sales of memberships and real estate to pay off current holdings.

Federal Judge Falcon Hawkins has lent a sympathetic ear. On Oct. 30, 1991, he ruled that RTC agents don’t have the right to replace directors and managers overseeing Landmark properties. However, a few short weeks ago, the 4th Circuit Court of Appeals overturned Hawkins’ ruling. When Golf Course News went to press, Landmark officials were mulling an appeal while RTC officials searched for potential buyers.

“In my opinion, it’s going to go one of two ways,” said Rhodes. “Either someone is going to take the whole thing — and there are very few people capable of that — or it’ll be split up when someone local shows an interest in a particular property.”

According to Bill Sawyer, president of Golf Finance, Inc., the Landmark situation — appeal notwithstanding — has been somewhat therapeutic. Landmark’s approach, he said, stands as an example of what to do in the management and construction business.

“In retrospect, they over-spent on golf figuring they’d make it back on the real estate,” Sawyer said. “They obviously built some beautiful courses, but in the future, I think it’s going to be harder to build those types of courses. It will be harder to justify in terms of profitability.”

“The real estate just didn’t sell, and that’s where the developer lives and dies. After seeing what’s happened to Landmark, developers are being more sensitive as to the viability of golf projects.”

Sawyer explained.

“Unfortunately, they were so successful they started an S&L. Then Uncle Sam decides S&Ls can’t own commercial properties and Landmark is stuck.”

Those changes in federal regulations, which took place in 1988, forced Landmark to seek buyers for some of its properties. Here again, circumstances and the company’s unique development practices made for a less-than-ideal scenario.

“One of the major problems for the potential buyer was that Landmark sold a lot of lifetime memberships that are good at all these different properties,” Sawyer explained.

“If you’re a potential buyer, are you going to swallow that?”

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While golfers sleep, you don’t.

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'After seeing what's happened to Landmark, developers are being more sensitive as to the viability of golf projects on a stand-alone basis.'

— Bill Sawyer, Golf Finance Inc. president

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Helping You Put Quality Into Play.

CIRCLE #129
Ohio firm introduces pond-cleanup technology

BY HAL PHILLIPS

A technique pioneered at a Maine country club appears to have resuscitated a seven-acre pond system that had been choked by years of pesticide build-up.

The innovative technique, called bio remediation, was applied by an Ohio firm specializing in acid mine drainage — the treatment of mine effluent laden with heavy metals. The Columbus-based Lambda Systems, Inc. had never before worked on a golf course project — that is, until Portland Country Club officials secured its service in 1989.

The ponds at Portland CC had been taken over by excessive cattail growth, to the exclusion of most other species. Wildlife that inhabited the pond’s ecosystem had also been forced off. In December 1989, according to Lambda’s Jo Davison, soil and water samples indicated toxic levels of lead, mercury and arsenate, as well as high levels of other heavy metals and sulfates.

In a balanced micro-ecosystem, you have producers (algae, for example), consumers (which eat producers) and decomposers (fungus and bacteria that break down dead consumers and producers). “This is the most efficient recycling system in the world,” Davison explained. “It’s a circle, and if one link in the circle breaks down, the circle dies. This is what happened in Portland. The ecosystem was out of balance.”

Portland CC officials had a few choices: They could remove the pond bed (at great cost), fill it, or incinerate it under special conditions. Instead, club elders opted for bio remediation: the introduction of microorganisms and bacteria which are encouraged to multiply, consume the toxic material, then disposed of it through the digestive process. Only organisms indigenous to the area are applied.

Lambda calls this the BIO-CARB program, which was due to the positive response from last year’s attendees, according to Charles von Brecht, publisher of Golf Course News, and representative for producers of chemicals, commercial mowing equipment, golf course accessories, golf carts, utility vehicles, irrigation equipment, seed and sod. Distributors and other suppliers to golf course facilities are also urged to attend. For more information, call the GolfCourse News conference group at 207-846-0600.

continued on page 32

The pond system at Portland Country Club was choked with cattails (see photo above) and nearly bereft of wildlife before Lambda arrived. After the BIO-CARB treatment, flora and fauna returned (see photo at left).

SUPPLIER BUSINESS

Golf Course News marketing conference set for Oct. 4-6

CHICAGO — Speakers have been announced for “Marketing to Golf Course Facilities,” a seminar sponsored by Golf Course News, scheduled for Oct. 4-6, at Oak Brook Hills Hotel and Resort in Oak Brook, Ill. Suppliers of products and services to golf facilities should plan to attend.

The program includes a panel discussion, “Supers Buying Habits,” featuring Tim Hiers from John’s Island Club in Vero Beach, Fla., and Dave Fearis from Blue Hills Country Club in Kansas City.

Other speakers include Tom Gorman, president of CCI-Asia Pacific Ltd.; S. Susan Calhoun, marketing manager at O.M. Scott Co.; Dr. Mike Hurdzan, president of Hurdzan Design Group; Ron Garl, president of Ron Garl Associates; Paul Eldredge, president of Wadsworth Golf Construction Co.; Allen James, executive director of Responsible Industry for a Sound Environment; Mac McIntosh of the Mac McIntosh Co.; and Scott Johnson, business manager of Chiampo Specialty at Phon-Pulse.

“The repeat of this successful program is due to the positive feedback from last year’s attendees,” according to Charles von Brecht, publisher of Golf Course News. “The program will provide attendees with critical information to help them market their products and services.”

The program is designed for CEOs, sales/marketing vice presidents and directors, sales managers, and marketing communication managers in companies who offer products and services for golf course facilities. The program is also aimed at advertising media directors or account representatives for producers of chemicals, commercial mowing equipment, golf course accessories, golf carts, utility vehicles, irrigation equipment, seed and sod.

Inaugural Pan-Pacific show hailed as a hit

HONOLULU — The first annual Pan Pacific Green Industry Conference and Trade Show drew 200 booth holders here in July, whetting the appetite of show organizers for next year.

“It was a huge show for over here,” explained Kenneth Vento, executive director of the Landscape Industry Council of Hawaii, which sponsored the event. “It was a great show, really too big for the facility.”

Vento estimated that half of the 200 exhibitors belonged to the development or maintenance side of the golf industry, though the proceedings were still being audited.

continued on page 32

BRIEFS

Ohio firm introduces pond-cleanup technology

BY HAL PHILLIPS

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continued on page 32

Gator Pumping Systems bought by SyncroFlo

NORCROSS, Ga. — In a move that places it among the largest pre-packaged pumping system suppliers to the irrigation market, SyncroFlo has announced the purchase of Gator Pumping Modules (GPM).

The purchase includes rights to the GPM model ideally suited for smaller landscape applications.

“The GPM purchase complements our existing large and small designs,” according to David Hanson, SyncroFlo president. “We can now support virtually any market requirement for both new and upgrade irrigation systems.”

SyncroFlo also gained significant distribution for all SyncroFlo irrigation pumping system products in south Georgia and Florida by signing an exclusive distribution agreement with Florida Irrigation Products.

For more information, contact David Thrallik at 1-800-886-4443; or write SyncroFlo, 6700 Best Friend Road, Norcross, Ga., 30071.

continued on page 32

SUPPLIER BUSINESS

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continued on page 32
Toro bullish on golf, bearish on economic outlook for '93

By HAL PHILLIPS

MINNEAPOLIS — President George Bush has pinned his re-election hopes on a steady economic recovery that will pick up speed come 1993. The Toro Company, for one, isn't convinced.

After announcing a $9.9 million loss for the quarter ending July 31, Toro has indicated it plans to close two plants and merge two others, a clear sign that the sputtering economy has affected the overall posture of conglomerates like Toro.

"We just don't see a significant turn-around on the economy," Keating explained. "We're looking at a flat year and we're adjusting our sales and expenses accordingly.

"That's what we see on the consumer side. On the golf side, there has been some slackening off with regard to new golf course construction. But we're expecting some growth in 1993. And we will certainly not spend any less on research and development."

The company said it expects a net loss in the quarter of 56 cents per share from the facility closings, plus a net loss from operations in the 65-cent per share range.

Toro officials indicated the company has tentative plans to close its Toro-branded riding products manufacturing plant in South Bend, Ind., and move the operation to existing facilities in Windom, Minn., and Tomah, Wisc. A distribution center in Mountain Top, Pa., will also be closed. In addition, the company said it will integrate a Riverside, Calif., irrigation controller assembly operation into a neighboring irrigation facility.

So, as the election season kicks into high gear — and candidates on both sides step up the rhetoric regarding economic cures — Toro is girding for a listless economy in 1993.

"This may actually work to our advantage," said Keating, tongue planted firmly in cheek. "The more people get sick and tired of politics, the more they may play golf."

The Penn Pals: Right on Course

Hyundai Golf Cars, U.S.A. has been selected to provide golf cars to the two public courses owned by the city of Anaheim, Calif., according to Jim Lester, national manager of sales and marketing for Hyundai. The Anaheim Hills and H.G. "Dad" Miller golf courses will feature 142 Hyundai golf cars, eight converted utility vehicles and four passenger vehicles.

PennLinks Greens, Penneagle Fairways, PennCross Tees. The 'Penn Pals' Are Picture Perfect At The Merit Club.

He selected PennCross for tees because they recover from divot scars more quickly.

And the Penneagle fairways? Oscar chose Penneagle for its upright growth, reduced thatch development, low nitrogen requirement and good drought and dollar spot resistance. He seeded at 80 lbs. per acre for immediate turf development and erosion control. The fairways were playable in 8 weeks. Oscar's crew usually mows fairways in the evening and leaves the clippings; recycling nutrients while reducing removal and fertilizer costs.

Oscar articulates it best: "The unique coloring of the 'Penn Pals' contrasts beautifully with the grassing around them, defining the target areas. And with the dew on the bents early in the morning, they're a marvelous work of art."
Fertilizer Institute forms retail task force

WASHINGTON, D.C. — The Fertilizer Institute has established the Retail Compliance Task Force, part of TFI's Retail Business Council, to help retail fertilizer and agriculture chemical retail dealers comply with the "morass of regulations."

The task force is composed of compliance specialists in the retail sector and will provide a forum for sharing information among the entire retail community.

Other goals for the task force include: Identification of resource experts who can help dealers in various regulatory areas, establishment of a database of regulations that will be made available to retail dealers, cooperation with state associations to develop resources that are state-specific and to provide guidance to TFI staff in formulating responses to federal regulators.

"It is widely recognized that regulators write and enforce regulations based upon the "least common denominator," or the worst case to be found," said TFI Retail Business Council Chairman Mike Hochgesang. "For this reason, the entire industry benefits from efforts like this to help all dealers identify compliance issues and provide the information needed to comply."

"Compliance has become the number-one concern of many dealers today," said TFI President Gary D. Myers. "This task force will help retailers pool their resources in an attempt to keep up with the ever-changing compliance landscape."

Pan-Pacific show

Continued from page 30

When Golf Course News went to press, the 1993 Show shouldn't have any space problems, as it will be held at the larger Sheraton Waikiki, Sept. 1-3.

The Landscape Industry Council is composed of many green industry participants, including the American Society of Landscape Architects, Hawaiian chapter and the Hawaiian GCSA.

For early information on the 1993 show, contact Dave Kwiatler at 1-808-841-3905.

Ransomes offers leasing program

Ransomes America Corporation has formed Ransomes America Credit Corporation, a financial service company designed to provide new leasing programs for Ransomes product lines.

This program is designed to enable Ransomes' distributors to offer creative payment options and alternative financing for Ransomes' products, including Ransomes, Cushman, Ryan, Supreme and Steiner.

With this program, Ransomes distributors will have access to a marketing specialist who will assist on individual transactions. Other aspects of the program, designed to enhance customer service and convenience, include a distributor/dealer hotline, application fax line, 72-hour application feedback in most cases, and individually designed programs.

For more information, call Ransomes America at 402-475-9981.

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Call 1-800-886-4443.
Lofts unveils Southshore
BOUND BROOK, N.J. — Lofts Seed Inc. has added Southshore Creeping Bentgrass to its line of turfgrass varieties. It will be available this fall for use on greens, tees and fairways.

Southshore — developed through a breeding program of Lofts Research Director Dr. Richard Hurley, in cooperation with Rutgers University — is designed to produce a dense, upright turf and exhibit a medium-fine texture that produces less grain.

It is resistant to brown patch and producing a very desirable medium-bright green color with excellent overall turf quality.

For more information and data, contact Lofts at 1-908-560-1590.

CIRCLE #201

CHIPCO’s new look
A new water dispersible granule (WDG) formulation for CHIPCO Aliette brand fosetyl-Al fungicide means there is very little dust when the package is opened and poured. The product is also now available in conveniently packaged quantities that are suitable for both nursery and turf applications.

According to Chipco Product Manager Andy Seckinger, “Because it has a slightly different density, some users might feel they don’t have to same amount of product, but it is the same amount of active ingredient and just as effective as ever.”

For more information call 919-870-5718 or write to Rhone-Poulenc AG Company, 70 Old Hickory Blvd., P.O. Box 511, Old Hickory, Tenn., 37138.

CIRCLE #202

Deep-water aeration
Otterbein/Barebo, Inc. recently announced the addition of Air-Flo, a diffused-air aeration system, to its line of water management products.

Air-Flo is designed to aerate and circulate water in deep (12 to 18 feet minimum operating depth), large lakes (5+ acres). It’s also designed to reduce aquatic weeds and algae without disturbing the natural surroundings of the lake environment.

Since there is no noise, splashing, electricity or moving parts in the water, the Air-Flo is safe for swimmers, boaters, fishermen, golfers and animals. For more information, call 215-965-6018; or write to Otterbein Barebo, Inc., 3840 Main Road East, Emmaus, Pa., 18049.

CIRCLE #203

High-visibility cup liner
Targets, new from Partac Peat Corp., are bright yellow cup-liners designed to improve hole visibility, thus speeding play. Targets work this way: core the hole as usual; place cup-liner in the hole but leave it two inches above the green surface; put a Target onto the cup-setter (thin edge up) and place it over the cup-liner; press down the cup-setter to secure both the cup-liner and the Target in one motion; then stamp down hard on the cup-setter handle to complete installation. Then twist and remove.

While improving cup visibility, Targets are also designed to make hole edge conditions more consistent. For more information, call 908-637-4191; or write Partac Peat Corp., Kelsey Park, Great Meadows, N.J., 07838.

CIRCLE #204

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CIRCLE #134
Arizona —
Torrance

Golf courses newly planned

Golf Course News is publishing this list monthly from our sources and with the assistance of Forecast Golf Marketing & Financial Systems, Inc. of Richmond, Va.

It includes courses that have been announced as planned in the last month.

When these courses win final approval for construction, they will be listed again in what is announced as planned in the last month.

This month appears on page 26.

Golf Course News

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Tokyo, Japan #100
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10 — GCSAA seminar on water quality in Phoenix.
10 — Ohio Turfgrass and Landscape Horticulture Research Field Day in Columbus. Contact Phyllis Selby at 614-292-2601.
13 — Southwest Horticultural Trade Show in Phoenix. Contact 602-966-1610.
20 — University of Rhode Island Green Share Field Day & Trade Show in Kingston. Contact Susan Sanders at 401-792-2900.
20-23 — Florida Turfgrass Association annual conference and trade show in Jacksonville. Contact 800-882-6712.
23 — Oklahoma State University Turfgrass Field Day in Stillwater, Okla. Contact Dennis Martin at 405-744-5419.
24-25 — GCSAA seminar on environmental considerations in golf course management in Lahaina, Maui, Hawaii.

October
5-6 — Golf ’92 International Golf Trade Fair in Dusseldorf, Germany. Contact 312-781-5180.
6-9 — Marketing to Golf Facilities Seminar in Oak Brook, Ill. Contact Conference Department, Golf Course News at 207-846-0000.
5-6 — GCSAA seminar on golf course construction techniques and management in Seattle.
7 — GCSAA spray technician training program in Palomar, Mass.
7-8 — Southern California Turfgrass Expo in Costa Mesa. Contact 714-951-8547.
7-8 — GCSAA seminar on basic principles of turfgrass management in Toronto.
9 — GCSAA spray technician training program in Penfield, N.Y.
12-13 — GCSAA seminar on golf course restoration, renovation and construction projects in Hot Springs National Park, Ark.
13 — Professional Turfgrass Field Day & Greens Committee Chairman Educational Series, Part 3 in Rye, N.Y. Contact Jeffrey Scott at 914-567-3570.
15 — GCSAA spray technician training program in Lincoln, Neb.
19-20 — GCSAA seminar on introduction to soil science in Melville, N.Y.
21 — GCSAA seminar on personnel functions of the golf course superintendent in Billings, Mont.

Continued on next page
November

1-3 — Public Golf '92 for Public Golf Facility Managers in Oak Brook, Ill. Contact Conference Department, Golf Course News at 207-846-0600.

1-3 — Georgia Golf Course Superintendents Association annual meeting on St. Simons Island. Contact 404-769-4076.

* — For more information or to register, contact the Golf Course Superintendents Association of America education office at 800-472-7878 or 913-841-2240.

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CIRCLE #172

Saving jobs, greens
Continued from page 38
part will use it. But it is also handy in the transition zone. If they're hit with pythium blight and can't resod, this is the best.”

“It’s incredible—one of the best pieces of equipment I’ve purchased,” Waterville (Maine) Country Club superintendent Evans said of the 9650 Jobsaver that attaches to Ryan Greensaire II and 24 aerifiers. “One great thing about it is that the greens are playable through the whole process.”

Lyons lost 40 to 80 percent of the turf on 14 of his 19 greens to winter kill this year — but had tested a prototype last fall and felt it was his best option to restore the greens.

“It’s fabulous,” Lyons said. “It saved us.”

The Jobsaver fastens onto the Ryan machine simply and with only an adjustment on the “X” of the machine, its tapered, solid tines — which make 144 holes per square foot and are one inch on-center — go one-half to three-quarters inch deep. A stripper plate holds the turf down.

Flanagan recommends following behind the Jobsaver with a drop spreader broadcasting a mix of turf seed and Milorganite. That mix falls right into the holes and you can then brush it in. Or mowing pushes the seed into the holes,” Flanagan said.

Lyons said he neither top dressed nor dragged, and it still worked.

Flanagan suggests repeating the process when the grass gets one-quarter inch high. With the solid tines, he said, “the good news is, you’re not pulling any plants out, you’re pushing them sideways. And you can do this without making a mess.”

Overseeding in the aeriifying process is “a distant comparison to this,” Ryan said. “Its beauty is it doesn’t bring up any dirt at all.”

According to Lyons, “The trouble with overseeding with aerifying is:
• “You’re digging a hole three inches deep, and when you put seed that deep it is not going to survive. Where you really want it is one-half inch deep — just below the foot traffic, so it has a chance to sprout and get some growth before it gets trodden.
• “You get three-inch spaces. With the Jobsaver it’s one inch on-center.
• “You bring up the dirt and you have to do something with the dirt or you’re going to disrupt play. With this machine you can go out any time and do it. You seed right behind it and people can play right on it.”

Evans, who had lost four greens to winter kill, said he incorporated the Hydroject into the equation, aerating with it after the seed-Milorganite mix was spread.

Flanagan said although he made the machine basically for winter injury, it also allows superintendents in the North to overseed in August, “at prime time for seeding, without bothering golf. Normally, club championships and tournaments precede overseeding in August. And you can aerify later in the fall when you will be better prepared to get into the winter anyway, because now you have more oxygen in the soil later in the season.”

“Poa annua doesn’t do well in August, so [the new seed] is in a much more competitive situation when they plant it then. They have a better chance to get more bentgrass into the greens and get rid of more of the poa without using a lot of the chemicals.”

“What are your alternatives?” Lyons asked.

“You can aerify. You can try to make slices with a greensmower Verticutter — and that puts it in the ground one-eighth of an inch at the most; one heavy traffic day and rain and that’s gone.”

“This is the only thing that can do the job,” Flanagan said. “We call it the Jobsaver because it saves time on the job, saves money on the job, and it just might save your job.”
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CIRCLE #135

ON THE GREEN

Saving greens, time — and jobs

Jobsaver I born out of former course superintendent's frustration

By MARK LESLIE

"It's incredible. " It's fabulous. "It's a 12 on a scale of 10. " No, you're not reading an advertisement.

But, yes, golf course superintendents in the Northeast who have tried it agree. They have discovered a new piece of equipment to use in overseeding that may save some of their jobs. It is appropriately named Jobsaver I.

"I built this out of frustration," said Bob Flanagan of Dover, N.H., who actually thought of the design 20 years ago when he was superintendent at Cocheco Country Club in Dover.

Steve Lyons and Kyle Evans number among those who are glad Flanagan, 57, and draftsman son Robert, 30, turned an idea into an answer to prayer for many superintendents where winter kill sometimes equals job kill.

"There has never been a tool to do the job," said Lyons, superintendent of Hanover (N.H.) Country Club. "Superintendents in the Northern tier of states for the most part campaign to make a 'hole in one'

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CIRCLE #136

GOLF COURSE NEWS

ADVERTISERS INDEX

109 The Andersons .......................................................... 9
110 BASP .......................................................... 5
111 Bio-Therm Hydronics Inc ........................................ 15
112 Bloch & Co .......................................................... 12
113 Blaisdell .......................................................... 7
114 Ciba-Geigy .......................................................... 16
115 Club Corp .......................................................... 26
116 Contech Construction Products .................................. 10
117 Continental Bridge .................................................. 10
118 E.P. Acres .......................................................... 7
119 Environmental Compliance Systems .................................. 6
120 Environmental Compliance Systems .................................. 6
121 Fibermesh .......................................................... 16
122 Friedel .......................................................... 10
123 Fox Lake Construction ............................................. 19
124 Golf Asia .......................................................... 30
125 Grace-Sierra ...................................................... 2
126 Guettler & Sons ...................................................... 22
127 Hanover (N.H.) Country Club .................................... 38
128 Jacobsen .......................................................... 40
129 Jansen .......................................................... 40
130 Jobsaver ...................................................... 35
131 Jobsaver I ...................................................... 35
132 John Deere ...................................................... 21
133 Kultech .......................................................... 33
134 Lab Consultants ...................................................... 6
135 Labb Systems ...................................................... 35
136 Master of the Links .................................................. 30
137 Milorganite ...................................................... 12
138 Montalt .......................................................... 32
139 Northeastern University ........................................... 36
140 Overseed ...................................................... 33
141 Pavelec Bros. ...................................................... 37
142 Precision Tool Prod. .................................................. 17
143 Quail Valley Turf .................................................. 35
144 Rake .......................................................... 27
145 Regal Chemical ...................................................... 9
146 Seacoast Laboratories .................................................. 16
147 Seed Research of Oregon ........................................... 15
148 Southern Concrete .................................................... 9
149 Southern Corp. ...................................................... 35
150 Southern Cross ...................................................... 32
151 Strategic .......................................................... 17
152 Syracuse .......................................................... 37
153 Teco-2Green ..................................................... 31
154 Toro .......................................................... 29
155 Trans-American Soil Blenders ..................................... 22
156 Unit Structures ...................................................... 37
157 Wirtgen .......................................................... 23
158 Western World ...................................................... 35
159 Western World ...................................................... 37
160 Padgett .......................................................... 25
161 Parker .......................................................... 26
162 Peters .......................................................... 35
163 Partners .......................................................... 36
164 Patterson .......................................................... 35
165 Pavelec Bros. ...................................................... 37
166 Page Com ...................................................... 33
167 Partac Peat ...................................................... 38
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