PIERMAN EXPANDS TO SOUTHWEST

SCOTTSDALE, Ariz. — Pierman Golf Co. of North Palm Beach, Fla., has opened an office here to handle business in the Southwest. President Jerry Pierman said, “I am very optimistic about the Southwestern part of the United States. I think it is getting well again.” Pierman has already contracted to build one golf course in the area. His firm will build the Keith Foster-designed, nine-hole Pebble Creek course that will be the centerpiece of a residential development in Goodyear, Ariz. The office, under Vice President Mark Jaynes, is located at 7350 East Evans Road, Suite B103, Scottsdale 85256; telephone 602-483-1067.

EASTERN CITED FOR SAFETY RECORD

SHELTON, Conn. — Eastern Land Management, Inc., which specializes in landscape management and the construction and maintenance of golf courses, has received a safety award in the Associated Landscape Contractors of America’s (ALCA) Annual Employee and Fleet Safety Contests. The Fleet Safety Contest recognizes landscape contracting firms with good vehicle safety records. Headquartered here, Eastern Landscape Management received a Fleet Safety Award for “No Vehicle Accidents” for not having any fleet accidents during the contest year.

JENSEN ADDS ARCHITECTS

DENVER — The land-planning and design firm of David Jensen Associates, Inc., has added five landscape architects/planners to its staff. They are Kevin Cremen, John K. English, ASLA, Dimitri Laddis, Matt Lancaster and Douglas K. Nicoll. Diana Dufy, a marketing promotions/graphics specialist has also been hired. David Jensen, president of DJA, attributed the additions to his firm’s growth over the last year. DJA offers a broad range of planning and design services to developers and builders in Colorado and across the United States.

PATE CREATES AT BLUEWATER BAY

NICEVILLE, Fla. — The opening of the Jerry Pate-designed Magnolia course, the golf complex at Bluewater Bay is complete. Bluewater now offers four nine-hole layouts — the original 18 holes by Tom Fazio, with “instrumental” consultation from Pate. Magnolia’s four sets of tee create distances ranging from 2,490 to 3,307 yards.

ASGCA REPORT

Wadsworth calls on architects to design parity into the game

By Mark Leslie

PHILADELPHIA — The man who is credited with creating the profession of golf course construction accepted the annual Donald Ross Award here, then asked architects to design tracks to “equalize” golfers.

Accepting the award, Brent Wadsworth told members of the American Society of Golf Course Architects: “Handicaps help to equalize the scoring opportunities, but you as designers have the final power to equalize all types of players.

“By your designs, you can give the game — in addition to all the other enrichments — a parity that not even the handicap system can produce. Just hope you won’t lose sight of this opportunity for the future of golf. Wadsworth’s call to action climaxned the ASGCA’s annual banquet, held April 26 at the Philadelphia Cricket Club. The Ross Award is presented in honor of the famous course architect whose name it bears and who was a founding member of the ASGCA.

“In the early years of golf course design, architects all had to have their own shapers and builders because there was no golf course contractor,” said Ron Jones of the ASGCA. “Brent Wadsworth really started the profession of golf course contracting, which has made it easier for us to institute our ideas. And we are very, very pleased to honor him tonight.”

In 1958, after three years designing golf

Continued on page 26

Gary Roger Baird steps into a ‘new frontier’ Mainland China

By Mark Leslie

CHINA — Mainland China is “a new frontier” for golf, says Gary Roger Baird, who is designing golf courses for two projects in this country.

“It’s similar to the development burst that is starting to happen in Vietnam,” said Baird, of Nashville, Tenn., adding, “What is happening in Vietnam is probably what went on in Hawaii 30 or 40 years ago. China will be very, very active, particularly in the next 10-15 years.”

For his part, Baird is involved in a 36-hole project about 70 miles north of Hong Kong and a 27-hole facility on an island.

The practice range is complete and construction is about to begin on the first 18 holes of the 36-hole International Dongguan Ban Wo Country Club — a very exclusive resort/country club,” Baird said. Developed by Camdor Harbor Group of Taipal, its second course is expected to be built in two or three years, he said.

The 600-acre facility is near a new international airport and across the highway from a major business and industrial complex that is being built. “The government has chosen to develop resources and bring people in there. Golf is part of that attraction,” Baird said. “Essentially, it is providing recreational amenities to businessmen from various countries — Taiwan, Japan, China, Korea and Asian countries.” It’s kind of a new frontier.”

International Dongguan Ban Wo Country Club sits on farmland owned

Continued on page 27

Sand: The good, the bad & the ugly in construction

By Bob Seligman

Electing sand for a golf course bunker would seem to be such an easy procedure. You just contact a company dealing in the material, buy several tons of the stuff, and let players experience all the joys and frustrations a bunker shot can provide.

But choosing what you feel is the right sand for your bunkers is, as Mike Beebe, an architect for Orange Park, Fla.-based Mark McCumber and Associates, says, “an inexact science.”

According to Judith Gockel, president of Agri-Systems, a Tomball, Texas-based firm that tests sand for playability, there are 22,000 to 23,000 types of sand, each one slightly different from another.

David Oatis, director of the United States Golf Association Green Section’s Northeast Region, estimates that approximately 2,000 companies sell bunker sand. If you take into account such factors in selecting bunker sand as texture, size, and color, as well as cost, the odds of buying the perfect sand for your golf course are probably equal to the odds of winning the lottery.

“It gets involved, to say the least,” says Bob Plechner, general manager of H. Bittle & Sons, a sand supplier based in Medford, N.Y. “With so many people (suppliers) and so many different types of sand, it all depends what the buyer wants.

One generally accepted rule of thumb is that buyers want small grains of sand for their bunkers. The USGA has no specifications for the size of sand, but recommends that particles be one-
Q&A: Matthews
Continued from page 23

pretty small area — Michigan, the Midwest — but golf is doing very well. We're doing a lot of courses for people just doing golf courses. Now if they were falling left and right, we would be out of business. We are not out of business. We are still doing them. Our business. We are not out of business. We are still doing them. Our

Continued from page 23

mmercial community — about how bad golf courses are, is incorrect — totally incorrect. It's in the architects' best interest to try to correct that. It's very frankly in the interest of every organization in golf to join in and correct that image, which to me is a totally false image.

It would delight me no end to see them take action, and if I can be a part of that, I will certainly be willing. But, I can't do it alone.

Do you think there should be one spokesman for the golf industry speaking for all the industry, rather than the fragmented ASGCA, GCSAA, GCBAA, ad infinitum?

JM: I would like to see us work together a lot more closely than we do, instead of giving it, if I may, lip service. Whether we can get down to one spokesman or not I simply don't know at this time. I think that would be nice, because we're just not coming together on the bigger issues.

Do you think the [golf] industry should have a lobbyist in Washington, D.C., like the Florida Golf Council does in Tallahassee to speak its position on issues that come before Congress?

JM: Not at this time, no. Not until we settle our own issues.

Which issues do you mean?

JM: Working together on common causes. Instead of just talking about it, we must do something. If that something is to hire a lobbyist, all right. But we haven't gotten there yet.

Do you think you think the [golf] industry should have a lobbyist in Washington, D.C., like the Florida Golf Council does in Tallahassee to speak its position on issues that come before Congress?

JM: I think they have certainly addressed the issues. It's hard for me at this time to say that they have gotten the results that we all would like. I think it's an extremely complex problem to get everybody interested in golf throughout this country, to come to a meeting of that short duration and arrive at something and take action on it. It's an extremely difficult process to do that.

It's my desire to see if we can assemble some relatively touchy information on the profitability of golf.

Shouldn't that be a simple thing to gather — not in time, but in substance?

JM: It would take time because I think from a business standpoint, not everybody wants to release the figures of their operating business. I can understand that. On the other hand, I think there is a pattern out there, and if we can get some general figures we can show that these golf courses have been operating for years and make a profit. And they don't have to be tied in with real-estate and they will stand on their own as an operating golf course and be profitable.

Do you intend to take a proactive position and be an active president in participation with other golf associations, being out there as a visible spokesman for the architects?

JM: I'm going to represent the society in the best way I know how. I tend to speak my mind. So, yes, if that's what the society adopts to do (and we have not done that yet with this meeting).

Governor Engler of Michigan has been proactive in business as witnessed by his action for the Homestead project. What effect has that had on development in your home state?

JM: I understand that the governor has gone to bat for the Homestead project to try to get it off second base and stand behind it, which is a pro-business venture. I think anything we can do in Michigan, and in this country, that promotes golf is good for us and good for the golf industry. I don't think we should just run around building golf courses where they don't belong. But to have the extremely negative aspect that we have — not in the banking industry, but in the envi-
Architects eye environmental book distribution

By MARK LESLIE

PHILADELPHIA — Hinting that a sequel may be in the future, members of the American Society for Golf Course Architects (ASGCA) suggested at a skull session here that their new environmental booklet be distributed to targeted groups.

"It's a smashing piece," Executive Secretary Paul Fullmer said at the ASGCA's annual meeting. "We've noticed that once people see it, they become believers."

Various ASGCA members, and colleagues from The Irrigation Association which funded publication noticed that once people see it, they become believers.

Among them are major golf course developers and builders, state departments of natural resources, the Army Corps of Engineers, landscape architecture and other university faculty, environmental consulting firms and non-profit organizations, local and national Audubon societies and environmental agencies, county supervisors, the Association of Irrigation Consultants, parks and recreation directors, and municipal departments and boards.

New ASGCA President Jerry Matthews told of a project in Michigan which led the state to ask for 10 copies of the 43-page, four-color booklet.

"After seeing it," Matthews reported, "they ordered 40 and sent them to every regional representative in the state. This proves my point, that we should be selling this [booklet]. Once we can get it in front of certain groups, I don't think selling it will be a problem."

Bill Love of Kennington, Md., the main author, said: "It should be used immediately on an individual case basis to put out any fires. The next level is the state level.

"You all would do well to open up lines of communication [with state agencies] because the whole objective is: Let's work together. Let's find the best way to do the work... We're not adversarial."

Noting that government decision-makers rarely have knowledge or interest in golf, Love said: "We're trying to turn the tide..."

Q&A: Matthews

Continued from previous page

We have something to hand the people who are naive about golf but have to vote on golf-related issues, and let them become more educated so at least we can get back to even ground instead of having people who are somewhat reactionary about the environment sway their opinion before we even get there."

He urged architects to submit more case studies to further establish a second printing some time in the future.

Saying the book is "right on target" and "provides ammunition" for the golf industry, Ed Shoemaker, director of golf sales for Rain Bird Sales, Inc., suggested indexing the second edition.

"Irrigation, at all levels is under fire," said Charles "Pepper" Putnam, executive director of the 1,100-member Irrigation Association.

Adding that although the irrigation industry has done "a lot to clean up our act in the last 10 years," he suggested that a reprint "add comment on the advantages of irrigation-water conservation and chemical conservation."

"I think our association can participate with your society in the future in other endeavors because we all need to work together," he said.

"There is a cadre of people who are opposed to development of any kind, and who are opposed to irrigation specifically. That includes irrigated agriculture as well as [golf courses]. Most of what they say isn't true and we have to be able to fight that. This booklet... is a very good start at fighting that sort of thing. We are not only proud to have played a small part in it, but we take it as an obligation that we did."

One has stood the test of time.

It's a fact. The Cushman Turf-Trackster is the industry's leading work vehicle and has been for 30 years. No other all-purpose turf vehicle works as hard or lasts as long. Year after year, the Turf-Trackster proves its superiority.

Today's Turf-Trackster is a premium hybrid that's engineered to meet customer needs by offering greater payload capacity, increased versatility, built-to-last durability and more standard features than any other turf work vehicle on the market. The three-wheel model is designed to carry 2,500 pounds, while the four-wheel model can accommodate 2,600.

And, no matter what the load, the Turf-Trackster boasts the lightest footprint in the industry.

There is no doubt about it. Today's Turf-Trackster is the best Turf-Trackster ever built, making it the heart of any efficient, highly productive maintenance program.

The Turf-Trackster has earned its leadership position by proving itself on turf all over the world. Day after day. Job after job. See your dealer today about the new Turf-Trackster. It has not only stood the test of time, but has even gotten better. And that's the mark of a true leader.

For a free video on today's Turf-Trackster, call 1-800-228-4444.

By MARK LESLIE

PHILADELPHIA — Hinting that a sequel may be in the future, members of the American Society for Golf Course Architects (ASGCA) suggested at a skull session here that their new environmental booklet be distributed to targeted groups.

"It's a smashing piece," Executive Secretary Paul Fullmer said at the ASGCA's annual meeting. "We've noticed that once people see it, they become believers."

Various ASGCA members, and colleagues from The Irrigation Association which funded publication noticed that once people see it, they become believers.

Among them are major golf course developers and builders, state departments of natural resources, the Army Corps of Engineers, landscape architecture and other university faculty, environmental consulting firms and non-profit organizations, local and national Audubon societies and environmental agencies, county supervisors, the Association of Irrigation Consultants, parks and recreation directors, and municipal departments and boards.

New ASGCA President Jerry Matthews told of a project in Michigan which led the state to ask for 10 copies of the 43-page, four-color booklet.

"After seeing it," Matthews reported, "they ordered 40 and sent them to every regional representative in the state. This proves my point, that we should be selling this [booklet]. Once we can get it in front of certain groups, I don't think selling it will be a problem."

Bill Love of Kennington, Md., the main author, said: "It should be used immediately on an individual case basis to put out any fires. The next level is the state level.

"You all would do well to open up lines of communication [with state agencies] because the whole objective is: Let's work together. Let's find the best way to do the work... We're not adversarial."

Noting that government decision-makers rarely have knowledge or interest in golf, Love said: "We're trying to turn the tide..."

Q&A: Matthews

Continued from previous page

We have something to hand the people who are naive about golf but have to vote on golf-related issues, and let them become more educated so at least we can get back to even ground instead of having people who are somewhat reactionary about the environment sway their opinion before we even get there."

He urged architects to submit more case studies to further establish a second printing some time in the future.

Saying the book is "right on target" and "provides ammunition" for the golf industry, Ed Shoemaker, director of golf sales for Rain Bird Sales, Inc., suggested indexing the second edition.

"Irrigation, at all levels is under fire," said Charles "Pepper" Putnam, executive director of the 1,100-member Irrigation Association.

Adding that although the irrigation industry has done "a lot to clean up our act in the last 10 years," he suggested that a reprint "add comment on the advantages of irrigation-water conservation and chemical conservation."

"I think our association can participate with your society in the future in other endeavors because we all need to work together," he said.

"There is a cadre of people who are opposed to development of any kind, and who are opposed to irrigation specifically. That includes irrigated agriculture as well as [golf courses]. Most of what they say isn't true and we have to be able to fight that. This booklet... is a very good start at fighting that sort of thing. We are not only proud to have played a small part in it, but we take it as an obligation that we did."

One has stood the test of time.

It's a fact. The Cushman Turf-Trackster is the industry's leading work vehicle and has been for 30 years. No other all-purpose turf vehicle works as hard or lasts as long. Year after year, the Turf-Trackster proves its superiority.

Today's Turf-Trackster is a premium hybrid that's engineered to meet customer needs by offering greater payload capacity, increased versatility, built-to-last durability and more standard features than any other turf work vehicle on the market. The three-wheel model is designed to carry 2,500 pounds, while the four-wheel model can accommodate 2,600.

And, no matter what the load, the Turf-Trackster boasts the lightest footprint in the industry.

There is no doubt about it. Today's Turf-Trackster is the best Turf-Trackster ever built, making it the heart of any efficient, highly productive maintenance program.

The Turf-Trackster has earned its leadership position by proving itself on turf all over the world. Day after day. Job after job. See your dealer today about the new Turf-Trackster. It has not only stood the test of time, but has even gotten better. And that's the mark of a true leader.

For a free video on today's Turf-Trackster, call 1-800-228-4444.