

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION  
VOLUME 7, NUMBER 3  
MARCH 1995 • \$4.50

## INSIDE

### It's Mitchell!

O.M. Scott has named its Tradition of Excellence winner: Bob Mitchell of The Greenbriar ..... 10

### Mona Speaks

In a *Golf Course News* exclusive, the GCSAA's top dog forecasts the future ..... 13

### Talking Some Shop

A new monthly feature focuses on streamlining maintenance building operations ..... 15



#### HIGH FIDELITY DEVELOPMENT?

Can you identify this tropical resort location?... It's Cuba! Embargo or no embargo, the Caribbean's largest island has not ignored the region's growing golf development market. For coverage, see pages 39, 44-46.

#### COURSE MAINTENANCE

On-line turf services grow by leaps & bounds ..... 15  
Power to the People: Save electricity costs ..... 18  
Genetic engineering improves bentgrass ..... 20

#### COURSE DEVELOPMENT

Paiute Nation moves ahead despite opposition ..... 3  
Mackenzie's missing manuscript manifest ..... 39  
Former USGA agronomist hangs out shingle ..... 53

#### COURSE MANAGEMENT

AGC aggressively eyes upscale public market .... 55  
Club Managers elect Spitzig new president ..... 57  
GCSAA director on saving clubs money ..... 60

#### SUPPLIER BUSINESS

New trade show for hot Asia-Pacific market ..... 61  
Cyanamid supports Pendulum with more staff .... 64  
What's new in the marketplace? ..... 65

## IRS to alter contract labor laws?

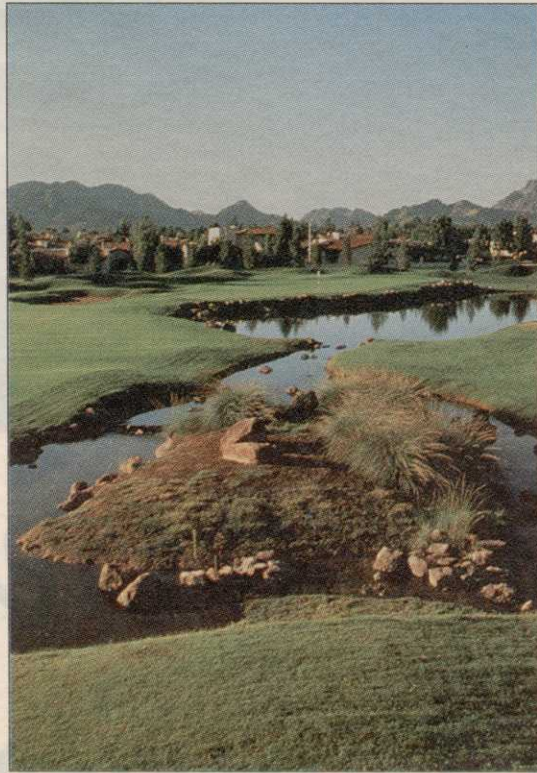
By PETER BLAIS

A proposed bill designed to stop employers from misclassifying independent contractors could affect golf course workers.

"There are a couple East Coast clubs that could be forced to make million-dollar settlements depending how this works out," said Elizabeth Kirby-Hart, vice president of legal and government relations for the National Club Association.

Caddies, golf and tennis pros are the most likely to be affected, although any change could also impact grounds crews and course construction workers, according to representatives from those areas.

Continued on page 56



#### B.A. IN RESORT MANAGEMENT?

Stonecreek Golf Club in Scottsdale, Ariz., is one of several courses operated by Phoenix-based Resort Management of America, which specializes in the management of collegiate courses, including Karsten GC at Arizona State and University Ridge at the University of Wisconsin-Madison. For story, see page 55.

## Mitigation banking develops eco-niche

By MARK LESLIE

The battle cry "No net loss" has led to major strides in reclaiming the nation's lost wetlands, and to a new era of "mitigation banking."

While a federal inter-agency task force drafts formal mitigation bank criteria, state and local governments as well as some entrepreneurs and at least one environmental group are forging ahead in this pioneering arena.

In today's world of construction, a developer must follow a set sequence of actions when wetlands exist on their property. The preferred course of action is avoiding wetlands altogether. Minimization fol-

Continued on page 48



The colorful 12th tee on the Bay Course at Kapalua Plantation, on island of Maui. Kapalua's three courses—the Bay, Plantation and Village layouts—are only on aspect of the resort's comprehensive environmental approach.

## Kapalua pioneers resort-wide Audubon Sanctuary program

By MARK LESLIE

MAUI, Hawaii — New York Audubon Society and Kapalua Resort officials are collaborating on a new program that would be an environmental equivalent to Mobil's 5-star designation for hotels.

"We're looking to create a model of international significance for destination resorts ... as well as establish Kapalua as a launching pad for The Audubon Heritage Program," said Ron Dodson, New York Audubon president. "To ultimately reach our environmental goals, we must demonstrate that the environment and economy are interconnected—that good business decisions and good environmental decisions are permanently linked, both locally and globally."

New York Audubon has been expanding its pres-

Continued on page 70



Bruce Florine

## NGF offers membership discounting

By HAL PHILLIPS

JUPITER, Fla. — By entering an agreement with Thor Guard, whereby National Golf Foundation (NGF) members will receive a 10-percent discount on the Miami-based firm's lightning prediction system, the NGF has ushered in a new era of relations with its membership.

"I don't know if it's a departure, to be honest," said Bruce Florine, the NGF's vice president of marketing. "I don't necessarily think it's an endorsement as much as a member privilege. If any firm came to us and offered our members a discount, we'd jump at the chance."

Continued on page 67







Number 18 Penncross green, Troon North, Scottsdale, AZ

# Penncross Creeping Bentgrass ...the Favorite for Forty Years

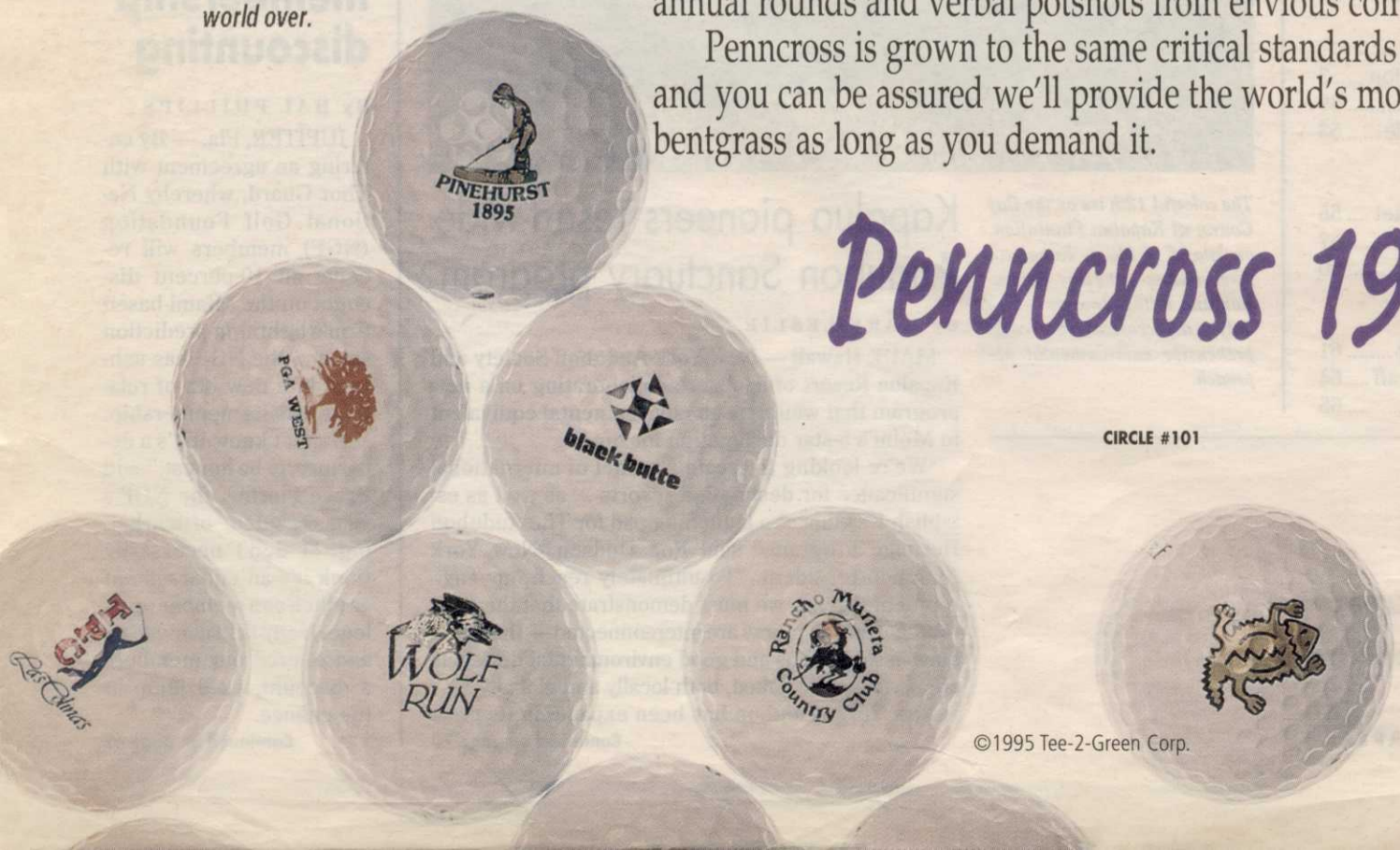
*Penncross greens are found from elite prestigious private courses to the most played public courses. It is still the most specified creeping bentgrass ever, and from all indications, it will remain the first choice of golf course superintendents, designers and architects the world over.*

**D**eveloped by Professor H. B. Musser and Dr. Joe Duich and introduced in the fall of 1955 as an elite seeded creeping bentgrass for putting greens, Penncross' popularity was immediate and long-lasting. Penncross' reputation for rapid establishment and quick recovery from damage has made it a popular choice of developers who must open their courses in a timely manner as well as savvy superintendents who utilize it for tees and approaches where divot repair is necessary.

Over time Penncross has proved it can take the heat, the wear of 65,000 annual rounds and verbal potshots from envious competitors.

Penncross is grown to the same critical standards set by Professor Musser, and you can be assured we'll provide the world's most recognized creeping bentgrass as long as you demand it.

## Penncross 1955-1995



CIRCLE #101

©1995 Tee-2-Green Corp.

**Tee-2-Green Corp.**

PO Box 250  
Hubbard, OR 97032

USA

1-800-547-0255

503-651-2130

FAX 503-651-2351



## NEWS IN BRIEF

**CANON CITY, Colo.** — Shadow Hills Golf Club will soon be the only 18-hole golf course in Fremont County. Shadow Hills members started planning an expansion from nine to 18 holes about a year ago and the work is now almost complete. If the weather cooperates, members will be able to play an 18-hole course by fall 1995. The estimated price tag for the Keith Foster-designed expansion is less than \$700,000.

...

**OKLAHOMA CITY, Okla.** — An Austin, Texas-based developer said he's interested in building a nine-hole golf course downtown here. The project could be tied to the city's Metropolitan Area Projects plan, a downtown development proposal funded in part by a sales tax. There has also been discussion about building an 18-hole course straddling the North Canadian river.

...

**BROCKWAY, Pa.** — Veteran PGA pro Doug Lockwood is busy preparing to open the Tri-County's newest golf course for the upcoming season, a course he designed himself. Scottish Heights Golf Club is scheduled to open its front nine in July. The back nine is scheduled to open in July 1996. The semiprivate course will limit memberships to 200 for the first season.

...

**MEMPHIS, Tenn.** — The city's park commission will decide in the next 90 days which of three nationally-known golf course designers will design a new \$6 million municipal golf course at Riverside-Martin Luther King Park. Either Tom Fazio, Rees Jones or Jack Nicklaus will be awarded a project which calls for replacing the current nine-hole course with an 18-hole layout. The project also includes a clubhouse and driving range. The course could be ready for play by 1997.



The 17th hole at the Pete Dye-designed Nu-Wav Kaiv Course located on the outskirts of Las Vegas.

## Paiute Nation moving ahead with development despite water wrangle

By HAL PHILLIPS

**LAS VEGAS** — The first of four golf courses proposed for Las Vegas Paiute Resort will open here this month, despite a state-sponsored lawsuit over water rights.

Litigation has been postponed until March 20, allowing time for the Paiute Indian Nation, the federal government and the state of Nevada to reach an out-of-court settlement, according to Sue Williams, legal counsel for the Paiute Nation.

"The Paiutes need enough water for all four golf courses," said Williams, a principal in the Albuquerque law firm of Gover, Stetson, Williams. "The state is willing to give up the water for one course. Essentially the tribe claims it has federal water rights because it has occupied this land for time immemorial. The state believes there are no federal water rights."

The state of Nevada and the Las Vegas Valley Water District filed federal suit late in 1994, alleging the Paiutes had recently dug six wells and are unlawfully diverting ground water to their fledgling

golf operation. The state actually sued the Paiutes and the federal government, which serves as trustee for all tribal lands.

"We're certainly not opposed to [the Paiutes] trying to develop those lands up there," Peter Morros, director of the Nevada Department of Conservation and Natural Resources, told the *Las Vegas Review-Journal*. "But before we could consider the options, they went ahead with drilling activity and proceeded with construction of their first golf course."

That first course — the Nu-Wav Kaiv (pronounced *nuvakai*) which is Paiute for Snow Mountain — is positioned to take advantage of the celebrated golf dearth in Greater Las Vegas, where casino and theme park development have outpaced the city's leisure services. Designed by Pete and Alice Dye, Nu-Wav Kaiv was developed by the Paiutes in conjunction with Landmark Golf Co.

According to Johnny Pott, the former PGA touring pro and Landmark's director of golf at Nu-Wav Kaiv, more than

Continued on page 41

## First Summit yields seeds of working relationships

By HAL PHILLIPS

PEBBLE BEACH, Calif. — Credibility.

The golf and environmental communities both exhibited this trait during the Environmental Summit held here in January, and both groups stand to profit from relationships forged during this unprecedented exchange of views, according to Paul Parker of the Center for Research Management (CRM), the Denver-based firm that facilitated the meeting.

"I think there were misconceptions about each other," Parker explained. "In the golf community, they thought environmentalists were out to get them. That's not the case. By the same token, the environmental community didn't think golf was concerned with environmental issues. That was wrong, too."

"Like a lot of issues, you have things reported in the media and expressed during litigation. Unless you sit down and talk, there's a great deal of misconception about motives."

The January Summit sought to clarify these motives by bringing together representatives of most major golf organizations, individual superintendents, architects and builders with emissaries from the environmental community: The Sierra Club, Friends of the Earth, National Coalition Against the Misuse of Pesticides, Save the Bay and the National Wildlife Federation (NWF), which co-sponsored the event with *Golf Digest* magazine. The meeting was underwritten in part by

Continued on page 41



Steve -  
Took your advice and called Southern at 1-800-233-3853. Thanks a lot! The crew now looks professional in their new uniforms from Southern. Also bought their new Surveyor stripe flagsticks and added their embroidered checkered flags. They are easier to see!



Our logo

Bob  
P.S. Saved a ton of money, too!

Like this



1-800-233-3853  
FAX 1-800-277-7701

Southern · 297 Dividend Drive · P.O. Box 2899 · Peachtree City, Georgia 30269

CIRCLE #102

## Suppressing Poa Annua Seedhead...

No other soil wetting agent suppresses Poa annua seedhead emergence while it helps to move water deeply and uniformly throughout the rootzone. Isn't it time you give AquaGro® a try?

... Another Reason To Use AquaGro.

### AQUATROLS

The Water Management People  
800-257-7797

From anywhere in the U.S. and Canada.

CIRCLE #103



## NGF spends to improve golf's image

ORLANDO, Fla. — The National Golf Foundation (NGF) has announced it will initiate a joint-industry awareness and public relations campaign to help grow the game.

During its annual meeting held here in late January, the NGF Board of Directors also approved \$200,000 in seed money to fund the campaign start-up.

"This initiative responds directly to the action recommendations identified during Golf Summit '94 and will work in cooperation with existing promotional programs within the golf industry," said Ed Abrain, chairman of the NGF board and president of PowerBilt, a division of Hillerich & Bradsby.

The public relations firm of Burson-Marsteller will implement the campaign, according to Joe Beditz, president and chief executive officer of Jupiter, Fla.-based NGF.

Beditz explained the campaign will incorporate a wide range of communications disciplines, including media and public relations, advertising, direct mail and educational programming.

It will be driven by the two action steps deemed most critical to the immediate health and growth of the game during the Summit:

- Build greater public understanding of how golf interacts with nature and contributes to

its host communities.

- Position golf as a game that eagerly seeks and nurtures beginners, is family-oriented, fun and open to a diverse group of potential players.

Beditz also said an industry advisory group, with representation from each of the golf industry segments—associations, facilities, manufacturers and media—will be established to provide implementation advice and fund-raising support for the awareness campaign.

"We've already received very good feedback and suggestions," said Beditz, who also noted that the Golf Channel, for example, has pledged air time for 1,000 public service spots for the campaign. In the upcoming months, we will be testing creative concepts, logos and themes with our key audiences.

"One of our initial creative ideas includes a golf tee with a leaf growing out of it, symbolizing golf's connection with nature."

## PowerBilt's Abrain elected NGF head

JUPITER, Fla. — Ed Abrain, president of PowerBilt Golf Division of Hillerich & Bradsby, has been elected chairman of the National Golf Foundation's board of directors. Abrain succeeds Past President Ed Van Dyke.

A member of the NGF board since 1991, Abrain joined PowerBilt in July 1994 after serving four years with Wilson Sports Goods.

Also elected to the NGF

board were Vice Chairman Robert Johnson, president and chief operating officer of the International Division of ClubCorp International; and Treasurer Robert Maxon, vice president/group publisher of the Golf Company.

Re-elected to the board were Secretary Patrick O'Grady of Etonic Inc.'s golf division; and National Golf Foundation President Joseph Beditz.

**FOR YOUR CREW, THE GOOD NEWS IS THEY WON'T HAVE TO SPEND AS MUCH TIME MOWING.**



Some of your crew may think we invented Primo® to improve the quality of their lives.

What we had in mind, actually, was improving the quality of your course.

With Primo, you don't have to mow as often. Which frees up time to rebuild sand traps, tend to flower beds, and take care of all the other things that usually get put on the back burner.



©1995 Ciba-Geigy Corporation, Turf and Ornamental Products supports the DON'T BAG IT™ program. Always read and follow label directions.

Second-class postage paid at Yarmouth, Maine, and additional mailing office. *Golf Course News* (ISSN 1054-0644) is published monthly by United Publications, Inc., 38 Lafayette St., P.O. Box 997, Yarmouth, ME 04096. Phone number is 207-846-0600.

The publisher assumes no responsibility for unsolicited material or prices quoted in the newspaper. Contributors are responsible for proper release of proprietary classified information. Copyright 1995 by United Publications Inc. All rights reserved. Reproduction, in whole and in part, without the written permission from the publisher is expressly prohibited.

Reprints and permission to reprint may be obtained from Managing Editor, *Golf Course News*, P.O. Box 997, Yarmouth, ME 04096. Back issues, when available, cost \$5 each within the past 12 months, \$10 each prior to the past 12 months. Back issue orders must be paid in advance either by check or charged to American Express, Visa or MasterCard.

*Golf Course News* is distributed in the U.S. without charge to qualified personnel of golf course facilities and to golf course builders, developers and architects. Subscriptions to Canadian golf facilities cost \$25 annually; other paid subscriptions to the U.S. and Canada cost \$45. All foreign subscriptions cost \$125 annually to cover air delivery. All payments must be made in U.S. funds drawn on a U.S. bank. **For subscriber services, please call 215-788-7112.** Send address changes to *Golf Course News*, P.O. Box 3047, Langhorne, Pa. 19047-3047.



## The Bog makes big splash with Wisconsin players seeking quality golf facility

**T**OWN OF SAUKVILLE, Wis. — The Bog, a new golf course being built here and named for the Cedarburg Bog wetland which it borders, has already made a big splash with the business golfer.

Thanks to a unique arrangement with the Milwaukee Athletic Club, a downtown club composed largely of Milwaukee-area business people, the Bog has sold out all 12,000 rounds available for its abbreviated 1995 season to MAC members.

At \$70 a round, the new course has been able to bank \$840,000 before the first round has been

played, which is expected sometime in July. At the same time, the MAC is expected to receive about \$100,000 a year in new revenue under an arrangement in which it gets \$4 from The Bog for each round of golf purchased by MAC members.

Mark Guirlinger, general manager of the MAC said interest in The Bog had been so keen that the MAC had signed up at least a

dozen new members who were joining because they want to play the course.

The Bog is being developed by John Taylor Golf Inc., a firm owned by Terry Wakefield, a Mequon businessman, and Robert Murphy, owner of the Quicksilver Golf Club in Pittsburgh, Pa., and a former colleague of Wakefield's.

Interestingly, Wakefield origi-

nally planned to develop The Bog as a daily-fee course open to the public. But, after talking with the board of the MAC, of which he is a member, he decided to offer MAC members exclusive rights to all golf rounds.

The exclusive arrangement with the MAC runs through 1999. During that period, MAC members can buy all 25,000 rounds that are expected to be played

each golf season after this year. Only about half that number of rounds will be available this year because the course is not expected to open until the middle of the golf season.

Although it is a private club, The Bog will not charge annual dues, as private clubs typically do. Golfers who are members of the MAC pay annual dues and fees as MAC members which run about \$2,000 a year for full membership.

The course was designed by Arnold Palmer. Wakefield is reportedly investing more than \$8 million for the course.

### THE BAD NEWS IS THEY'LL HAVE PLENTY OF TIME TO WORK ON EVERYTHING ELSE.



### City Council votes no alcohol at Kansas track

HESSTON, Kan. — The fairways of the Hesston Municipal Golf Course will be a drier place in the future.

The Hesston City Council recently voted to retain the city ordinance prohibiting alcohol on the 18-hole course while City Manager Jay Wieland and his staff have been asked to strictly enforce the policy.

The sight of beer-drinking golfers has apparently been a source of simmering irritation to many Hesston residents. That simmering escalated to a boil last fall during the Hesston Chamber of Commerce golf tournament, where beer was especially conspicuous.

After the council vote, Hesston golf pro Mark Loeffler said he and his staff will inform future tournament organizers about the no-alcohol policy, post signs on the golf course and prohibit golfers from bringing coolers onto the course.

### Opponents seek to halt Indiana project

FORT WAYNE, Ind. — The developer of Chestnut Hills Golf Course has run into a group of environmentalists who say ongoing construction has been done without proper permits from governing agencies.

The environmentalists have filed a petition with the Indiana Department of Natural Resources claiming that Oakmont Development Co., which is building the Fuzzy Zoeller-designed golf course, has built illegally in a floodway of two creeks, has failed to get wetland permits, has failed to obey a cease and desist order from the Army Corps of Engineers and lacks a permit to meet soil erosion requirements for storm water.

Mike Thomas, president of Oakmont Development, says the company has been operating properly. The Colonial Development Corp. is developing a subdivision at the site of 400 homes.

Primo works by redirecting the growth of your grass.

It gives you a thicker, more compact stand, more root mass, and ultimately, better-looking grass.

So if your crew's time could be better spent on some-

thing other than mowing, start using Primo.

We can't promise them more

time at the beach, but at least

they'll still get plenty of sun.





## Board bows to pressure and cancels goose hunt

SCOTTSBORO, Ala. — A gaggle of Canadian geese that has taken over parts of the Goosepond Colony Golf Course was spared a bounty hunt by the public golf course board.

The board voted to cancel a hunt ordered by the club's directors to get rid of hundreds of geese that were eating grass on the greens and fairways and fouling them with their waste.

The proposed hunt, which was to begin in late January, joined together two groups usually opposed to each other: traditional hunters and animal-rights advocates.

The club had planned to hold four daybreak

hunts to reduce the population of the gray-and-black geese, which can weigh up to 24 pounds as adults. Each hunter was supposed to pay \$50 for the hunt and be limited to two geese. There are an estimated 500 to 1,000 geese on the course at any one time.

Cheered by the cancellation, conservationists and others who supported the geese said they will try to trap and move the geese this spring to Mobile and other parts of the state. In the meantime, the greens will also be treated with a special non-lethal chemical to keep the geese from eating the grass.

## Jacksonville set for Fazio design

JACKSONVILLE, Fla. — An exclusive equity golf club with a Tom Fazio-designed golf course and \$40,000 initiation fees is being planned for a tract of land just north of Pablo Creek.

A. Dano Davis, chairman of Winn-Dixie, has donated 300 acres for Pablo Creek Club, a golf-only facility that will limit membership to 250 people.

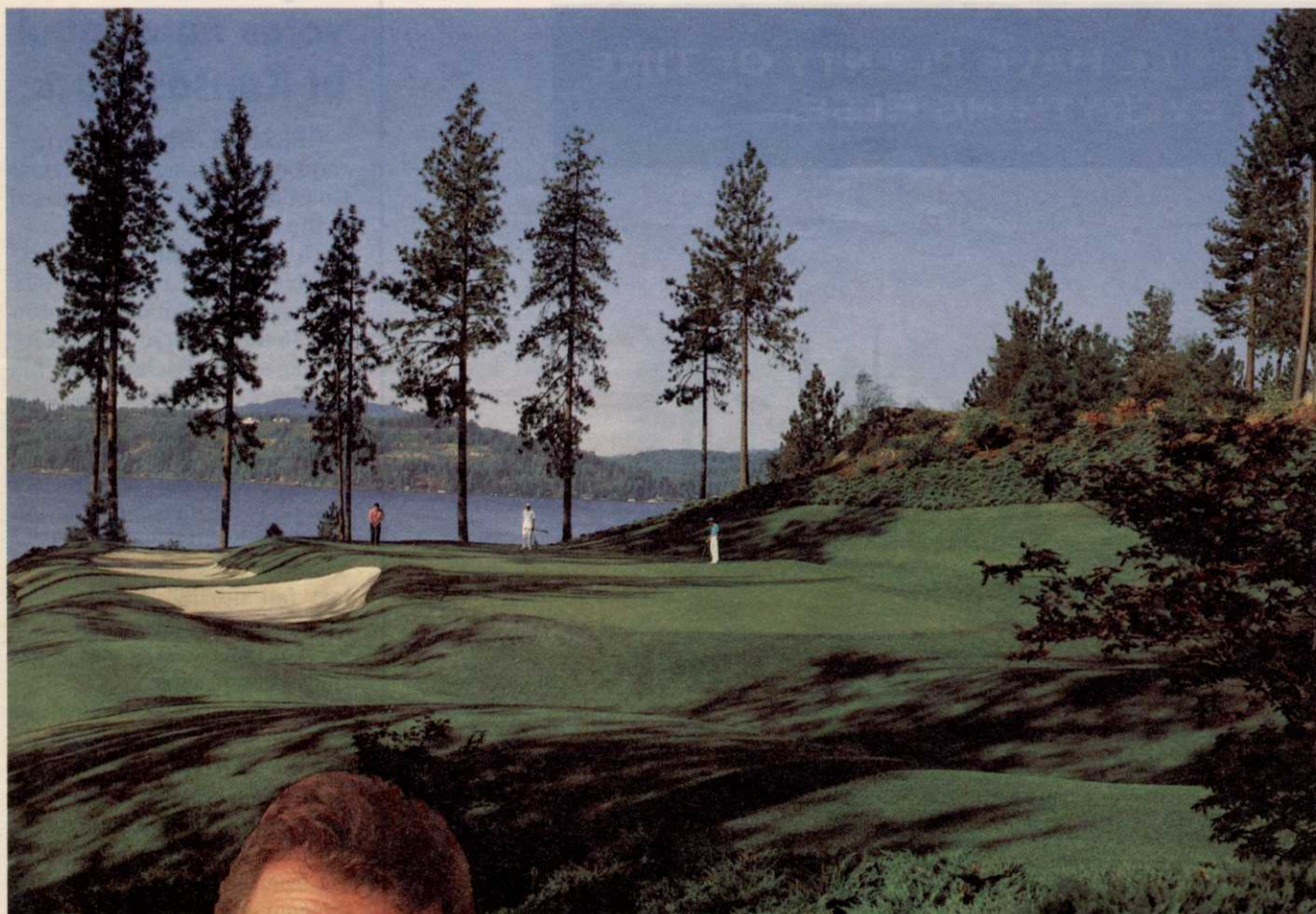
Jay Skelton, the primary organizer of the club, said the first 200 members would pay a \$40,000 initiation fee, with higher fees for the remaining 50.

Skelton said about 250 membership applications had been mailed to both men and women from various religious and ethnic backgrounds.

Skelton said the initial deadline is March 15. If he does not receive 200 applications by that date he may extend it to June 15 but he said that would be the absolute last day. If he does not receive 200 applications by then, he said he will fold the project.

Fazio called the proposed location an outstanding site with a lot of variety in vegetation and a 20-foot bluff above the river.

Skelton said he would like to see the club operational by fall 1996. "It is going to be the purest golfing environment you can have," he said.



## Three employees charged with theft at Ill. track

ELGIN, Ill. — Three former employees in the Dundee Park District have been charged with the theft of \$55,000 in cash and merchandise from the district's two golf courses.

Phillip W. Simonsen of Medinah, Thomas J. Bychowski of Elgin and Michael Murphy of Mount Prospect were named in complaints filed by the Kane County State Attorney's office.

The charges cap a 10-month investigation into missing funds, first uncovered by the park district during a December 1993 audit. Officials discovered the district's two golf courses — Bonnie Dundee and Randall Oaks — were short \$37,814 in cash and \$17,835 in pro shop merchandise.

The charges allege Simonsen and Bychowski pocketed park district money in several ways. One was keeping golf lesson money that should have gone into the golf course cash register. Another was taking cash out of the till in amounts equal to checks received from green fees or merchandise.

The complaint also states Bychowski would swap green fee revenues into accounts for commissioned sales.

Kane County State Attorney David Akemann said he believes restitution has been made to the park district and he expected all three complaints to be disposed of without going before a grand jury for indictments.

## "Why JacklinGolf pays me to take a club to their grass."

"Being a professional golfer for 32 years now, I know a thing or two about golf courses. Like how to make the ball roll smoothly on a putt. Or how to outsmart those tricky contoured greens. But when it comes to the precise science of growing the best grass for the course, I have to admit, I'm not the expert.

"That's why I trust my friends at JacklinGolf. They've got turfgrass solutions down to a science. You see, the JacklinGolf Team is made up of a tremendous research staff of professionals, like plant breeders, agronomists and scientists. So you know you can count on highly specialized assistance whenever you're making those all-important turfgrass decisions.

"From site analysis to troubleshooting to tailored recommendations, JacklinGolf is there to help.

"Now, I can't say they can offer you tips on your golf swing. Maybe that's why they hired me. Or, come to think of it, we do share the same name..."

# JACKLINGolf

5300 West Riverbend Avenue  
Post Falls, Idaho 83854-9499  
1-800-760-4321 Fax: 208-773-4846

©1994 JacklinGolf. All rights reserved.

CIRCLE #105

Tony Jacklin is the winner of 14 PGA European Tour events (including the 1969 British Open) and 11 other international events (including the 1970 U.S. Open). Tony is also a four-time European Ryder Cup captain, and has recently joined the Senior PGA Tour.



## Hilton Head course delays plans

HILTON HEAD ISLAND, S.C. — In the ongoing battle of the new golf maintenance shed, a developer for the Sea Pines Co. has temporarily backed off on its plans to build a facility on 1.5 acres between the 6th and 9th fairways on The Ocean Course.

In order to build the maintenance shed, the Sea Pines Co. needs the Hilton Head Island Planning Commission to change the land-use designation of the 1.5 acres from open space to golf course maintenance.

Several area residents and

property owners oppose the maintenance facility saying it would block their golf-course views and lower property values. One resident sued to stop the project but a judge ruled in Sea Pines' favor last October.

Sea Pines says extensive landscaping would lessen the building's impact on surrounding properties.

The project is expected to come before the planning commission again in March or April, when Sea Pines is expected to respond to concerns.

## Coastal Ala. course now seems unlikely

BAY MINETTE, Ala. — Two years ago, the 588-acre site on Orange Beach was a battleground for two deep-pocketed golf-course developers. Now, only environmentalists are clamoring for the land.

A legal clash between the two prospective developers — Retirement Systems of Alabama (RSA) and H/M Partners of Point Clear — and increasing federal environmental regulations have sunk any current hopes for golf course development at the site.

Almost 400 of the nearly 600 acres are wetlands. Much of the remaining land is classified as maritime forest, severely limiting the chance of a golf course ever being built at the site that once looked like it might become part of the RSA's highly-marketed Robert Trent Jones Trail.

## Two school layouts set to open in S.C.

CLEMSON, S.C. — Two of South Carolina's best-known universities will soon have new golf courses they can call their own.

The new 18-hole layout at Clemson University, where construction started in November 1993, will be called the Walker Golf Course after the late Col. John Emmett Walker, whose son, John Jr., is contributing \$1 million toward construction.

Meanwhile, at the University of South Carolina, the University Club, a 450-acre resort with a 27-hole championship course, tennis and swimming, a 30-acre practice facility and housing is set to open 18 holes this summer with the third nine ready by fall.

## GARL'S FLORIDA DESIGN SHOULD BE READY FOR PLAY BY APRIL

VERO BEACH, Fla. — Ron Garl-designed Indian River Club has opened for play on 13 holes with the remaining five due to be finished in April. The course is already in the process of applying to become Florida's fourth Certified Audubon Cooperative Sanctuary.

GOLF COURSE NEWS

## Jekyll Island Authority forced to halt Ga. project

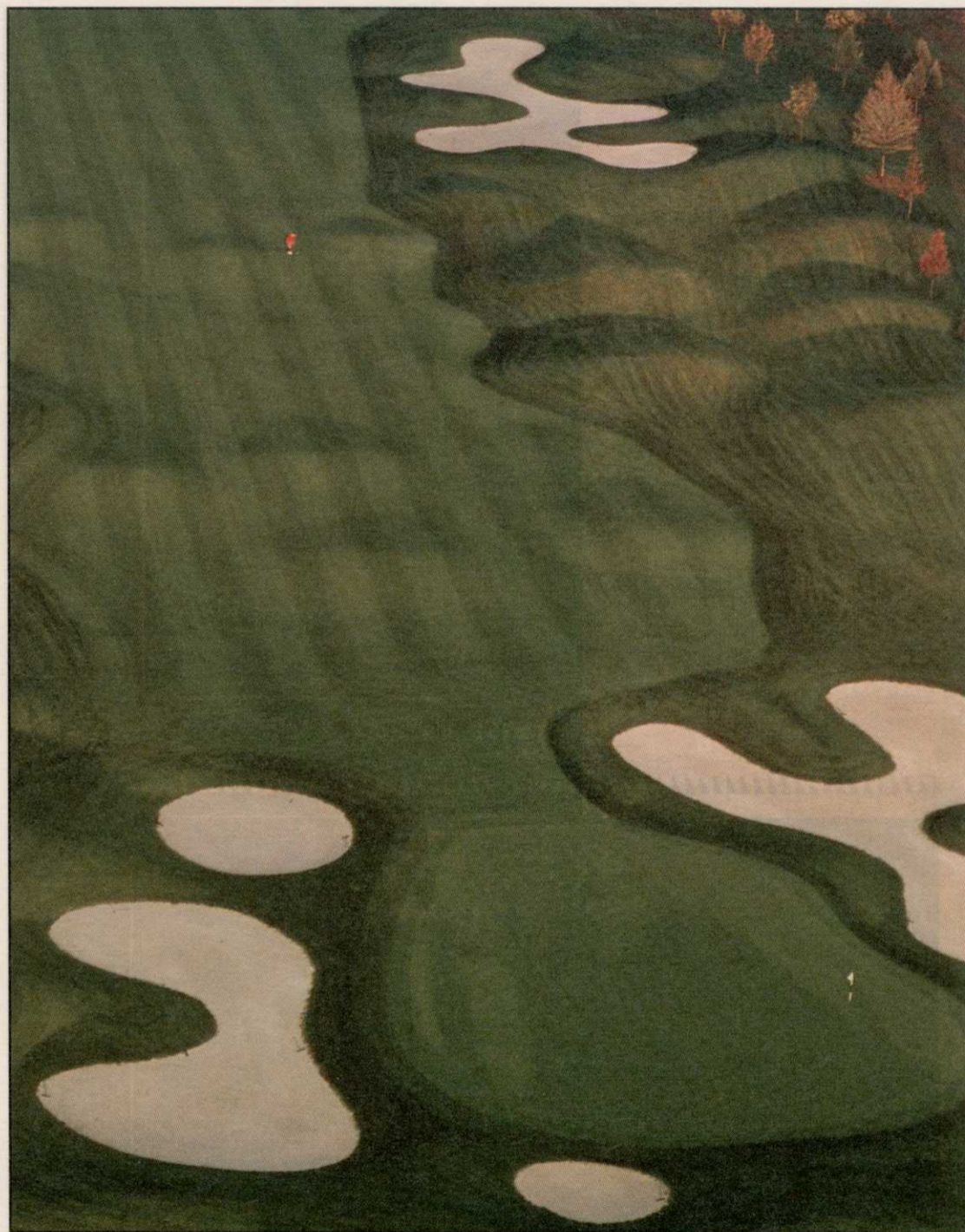
JEKYLL ISLAND, Ga. — The state authority in charge of protecting one of Georgia's coastal barrier islands has violated the law by bulldozing 20- to 65-foot-wide swaths in or near sensitive coastal marsh wetlands to build a golf course, according to environmental officials.

The Jekyll Island Authority, by bulldozing the land without first obtaining required state and county permits, has drawn the wrath of environmental groups and Gov. Zell Miller. The state's Environmental Protection division ordered the authority to halt all construction of its new nine-hole course, pending a review.

Authority Executive Director George Chambliss said the bulldozing was necessary to conduct surveys and make topographic maps. Any violations were unintended, he said.

Joe Tanner, Commissioner of the state's Department of Natural Resources, said the bulldozing was illegal without permits required under the state's Erosion and Sedimentation Act, from local county officials, and under the Coastal Marshlands Protection Act.

The course expansion incident is the latest in a series of battles over the future of Jekyll and other barrier islands.



POLYON® TECHNOLOGY IS YOUR  
BEST SHOT AT HEALTHY TURF

You can grow healthier, more beautiful turf — and save money at the same time. Just try fertilizer with Pursell's POLYON® controlled-release nutrients. To ensure the results you need, we'll sit down with you and create the perfect formulation for your unique needs. Your course will get safe, slow, even feeding. For rich, healthy turf with less effort, fewer applications and less expense. Call 1-800-874-8892 for the supplier nearest you. If you want a cost-effective solution to more beautiful turf, we'll keep you on course.

Pursell Industries, Inc. / P.O. Box 540, 201 West 4th Street / Sylacauga, AL 35150

CIRCLE #106



Revolutionary POLYON technology is so predictable that we can use our exclusive PolyGraph™ computer program to create the perfect formulation for your needs, whether your ideal feeding time is six weeks or six months.



Fertilizers of the Future™



## Mahan gets OK for Golden State links

MOORPARK, Calif. — The county Board of Supervisors has approved a proposal to build two golf courses at Happy Camp Canyon Regional Park.

Developer Ralph Mahan grew up in the Happy Camp area and plans to preserve as much of the 3,700-acre property in its natural state as he possibly can.

Previous plans for the park

have included being the site for the 1984 Olympic rifle events and a large resort complex that was supposed to be built by Quor Resorts.

Quor Resorts backed out of the deal last spring, leaving the state-owned property for Mahan to assume.

Mahan anticipates a two-year environmental review process before course construction can begin.

## City must pay Calif. course operator \$4.1m

MOUNTAIN VIEW, Calif. — A federal judge has ordered the city of Mountain View to pay \$4.1 million in damages to the operator of its municipal golf course because the city failed to adequately maintain a landfill underneath the greens.

The lack of proper maintenance led to sinkholes on the golf course while large patches of grass were killed by escaping methane gas.

The decision may settle a lawsuit stemming from the bank-

ruptcy filing of the Mountain View Golf Co.

Mountain View is a private firm that has operated the 180-acre golf course at Shoreline Park since 1987.

The golf company charged that its problems were the result of the city's failure to maintain the landfill underneath the course, which opened in 1982.

The city, meanwhile, blamed the golf course operator and sought to terminate the 20-year lease agreement so it could op-

erate the golf course itself.

U.S. Bankruptcy Court Judge James R. Grube was highly critical of the city's handling of the development of the golf course. He said the city knew that the water needed to irrigate a golf course could seep through cracks in the clay cap covering the landfill and therefore speed up decomposition and the buildup of methane gas.

The gas escaped and cut off oxygen to the roots of the grass on the greens.

# NATURE SAFE®

## THE NATURAL CHOICE FOR TURF MANAGEMENT

- An excellent stress guard product for use on a wide range of soil types, pH and weather conditions
- A slow-release organic fertilizer with 85% Water Insoluble Nitrogen (WIN) which promotes excellent turf density and color
- Ideal for sand based greens or where color and density have been a problem
- A microorganism enhanced fertilizer
- Non-burning fertilizer for year-round use
- Beneficial in applications after aerification or prior to seeding and sodding to promote turf growth and recovery



Also available in 10-2-8, 10-3-3, and 7-1-14



# Nature Safe®

Natural & Organic Fertilizers

A DIVISION OF  
GRIFFIN INDUSTRIES, INC.  
COLD SPRING, KY 41076

FOR A DISTRIBUTOR NEAR YOU  
CALL (800)252-4727

CIRCLE #107

## Mayor loses battle for new greenskeeper

AMSTERDAM, N.Y. — It appears Mayor Mario Villa, one of the city's most avid golfers, has lost the Battle of the New Greenskeeper.

Villa wanted the city's Golf Commission to hire a full-time specialist greenskeeper for its 18-hole municipal golf course, something it doesn't currently have. A general superintendent runs the course. But the five-member commission voted it down.

"The consensus was to stay the way we were," said Villa. He then ended a very brief telephone conversation by saying, "Sorry, have to go."

The proposal generated a fair amount of controversy in this upstate New York city. Under Villa's proposal, the greenskeeper could potentially have made \$36,000, which is \$5,500 more than the mayor's annual salary.

## Palmer to craft Cincinnati track

CINCINNATI — No word on the size of the golf carts, or whether a fez will be de rigeur, but the Shriners have hired Arnold Palmer design an 18-hole course at their Shrine Oasis in Clermont County.

Project architect Robert Bicknaver called the decision a big step in the development of the Oasis property with its Conference and Banquet Center now under construction.

The proposed new Shrine facility will be located on 220 acres and include soccer, softball, fishing lakes, walking trails, swimming, tennis, camping and other family amenities.

The Oasis Golf Course will be operated as a daily-fee private club.



## Northern Calif. course plans dry up over water shortage

MARTINEZ, Calif. — Plans for a 27-hole golf complex a mile east of Blackhawk have been put on hold over irrigation water supply issues.

Contra Costa County Zoning Administrator Bob Drake recently decided against the proposed 616-acre Fox Creek Country Club. Drake said that he had concerns about available water for the private country club, which is planned about a quarter-mile east of Tassajara Road on the north side of Johnston Road.

Drake told Lafayette developer John Baker that providing an eight-mile pipeline of recycled water from the Dublin San Ramon Services District treatment plant to the golf course — at a cost of \$2 million — wasn't realistic.

Baker, president of New Golf Enterprises, said he plans

to appeal the decision to the San Ramon Valley Regional Planning Commission.

If the commission and the county Board of Supervisors agree with Drake's rejection of Baker's plan, Baker would then have a year to resubmit his application.

The developer, Baker, would have to demonstrate a plan to provide water for his golf course.

Baker is trying to find ways to convert recycled waste water into potable water for the clubhouse for drinking, cooking and bathing. He introduced plans for the golf course in 1992.

The National Golf Foundation has identified Contra Costa and Alameda counties as having the fifth best development potential for golf courses, Baker said.

## Land swap to keep course in Calif. city

SALINAS, Calif. — Salinas officials are trying to work out a deal with an area farmer to swap acreage to make room for a new golf course. Recreation Director Gary Davis said discussions are underway to trade the site of a former city-owned sewage treatment plant for 40 acres of farmland.

The city would use the parcel for a new par-3 course to replace Sherwood Greens Golf Course. Sherwood Greens is set to be replaced by the California Rodeo's \$6 million multi-use community complex that would include many ball fields.

The new golf course would be located within a mile of Sherwood Greens.

## Residents worry that Colorado layout will use too much water

CHERRY HILLS VILLAGE, Colo. — Residents here are challenging a plan to irrigate the private Glenmoor Country Club (CC) golf course with water from Little Dry Creek.

Glenmoor CC wants the water as a backup for dry times. But residents fear the course will take too much water and dry up the 11.2-mile creek, which is home to cottonwood and willow trees and wildlife like foxes and screech owls.

Glenmoor irrigates its golf course mostly with water from the Highline Canal under a contract with the Denver Water Board. That board however can halt the flow of water during dry conditions. Glenmoor wants the right to pump up to 10 cubic feet per second of water annually from Little Dry Creek. The creek doesn't flow through Glenmoor so the water would have to be piped to the course from a pumping station.

A Friends of Little Dry Creek group, which opposes the plan, hopes Glenmoor will abandon its water-rights application but has no apparent legal recourse to force such a withdrawal.

## Sausage company exec develops Michigan links

NORTHFIELD TOWNSHIP, Mich. — First it was sausages for Donald Kosch, now links, golf links that is. Kosch, president of the Dearborn Sausage Co. wants to parlay his passion for golf into developing a public, 18-hole golf course.

Kosch wants a hand in designing and building a \$3.5 million layout that would also include a year-round lodge-like clubhouse, practice green and driving range.

The land Kosch is eyeing would need a conditional-use permit. He plans to unveil a site plan in March.

### VOTERS MAY DECIDE FATE OF DENVER TRACK IN APRIL

COMMERCE CITY, Colo. — A group called Citizens' Coalition for Commerce City is circulating petitions to challenge the Buffalo Run project on the municipal election ballot. Groundbreaking for the proposed Keith Foster design is scheduled for the spring with a grand opening by September 1996.



## If Silence Is Golden, Our DS Gas Cars Are Way Underpriced.

Noise was never meant to be part of the game of golf. But if your operation depends on gas powered cars, engine noise from an active fleet can make your otherwise peaceful course sound more like a go-cart track. That is, unless you have Tranquility.® With Club Car's revolutionary Tranquility powertrain, our DS Gasoline is every bit as smooth as an electric car, and almost as quiet. But don't think that such quiet performance comes at the expense of power. Its 9-rated horsepower, overhead valve, 4-cycle engine makes the DS Gasoline more powerful, cleaner running, and much more fuel efficient than our competitors' cars.\*

To hear the full story on our DS Gasoline, call 1-800-643-1010 for the Authorized Club Car Representative nearest you. If you're looking for an affordable way to give your members less noise, this is your golden opportunity.

\*Based on independent testing conducted by Clark Engineering Services.

Golf's Driving Force.





## N.J. county seeks third track

TOMS RIVER, N.J. — A long-vacant, 413-acre tract known as Beachwood West may become a county-owned golf course — if the price is right.

The Ocean County Board of Freeholders is studying the idea of whether it would be financially feasible to buy the land from Beachwood and whether development could be accomplished without using tax-payer funds.

There are currently two county-run courses in the area. The board feels a third could

help attract more senior citizens, who would in turn solidify the county's tax base. The county has \$3 million in surplus that could be used for a land purchase.

Beachwood spent \$975,000 in the mid-1980s to buy 413 acres in the western portion of the township hoping to sell it to a developer for a senior citizen community. A poor real estate market, combined with pinelands and wetlands regulations, put a stop to that project.

## Controversy surrounds Mount Rainier proposal

ELBE, Wash. — Golf on Mount Rainier? Well. Maybe.

A \$30-million proposal for a Mount Rainier Resort at Park Junction includes an 18-hole course surrounded by 400 homes. The proposal — which calls for previously unheard of levels of development on the flanks of the Northwest's best-known landmark — has already generated plenty of debate.

The resort's developers, a Portland, Ore., contractor and the Elbe family, envision a 400-acre destination resort that would include a golf course, two hotels with a total of 450

rooms, small shopping center, 100 cabins, 300-unit recreational-vehicle park, 200 units of employee housing, a timber industry educational center and a train station to service scenic and passenger trains. The resort would be located 12 miles from Mount Rainier's Nisqually entrance.

Critics believe the proposal would devastate the national park and generate more visitors to an area already overburdened with traffic. The resort will first have to overcome planning and zoning obstacles and a series of environmental tests.

## Greenbrier super wins prestigious Scotts Co. award

WHITE SULPHUR SPRINGS, W. Va. — Veteran golf course superintendent Bob Mitchell of the The Greenbrier resort is the winner of the 1995 Tradition of Excellence award sponsored by the Scotts Company.

Mitchell was chosen from a group of 29 nominees for the second annual award, which he will receive at The Tradition tournament in Scottsdale, Ariz., one of the PGA Senior Tour's major tournaments scheduled for March 27-31. His award was also announced at the Golf Course Superintendents Association of America (GCSAA) convention in San Francisco in late February.



Bob Mitchell

Scotts developed The Tradition of Excellence Award last year in conjunction with its new sponsorship of The Tradition tournament. The award recognizes outstanding achievements among superintendents in advancing the science of course maintenance. Last year's inaugural award went to the GCSAA.

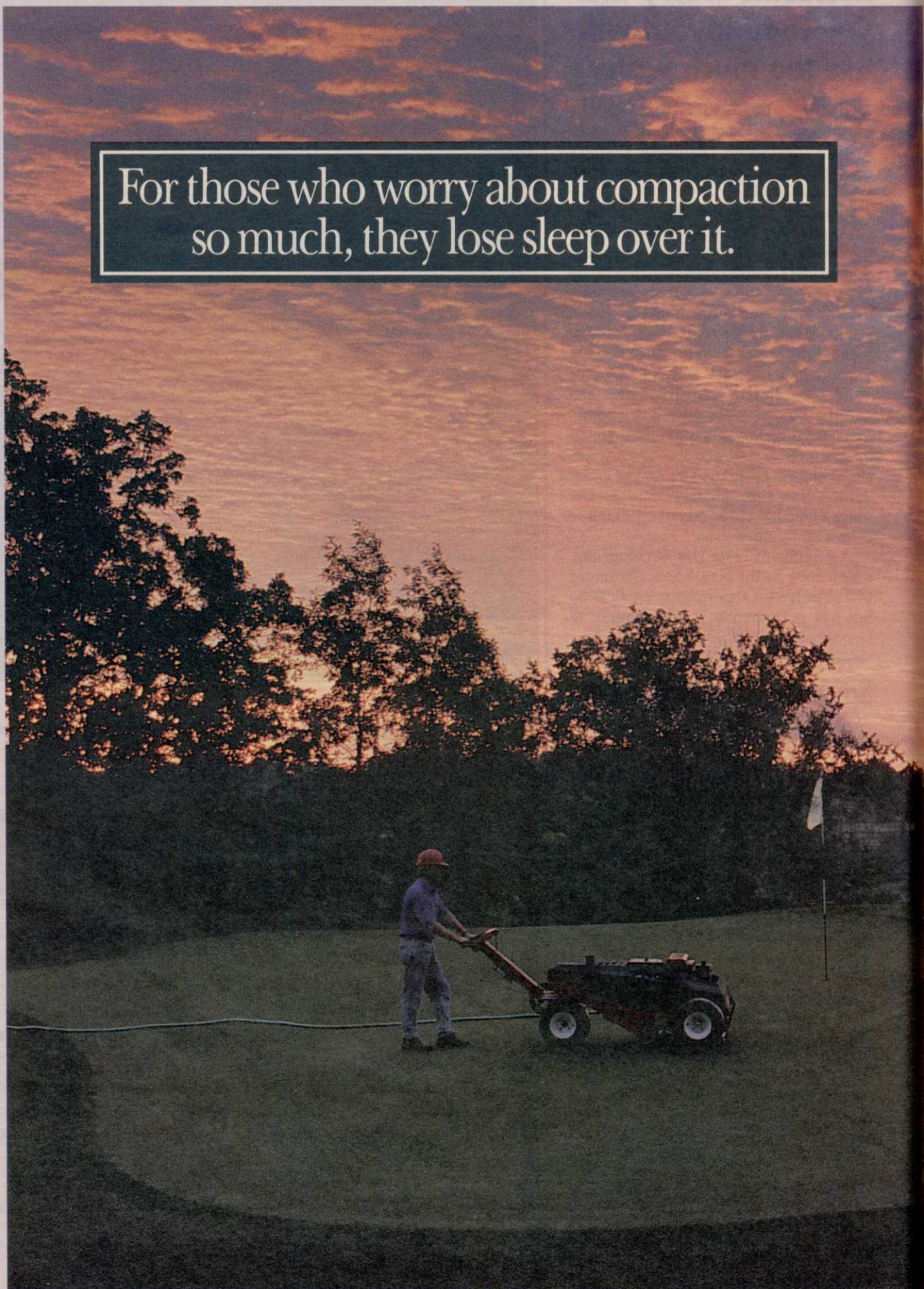
Mitchell is a former president of the GCSAA (1972) and 40-year member of the organization.

Greenbrier, where Mitchell has worked since 1973, has been one of the country's original premier golfing resorts since 1915 when Charles Blair Macdonald and Seth Raynor teamed up to design the Old White Course.

Alex Findlay designed the original Lakeside Course which no longer exists. George O'Neil designed the Greenbrier Course in 1925 and Dick Wilson the Greenbrier's new Lakeside course in 1962, which Jack Nicklaus partially remodeled.

On top of supervising maintenance of the Greenbrier's three 18-hole golf courses, Mitchell is also responsible for maintenance of the rest of the resort grounds — a total of 6,500 acres that includes parks and gardens.

For those who worry about compaction so much, they lose sleep over it.



©1994 The Toro Company. The Toro Company, 8111 Lyndale Avenue South, Minneapolis, Minnesota 55420. "Toro" and "Hydroject 3000" are registered trademarks of The Toro Company.



## N.J. officials delay park decision, again

JERSEY CITY, N.J. — Republican New Jersey Gov. Christie Whitman still had not made a decision as of late February about the fate of a proposed \$20 million golf and recreation complex at Liberty State Park overlooking Ellis Island and the Statue of Liberty.

The Liberty State Development Corp., a private, nonprofit group, has proposed floating \$20 million in revenue bonds to build a 150-acre golf course, 10 acres of ballfields and 40 acres of open

space and picnic areas. The revenue from the \$25-a-round golf course, which would be leased to a private firm for 30 years, would theoretically be used to repay bondholders.

Many local citizens and political representatives have argued against the proposal saying it should remain a fully open and free public park space. The park is one of the most popular places to view Ellis Island and the Statue of Liberty.

State officials have claimed

that there is no money to clean, build and maintain Liberty State Park as is without the money expected to be generated by the park.

Gov. Whitman and Department of Environmental Protection Commissioner Robert Shinn Jr. were supposed to make a decision on the proposal by New Year's Day. There have been several press conferences and media events at the park and informational hearings since then.

## N.H. layout awaits zoning approval

CONWAY, N.H. — Developers of the proposed Presidential Golf Course and Country Club at the eastern edge of the White Mountains will be looking for a zoning change this month that would allow them to also build a resort hotel on the site.

The golf course project, which was approved by the local planning board in 1989, is in a residential zone and there currently is no provi-

sion for hotels or motels. A petitioned zoning amendment submitted by developer Bayard Kennett would allow the planning board to grant special exceptions for hotels if certain criteria are met.

Plans approved by the planning board five years ago call for a golf course, clubhouse, swimming pool and tennis courts. Kennett said a resort hotel would add to the viability of the development.

## RTC, city dicker over Mass. links

ATTLEBORO, Mass. — The future of Locust Valley Country Club and the 300-plus-acre property it sits on remains in doubt.

The property and course are in the possession of the Resolution Trust Corp.,

The RTC has already rejected a \$1.8 million bid from the city. The city then rejected the RTC's counterproposal, which asked for \$2.15 million.

Local businessman William Bouchard and Blackstone lawyer Daniel Doyle have offered the RTC \$2.3 million as part of a plan that includes developing a portion of the land for housing. Negotiations are still ongoing between the RTC and the city.

## Corrections

Because of an editing error, there was some misinformation in the December 1994 Buyer's Guide concerning Hickson Kerley Inc. Here is the correct entry in its entirety.

Hickson Kerley Inc.; PO Box 11589; Phoenix, AZ 85061; 602-528-0600; Fax: 602-528-0687, 800-525-2803.

*Sales Contact:* Mike Buffington, Eastern U.S.; Rick Letterman, Western, U.S.

*Products/Services Offered:* Chemicals & Fertilizers: Fertilizers, Micronutrients

Hickson Kerley produces TRIAZONE-based controlled-release nitrogen (CRN) fertilizer solutions; N-SURE 28-0-0, FORMOLENE PLUS 30-0-0, and new for 1995, N-SURE LITE 30-0-0. Also new for 1995 is our potassium sulfur product, KTS (potassium thiosulfate, 0-0-25-17S), offering the golf course superintendent a chloride-free, high-analysis liquid potassium and sulfur fertilizer solution.

•••

Because of editing error, a piece of misinformation appeared in February's New Product section ("biosys takes aim at surface feeders"). Ciba Turf and Ornamental no longer markets Exhibit biological larvacide. The product is marketed by biosys. For information about the nematode product, call biosys 415-856-9500.

Your worry is

justified. Because

compaction is a major

cause of turf stress. And

that can be murder on your greens.

Resulting in disgruntled golfers as well

as lost revenue.

Toro lost sleep over it, too. So we

invented the HydroJect® 3000, a revolu-

tionary water injection aerator that can

penetrate compacted soils without

disturbing the surface or disrupting play.

It's another example of how we've

worked as

partners

with three

generations of

superintendents.

To provide you

with the precision engineered tools you

need to create a golf course of uncommon

beauty and playability.

And to help you sleep better.



*The HydroJect® 3000.  
Can penetrate up to 20" for  
improved water infiltration  
with additional shots.*

**TORO**

*Helping You Put Quality Into Play.™*

For more details, contact your Toro Distributor.

1-800-803-8676, ext. 152

CIRCLE #109

March 1995 11



## Relationships the key to cordial relations

**“W**atershed” may be a bit dramatic, but under the circumstances it’s a doubly appropriate description of January’s Environmental Summit, where representatives of the golf and environmental communities for the first time discussed their differences face to face.

Whereas in January’s *Golf Course News* we presented a golf-centric view of the Summit — through the eyes of attendees like architect Dr. Michael Hurdzan — we concentrated this month on perspectives emanating from the National Wildlife Federation (NWF), Friends of the Earth and Save the Bay, organizations which sent representatives to the Pebble Beach conference. I’m confident their views will interest you (see story, page 3).

Relationships were the most important ramifications of the recent Summit. Friends of the Earth, for example, should no longer evoke images of tie-dyed radicals strapping themselves to centenarian oaks. Instead, those who attended the conference will think of Courtney Cuff, a “friend” of the earth who happened to play golf for Wake Forest and is eager to further understandings reached on the Monterey Peninsula.

On the flip side, environmentalists on hand for the Summit can no longer honestly consider golf course superintendents as chemical dumpers obsessed with maintaining pristine conditions to the exclusion of natural habitats. Instead, they see Tim Hiers, the superintendent at Collier’s Reserve, a man clearly passionate about native plantings, recycling and ecosystem preservation.

“The environmental groups were very receptive to hearing about the positive aspects of golf and its relation to the environment,”



Hal Phillips,  
editor

Continued on page 23

## Hugging the learning curve?

**A**re government agencies and environmental groups wising up?

We have good signs and bad. I feel like New England Patriots cornerback Maurice Hurst after a disastrous season opener last fall (1994) against Dan Marino and the Miami Dolphins. “First, [you ask] when will you stop it?” he said. “Then it’s can you stop it? Then it’s when is it gonna stop!”

Good ... bad ... good ... bad. Like a tennis game, you could get whiplash keeping score.

**The good:** At January’s Environmental Summit at Pebble Beach, the co-sponsoring National Wildlife Federation and a number of colleagues from such groups as the Sierra Club, Environmental Defense Fund, National Audubon Society and Friends of the Earth held positive discussions with representatives of the golf world.

**The bad:** Only weeks before, the National Wildlife Federation’s *Ranger Rick* magazine ran a feature story entitled “Rick and the Gang Visit a Beautiful Golf Course — and Find That Looks Can Fool You.”

**The good:** The Scottsdale, Ariz., Planning Commission has endorsed Pinnacle Peak Partners’ planned The Estancia golf community, which will include 340 acres of natural preserve.

**The bad:** A reporter for none other than the *New York Times*, writing about golf development in Asia, quoted Sreela Kolandai of Friends of the Earth Malaysia and a founder of the Global Anti-Golf Movement as saying: “Golf has become a serious environmental threat all across Asia. I call [golf



Mark Leslie,  
managing editor

Continued on opposite page

## Letters

### TAKING ISSUE WITH INTOLERANCE

To the editor:

In regards to the article in the February 1995 *Golf Course News*, “New Congress might result in mixed golf bag,” I found a number of troubling quotes about the new Congress being “good news for the golf course industry.”

Ms. Elizabeth Kirby-Hart quotes, “The new Congress will impact golf clubs for the better” and says “the laws and regulations we’ll be looking at should be far less onerous than before.” She goes on to cite the potentially damaging law under consideration by Congress to afford the same rights to gay Americans that is afforded the rest of society in the Employment Non-Discrimination Act of 1994. This law would amend the Federal civil rights law to protect individuals from discrimination based on sexual orientation.

How being discriminatory toward one group of Americans in employment status will be better for golf clubs is a disturbing and puzzling statement. Webster’s New World Dictionary describes “onerous” as oppressive. I believe, that in this society, there is nothing more oppressive than discrimination against an individual or group based solely on race, creed, sex or sexual orientation.

Truly good news for the golf industry will come when people such as Ms. Kirby-Hart open their minds and broaden their horizons to include, not exclude, Americans with different ideas

**MORE LETTERS,  
SEE OPPOSITE PAGE**

and lifestyles than their own. Can’t we all get along!

Thomas M. Morris,  
superintendent  
Berkshire Hills CC  
Pittsfield, Mass.

Ed. Hear, hear.

### THANKS FOR RATING COVERAGE

To the editor:

My sincere appreciation to you for taking the time and space to discuss the subject of course ratings [*GCN* January, p. 1]. While the furor has subsided stemming from the demeaning comments Colonial Charters GC received in the 1994 *Places to Play* guide, we are awaiting the 1995 edition [November] to see how well *Golf Digest* “reviewed the methodology and looked at ways of refining the final product.”

Thanks again for the attention dedicated to this subject.

Richard Staughton,  
superintendent  
Colonial Charters GC,  
Longs, S.C.

### AIRING NEW IDEAS ON RUNOFF REDUCTION

To the editor:

Nice job with Skip Wade’s Cherry Valley article under Super Focus in the January issue.

On Feb. 4, I was invited to speak at Citizen’s Summit ’95 held at SUNY Maritime College in New York City (in the middle of the blizzard!). The conference was sponsored by the National Audubon Society and the Long Island Sound Watershed Alliance. The topic I was asked to speak on was “Reducing Polluted Runoff from Golf Courses.”

My presentation focused on the specialized cultural practices we

do for soil modification and improvement. These techniques include new deep aerification methods and thatch control. The net result of those IPM strategies are:

1. Loosen the soil profile, thereby reducing runoff.
2. Improve the soil microbiology for sustainable plant life.
3. Create a healthier turf and thereby reduce reliance on chemicals, fertilizers and water.

The presentation was well received. Hopefully, some of the “bad press” of the past was countered by a better understanding of what we do.

Patrick Lucas, CGCS  
The Innis Arden Golf Club  
Old Greenwich, Conn.

### REMEMBER TO COUNT HUMANS AMONG EARTH’S SPECIES

To the editor:

In regard to the article (*GCN*, January) concerning the ecosystem research proposal being supported by Jim Snow, USGA, along with the Cooperative Fish and Wildlife Research Unit, National Wildlife Federation, Neotropical Migratory Bird Conservation, and several other organizations and government agencies, I think this is a very positive move on behalf of all these individuals. It is this reader’s opinion and belief, while the environmentalists have the obligation and right to be concerned about environmental matters, we must not lose sight of all the earth’s species. Mankind and his environment is the most important! Our cities are growing at a rapid rate. We stack people into 20-story apartment buildings to live.

If not for parks and golf courses, most people would not have the chance to get out into

the open to enjoy grass, trees, birds and such. Golf courses create jobs and help or generally support themselves.

It has been our experience with working with DNR, Corps of Engineers and PCA, that while they have laws and rules to uphold, they still do what is best for all. The Green Section working with these governmental agencies should be able to make for a better environment.

Michael J. Pierce, president  
Dakota Peat & Blenders  
Grand Forks, N.D.

### PATE SETS RECORD STRAIGHT

To the editor:

I am writing regarding your February issue discussing Paul Clute being named Builder of the Year. In the clip on the front page of this issue, you made reference to the award-winning Old Overton Golf Club in Vestavia Hills, Ala.

This course was indeed designed by Tom Fazio. However, this was a collaborative effort with Jerry Pate, who now has his own design firm, and should have been listed as a co-designer.

Jerry’s involvement in the project was extensive. During construction, Jerry lived in Birmingham, and with Fazio’s approval he re-routed the back nine. He was also responsible for many bunker locations and playing strategies of the holes.

Congratulations are in order to Paul Clute being named Builder of the Year and Tom Fazio for his contributions to make Old Overton such a success. However, Jerry Pate should also be given the credit he is due.

Scott Pate, vice president  
Jerry Pate Golf Design Inc.  
Pensacola, Fla.

# GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

**Publisher**  
Charles E. von Brecht

**Editorial Director**  
Brook Taliaferro

**Editor**  
Hal Phillips

**Managing Editor**  
Mark A. Leslie

**Associate Editor**  
Peter Blais

**Editorial Assistant**  
J. Barry Mothes

**Contributing Editors**  
Terry Buchen, CGCS, MG  
Vern Putney

**Editorial Advisory Board**  
Raymond Davies, CGCS  
Merced Golf & Country Club  
Kevin Downing, CGCS  
Willoughby Golf Club  
Tim Hiers, CGCS  
Collier’s Reserve  
Dr. Michael Hurdzan  
Hurdzan Design Group  
Mary P. Knaggs, CGCS  
Hazeltine National Golf Club  
Roger Maxwell  
Management Consultant  
James McLoughlin  
The McLoughlin Group  
Kevin Ross, CGCS  
Falmouth Country Club  
Brent Wadsworth  
Wadsworth Construction

**Production Manager**  
Joline V. Gilman

**Circulation Manager**  
Brenda Boothby

**Editorial Office**  
Golf Course News  
PO Box 997  
38 Lafayette Street  
Yarmouth, ME 04096  
207-846-0600; Fax: 207-846-0657

**Advertising Office**  
**National Sales:**  
Charles E. von Brecht  
227 Second Avenue North  
St. Petersburg, FL 33701  
813-898-7077; Fax: 813-825-0923

**Western Sales:**  
Robert Sanner  
Western Territory Manager  
2141 Vermont  
Lawrence, KS 66046  
913-842-3969; Fax: 913-842-4304

**Marketplace Sales:**  
Mary Anderson  
813-898-7077; Fax: 813-825-0923

**Golf Course Expo Sales**  
Michael Lafaso  
207-846-0600; Fax: 207-846-0657

**Subscription Information**  
Golf Course News  
P.O. Box 3047  
Langhorne, PA 19047  
215-788-7112

*United Publications, Inc.*  
Publishers of specialized business and consumer magazines.  
Chairman  
Theodore E. Gordon  
President  
J.G. Taliaferro, Jr.

**NGF** CHARTER MEMBER  
NATIONAL GOLF FOUNDATION

**BPA**  
INTERNATIONAL®

Copyright © 1995 by United Publications, Inc. All rights reserved and reproduction, in whole or in part, without written permission from the publisher is expressly prohibited.



# GCSAA head looks forward

By STEVE MONA

When Hal Phillips asked me to write about my first year as GCSAA's chief executive officer, my first thought was that it would be a great opportunity to look back and cite the association's accomplishments—our renewed commitment to member service, the creation of the career development, information, services and chapter relations departments, the debut of "Par for the Course" on ESPN, and so on. But my next thought was, "Why look back?" The past is merely a prologue. (Or, as the great Satchel Paige said, "Don't look back. Something might be gaining on you.")

So, instead of reviewing the past, let's focus on the future. This column should be of particular interest to non-GCSAA members who frequently ask themselves, "What's in it for me?"

*Stephen F. Mona is executive director and chief executive officer of the Golf Course Superintendents Association of America.*



Steve Mona

First, we hope to make 1995 a year of tremendous progress for the image of our profession. "Par for the Course" and the feature segments we are producing for ESPN are, of course, the anchor of this effort. We also plan to initiate the largest public relations campaign in the association's history. Our goal will be to provide superintendents with easy-to-use tools (such as posters, brochures, videos and fact sheets) to promote themselves and the profession at the same time. What "Par" accomplishes in the mass media, these new tools will accomplish at the grassroots level.

What's in it for you? Better communication with the employers, golfers, government and media who shape your daily jobs.

Second, 1995 will be a year when GCSAA continues to build stronger ties with our chapters. Virtually every program the association has can be more successful with the awareness and participation of the chapters. At the same time, the "national"

must be a more effective support system for our affiliates. Look for us to emphasize the importance of strong chapter relations at every possible turn this year. What's in it for you? Stronger, more effective local associations that help you meet the daily, often, local, challenges of your profession.

Finally, we plan to make 1995 a year in which GCSAA will emphasize the positive impact of golf on the environment. We plan to underscore golf's contributions to communities and to acknowledge superintendents as true environmental stewards. Look for GCSAA to communicate this message nationally, primarily through "Par for the Course" and to carry our environmental message to your local communities. What's in it for you? High-profile support of your environmental efforts and a commitment to telling the true story about golf and the environment.

This past year was remarkable — but the best is yet to come. This truly is the time to become part of an organization that is reaching new heights of service and success. What's in it for you? Professional development, opportunities, and, most of all, a national organization working every day in your best interests.

## Leslie comment

*Continued from previous page*  
courses] green graveyards because apart from the grass, these golf courses support no other form of life. No trees, no birds, no insects, no nothing." Excuse me! "No trees, no birds, no insects, no nothing"? The reporter didn't even question this statement. A person would have to have absolutely none of their senses — including common sense — to believe this line.

Well, in this game called life — where golf course superintendents, managers and developers continually face environmental activists — we may see some light ahead. There are reports of more sensible people on the Far Side — what has been an abnormal group too closely resembling the violent *Earth First!* members.

Williamsburg (Va.) Environmental Group President Ron Boyd reports: "Four years ago we were taking golf course projects to the localities or federal government for permitting, and it was more of a fear of the unknown on their part. They [Corps of Engineers, EPA, state departments of natural resources, etc.] didn't know what was going to happen. They thought 'You're going to clear

off 125 acres? Oh my God, what about all this poison runoff? And, oh my God, oh my God...'

"But as they slowly have gotten educated and seen these projects in place, it's not as hard to get them [projects] through the process any more."

Regarding environmental organizations, Boyd said: "I see less of them being vehemently outspoken against projects. There is always concern, but not like there used to be. There used to be almost a blind rage against projects. You don't see that much any more."

"I think the information illustrating golf courses' positive effects on the environment is being disseminated better. Once people start looking into it, there's not much negative they can draw off of. Sometimes they dredge up events that happened eight or 10 years ago. But, that might as well be light-years ago."

This all looks good. We can only pray that right minds remain in control. There is no law that members of environmental groups will follow the leaders. The fact that the National Wildlife Federation was co-sponsoring a positive meeting with golf industry folks while at the same time feeding foolish drivel to the poor little *Ranger Rick* readers illustrates the point.

## Letters

### NGF MISREADING PERCEPTIONS

To the editor:

I noticed with interest a cover story in your January 1995 issue dealing with the recent NGF Golf Summit, making the lead statement that "Poor public image is the single largest hindrance to golf industry growth."

While there is some lingering perception that golf is the pastime of "rich, white males" (really only applicable within the private club sector today), this is far from the primary reason why golf as a whole might not be growing at a faster pace.

With two-thirds of the existing golf courses across the country open to the public; with most daily-fee schedules falling within the \$14 to \$20 range (before resident/senior-type discounts), anyone wishing to "get at" the game of golf can play regularly for a few hundred dollars a year in fees. A set of used starter's clubs can generally be found at nominal cost, or bought new at one-time expense of about \$150.

Furthermore, an examination of the approximately 9,000 public golf courses across the country (as compared to 4,500 private club courses) will clearly indicate a true "melting pot" of player types who are in the vast majority within the game — all races, ages, sizes, abilities, backgrounds, wealth, etc. It has been a long time since golf could be accurately defined as a game primarily for wealthy whites.

Concerning environmental issues, guidelines are well defined today. Generally, once a project elects to comply, the environment is no longer an issue and the project will move on — provided there is sufficient net usable land remaining. Environmental issues basically do not stop golf course development projects today.

Surprisingly, the Summit identified "player development" as one of three "overarching problems" in golf. Why? What is wrong with settling for some natural player volume across the country (like ev-

ery other participant sport) — be this 15 million or 30 million players? Why does there have to be a constant heavy "push" to develop more golfers? The only answer is to satisfy the self-serving purposes of those who grow financially when the game grows; i.e. manufacturers, developers, operators, golf organizations and the media.

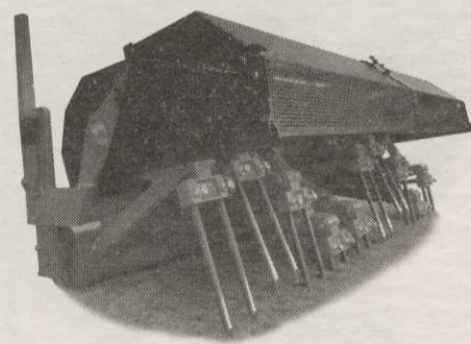
Natural marketing to bring more players to the game, instruction programs for beginners — fine. But to label player development as one of the three "overarching problems" in golf is a mischaracterization.

Because of the inherent value of the game of golf, I personally feel half America would play golf, given legitimate opportunity. What prevents this? I suggest: 1) the lack of fundamental instruction throughout the game, especially within the predominant public sector; 2) the lack of effective practice facilities; and 3) the lack of a sufficient number of golf courses.

The NGF is looking to exacerbate the problem now as it seeks to raise \$2 million (first year only, with more to come) to fund a public-relations campaign intended to correct golf's poor (elitist) image — an issue that is really a "red herring." Of course, any public-relations firm will gladly accept the assignment and off everyone will go. When they are finished spending all this money, the same basic problems facing golf today will still be there.

The reality is that golf presently lacks informed national leadership and, therefore, appropriate vision. National golf organizations (NGF, PGA, USGA, the three Tours), while well intended, are so occupied with addressing their own agendas they see only the "trees" and not the shape of the "forest." Golf's merit will ultimately prevail, with the game growing to approach its natural level via what is now an inefficient process that, I expect, will gradually be refined.

Jim McLoughlin  
The McLoughlin Group  
Pleasantville, N.Y.



Now the monster goes even deeper - 24 inches. Nothing else even comes close.

Even Steven Spielberg couldn't dream up a more piercing scenario for knifing through turf...introducing the Model 405.250 Verti-Drain.® No other machine goes this deep and heaves the turf forward cracking the sidewalls of the core hole making it easier for air and water to penetrate. So if you have to go deep, look to Verti-Drain to get you there.



**VERTI-DRAIN®**  
Works like a pitchfork, only better.

Emrex, Inc., Box 1349, Kingston, PA 18704 (717) 288-9360

CIRCLE #110





**FREE WITH EVERY PURCHASE:  
6 HOURS OF YOUR LIFE BACK.**

Now treating one tree for oak wilt and Dutch elm disease doesn't have to be an all-day job.

Because Alamo® now comes in a micro-injection unit that reduces treatment time from over six hours to less than one.

Alamo has always been the most effective cure for oak wilt and Dutch elm disease you can buy. Now it's the most expedient, as well.

So you can save the tree, without killing your schedule in the process.

© 1995 Ciba-Geigy Corporation, Turf and Ornamental Products. Always read and follow label directions.



BRIEFS



**NEW MECHANICS ASSOCIATION**

LAKEWOOD, Colo. — Mechanics have formed the Rocky Mountain Golf Course Equipment Managers Association (RMGCEMA), intended to bring together mechanics and equipment managers to exchange ideas, knowledge and technical information. The association held its first meeting Feb. 15 at Fox Hollow at Lakewood's turf care center to form a governing body. More information is available from Fred Peck at 303-987-5422, or Greg Ziccardi at 303-973-2313.

**KTF ELECTS TANNAHILL**

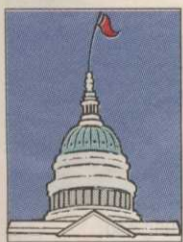
The Kansas Turfgrass Foundation has elected Don Tannahill president, heading a new slate of officers. Mark Willmore of Shawnee Country Club in Topeka is the new vice president, while new board members are Cliff Dipman of Manhattan (Kan.) Country Club and Dick Gray.

**POISON SURVEY RELEASED**

An annual survey of 73 poison-control centers nationally found that just 4.25 percent of calls concerned pesticide exposure, according to the American Association of Poison Control. Just 2 percent of those cases were classified as moderate to major cases in severity. Twenty-two deaths were attributed to pesticide poisoning, the majority from intentional ingestions. Four resulted from accidental exposure. Calls for pesticide exposure trailed cleaners, analgesics, cosmetics, plants, cough and cold medications and bites.

**N.J. SURVEILLANCE INCREASED**

Personnel from the New Jersey DEP Pesticide Control Program are increasing surveillance at recertification courses. The heightened attention is to ensure that pesticide applicators are attending the entire course in order to receive recertification credit.



Latecomers and those leaving for extended periods during the sessions will not receive credit. Pesticide Control Program policy states that in order to receive any credit, the entire course must be attended. No partial credit may be given.

**IPM SOFTWARE IS HERE**

Purdue Extension Service is offering IPM (Integrated Pest Management) monitoring software, which compiles a plant inventory while recording all insect and disease information throughout the growing season. It can also be customized to include pesticide records and inventories, treatment records, report and graph evaluations, labor and other factors.

**High-octane coffee klatch idea**

Save money and valuable man hours with big pot

By MARK LESLIE

FALMOUTH, Maine — Kevin Ross is known for his inventiveness, forward thinking and progressiveness in agronomic matters. But ask him to name the best thing he did in 1994 and you'll get an odd response.

"People will laugh at me," he said, "but the best thing I did was buy a 48-cup coffee percolator and a timer."

Ross estimates the \$22 coffee maker and \$8 timer saved many man-hours and dollars in his budget at Falmouth Country Club.

"If you have coffee hounds and don't get a percolator you're behind the 8-ball," Ross said. And he was not imitating Joe DiMaggio.

Ross's assistant prepares the percolator at the end of the day's work and sets the timer for 4 a.m. When the crew arrives for work at 6 a.m., the timer and percolator have done their job and the coffee is ready. The routine saves man-



Ed.: This month we kick off a new column in Golf Course News: ShopTalk. Superintendents, their grounds crews and mechanics spend a major portion of their lives in their maintenance buildings. Creating the most cost-effective, space-efficient and time-saving operation possible is a goal of many. To that end we will use this space to share ideas that are passed along to us. We welcome your contributions. Just write: ShopTalk editor, Golf Course News, P.O. Box 997, Yarmouth, Maine 04096; telephone 207-846-0600; or fax 207-846-2292.

hours galore. In the old days, time was lost preparing the coffee in a small pot several times during the day and waiting for it to brew. "The routine was, get to work, make a pot and wait. Break-time, make a new pot and wait," Ross said. "Now the guys arrive for work, load up those big insulated mugs

Continued on page 17



**THE TOUCH OF A SUPERINTENDENT, BY DESIGN**

General manager/superintendent Frank Dobie has tenderly cared for and changed the look of The Sharon Club in Sharon Center, Ohio, over the past 30 years until the private track has a winning look. This is the 16th hole. See story on Dobie, page 32.

**Information superhighway catches up with golf**

Going on-line to stay on top, supers joining whole new world

By DAVID ROSE

The Third Wave. The Information Superhighway. The Infobahn.

Whatever your favorite overblown metaphor, there is little doubt the ongoing explosion in information technology is changing the way millions of people live and work. A growing number of golf course superintendents are taking advantage of this new technology, and they're finding that knowledge is power.

On-line services, which range from national fee-based systems to small, independent, often-free computer bulletin boards, provide users with a wide variety of features from sending electronic mail to downloading free software. In addition, a number of specialized on-line services tailored to the needs of golf course

managers are now available, accessible to anyone with a personal computer and a modem.

One such service is the Turfgrass Information Center (TIC) at Michigan State University, a fee-based service currently accessible via direct telephone dial-up. The heart of TIC is the Turfgrass Information File (TGIF), a bibliographic index of more than 30,000 turfgrass-related articles. Started in the 1960s, the database is continually updated with entries culled from more than 200 journals, magazines, and trade publications.

"This is, if you will, the industry's library," said TIC Administrator Peter Cookingham.

Users can search TGIF using key words, then browse through the records

**Save money when the tax man cometh**

By TERRY BUCHEN

A free vehicle and housing, often among the fringe benefits given golf course superintendents, could also lead to a day in tax court — if the superintendent is not careful.

"I'd say half the people I know who have [company-bought] trucks don't claim them as income," said one superintendent. "The same goes for your house. If it's provided by the course for you to live in, you have to claim it."

To avoid claiming the vehicle as income, it must be used solely for job purposes and commuting to and from work. In the case of housing, the Internal Revenue Service (IRS) arbitrarily determines what the home would fetch via rent in the local marketplace and adds that amount to the superintendent's gross income.

But there are ways to avoid paying any income tax on club-provided housing and vehicles. Each requires an agreement, in writing, with the club. The letter from the employer should clearly state that the superintendent is required, "as part of his job description," to live in the house provided by the club and to be on call 24 hours a day for protection of the club grounds. Also, the letter could designate the superintendent as the club's security chief who is required to live on club grounds "as a condition of employment."

If the club provides a superintendent a vehicle, he must fill out necessary IRS forms stating all mileage on the vehicle and whether it was used for business or personal use, claiming all personal use as part of his income.

To avoid this, many clubs consider the vehicle part of the maintenance department, to be used for whatever purpose the superintendent sees fit, by whoever needs

Continued on page 17



that match the search criteria. "Our real bottom line," said Cookingham, "is to make all those back issues of publications more useful" by providing an index with which people can pull out information as it is needed.

Another major function of on-line services is to provide a forum for discussion among users on topics of common interest. That's the philosophy behind TurfByte, a free-access, dial-up bulletin board service for golf course superintendents based in Lawrence, Kan. Founded eight years ago by then-superintendent Duane Patton, TurfByte boasts 300 subscribers from some 30 states.

"Around 80 percent of our subscribers

Continued on page 21



A HISTORY

# Au natural look lies at golf's roots: The period 1457-1832

*"Decreed and ordained that fute ball and golfe must be utterly crytdune."*  
— King James II, March 6, 1457

By JIM CONNOLLY

The King of England believed that playing golf and fute ball (soccer) interfered with practice of arch-ery, which was the common defense at that time. His decree went largely ignored and his loyal subjects continued to play golf in spite of possible punishment.

It is reported that Mary Queen of Scots, perhaps the Alice Dye of her day, was playing golf immediately after her husband's death. She claimed it eased her mourning. Sometime later, in 1603, King James I decreed that golf could be played but church must also be attended. Forbidding the game may have slowed its growth, but golfers' hearts and souls were branded with balls in flight and swishing clubs.

The game spawned some very serious followers as well. In 1637, a young boy was hung for stealing golf balls. The same year, a golfer bludgeoned his caddie with a nib lick club for giving bad advice.

The Royal and Ancient Golf Society of St. Andrews was formed in 1754, and in all its pomp and ceremony, formalized the game by creating a small number of basic rules. In its raw form, golf was and still is a game that consists of the golf course, implements (clubs) and a ball. Balls and implements used to strike the ball were similar for all golfers, but the differences between golf courses was

*Jim Connolly is senior technical agronomist for Jacklin Golf in Post Falls, Idaho, and a former agronomist for the U.S. Golf Association Green Section. He has spent several years compiling this history of the putting green.*



great! This makes the game of golf unique in that the player is called upon to adapt to a number of situations. Conditions on golf courses varied greatly, depending upon rainfall, wind, the presence of grazing animals (the first lawn mowers), the type of grass — if any — and a number of vastly different land features.

Golf courses varied greatly because there were no uniform methods of maintenance. This all changed in 1832 with the invention of the mechanized lawn mower. The mowers equalized the playing fields somewhat, but big differences still existed due to differing geographic location. Ransomes, Simms and Jeffries began marketing the first reel mowers, introducing a dramatic change to the game of golf. The height of the grass was no longer dependent upon animals' appetite. Still, conditions varied greatly because this was the only form of maintenance available.

The golf clubs manufactured at this time are evidence of the conditions that prevailed on the courses. There were clubs for hitting out of wagon ruts, deep holes and all kinds of imperfect situations. Different clubs today are primarily manufactured with varied lofts for distance and height. When was the last time you selected a club for hitting out of a

## PART II OF A SERIES

wagon wheel rut or a horse's hoof print? The given environment and ball position forced the golfer to adapt in club selection and execution of the golf shot. It should be noted at this time that putting, and the putting green as we know it today, did not exist.

### THE PERIOD 1832 TO 1900

During this period, the putting green began to take on a more familiar shape and could be considered a "separate" part of the golf course. A brief account of how the game was played would help to clarify how this came about. In the early days, the golfer played to an area where a stick or pole, sometimes a hole in the ground, marked the finishing point of a single golf hole. The golfer finished the hole by either hitting the ball into a hole of nondescript size, or against a pole in the ground. The golfer could then start the next hole by teeing from an area only a few yards away from the previous finishing point.

The "putting green" and "tee" in those days were very close together, and difficult to distinguish one from the other. The lawn mower, and better maintenance techniques, eventually led to the distanc-

ing of tees and greens.

In 1836 a special club was designed for "putting" and aptly named the putter. It was desirable for the green to have closely cut grass, if grass was present, and golfers became experienced at putting with specially designed clubs suited for this purpose.

Tom Morris, famous greenkeeper of old, was born in 1821 and maintained golf courses from 1850 to the early 1900s. He was affectionately known as "Old Tom."

Old Tom believed the proper maintenance of the putting green involved frequent, light sand top dressing and no play on Sundays! Old Tom understood the benefits of regular mowing and top dressing to keep the surfaces true and predictable.

Ironically, Old Tom was known around the country as a terrible putter. One of his golfing competitors used to send him mail addressed "Misser of short putts."

Old Tom was normally mild-mannered, but was occasionally given to breaking golf clubs after he missed short putts. Fortunately, he preferred lemonade over Scotch!

Putters were becoming the acceptable club for use on greens, but conditions were still quite variable and players used a number of different clubs on the green. From the book *Golf-Badminton Library*, 1870, it is written: "He was unable to use a cleek for the bad lying putt, these he negotiated with his iron."

After finishing a hole, golfers reached into the hole on the putting green to gather a handful of soil to use as a "tee" on the next hole. This led to a wide range of hole sizes and must have been cause for many ruling problems.

In 1891, an ingenious greenkeeper found a piece of 4-1/4-inch clay drain tile that he pushed into the hole, thus setting the size of the hole.

This occurrence leads one to believe that today's golf course evolved often by happenstance. The hole remains the same diameter today.

Golf courses being built at the turn of the century were designed with separate tees and greens and this was the form of architecture brought to the United States in the late-1800s.

**CARTS** The Best Flags, Signs, Flagsticks, Tee Markers, Practice Green Markers, And Accessories Ever Made.

Call today for a catalog and more information.

**FORE-PAR**  
DISTINCTIVE GOLF COURSE ACCESSORIES

16761 Burke Lane, Huntington Beach, CA 92647  
Phone 714 842-8494 / 800 843-0809

**Best Sand.**  
Because Sometimes More Of The Same Is Exactly What You Want.

Quality sand for the golf course. Consistent from one season to the next. That's important to you. And it's exactly what we deliver.

Bunker sand, topdressing material, construction blends, drainage gravel and more. Backed by technical know-how and outstanding service. Delivered on spec and on time direct from our quarries.

Call 800/237-4986 to order the sand you need now. And next year, just ask for more of the same.

**BEST SAND**  
P.O. Box 87  
Chardon, Ohio 44024  
800/237-4986  
Fax: 216/285-4109

A subsidiary of Fairmount Minerals, Ltd.

**Breaks up soil plugs after fairway aerification "better than anything I've ever used!"**  
Richard Bator

We Guarantee it!

Low-Cost **FUERST**  
F-L-E-X-I-B-L-E  
TINE  
HARROW

- Brings up thatch in existing sod.
- Works in seed and fertilizer.
- Prepares excellent seedbed — even in sparse or worn areas without disturbing existing growth.
- Greatly improves seed/soil contact after overseeding.
- Blends rough edges of new construction or grading.
- Saves endless hours of hand raking.

Adjusts without tools for deep or light penetration, or smoothing drag mat. Unique tine design flexes to cover every inch of ground even at high speeds (6-8 mph). Never needs maintenance. Easy to store. 4 1/2 to 42 ft. widths.

For **FREE** literature, testimonials and prices, Call Toll-Free: 1-800-435-9630 or write:

**FUERST BROTHERS**  
A Division of M & W Gear  
1020 S. Sangamon, Gibson City, IL 60936 GC3



## AGC's Holt wins Leo Feser Award

SAN FRANCISCO — Pat Holt, director of maintenance of American Golf Corp. for the Eastern United States, has been presented the 1995 Leo Feser Award from the Golf Course Superintendents Association of America (GCSAA).

Holt, a certified golf course superintendent, won the award for his article, "Team-building fosters success," which was published in the May 1994 issue of GCSAA's Golf Course Management magazine.

The award was presented at the GCSAA International Golf Course Conference and Show here.

## When the tax man cometh

Continued from page 15

it. They do not go through the trouble of claiming it as income for anyone. It is the club's basic decision whether it wants the superintendent to claim the use of the vehicle as income.

Some courses have their superintendents sign a letter stating they will not use it for any personal purpose, and will also stipulate that they often will have to return to the course after normal business hours and on days off, which would alter the vehicle's mileage.

## Turn time-burner into money-saver

Continued from page 15

that keep coffee warm forever and drive off to work. No waiting around.

"Multiply the time saved by 15 to 20 people, times our seven-month season," he said. "Figure it out. It's a huge savings — and all for \$30."

In the meantime, Ross' mechanic has cut lengths of 4-inch-diameter PVC pipe and riveted them to the crew's utility vehicles. He even cut a groove, lengthwise, in the pipe to accommodate the handles of the mugs.

The grounds crew's entire coffee klatch has been turned upside down into a positive influence on Ross' operation. Coffee grounds are added to the club's compost pile. Indeed, they don't even have to pay for the coffee. Soda cans gleaned from around the course pay for the coffee — and more.

"We get \$150 a month from cans," Ross said. "The guys gather them from around the course, and a fellow even comes here, bags them and pays us for them. We get enough money to pay for the coffee, plus crew picnics and outings."

Ross also said the 48-cup percolator has lowered the "frustration level" of finding the pot empty when a crew member drives by for a quick refill.



### OH, HOME ON THE RANGE

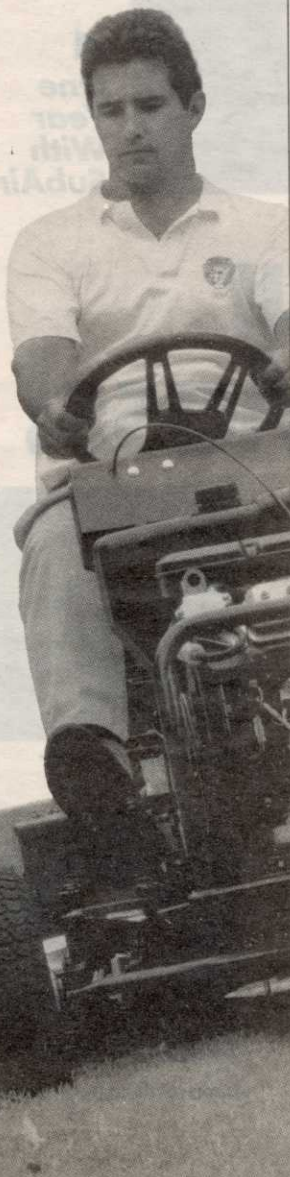
Michael Pock, left, superintendent of Grayhawk Golf Club in Scottsdale, Ariz., and Del Cochran, captain of the club, inspect the construction site from horseback of the 14th tee on Raptor, Grayhawk's new course designed by Tom Fazio. Pock picked up the horseback habit from his grandfather, who built Phoenix's Arizona Country Club in the mid-1940s. Pock said his horses enable him to get a better look at the construction site, and "they don't mind the dust and rough terrain as much as my pickup."

# OUTREACHES THE PRETTY BOYS

That's The Beauty Of A National.

21" of reel outside the wheel. That's a claim the others can't make. With a National's flexible design, sand bunkers, curbs, or any trimming tasks are well within reach.

Call us, or your dealer today to try one on for size.



**NATIONAL MOWER COMPANY**  
SINCE 1919  
700 Raymond Avenue  
St. Paul, Minnesota 55114  
Phone: (612) 646-4079  
FAX: (612) 646-2887

NATIONAL® is a registered trademark of National Mower Company.

YOUR "ONE-STOP" SOURCE FOR AMERICA'S LEADING GOLF SURFACES & SUPPLIES!

**PARTAC®**  
GOLF COURSE  
TOP-DRESSING



HEAT TREATED  
PLUS CONSTRUCTION,  
CART PATH, SAND TRAP,  
AND DIVOT REPAIR MIXES

**TYPAR®**  
GEOTEXTILES & TURF BLANKETS

**Terra-Green®**

SOIL CONDITIONER

**NEW PARTAC® NEW GREEN SAND**

**DIVOT REPAIR MIX**  
A UNIQUE SOLUTION TO UNSIGHTLY DIVOTS!  
PARTAC® GREEN SAND BLENDED WITH PARTAC® PREMIUM TOP-DRESSING FOR EXCELLENT GERMINATION AND DEEP GREEN COLOR!

THE BEST DIVOT REPAIR MIX AVAILABLE!

AVAILABLE NATIONWIDE

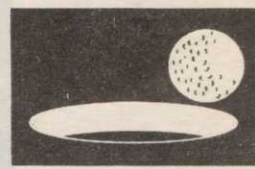
**800-247-2326**

IN N.J. 908-637-4191

**PARTAC PEAT CORPORATION**  
KELSEY PARK, GREAT MEADOWS, N.J. 07838  
ORLANDO (FL) MEMPHIS (TN) RENO (NV)

HIGHLIGHT GOLF HOLES, IMPROVE VISIBILITY, & MAINTAIN CONSISTENCY

**U.S. GOLF HOLE TARGETS™**



**TerraFlow™**  
Drainage Systems

FLEXIBLE GOLF COURSE MARKERS  
SAND TRAP PUMPS  
RAKES, PLUG PUSHERS, SQUEEGEES  
AND MANY MORE GOLF SPECIALTY PRODUCTS

CIRCLE #116

THE REVIEWS ARE IN



"Excellent DENSITY... Excellent TEXTURE... STANDS OUT from the rest."

—David Zabrte, Superintendent, Santa Ana Country Club, California.

"18<sup>TH</sup>GREEN is showing GREAT POTENTIAL IN OUR TRIALS"

—Wayne Brown, 1994 Canadian Superintendent of the Year, Red Deer Golf and Country Club, Alberta.

"In early evaluation, VERY PLEASED with the PERFORMANCE and TEXTURE of 18<sup>TH</sup>GREEN"

—Joe Kennedy, Director of Golf Maintenance, Legends Club of Tennessee.

Stay on top of your game, contact:

Zajac Performance Seeds, Inc. 33 Sicomac Rd., North Haledon, NJ 07508  
(201) 423-1660 Fax (201) 423-6018

18th Green Bent Grass is a subsidiary of Johnson Seeds

CIRCLE #117



# Reverse the curse: Turn income-depleters into income generators, or...

... How to save money even when dealing with monopolies!

By TERRY BUCHEN

The old cliché that there are two things that are certain in life, death and taxes, is obviously quite true and one more should be added to the list: All golf courses must get their electricity from a monopolistic electric power company and none of us has a choice. Having dealt with

many different electric power companies, I have learned first and foremost that they are reluctant to volunteer information that would help anyone save money or what services that they have available. But here are some major money-savers.

### MONTHLY ELECTRIC BILLS

At least once a year I have the power company do a rate survey



The Savvy Superintendent

of our entire operation, including the pumphouse, maintenance building, clubhouse and any other facilities that are on separate electric meters. Quite often after the survey results are known, our rates have been reduced because we have used more electricity than the year before. Examples include the pumphouse, since we experienced a drought

and used more power. Each power company has different rules and regulations. So, pry it out of them and ask many questions because they will usually not volunteer information.

The biggest question many golf courses have are the demand charges that pumphouses have to pay even during the "off season" in the transition zone and cool-season courses. These charges are substantial and power company representatives should be asked about their

regulations to find out if any further savings could result.

### ELECTRIC TRANSFORMERS

One big way to save money is to buy your own transformers for your entire club operation. We did it at Double Eagle, purchasing all of the 480-volt, three-phase transformers and putting them all on one electric meter. By doing this, we did not have to pay any demand charges on our irrigation pumphouse, which saves us about \$800 to \$1,000 per month when the pumps are not being used in the off-season.

After two years, we had paid for the transformers and are now pocketing savings. We bought our transformers during construction of the club, which is much easier than at an existing club.

When talking with power company officials on existing clubs, ask about turning in your existing transformers and purchasing your own. They don't like to hear these kinds of questions because it takes away from their revenues, but many times, throughout the country, the rules do allow buying your own transformers. Some power companies will assign your course a permanent supervisor, who can monitor your operation better to help you save as much as possible.

Put a pencil to it to see if you can save money at your course. When you install your own transformers, you will have to perform and pay for routine maintenance, which is minimal, and for fuses when they blow out, which isn't very often.

One further note: If your course is having many power failures, especially on the irrigation pumphouse, it is best to have an electric company supervisor assigned to your operation who can help get the power turned back on, especially after lightning storms, because sometimes they "forget" that grass cannot survive long without water. This happens quite a lot on rural courses. Do not assume they know you have no electricity.

### DEALING WITH NATURAL GAS

On many new development courses with housing, the owner must pay for and install natural gas lines for the houses and course — its maintenance building, clubhouse, pumphouse, etc. With many natural gas companies, it is optional who retains ownership of the piping. Here is another way to make some money for your operation. When retaining ownership of the gas lines, you can sell tap fees for any further hook-ups and keep the fees as an income-generator. Usually at some point in time, you can sell the piping back to the gas company and make a profit.

NEW

# SubAir™

Developed By and For the Turfgrass Manager



Without SubAir

One Year With SubAir

## Double Your Green's Root Mass!

SubAir's full, rich oxygenation, temperature moderation and water removal system produces roots that are whiter, larger in diameter with easily twice the mass of roots maintained by conventional methods. In fact, the bottom profile of the root system virtually "re-explodes" with new growth.

SubAir's healthier, more resilient turfgrass requires less pesticides, fertilizer and labor.

SubAir is an environmentally friendly system that uses your USGA-Spec. greens' existing drainage piping to either pump air directly to the roots, or remove excess water, salt and unwanted gases.

SubAir™ - created by Marsh Benson - is available in either gas or electric portable models, or can be installed below-ground, quietly improving the turf above.

SubAirCredit provides financing to qualified customers for SubAir™ products and all related golf course construction.

Call (800)-333-2071

# SubAir™

Developed By and For the Turfgrass Manager

SubAir, Inc., PO Box 910  
7-13 Front St., Vernon, NY 13476

A pending patent application covering the SubAir™ system has recently been allowed by the U.S. Patent Office.



Portable SubAir



Below Ground SubAir



Former Golf Course Superintendents Association of America President Mike Bavier, far left, and former Canadian Golf Superintendents Association President Gordon Witteveen, far right, stand with students, from left, Hiram Hield of Lucaya Golf Club, Ishmael Roberts of Ruby Golf Course and Sherwin Bastian of Emerald Golf Course.



## Former U.S., Canada presidents export expertise

BAHAMAS — Former Golf Course Superintendents Association President Mike Bavier and Canadian Golf Superintendents Association founder Gordon Witteveen taught a two-day workshop here for the superintendents and crews of the island's three golf courses.

Called "The Magic of Greenkeeping," the seminar attracted 32 greensmen, including superintendents Sherwin Bastian of Ruby Golf Course, Ishmael Roberts of Princess Resort's Emerald Course and Hiram Hield of Lucaya Golf Course.

Bavier, of Inverness Golf Course in Palatine, Ill., was GCSAA president in

1981, while Witteveen is in charge of the five Metropolitan Board of Trade courses in Toronto and was president of the Canadian GSA in 1969.

The pair have spoken in countries around the world.

The seminar features practical secrets of greenkeeping and stresses the importance of catering to the whims of discriminating golfers.

"Mike and I are avid golfers, and we were impressed with the courses there and their condition," Witteveen said from his office. "The very same golfers who play in the Bahamas in the winter are our customers in the summer."

## Savvy Super

Continued from previous page

### SEWER LINES

Sewer lines are another utility that should be explored. With many sewer companies, golf course developers have to pay for installation of the sewer piping. But the good news is that the developer can recover some of their costs by collecting "tap fees" from any entity that hooks up to it. The ownership of the piping is usually turned over to the sewer company, but the tap fees many times turn over to the developer who paid to have it installed.

### SOUTHEASTERN PROGRAM SET

TIFTON, Ga. — The 49th annual Southeastern Turfgrass Conference has been expanded from two to three days and will be held at the Rural Development Center here, May 1-3. May 1 will center on discussions of research and May 3 will be a full-day calibration workshop, while May 2, will be devoted to various turfgrass topics. Speakers Tuesday morning will include University of Georgia Drs. Bob Carrow, Al Smith and Rick Brandenburg. Dr. Lee Burpee will reveal new fungicide technology while Dr. Gil Landry will talk on strategies for improving turf winter-hardiness. Golf course designer and author Tom Doak will speak on minimalistic architecture and Tom Delaney, director of state government affairs for the Professional Lawn Care Association of America, will address pesticide issues. More information is available from Jeanne Werner, Rural Development Center, Tifton 31793; 912-386-3416.

### NYSTA AWARDS

The New York State Turfgrass Association (NYSTA) awarded eight \$500 scholarships to students at the grand finale of the NYSTA Turf and Grounds Exposition. Cornell University winners were Jason A. Straka and Christopher Hennes. Gregory Wall and Ryan M. Paschal (posthumously) were the two winners from SUNY Cobleskill. The University of Massachusetts' two winners were Robert Alonzi Jr. and Christopher Caporicci. G. Michael Elston of SUNY Delhi and William R. Michalski of Alfred State College were also awarded scholarships.

GOLF COURSE NEWS



Always read and follow label directions. Curalan is a trademark of BASF Corporation. © 1993 BASF Corporation. JJ8930 CR 4 006



## With Curalan, Long Lasting Control Is Par For The Course.

Finally, there's a turf treatment that works as hard as you do to keep your golf course looking its best. It's Curalan™ fungicide. With Curalan you can control eight tough turf diseases including brown patch, dollar spot, leaf spot, Fusarium patch and snow molds three to four times longer than other fungicides — up to 28 days.

And that's not all. Curalan's long lasting control is specifically designed to work on any kind of turf, at any stage of its growth, as a preventive or curative treatment.

So, whether you want to keep spots, patches or molds from invading your turf, or you need to clear up an existing problem with brown patch or dollar spot, a

treatment with Curalan can do it. This year, go for a new course record in disease control. Call 1-800-878-8060.

### Simple Solutions To Complex Problems

# BASF



By MICHAEL KENNA

If you have not heard about the gene gun or biotech, you'd better brace yourself! Custom-ordered turf for the year 2000 may not be an impossible dream. The USGA Turfgrass Research Program has supported projects at Rutgers University, Virginia Tech and Michigan State University which are demonstrating some exciting breakthroughs.

In addition to the USGA's support of traditional plant-breeding efforts, new biotech or molecular genetics projects were initiated four years ago. Drs. Lisa Lee and Christina Hartman at Rutgers University have genetically engineered a strain of creeping bentgrass that is resistant to Finale herbicide (glufosinate-ammonium). The herbicide-resistant lines were developed in the laboratory and successfully tested under field conditions last summer. (Finale is a non-selective herbicide which breaks down quickly after application.)

The laboratory procedure transforms existing bentgrasses by combining foreign DNA with turfgrass through the use of a "gene gun." Called microprojectile bombardment, the process shoots DNA-coated particles into tissue cultures of popular bentgrass varieties. The transformed, or transgenic, cultures are grown on a tissue culture medium which contains the Finale herbicide. Those cells in which the herbicide-resistant gene has been successfully incorporated into the bentgrass DNA thrive and eventually produce roots and shoots.

In greenhouse trials, hundreds of survivors are further screened, receiving a lethal dose of the herbicide. From the first five experiments, 55 transgenic plants survived the greenhouse tests at five times the labeled field rate of application. Transgenic bentgrass plants established in field trials were sprayed at label spot-treat rates of 1.5 to 4 ounces per gallon of water. All 55 transgenic bentgrasses survived while the control group died.

At Virginia Tech, Dr. Sam Haas successfully inserted a disease-resistant gene into bentgrass. The chitinase gene, which has been used in agricultural crops, helps prevent fungal pathogens from infecting plant tissues. Most of the success has been achieved using the gene gun and techniques similar to those used at Rutgers University.

Another genetic engineering technique, called electroporation, has also been tested. Electroporation differs from the gene gun in several ways. The cell walls of bentgrass grown in tissue culture are digested us-

## Turf research is taking golf into the future

ing special enzymes. The bentgrass protoplasts, or cells without walls, are grown in solution with the chitinase gene DNA. This biotech soup is then zapped with 750 volts of electricity, which creates openings that allow the chitinase gene to enter the bentgrass cells. The transformed cells are then induced to regenerate their cell walls, and eventually produce whole plants with roots and shoots.

Researchers at Michigan State University are also pursuing the

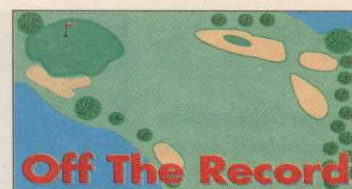
production of bentgrass plants which contain the chitinase gene. Dr. Miriam Sticklen has successfully transformed bentgrass plants by inserting a gene that made the leaves turn blue.

The GUS gene, which causes the blue color, has no commercial significance but demonstrated that the genetic engineering technique could introduce foreign DNA and have it expressed in bentgrass plants. In 1994, the USGA started to fund Sticklen's research program

when she teamed with turfgrass scientists Dr. Joe Vargas and Dr. Bruce Branham.

The future looks promising, with less than four years of USGA-sponsored research completed on new biotech projects. If there are any dark clouds on the horizon, they appear due to legal and political considerations of how and where transgenic plants will be used.

There also are proprietary issues to work out between universities, chemical companies and

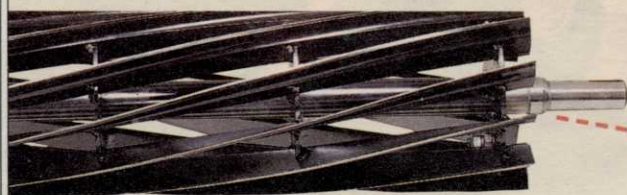


commercial seed producers. The genetically engineered "Flavr-Savr" tomato and "Glyphosate-Ready" soybean varieties have pioneered the way, but it has been an expensive proposition. Golf could benefit greatly from the combination of conventional and biotech plant-improvement techniques. I hope the impossible dream comes true.

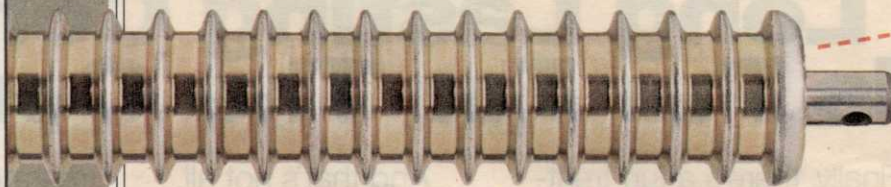
# YOUR PRESENCE

To fully appreciate the New John Deere 220

The new John Deere 220 elevates greens mowing to a higher standard—ANSI B71.4-1990. As the certified successor to the popular John Deere 22, the 220 brings you a host of new design advantages. Take time to learn more about this exciting new mower, then call 800/5378233 for more information or the location of your nearest John Deere Golf & Turf distributor.



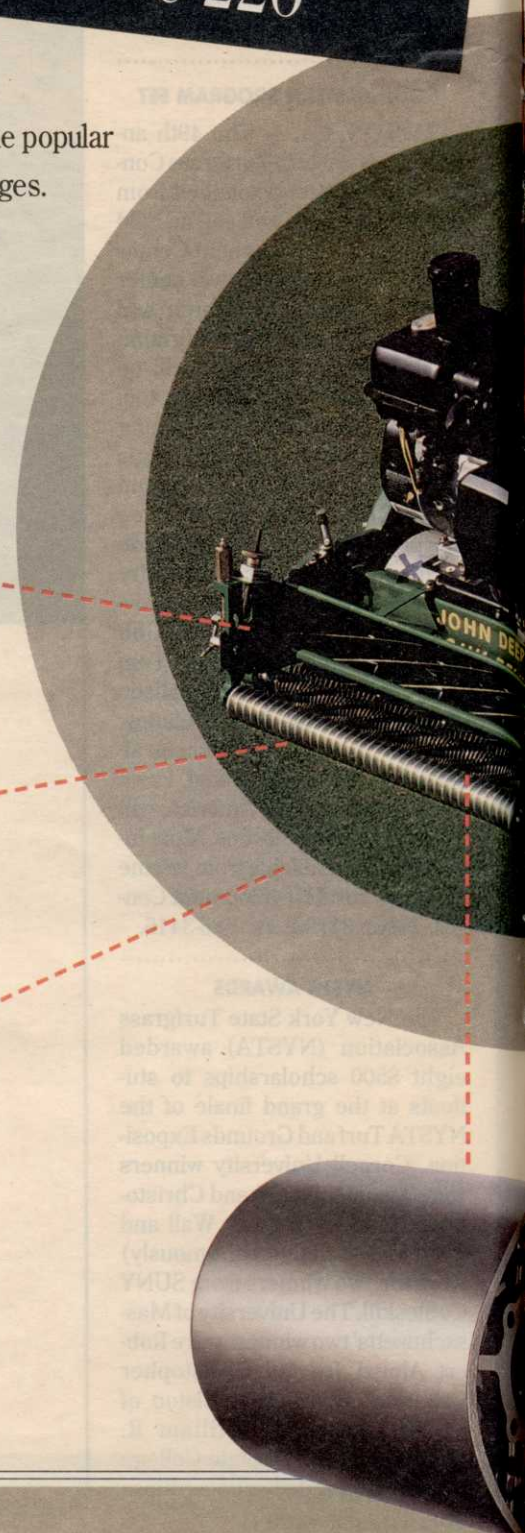
A John Deere-manufactured 11-bladed reel is now standard on the 220 — delivering not only improved durability, but also improved frequency of clip for a better quality cut.



A new machine-grooved front roller delivers more durability and precision. Cut from solid bar stock, it's stronger and stays in-round better for a more consistent quality of cut.



Redesigned controls make the 220 easier to operate. The engine on/off switch is now located near the handlebars for easier access.



Dr. Michael Kenna is director of United States Golf Association Green Section research. He is headquartered in Stillwater, Okla.



## Supers joining compuworld

Continued from page 15

are superintendents" reported Patton, who runs the board on his own personal computer with financial support from the Heart of America Golf Course Superintendents Association and from the Golf Course Superintendents Association of America (GCSAA).

TurfByte provides users with a range of resources including free software and GCSAA bulletins. But the bread and butter of the system is its lively message

section. Here superintendents ask questions and offer advice and opinions on topics as diverse as effective disease-control strategies, water analysis, and political issues affecting the golf course industry. The message area provides a kind of electronic community, where superintendents can trade war stories, make friends, and benefit from the experiences of their peers.

Electronic conferencing is also an important part of InAgOnLine, a system developed at the Uni-

versity of Maryland's Institute of Applied Agriculture (IAA). Within InAgOnLine, a private conference domain called Turfgrass Clippings has attracted approximately 50 superintendents from the Mid-Atlantic region. In addition to a message section similar to that found on TurfByte, Turfgrass Clippings offers some innovative information resources for superintendents.

"We're going to be posting degree-day counts," reported Dr. Kevin Mathias who, working with colleagues at IAA, developed the system. "We'll have

superintendents out in the field with light traps and pheromone traps, and as they see things they'll pass the information on to the on-line system."

Information on commercial products, hazard communication publications, and bulletins from the Mid-Atlantic Association of Golf Course Superintendents are also available in Turfgrass Clippings, and the system will continue to expand in response to its subscribers' needs.

Another service, GolfLink provides all sorts of information, most importantly radar on the national and regional levels, in-

frared satellite maps updated at least four times an hour, jet stream, temperature and soil-temp maps.

"The bottom line is that if there's pertinent information, people will want to tap into it," said Mathias. "So we're trying to get useful information into the system."

One limitation of dial-up services like TurfByte and InAgOnLine is users from outside the local area incur long-distance charges when they log on. This can discourage users from participating, and fewer participants means less valuable discussion. In response to this concern, smaller local bulletin boards have formed in several areas (including MetByte in New York and TurfTalk in the Chicago area). While these local boards have fewer participants (TurfTalk, for example, serves approximately 90 users), they have an advantage in that participants have more in common; they share a climate and are more likely, for example, to face similar legal restrictions on pesticide use.

An alternative approach is for national services to move onto the Internet, the worldwide computer network. Users would then access these services via local Internet providers that are now available in many areas and are expected to become universal. Internet access is in the works for TGIF, and is being considered for TurfByte and InAgOnLine.

The on-line world is changing so rapidly it is impossible to say what services will look like in 10 years time. In the short term, many providers will move from the current text-based systems to World-Wide Web servers, which provide for the transfer of other forms of information including photographs, audio, and even short video segments. As the technology improves, services will become easier to use and will provide an even wider range of information.

Whatever the future brings, golf course managers who are willing to make the initial investment now can take advantage of existing resources, and will find themselves poised to reap the benefits as new technologies become available.

## Compu jargon, et al

**On-line sources for golf course superintendents:**

Turfgrass Information Center 517-353-7209 (voice)  
TurfByte 913-842-0618 (data)  
InAgOn-line 301-314-2034 (data)  
TurfTalk 708-898-6168 (data)  
GolfLink 800-200-3810 (voice)

**An On-line Lexicon:**

**Modem:** a device which allows you to attach your computer to a telephone line. With appropriate communications software, you can then access other computers by dialing in.

**Bulletin Board Services:** Computers that have been set up to receive calls from subscribers. Using a modem, you make a direct call to a BBS and log onto a simple menu-based system. Common services in-

Continued on page 37

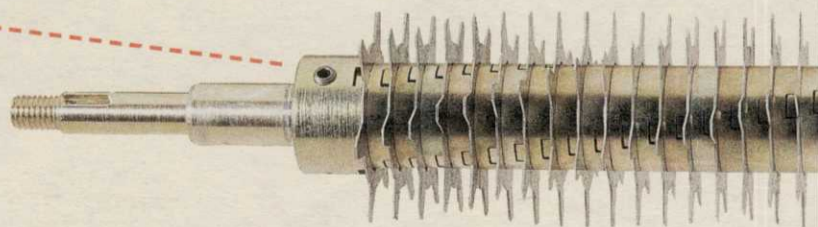
# IS ~~REQUESTED~~ Required



Standard operator-presence system and new loop-style handlebars add comfort and safety to the 220's design. A low-effort ball must be pushed forward to engage and mow; while releasing the ball immediately and automatically disengages the reel and traction drive for safety.



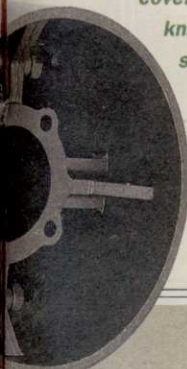
The 220's new Greens Tender Conditioner (GTC) features 75 blades to better stimulate vertical grass growth. Like the model 22, it's powered by an optional gear-drive assembly that mounts ahead of the reel.



A new, more powerful, Kawasaki engine powers the 220. Now, the combination of 3.7 net horsepower, overhead valves, and 4-cycle design translate into not only more power — but quieter operation, as well.



Aluminum traction rolls on the 220 are now smooth for less green disturbance, and have been widened to cover the entire length of the bed-knife. External differential drive still splits power to both traction rolls for superior tracking.



NOTHING RUNS LIKE A DEERE®



## Superintendents honored as Environmental Stewards

Winners of the third annual Environmental Steward Awards have been announced by sponsors Ciba Turf and Ornamental Products, Rain Bird, the Jacobsen Division of Textron and new sponsor Lebanon Turf Products.

The companies also announced a donation of more than \$22,000 to the Golf Course Superintendents Association of

America (GCSAA) Foundation. The number of entrants increased for the second straight year, this time by more than 20 percent.

The Environmental Steward Award program was created to recognize golf course superintendents and golf courses for their work to protect and/or enhance their local environments. For example, some past winners

were recognized for overall course management excellence, outstanding programs to maximize pesticide and fertilizer efficacy, and irrigation and equipment efficiency, as well as wildlife preservation and enhancement.

All entries are reviewed by an independent panel of judges selected for their expertise in environmental issues and turfgrass management.

"With the high quality of entries and increased competition, winning an Environmental Steward Award has become one of

the top honors for superintendents," said Joseph Baidy, CGCS, president of the GCSAA. "We thank Ciba, Rain Bird, Jacobsen and Lebanon for their continued support of this important program."

The Award structure also accounts for donations to the GCSAA Foundation in the names of all national and regional winners: \$500 each for national winners and \$50 each for regional winners. In addition, all four sponsoring companies donate \$5,000 to the Foundation.

The judges for this year's competition were: Dr. Lee Berndt, certified professional agronomist; Dan Farrier, irrigation planning and design specialist; Dr. Bob Robertson, North Carolina State University; and Ron Dodson, New York State Audubon Society.

For more information about the Environmental Steward Award, contact: Environmental Steward Award, c/o Ceres Communications, 421 West Travelers Trail, Burnsville, MN 55337, tel. 612-894-2412/Fax: 612-894-2423.

### And the winners are...

Environmental Steward Awards were given in three categories: public, private and resort golf courses.

The national winners in each category are:

*Private* — William T. "Tim" Hiers, CGCS, Collier's Reserve Country Club, Naples, Fla.

*Public* — Timothy Kelly, The Village Links of Glen Ellyn, Glen Ellyn, Ill.

*Resort* — Edward C. Horton, CGCS/Michael Jess Pifferini, The Links at Spanish Bay, Pebble Beach, Calif.

In addition, there may be as many as 24 regional winners, one public, private and resort winner each in all seven United States Golf Association regions, plus Canada. This year, 10 winners were selected from the United States and two from Canada:

*Northeastern region* — Steven Malikowski, CGCS, Cape May National Golf Club (public), Erma, N.J.

*Mid-Atlantic region* — Jerry Coldiron Jr., CGCS, Lassing Pointe Golf Course (public), Union, Ky.

*Southeastern region* — Tom Schlick, Marriott's Golf Club at Shiloh Falls (resort), Pickwick Dam, Tenn.

*Florida region* — Darren Davis, Olde Florida Golf Club (private), Naples, Fla.

*Great Lakes region* — Larry D. Mueller, Minnesota Valley Country Club (private), Bloomington, Minn.

*Western region* — Edward Lee Price, The Coeur D'Alene Resort Golf Course (resort), Coeur D'Alene, Idaho.

Tom Janning, Rosewood Lakes Golf Course (public), Reno, Nev.

*Mid-Continent region* — Mike Burris, CGCS, Bay Oaks Country Club (private), Houston, Texas.

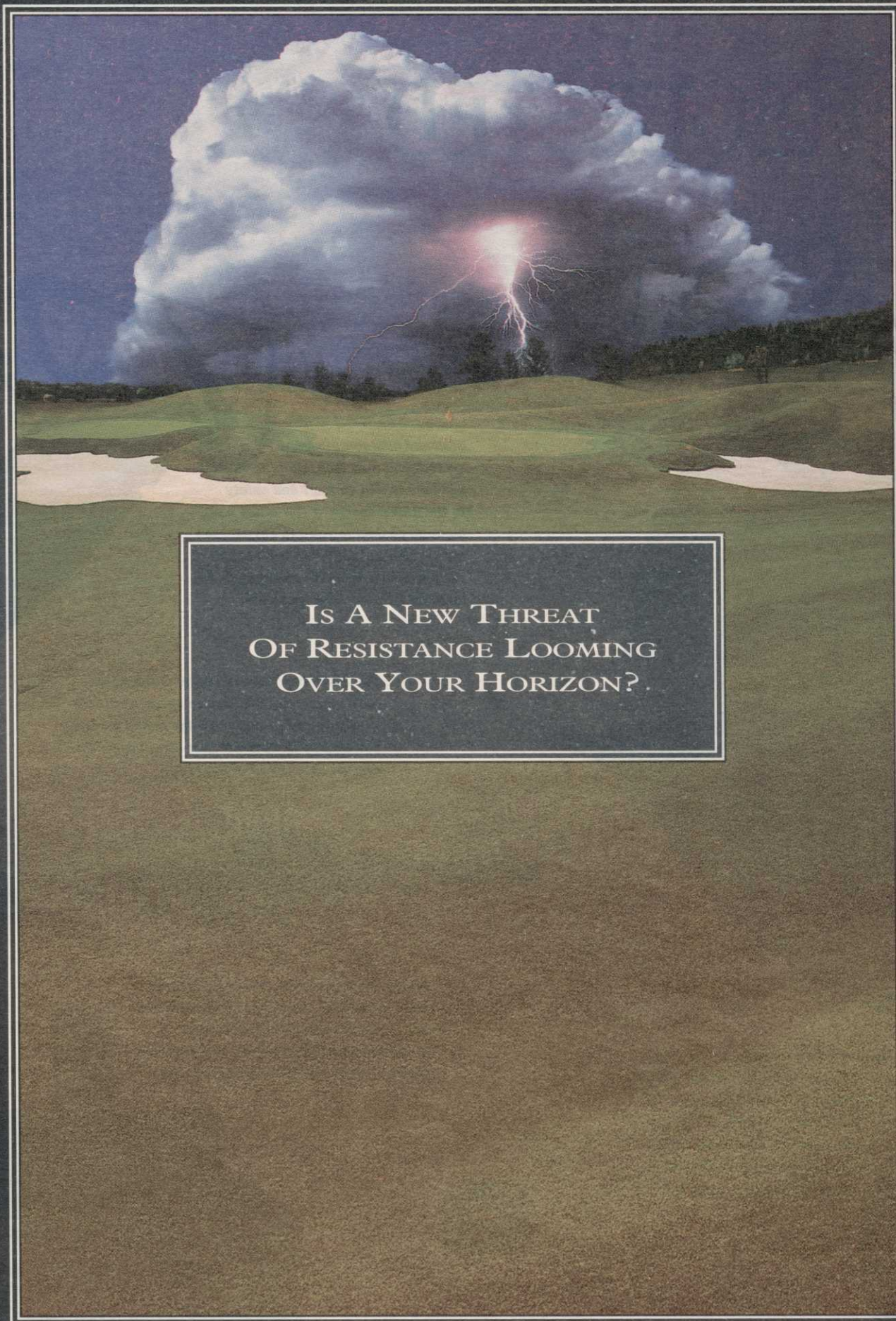
Frank Hutcheson, Mesquite Golf Course (public), Mesquite, Texas.

Dale Miller, Barton Creek Resorts & Clubs (resort), Austin, Texas.

*Canadian region* — Greg Williams, Cranberry Resort Golf Course (resort), Collingwood, Ontario

Paul Dermott, CGCS, Oakdale

Continued on next page



IS A NEW THREAT  
OF RESISTANCE LOOMING  
OVER YOUR HORIZON?



## Firms donate to Delhi College

DELHI, N.Y. — The State University College of Technology at Delhi's approach to preparing students for careers as golf superintendents is drawing industry support from around the country.

• Buckner/Hunter of Fresno, Calif., donated a COPS Genesis computerized irrigation system and all its components; Lofts Seed Co. of Bound Brook, N.J., contributed all the seed for greens and mounding; Dakota Peat and Blenders of

Grand Forks, N.D., agreed to offer greens blending and mixes at significantly reduced prices; AgriTurf Inc. of Hatfield, Mass., and Seed Research Inc. committed seed to cover all tees and some fairways; Hancor of Waverly, N.Y. donated 2,000 feet of drainage piping and systems and will provide the remaining 9,000 feet at reduced cost; and Commercial Pump of Swanton, Ohio, made provisions to supply a pump station at cost.

## Phillips comment

Continued from page 12

reports attendee Phil Arnold, executive director of the Golf Course Builders Association of America.

"They sent us a lot of receptive signals that they're interested in finding out more. They were surprised and encouraged by what golf has already done in regards to being an environmentally sound activity.

"The education and so forth have to start somewhere — and the best place is at the top. If we can persuade and educate the

leaders of as many environmental organizations as possible, it will trickle down. If some guy gets an article across his desk some day that's inflammatory about golf, he might say, 'This is not really the story on golf.' "

The first Environmental Summit was a great first step. But let's remember it was simply that: A first step.

Further, assembling a group of people to represent the entire golf industry — or the entire environmental movement — is next to impossible, notes Paul Parker of the Center for Resource Management, the orga-

nization that facilitated the meeting. In other words, not everyone walks in lockstep with Courtney Cuff and Tim Hiers.

There will be plenty of disputes down the road. The Sierra Club is a long way from buying a corporate tent at the U.S. Open.

However, progress — slow though it may be — is being made.

•••

Two quick things before I forget:

First, get your hands on the most recent U.S. Golf Association (USGA) Green Section *Record*. The January/February issue reports on every USGA research project now underway. It's a wealth of information. Call Jim Snow or Dr. Kimberly Erusha for subscription information (908-234-2300).

Second, there's a small story on page 4 this month detailing the election of new officers at the National Golf Foundation (NGF). Go read it. I'll wait...

Look at the diversity of the new NGF board! A club management guy (ClubCorp's Robert Johnson) will soon ascend to the chair and sources tell me an individual facility operator won't be too far behind.

If this keeps up, critics will be loath to peg the NGF as strictly a manufacturers trade association.

## Steward winners

Continued from previous page

Golf & Country Club (private), Downsview, Ontario.

•••

Finally, merit winners may be named on the quality of entries competition within regions and other criteria. This year, 15 entries from the U.S. and one from Canada were named as merit winners:

Daniel P. Higgins, Winchester Country Club, Winchester, Mass.; Kevin Pryseski, CGCS, Cattail Creek Country Club, Glenwood, Md.; Frank A. Rendulic, CGCS, Kittyhawk Golf Center, Dayton, Ohio; Gregg Rosenthal, Little Bennett Golf Course, Clarksburg, Md.; John R. Johnson III, Arrowhead Golf Course, Mebane, N.C.; David S. Downing II, CGCS, Wild Wing Plantation, Myrtle Beach, S.C.; John FitzGibbons, Meadows Golf Club, Littleton, Colo.; Terry Concannon, CGCS, Heritage Park Golf Course, Olathe, Kan.; Michael V. Giuffre, Tournament Players Club of Michigan, Dearborn, Mich.; Randall L. Staton, CGCS, The Hawthorns Golf & Country Club, Fishers, Ind.; Tim Johnson, Glen Oaks Country Club, West Des Moines, Iowa; James A. Johnson, CGCS, Rail Golf Club, Springfield, Ill.; Paul Ellwood, Club Terravita Golf Course, Scottsdale, Ariz.; Ross J. O'Fee, The Springs Club, Rancho Mirage, Calif.; Thomas E. McDonald, Gold Canyon Resort, Apache Junction, Ariz.; and Paul Seenna, Burlington Golf & Country Club, Burlington, Ontario.

The threat of resistance is very real. Reports are coming in that repeated applications of the same family of fungicides have forced resistant strains of disease pathogens.

Brown Patch, Dollar Spot and Leaf Spot are creeping back, even after treatment.

But there's a simple way to protect your

perfect cornerstone for a season-long disease and resistance management program.

CHIPCO® 26019 is the proven, broad-spectrum fungicide that gives you unsurpassed control of Brown Patch, Dollar Spot, Leaf Spot, Fusarium Blight and Patch and Necrotic Ring Spot all season long. It's so effective, it even gives you control of



CHIPCO® 26019 keeps Brown Patch in check in the heat of summer.

BE READY WITH A ROTATION STRATEGY BUILT AROUND CHIPCO® 26019

CHIPCO® 26019 gives you unsurpassed control of Leaf Spot.

course from the threat of resistance.

Product rotation with an alternate chemistry. Alone or tank-mixed, the long-lasting protection of CHIPCO® brand 26019 Iprodione fungicide is the



CHIPCO® 26019's long residual is your best defense against Dollar Spot.

Pink and Gray Snow Mold and Corticum Red Thread.

So don't let resistance give you a spotty reputation. CHIPCO® 26019 is the product to start with. The product to rotate around. The foundation for all your tankmix combinations. Call your CHIPCO® sales rep today.



CHIPCO® 26019 FUNGICIDE



# Traffic control: Take your course to the next level, Otis urges

By MARK LESLIE

FALMOUTH, Maine — Calling course traffic “an incredibly important part of golf course management” that needs more attention, the U.S. Golf Association’s (USGA) Dave Otis told superintendents here: “If you do it well, you can elevate your course to the next level. If you do it poorly, you can take it down a notch.”

Otis, regional director of the USGA Green Section’s Northeast Region, pointed to golf cars,

spikes and the increased use of the Stimpmeter as the major culprits in turfgrass compaction and damage.

“The root of most traffic problems is the golf cart,” he told a meeting of the Maine Golf Course Superintendents Association. “In Scotland, golf courses do beautifully, even in heavy traffic situations, because there are no carts.”

But in America most courses depend on revenue from golf cars. And because golfers pay so

little attention to cart paths, signs and obstacles meant to reduce turf damage, compaction from carts is crucial in the battle to maintain quality playing conditions, he said.

Speaking of the other key obstacles, Otis said the Stimpmeter is “a good tool when used right, an awful tool when used wrong” and added, “As bad as the Stimpmeter is, golf spikes are worse!”

While the challenges to superintendents are difficult, Otis

offered a number of solutions to handle traffic problems and improve turfgrass quality.

“Ultimately there are just two ways of dealing with traffic: Concentrate it on an impervious surface like a cart path, or scatter it out over as wide an area as possible,” he said. “If you concentrate it on turf, you’re dead.”

Other Otis comments:

- Start with a plan. Many times, especially on old courses built before golf cars were popular, cart path systems just evolve.

An in-depth study of traffic flow should be done before installing a path.

Consult a golf course architect because there are a lot of tricks to the trade, and seek a second opinion from someone “who can throw darts at your plan.”

- Use a stable material for the path. Or, at least a form or wood alongside the path.

• “Cart paths grow unless you put a stop to it,” so install barriers, or curbs with the turf flush to the top of the curb to avoid bad grass-trimming problems.

- Create multiple entry and exit areas from the paths, at least 30 to 40 yards for exit points.

• Build paths that are at least eight feet wide, preferably 12 feet. Otherwise, carts and equipment pass each other and travel outside the path onto turf.

- Never start or stop a path on a hill.

• “Golfers will not follow cart signs. If you think you’re going to educate them to be more observant you are doomed to disappointment,” he said. A traffic plan must include other aspects. But do use signs that are “tasteful and can be moved.”

- Post a notice with the club’s cart rules on a plastic menu holder in the front of the cart.

• Implement an “infinitely movable” signage and barrier system. Use a simple barrier to funnel traffic — and change it daily.

• Where golfers respect painted white lines, “amazing results” occur. By changing the lines, the wear moves around.

- Plant signs at the top of steep sand bunkers warning golfers not to walk up embankments.

• Trim back trees and, where possible, sever their roots that are growing toward a path because “trees cause a triple whammy: shade, roots and physical obstruction that funnels traffic, and sever roots going toward a path.”

In 85 to 90 percent of his course visits last year superintendents complained about spikes, Otis said, adding: “Every study shows metal spikes are the worst thing for putting surfaces. They also cost millions of dollars in damages to clubhouses, golf carts, walkways, thresholds, rugs, mats, furniture and benches...”

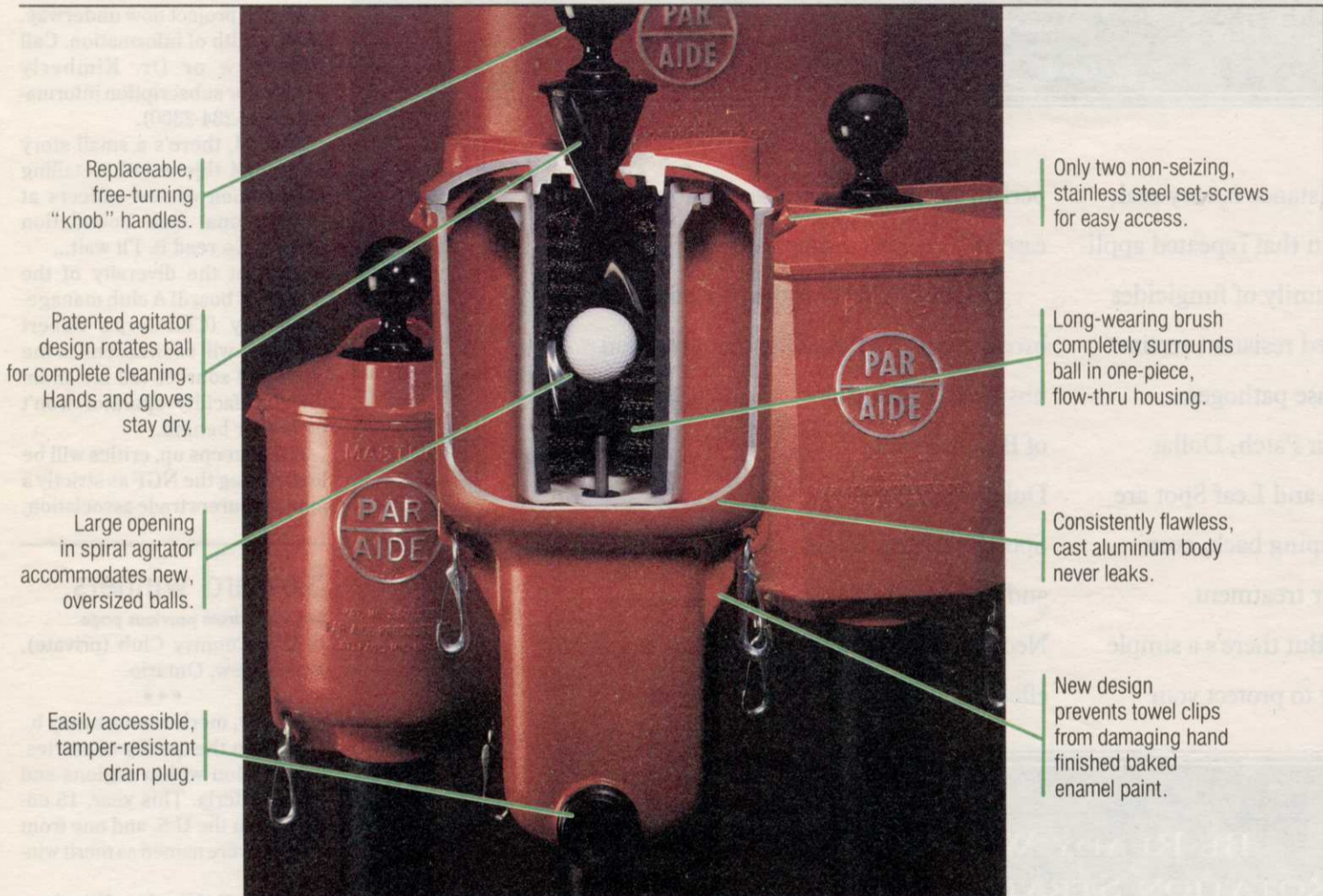
Among several options for golfers, he suggested polyurethane spikes, or shoe wear with suction- or ripple-type treads. “You’ll see phenomenal improvement in your turf,” he said.

What about ropes? Ropes are “a target to hit” and “an opportunity to look bad, Otis said, adding that golfers often simply move them out of the way.

One of the most difficult areas

Continued on next page

GOLF COURSE NEWS



- Replaceable, free-turning “knob” handles.
- Patented agitator design rotates ball for complete cleaning. Hands and gloves stay dry.
- Large opening in spiral agitator accommodates new, oversized balls.
- Easily accessible, tamper-resistant drain plug.

- Only two non-seizing, stainless steel set-screws for easy access.
- Long-wearing brush completely surrounds ball in one-piece, flow-thru housing.
- Consistently flawless, cast aluminum body never leaks.
- New design prevents towel clips from damaging hand finished baked enamel paint.

## Compare the Rest. You’re Looking at the Best.

Wherever golf is played, Superintendents and golfers alike recognize the quality, pride and craftsmanship that goes into every Par Aide ball washer.

So it’s no surprise that more than a few imitators have come and gone over the years.

But, despite all of their “me too” claims, absolutely no one has yet equaled the unique advantages and rugged

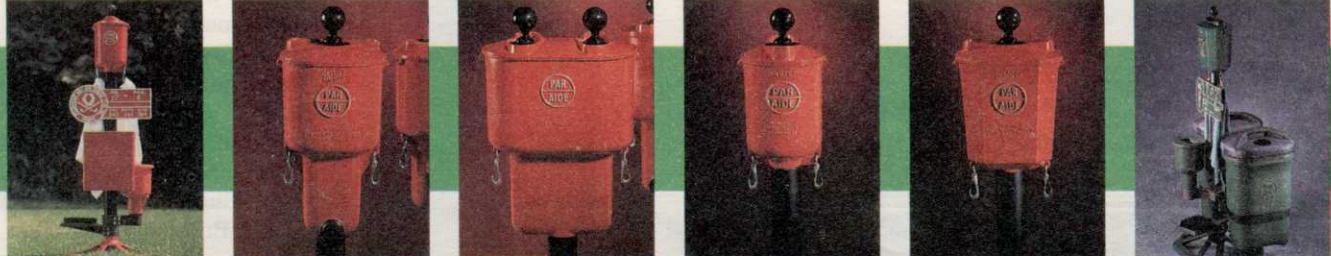
durability of Par Aide’s cast aluminum original.

It was true in 1955. It’s still true today. When it comes to ball washers, and the name of the company that stands behind them, Par Aide has no peers.

Ask your Dealer today about the best long-term investment value in golf course accessories — ask to see all of Par Aide’s “Classic” ball washers.



CIRCLE # 122





## Rackliffe Conn.'s Super of the Year

LEBANON, Conn. — Steve Rackliffe of Willimantic Country Club here has been named Superintendent of the Year by the Connecticut Association of Golf Course Superintendents (CAGCS).



Steve Rackliffe

Saying the CAGCS was proud to present its highest honor to Rackliffe, new President Peter R. Pierson said, "Steve truly lives up to the CAGCS motto: Devoted to sharing knowledge and experience for better turf."

Since Rackliffe joined Willimantic CC in 1982, it has become one of the area's top courses.

Rackliffe was the association president in 1992 and has served on its board of directors. He holds a bachelor's degree in plant and soil sciences and a master's degree from the University of Massachusetts.

Pierson, of Pequabuck Golf Course in Cromwell, meanwhile, was elected to succeed Past President John Streeter of Woodbridge (Conn.) Country Club. He joined a new executive board of directors along with Vice President Phil Neaton of Black Hall Club in Old Lyme, Secretary John Napieracz of Stanley Golf Course in New Britain, and Treasurer Heather Garvin of Canton (Conn.) Golf Course.

Directors are Scott Gennings of Wallingford (Conn.) Country Club, Jud Smith of Orange Hills Country Club of Orange, Brian Skelly of Old Lyme (Conn.) Country Club.

Also, Anthony Grosso of Pautipaug Country Club of Baltic, John Motycka of Skungamaug River Golf Course of Coventry, Jeff Rogers of Baker's Nursery and Greg Stent of Wampanoag Country Club in Bloomfield, who is also public relations director.

## Handling traffic

Continued from previous page

to keep turf alive, Otis said, are those where a cart path stops. He downplayed the helpfulness of plastic "grass cells," saying: "I've never seen grass cells work. Grass dies. Someone catches a spike on it [plastic cells], and you're in trouble."

He said Dr. Trey Rogers of Michigan State University has found that using a mulched tire product as a soil amendment reduces traffic damage, as do Netlawn fibers

"It might be worth a try, experimenting in a few selective areas," he said.

## Heritage Park's Liberti heads NYTA

The New York State Turfgrass Association has elected a new president — John Liburdi Jr., head grounds manager at Heritage Park in Loudonville. Liburdi, who succeeded Michael Maffei of Back O'Beyond in Brewster, is serving along with new Vice President Stephen Smith of P.I.E. Supply Co. in Thompsonville, and Secretary-Treasurer Anthony

Peca Jr. of Batavia Turf Farms in Batavia.

Three candidates were elected to the board of directors. They are Karl Olson of National Golf Links in Southampton, Fran Berdine of O.M. Scotts Co. in Pine Bush and Bob Scott of DowElanco, Springfield, N.J.

Other members serving as directors are John Fik, Steve Griffen, James Hornung, John Rizza and Joseph Hahn.

### ALGAE ON TURFGRASS A PROBLEM?

TRY  TRIPLE ACTION 20

E.P.A. REGISTERED ALGAEICIDE AND FUNGICIDE FOR TURFGRASS  
• EFFECTIVE • ECONOMICAL • CURATIVE • BIODEGRADABLE

For a Free Sample Write or Call:

**PARKWAY RESEARCH CORPORATION**

1-800-256-FOOT



13802 Chrisman Rd. 713-442-9821  
Houston, Texas 77039 FAX 713-590-3353

CIRCLE #165



# Wildflowers

FOR THE BEAUTY OF THE EARTH...

## Wildflowers

Because they're a beautiful alternative to high-maintenance turf. Requiring little care for years of colorful, floral display.

## Wildflowers

For roadsides, parks, golf courses, industrial sites, reclamation areas, estates, drainage basins and backyards...anywhere you want beauty and low-maintenance. When erosion or mowing present a challenge, consider using a wildflower mix with a suitable companion grass.



## Wildflowers

From Lofts Seed for the best in product and the most in expert advice. Marie Pompei, Lofts' wildflower specialist will advise you on which Pinto Wildflower

Mix will do best in your area. Or she'll custom mix a colorful array of wildflowers according to your geographical area, soil condition or other specific needs.

Marie will even suggest the use of an appropriate native grass that might complement a wildflower planting.

Call Marie today and ask for the free brochure. Learn how low-maintenance Pinto Wildflowers and native grasses can add some beauty to your little corner of the earth.



**Lofts Seed Inc.**

World's largest marketer of turfgrass seed

Bound Brook, NJ 08805  
(908) 356-8700 • (800) 526-3890



ON THE MOVE

## Colonial names Friend, Hodson

WILLIAMSBURG, Va. — **Bobby Friend** has joined The Colonial Golf Course here as director of course and turf management. **Peter Hodson** has been named director of golf at the Colonial, a new track designed by Lester George and Robert Wrenn.

MADISON, Wis. — **Mike Simler**, president of the Wisconsin Golf Course Superinten-

dents Association, has assumed head superintendent duties at the Bishops Bay Country Club here. **Tony Coleman** has been named general manager at Bishop's Bay, a new, private course designed by Bob Lohmann.

WATKINSVILLE, Ga. — **Sean Sullivan**, formerly the assistant golf course superintendent at Druid Hills Golf Club in Atlanta,

has been named head superintendent at Lane Creek Golf Club here.

HILTON HEAD, S.C. — **John Lee** is the new golf course superintendent here at Moss Creek Golf Course.

ROSWELL, Ga. — **Cory Hopke** has accepted the position of golf course superintendent at Willow Springs Golf Club here. Hopke was formerly the head superintendent at Brookstone Golf & Country Club in Acworth.

KETCHUM, Idaho — **Stephen E. Maas**, CGCS, has been named golf course superintendent at The Valley Club, a Hale Irwin/Dick Phelps design now under construction here. This is a familiar territory for Maas, who was head superintendent at Coeur d'Alene Resort Golf Club during its 1989 grow-in.

WICHITA, Kan. — **Brian Peterson**, formerly the assistant superintendent at Willowbend Golf Course here,

has moved on. He's the new Oklahoma sales representative for Lesco, Inc.

ATLANTA, Ga. — **Billy Huskins** has accepted the position of golf course superintendent here at North Fulton Golf Course.

THOMASVILLE, Ga. — **Jay Hemphill** has accepted the head superintendent's position here at Glen Arven Country Club. Hemphill had been golf course superintendent at the Golf Club of Macon.

ATHENS, Ga. — **Mitch Bradbury** has been named the golf course superintendent here at Green Hills Country Club. Bradbury had been crew foreman at Jennings Mill Country Club in Bogart.

# THE ELEMENTS OF GOLF...



Introducing **GolfLink**, the industry's first complete satellite golf weather and information service. Our unique satellite technology and easy-to-use format far outperforms any dial-up services you may have used. For under two dollars a day, GolfLink offers detailed lightning analysis, full color forecast maps, golf association news, *USA TODAY* headline news and sports and financial information.

We've put together for you all of the crucial weather and lightning information to ensure the safety of your golfers—and all the sports, news and financial information to keep them coming back for more! There's no equipment to purchase and no installation fee.

**Call 1-800-508-7367 for 60-Day Trial Offer.\***

\*\$159 non-refundable fee includes two months service and shipping.



**GOLF LINKS, INC.**  
4811 Lebanon Road, Suite 107  
Hermitage, Tennessee 37076  
(615) 883-8153  
1-800-508-7367  
CIRCLE #124

## In Maine, focus is on wildlife, geese and pests

ROCKPORT, Maine — Retired University of Massachusetts Prof. Joseph Troll, golf course architect Geoffrey Cornish and Country Club of North Carolina superintendent George Thompson will be among the speakers at the Maine Turfgrass Conference and Show at Samoset Resort here, March 14-16.

Following a 3 to 5 p.m. seminar on Integrated Pest Management by the U.S. Golf Association Green Section on March 14, Thompson and Cornish will speak in the morning on the 15th on "Wildlife Preserves and Canadian Geese Control" and "The Importance of the Superintendent's Role in Golf, respectively.

Falmouth (Maine) superintendent and *Golf Course News* adviser Kevin Ross will also speak on the 15th, as will University of Maine Extension Specialist Lois Stack on "Solving Design Problems with Perennials" and superintendent Ken Flisek on "Environmentally Sensitive Maintenance Facilities."

The former superintendent at The Woodlands in Falmouth, Flisek is now at the Jack Nicklaus-designed The Club at Nevillewood in Bethel Park, Pa.

Troll will speak Thursday on "Are Plant Nematodes Pathogenic?" following talks by Iowa State University Prof. Clinton Hodges on "Root Rot Pythium in High-content Sand Greens."

Also, Gary Fish of the Board of Pesticide Control and New England PGA rules official Jack Bates of Chelmsford, Mass., on "Marking the Course in Accordance with the Rules."

A day-long mechanics session is scheduled Wednesday.

More information is available from Cleo Werner at 207-781-7878.

LIGHTNING DATA NOW AVAILABLE



**BARRICADE®** HERBICIDE PROVIDES RESULTS YOU CAN COUNT ON FROM THE FAIRWAY TO THE BOARDROOM. NOW THAT'S...

# SECURITY

Job performance is judged on results — not intentions. So it pays to use tools you can rely on. Like Barricade herbicide. Barricade gives you consistent, season-long control of crabgrass, goosegrass, and other grassy weeds. Even better, Barricade's prescribed rates deliver the precision timing you need to accurately determine its length of control. So you can overseed precisely when you need. Barricade is safe on turf and doesn't stain or leach out of the weed germination zone. And Barricade's lower active ingredient makes it easier on the environment. Barricade herbicide. The cost-effective turf management tool that makes you and your course look good. To receive your **FREE** brochure and product label, call **1-800-435-TURF (8873)**.



**LENGTH OF CONTROL OF CRABGRASS**

| Barricade Rate (lbs./A) | 1                                       | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
|-------------------------|---|---|---|---|---|---|---|---|
| 1.50                    | [Bar chart showing 8 months of control] |   |   |   |   |   |   |   |
| 1.25                    | [Bar chart showing 7 months of control] |   |   |   |   |   |   |   |
| 1.00                    | [Bar chart showing 6 months of control] |   |   |   |   |   |   |   |
| 0.75                    | [Bar chart showing 5 months of control] |   |   |   |   |   |   |   |
| 0.50                    | [Bar chart showing 4 months of control] |   |   |   |   |   |   |   |



**Barricade Herbicide**  
**SEASON-LONG CONTROL**  
**THAT STOPS ON A DIME**

Read and follow label directions carefully. Barricade Herbicide is a registered trademark of Sandoz Ltd. © 1994 Sandoz Agro, Inc.



# On The Green

## A *Poa annua* nursery: Who'd have thunk it?

By JOHN GASPER

The importance of a putting green nursery to a golf course maintenance operation can not be underestimated — acting to maintain the integrity of the greens. A quality turf nursery can be beneficial in many ways. It can be used to enlarge green surfaces or repair damage from vandalism, sabotage and oil leaks. It can also allow the superintendent to plug or sod turf areas that have been lost due to disease, insects, or winter damage.

The challenge confronting superintendents is how to produce a putting green turf nursery that will acclimate to the course's many microclimates. At The Ridgewood Country Club, we faced an additional dilemma. Built in 1927 in the chestnut and oak forests of northern New Jersey, the course is characterized by its natural terrain and tree-lined fairways. The down side is that the many trees have allowed encroachment of annual bluegrass. In fact, *Poa annua* is the predominant grass species on the course. The lack of sunlight and air circulation makes it very difficult to establish bentgrass into the greens. Most greens are 65 to 95 percent annual bluegrass.

The problem we have encountered is that bentgrass turf from our nursery did not perform well on most green surfaces. Bentgrass plugs would thin out and become unsightly and inconsistent. From this experience, our goal was to produce a nursery turf that would survive on our putting greens. Our first thought was to take annual bluegrass from fairway areas and



Ridgewood Country Club's nursery — composed of 75 percent *Poa annua* and 25 percent bentgrass — two months after establishment.

gradually mow it down to green height. This was not effective.

We finally decided to use our aerification plugs (*Poa*) from our greens to establish the nursery. This method was advantageous in that the same annual bluegrass strain and soil type would be present in the nursery as existed on the greens. The challenge was how to create a dense annual bluegrass stand from the plugs. After much experimentation, we found our answer.

First, prepare the site through rototilling and leveling. It is important to control any weed infestations, especially those that cannot be selectively removed once the turf is established.

Second, apply aerification plugs to the nursery site. The key here is to apply enough material so that an adequate root zone is present. We have found that 4 to 6 inches is optimum. This also allows for uniformity in soil type after the sod is cut. Also important is not to allow plugs to sit for an extended period of time. The sooner the plugs are spread out, the better. A conventional top dresser is employed for this application.

Next, seed bentgrass over the plugs at 1/4 to 1/3 pound per thousand square feet. This helps fill the voids between the annual bluegrass plugs.

Finally, roll and top dress the nursery. Top dressing is only applied so that the bentgrass seedlings are covered. Too heavy an application of top dressing will reduce the survival

rate of the annual bluegrass.

Once established, it is critical that the nursery be kept on the same maintenance program as the putting greens. Any deviation will result in a longer acclimation period once used. With this method, a 75:25 percent *Poa*/bentgrass blend will be produced that will adapt to any microclimate on the golf course.

Another suggestion is to aerify during seed-head production and mow without baskets during the seed-head period. This will help increase annual bluegrass seed-bank population. Also, using ammoniated sulfate fertilizers will reduce the incidence of summer patch.

The idea of producing an annual bluegrass nursery for use on a golf course sounds bizarre. But with the intense tree competition and low mowing heights, it is impossible to substantially increase our bentgrass populations. Many greens at Ridgewood are not conducive to bentgrass survival.

Why not just remove some trees from the golf course? The trees at Ridgewood are like no others. That would be similar to removing the "church pews" from Oakmont or the "road hole" from St. Andrews. Not on my watch.

In the meantime, we have found an excellent method of creating a putting green nursery. In fact, other superintendents in the area have used it and have had good results. Our next step is to only cultivate the "most fit" annual bluegrass biotypes as to environmental stresses. The results will be upcoming.

John J. Gasper is superintendent at The Ridgewood Country Club in Paramus, N.J.

### SANDOZ DISTRIBUTORS 1-800-435-TURF (8873)

AG RESOURCES, INC.  
Brandon, FL

AGRA TURF  
Searcy, AR

AGRITURF  
Hatfield, MA

BENHAM CHEMICAL COMPANY  
Farmington Hills, MI

CANNON TURF  
Fishers, IN

CORNBELT CHEMICAL  
McCook, NE

ESTES, INC.  
Wichita Falls, TX

FISHER AND SON, INC.  
Malvern, PA

E.H. GRIFFITH, INC.  
Pittsburgh, PA

GEORGE W. HILL & CO., INC.  
Florence, KY

GRASS ROOTS  
Mt. Freedom, NJ

HOWARD JOHNSON'S ENTERPRISES  
Milwaukee, WI

KNOX FERTILIZER  
Knox, IN

LEBANON TURF PRODUCTS  
Lebanon, PA

PENNINGTON ENTERPRISES, INC.  
Madison, GA

PRO SEED TURF SUPPLY  
Chantilly, VA

PROFESSIONAL TURF SPECIALTIES, INC.  
Champaign, IL

REGAL CHEMICAL COMPANY  
Alpharetta, GA

THE ANDERSONS  
Maumee, OH

TURF INDUSTRIES, INC.  
Houston, TX

TURF PRODUCTS LTD., INC.  
West Chicago, IL

TURF SUPPLY COMPANY  
Eagan, MN

UNITED HORTICULTURAL SUPPLY  
Salem, OR

VIGORO INDUSTRIES  
Winter Haven, FL

WILBUR-ELLIS COMPANY  
Kent, WA

## Accurate Top Dressing With Wet Material. Amazing!



Top dress 18 greens in less than 4 hours.

Turfco's patented belt uniformly and accurately spreads top dressing with all levels of moisture content. You can top dress with wet or dry material, from a light mist to a heavy application with the same Turfco spreader. Its 6 ground driven wheels give you a lower PSI than walking top dressers. They also eliminate hydraulics so you never have to worry about oil leaks on your greens. With just one operator, you can load the 22.5 cubic hopper and top dress 18 greens in only 3 to 4 hours. Amazing top dressers since 1961.

To demo our newest model call 612-785-1000.



Patented chevron belt design



Eliminates shovel loading



Precise on/off application



Turfco Manufacturing Inc., 1655 101st Avenue Northeast  
Minneapolis, MN 55449-4420, (612) 785-1000 Fax (612) 785-0556



WHEN IT'S TIME TO OVERSEED,  
BARRICADE®'S SEASON-LONG CONTROL  
STOPS ON A DIME. NOW THAT'S...

## CONFIDENCE

Yours is a precision business. So you need turf management tools that give you predictable results. Like Barricade herbicide. A single early application of Barricade provides consistent season-long control of crabgrass, goosegrass, and other tough weeds. And when you're ready to reseed — no problem. That's because Barricade's prescribed rates deliver the precision timing you need to accurately determine its length of control. Its low solubility keeps it near the surface, in the weed germination zone, and away from developing roots. And Barricade's low active ingredient makes it easier on the environment. What's more, Barricade eliminates the concern for staining. Barricade herbicide. Cost-effective performance that builds confidence. To receive your **FREE** brochure and product label, call **1-800-435-TURF (8873)**.



Barricade Herbicide  
**SEASON-LONG CONTROL  
THAT STOPS ON A DIME**

© SANDOZ Read and follow label directions carefully. Barricade Herbicide is a registered trademark of Sandoz Ltd. © 1994 Sandoz Agro, Inc.



## West

### KARNOK HONORED

SEATTLE, Wash. — The American Society of Agronomy, meeting here, awarded Dr. Keith Karnok of the University of Georgia its Resident Education Award, its highest honor recognizing excellence in teaching.

Karnok teaches courses in turfgrass management and a beginning class in crop science. He also advises turf majors, who comprise about half the Department of Crop and Soil Sciences' undergraduate students.

## North Central

### TEGTMEIER LEADS IOWA

DES MOINES, Iowa — Rick Tegtmeier of Elmcrest Country Club in Cedar Rapids has been elected president, leading a new board for the Iowa Golf Course Superintendents Association (IGCSA).

Also at the Iowa Turfgrass Conference and Trade Show here, the IGCSA presented John Ausen of Hyperion Field Club in Urbandale as Superintendent of the Year and honored him with the Distinguished Service Award. Chris Coen of Glen Oaks Country Club in West Des Moines was named Assistant Superintendent of the Year, and Tom Lavrenz of Squaw Creek Municipal Golf Club received the Charles Calhoun Award.

Tegtmeier's fellow officers are Vice President Steve Cook of Wakonda Club in Des Moines, Director of Association Affairs Tim Johnson of Glen Oaks CC and Directors Ron Mullen of Crow Valley Golf Club in Bettendorf, Farrell Zimmerman of Avoca (Iowa) Municipal Golf Course, Bryan Stover of Newton (Iowa) Country Club, Jeff Bruns of Sunnyside Country Club in Waterloo, John Netwal of Glynn's Creek Golf Course in Long Grove and Dan Mulder of Landsmeer Golf Club in Orange City.

The IGCSA also awarded \$7,000 in scholarships and \$4,800 for research to Iowa State University.

The association is moving its headquarters to Gilbert in the spring.

### KANSAS ELECTS OFFICERS

Paul Jonas of Crestview Country Club in Wichita has been elected president of the Kansas Golf Course Superintendent's Association. Vice President Mike Hulteen of Salina (Kan.) Coun-

try Club and Mark Willmore of Shawnee Country Club in Topeka join Jonas as vice president and secretary-treasurer, respectively.

Serving on the board of directors are Cliff Dipman of Manhattan (Kan.) Country Club, Darren Lockhart of Lake Barton Golf Club in Great Bend, Mark McKain of Junction City (Kan.) Country Club, Past President Randy Siroky of MacDonald Park Golf Course in Wichita, Affiliate Adviser Dan Stevens of Robison's Lawn and Golf, Inc., and Paul Naudet of Terradyne Country Club in Wichita.

## Mountains



### NEW TURF PROGRAM STARTED

STERLING, Colo. — Bill Rahling has started a new turfgrass management program at Northeastern Junior

College here.

Rahling holds a bachelor's degree in turfgrass management from Oklahoma State University, has worked summers on golf courses in Illinois and Oklahoma, and has served as turfgrass specialist for the Cooperative-Extension Service.

The Waukegan, Ill. native has three students in the initial class.

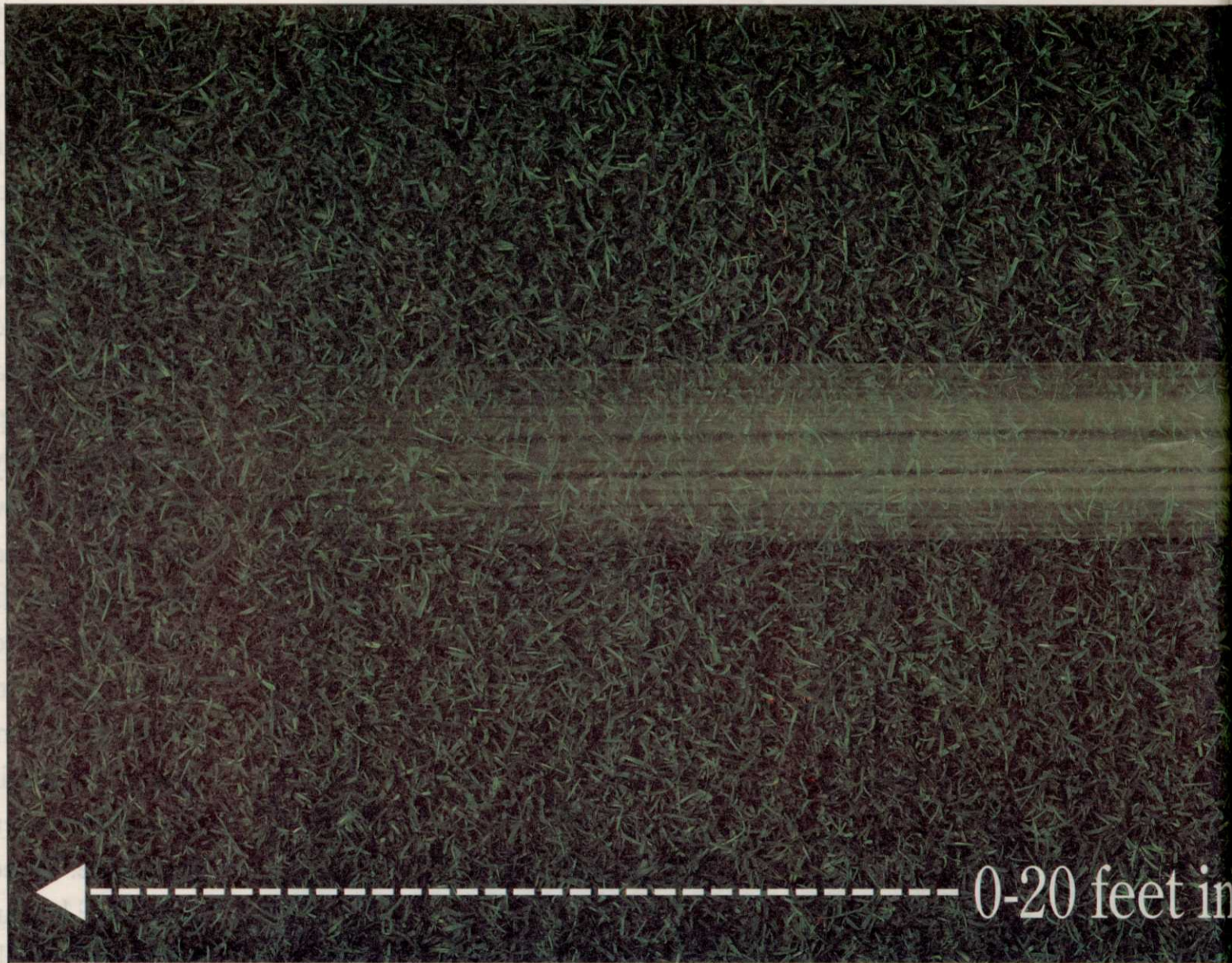
### ROCKIES ELECT OFFICERS

Bob Kinder of Rolling Hills Country Club in Golden, Colo., has been elected president of the Rocky Mountain Golf Course Superintendents Association,

taking over from Dennis Lyon of the city of Aurora.

Joining Kinder on the new slate of officers are Vice President John Hoofnagle of Valley Country Club in Aurora and Secretary-Treasurer Doug Jones of the city of Grand Junction.

Serving on the board of directors are David J. Brown of Flatirons Golf Course in Boulder, Daryl D. Dinkel of The Ranch Country Club in Northglenn, Thomas M. Mamulak of Bear Creek Golf Club in Denver and Don Tolson of Fox Hollow at Lakewood in Lakewood.



# Faster Greens W

To improve the quality and playability of fine turf, you can't beat the performance of two new SCOTTS® growth regulators: High K Fertilizer Plus Turf Enhancer and Turf Enhancer 2 SC.

These new SCOTTS products utilize SCOTTS exclusive growth regulator technology to improve turf quality, color, consistency and playability. And because they reduce turf growth (as well as clippings and water use), you get faster greens without having to sacrifice height and root density.

*High K Fertilizer Plus Turf Enhancer* supplies

high-potassium feeding with controlled-release nitrogen utilizing SCOTTS exclusive Triaform™ Technology. The combination of fertilizer and turf enhancer produces a tightly knit, dense stand with extended greening for up to 10 weeks.

*Turf Enhancer 2 SC* comes in a liquid concentrate whose active ingredient (paclobutrazol) readily disperses in water for better, more consistent coverage. It is also more convenient to apply and gives you greater rate flexibility than a granular formulation.



## Northeast

### 1990s IPM

COBLESKILL, N.Y. — A two-day Integrated Pest Management program geared to turf management personnel, grounds managers, landscapers and arborists will be presented in Hodder Hall at the State University of New York campus here, March 9-10. Called "1990's IPM: Starts with



the Basics, Grows into Today's Grounds Management Technology," the program will emphasize tree, shrub and turf care.

Speakers include Jennifer Grant from the New York State Agricultural Experiment Station in Geneva, and SUNY's Dr. Ted Bruetsch, Jim Bates, Chris Cash and Bob Sutherland.

The curriculum was developed by SUNY Prof. Bob Emmons, and the university is making its laboratory equipment and plant science facilities available to participants.

The conference is co-sponsored by SUNY Cobleskill, the

New York State Turfgrass Association (NYSTA), NYS Nursery/Landscape Association, Northeastern New York Nursery/Landscape Association and Nassau Suffolk Landscape Gardeners Association.

More information is available from NYSTA at P.O. Box 612, Latham, N.Y. 12110; telephone 800-873-TURF, or 518-783-1229.

### WESTERN PA. CONCLAVE SET

MONROEVILLE, Pa. — The 1995 Western Pennsylvania Turf Conference & Trade show will be held March 7-9 at the Pittsburgh Expo Mart, 101 Mall Blvd. The

annual event is co-sponsored by The Pennsylvania Turfgrass Council. At the 1994 show more than 100 exhibitors were represented and more than 1,400 golf course superintendents, lawn care owners/operators, grounds managers, landscapers, nurserymen, and others attended. The show is being held in conjunction with three days of educational sessions in the Radisson Hotel.

For more information, contact The Pennsylvania Turfgrass Council at 814-863-3475, Fax 814-863-3479, or R. Eric Oesterling, Westmoreland County Cooperative Extension at 412-837-1402.

## Southeast

### BUZZ HOWELL SUPER OF YEAR

AUGUSTA, Ga. — The Georgia Golf Hall of Fame has recognized Dowse "Buzz" Howell of Athens Country Club as Superintendent of the Year for 1994, as awarded by the Georgia Golf Course Superintendents Association. Howell has been active in state and national superintendent organizations, serving the Georgia GCSA as a board member for five years and president from 1983-84. He has taught turfgrass classes in practical management techniques at the University of Georgia.



"One of the more satisfying aspects of my 30 years at Athens Country Club," Howell said, "has been the association with literally hundreds of UGA students who worked for me while in school, and past employees."

### TECHNICIANS SEMINAR A SUCCESS

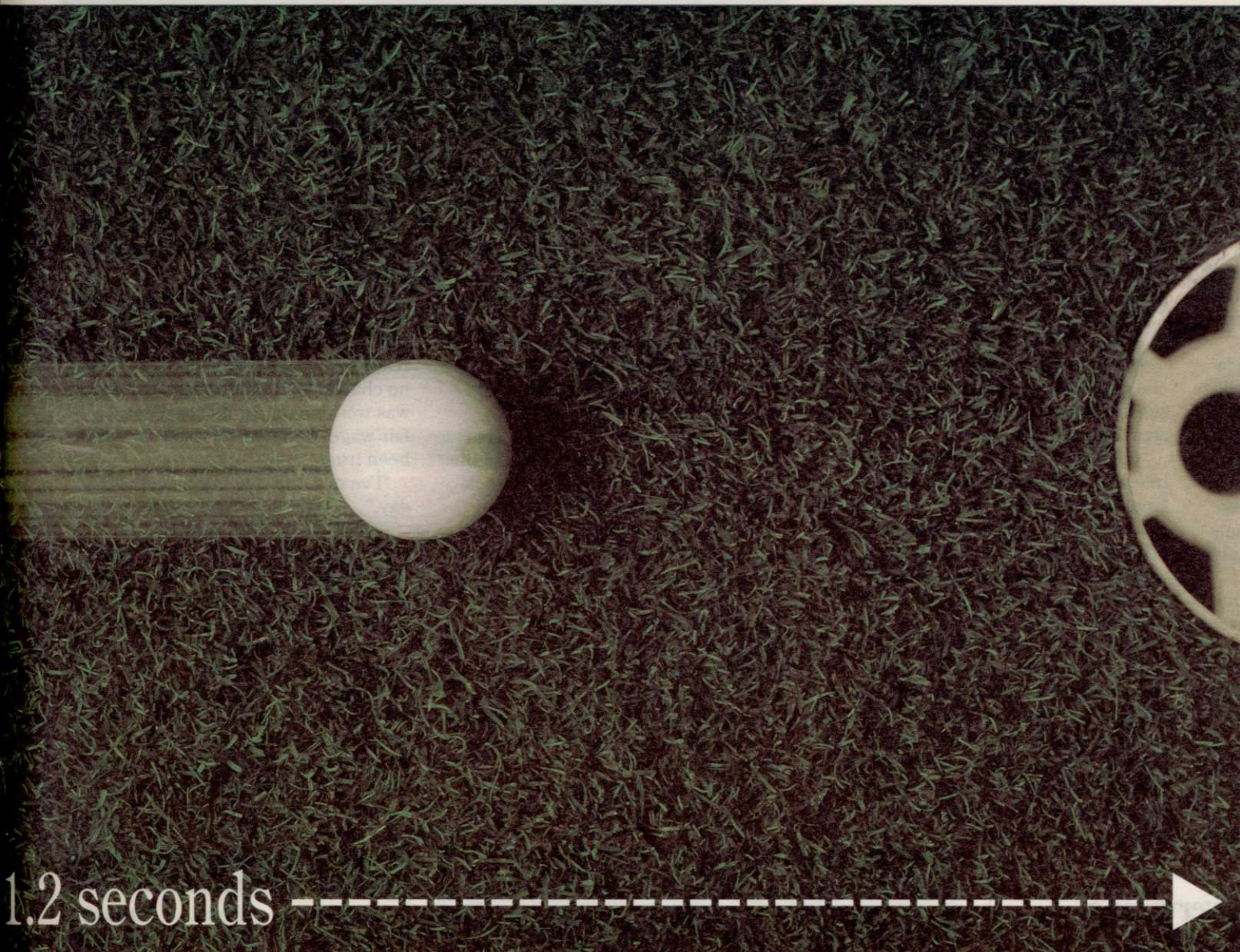
DULUTH, Ga. — More than 95 attended the Georgia Golf Course Superintendents Association's annual Spray Technicians Seminar at The Standard Club here Feb. 6. Speakers included Jerry Meyer, president of Ollie Meyer and Co., talking on safety products and their cost versus quality; University of Georgia (UGA) Extension weed specialist Dr. Tim Murphy on the do's and don'ts of tank mixing; UGA plant pathologist Dr. Ed Brown on the importance of early disease diagnosis and pesticide applications and the public's perception.

Cobb County Extension Agent Mark Banta informed participants of the benefits of using county agents, while Lee Stone, sponsored by Stovall Turf, displayed the importance of sprayer safety, Bud White of LESCO explained area calculations and granular calibrations, and Emil Miller of Smithco led an in-depth discussion on basic sprayer calibrations and tools.

### PALMETTO ELECTS PURVIS

CONWAY, S.C. — Michael Purvis of Prestwick Golf Course in Surfside Beach has been elected president of the Palmetto Golf Course Superintendents Association, heading a new slate of officers along with Vice President Patrick Donelan of Wild Wing Plantation in Myrtle Beach, Secretary Dr. Paul Alexander of Conway, retired from Horry-Georgetown Tech, and Treasurer Frank Healy of Ocean Harbour in North Myrtle Beach.

Elected to the board of directors were Bill Twigg of D&G Golf Partnership, David S. Downing II of Wild Wing Plantation, Rob Vaughan of Myrtle Beach National Golf Course in Conway and Dr. Bruce Martin of Clemson University's Pee Dee Research Center.



1.2 seconds

# Without "Short Cuts."

Scott was first to offer growth regulator technology, and no other regulator products can match its record of proven performance and turf safety, or match the breadth of SCOTTS product line. And only Scott can offer you the expertise of an agronomically trained Tech Rep who is ready to help you in developing a growth regulator program that addresses all your needs (including *Poa annua* control).

For more information about any of SCOTTS growth regulator products, contact your Scott Tech Rep. Call 1-800-543-0006 or fax 513-644-7679.



Growth Regulator Technology  
...The Scotts Difference



**Superfocus**

# Dobie continues to leave his mark — at Sharon Club and on his profession

By TERRY BUCHEN

**S**HARON CENTER, Ohio — It seems Frank Dobie has always been at the head of his class, the top of his profession. His story reads like a "Who's Who" of golf course management.

Dobie started his love affair with golf courses at age 14 at Homelinks Golf Course in Olmsted Falls, Ohio, and later in high school at North Olmsted Golf Club under superintendent Earl Yesberger.

Dobie then entered Penn State's two-year turfgrass management program, graduating in 1960 at the top of his class. That was the year Prof. Burt Musser retired and a young Dr. Joe Duich took over the program. Both men have had a



Frank Dobie

profound influence on Dobie's life.

[Also in 1960, Dobie received a Golf Course Superintendents Association of America Scholarship Award of \$100.]

During his apprenticeship training at Bob O'Link Golf Club in 1959-60, he worked under renowned superintendent Bob Williams in Highland Park, Ill. After leaving Bob O'Link in the fall of 1960, he went to Meadow Brook Country Club in Detroit to work for superintendent Andy Bertoni installing an irrigation system.

Dobie served six years in the U.S. Army Reserves, being honorably discharged with the rank of sergeant. In 1961, after completing six months of active duty, he sought an assistant's job in Cleveland. His mentor, Colin Smith of Shaker Country Club, told him there were no

assistant's jobs available but the superintendent's position at Sleepy Hollow Country Club in Brecksville was open. At age 21, he got the job. In 1963, he became superintendent at Fairlawn Country Club in Akron.

He was offered the position of superintendent in 1964 at The Sharon Golf Club, a new men's club then being built in Sharon Center.

"I've been here since the beginning, 31 years," said Dobie. "My job is primarily superintendent but I'm also general manager. The club is structured so that our president, M.G. O'Neil, really calls the shots and has since the beginning. I'm directly responsible to him, so as far as the membership is concerned."

Being there during the construction phase left its mark on Dobie. He has been altering the design of Sharon ever since. He proudly tells of the more than 40,000 trees planted through the years and the complete facelift on the 4th and 11th holes.

"Before the course was built, there were two farms," he explained. "Part of one farms was a wooded area, mostly sugar maples. But three-quarters of the area was pretty barren."

"Initially, we knew we needed a lot of trees. We had a broad plan to plant a large amount of trees in a short period of time. We developed seven acres of tree nurseries at one point. As they grew, we would transplant them onto the golf course. A big part of the program was patience."

Dobie admits course design and construction is the part of the job he loves most. "Over the years we've put in two lakes; put in a lot of mounding; redid all the bunkers," he said. "I think George Cobb was up here once a couple of years after it was opened. I think he would like the changes we've made because the



The Sharon Club's 15th hole.

original layout's routing is unchanged.

"What has changed is the bunkering; the design of the tees. We've added a lot of tees. Started with two on each hole, now we have four."

Dobie and his mechanic, Gary Bogdanski, have also designed and built a sand packer attachment for the Toro bunker rake and a tournament roller attachment for triplex greens mowers. Yet the modest Dobie gives Bogdanski much of the credit.

"He's a very inventive guy," Dobie said. "With the sand packer and rollers, both times I sort of explained to him what I wanted to do, and he just built it."

Dobie was a co-founder, with Tom Burrows, and the first president of the Penn State Turfgrass Alumni Association in 1969; served on the board of directors and as vice president of Northern Ohio GCSA; received the Mal McLaren Award in 1988 from Northern Ohio GCSA; has been a director of Musser International Turfgrass Foundation since 1974 and its president since 1988. He is particularly proud of the Musser Foundation fund-raising tournaments held at Sharon for the past 21 years, raising more than \$135,000 for turfgrass research.

Dobie has many accomplishments in his career. He has helped to elevate the

turfgrass profession to today's higher standards. He is a true gentleman and the epitome of professionalism.

And the camera has come in handy. The hundreds of slides he's taken over the years will pay off in his latest project: Producing a history book of his club. But considering he's the only superintendent Sharon's ever had, Dobie is an integral part of that history.

"I've had a number of offers over the years. One from Firestone and one from Augusta. But there are only three reasons I would ever leave: If there was no challenge; if I didn't like the people I was working for; or if I wasn't paid a fair wage. And none of those have ever been true."

"I've never gotten bored; not one day."

And how could he abandon the famous Sharon cookies: "Our cook once was making a batch of oversized, oatmeal cookies for the staff. President walked in and had one, and said, 'These are great. You should serve them in the dining room.' So we did."

"Everyone loved them and they've sort of become our trademark. When people come to Sharon, they have to have a cookie. It's sort of interesting: We have this great golf course but we're better known for our cookies."

## Club Selection is Everything. The Kirby Marker System gives golfers a reason to select yours.

If you're still using stakes, sprinkler heads or fairway disks to mark yardage, you're missing a big opportunity — An opportunity to make the game more enjoyable for your golfers, and give them a reason to prefer your course.



The Kirby Marker System has been installed at hundreds of courses around the world, including the Pebble Beach Resort® Courses.

Golfers are universally delighted with the immediate and precise yardage distances that the System provides. Owners report time savings of up to 40 min. per round, resulting in increased revenue. Superintendents praise the collapsible design, which allows mowers to drive right over it.

Make the choice that makes a difference for you and your golfers. Call us today for a complete brochure.



6108 Avenida Encinas • Carlsbad, CA 92009 • 800.925.4729



### UNITED SOIL BLENDERS, INC.

United Soil Blenders, Inc. offers these advantages to its customers:

- Highest quality blending
- Constant on-site monitoring of mixing operation
- Continual percolation testing to ensure USGA specs
- Complete turn-key pricing
- LOWEST PRICING — including loader and all labor

Soil blending is a must in the high-tech business of golf course construction. And United Soil Blenders, Inc. strives for excellence in every green construction project we undertake.

For the Best greens ever, insist on United Soil Blenders, Inc.

(912) 386-1970

P.O. Box 1325, Tifton, GA 31793

### Railroad Ties for Landscaping

Highest Quality • Best Prices • National Delivery



CROSSTIES • SWITCH TIES  
BRIDGE TIMBERS



800-769-TIES (8437)

Midwest Railroad  
Tie Sales



## Pre-emergent herbicides: Now taking time out of the application equation

By MARK LESLIE

Sounds like the sales pitch for a Lamborghini:

"You can stop it on a dime..."

"It brings much lower environmental loading..."

"Bigger windows (of opportunity)..."

"It's in a class by itself."

Indeed, some of the pre-emergent herbicides on the market today are in a class far beyond products available to golf course superintendents even as they entered the 1990s.

"A lot of the new pre-emergents are so-o-o good..." said one Midwestern superintendent.

So good at what?

- So-o-o long-lasting.

Pre-emergents are available that can be applied not only in the early spring but the previous fall.

"You gain a lot more flexibility about when you can apply it. You don't have to push your germination window as hard to feel confident that you can have season-long control," said Joe Yoder, Sandoz's manager of technical service and product development for specialty products. "If someone has a real busy spring and has a difficult time in getting around to all of their needs, this allows them to apply back in the fall

"It doesn't mean they can't come back

*You gain a lot more flexibility about when you can apply it.*

*You don't have to push your germination window as hard to feel confident that you can have season-long control.'*

— Joe Yoder, Sandoz Agro

in the spring and touch it up if they want to. But it can, for instance, be the first round in their goosegrass control program."

The traditional pre-emergents did not work if they were applied too early and the soil temperatures didn't get up high enough, or if it rained. The timing was all temperature-related and soil temperature-related because it was predicated on when the [weed] seeds germinate.

- So-o-o low-use.

"We see use rates continuing to go lower," said Bob Gordon, sales representative for Rohm & Haas, which produces Dimension. "Depending on your application, the rates are as low as 1/8 pound per acre. The high end is only one-half pound per acre."

Continued on page 34

## Triazole-based fungicides: Just too good to be true?

By MARK LESLIE

In a classic example of "icing on the cake," scientists have proven that fungicides in the triazole family not only fight turf disease, they also increase establishment and growth of cool-season turfgrasses.

Drawing on several years of research analyzing the effects of various products on new turf establishment, Dr. Richard E. Schmidt of Virginia Tech in Blacksburg, Va., said: "We're producing stimulation [of turfgrass] using relatively low rates of materials."

Schmidt, of the Department of Crop and Soil Environmental Sciences, specifically tested the triazoles propiconazole (Ciba's Banner), triadimefon (Miles' Bayleton) and cyproconazole (Sandoz's Sentinel), as well as seaweed-extracted cytokinin.

Not only did the triazoles fight systemic fungi and improve growth, they helped drought and salt tolerance in the bluegrasses, ryegrasses and bentgrasses tested, Schmidt said.

The researcher explained that triazole is a sterol inhibitor. "When

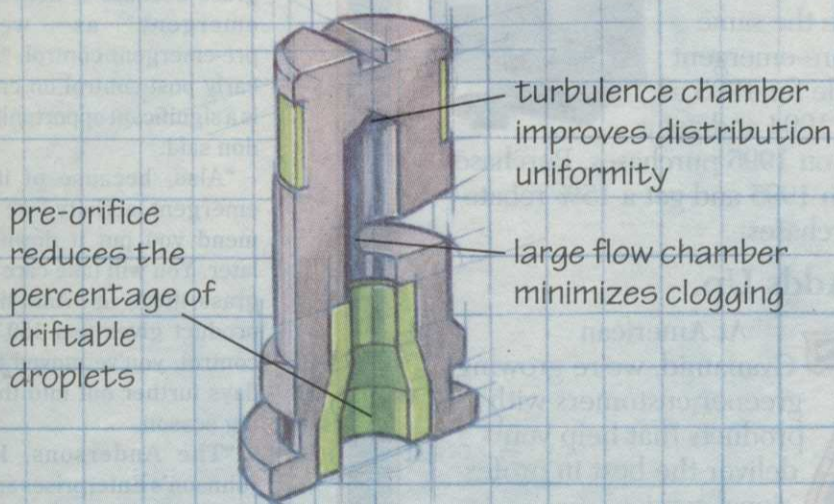
you reduce sterol biosynthesis within a plant, the membranes are more fluid. And this improves moisture relationships," Schmidt said. "Triazoles also reduce saturation of fatty acids in the lipids. This makes membranes more 'fluidy.' So we have more water going into the cells, then more electrolytes also go in... The plant then retains more water and is therefore more drought-tolerant."

Regarding salt tolerance, he said: "We've established and confirmed that [triazoles] reduce sterols and saturation of the fatty acids, creating more double-bonding. However, the biggest factor we're finding is that we're tremendously increasing the anti-oxidants within the plant."

"We have demonstrated that grasses stimulated to have high concentration of anti-oxidants can tolerate saline irrigation. When a plant gets into a hazardous situation, it will start creating anti-oxidants. But we can improve that 200- to 400-fold," he said.

Tests also indicated that plants treated with triazoles used more car-

Continued on page 36



# CAUSE

You've invested in chemicals, and you want the most out of that investment. But you need to protect your turf and sensitive florals, too. Thanks to a special turbulence chamber and pre-orifice in our Turbo FloodJet® tip, you no longer have to sacrifice effective coverage for drift control – or vice versa.

The Turbo FloodJet tip. There's no better way to spray.

# EFFECT

**Free Drift Management Tool** Get a specialized slide rule that helps applicators choose the right tip to manage drift for each spray situation – free! Just write to: Drift Tip Selector, Spraying Systems Co., P.O. Box 7900, Wheaton, IL 60189-7900.

 **Spraying Systems Co.**  
P.O. Box 7900, Wheaton, IL 60189-7900

**TeeJet®**  
The Drift Control Tip



## How to make pre-emergents more effective

By MARK LESLIE

Superintendents can save cost, equipment and manhours through innovative use of pre-emergent herbicides. Yet there are some warning signs — beyond the need to adhere to their labels.

- Some pre-emergents stunt root growth. Compensate by adding phosphorous. Also, remember the best root growth is during the spring, so that warm weather in itself will help.
- Do not use a pre-emergent in a sprigging situation, says Jeff Cook of Sandoz Agro, Inc.
- In places with an historical problem with winter kill, an application would make it difficult to reseed or resprig in that area.
- In areas where winter kill is typically not a

problem, an application can be timed to control some of the winter annuals, including poa annua and chickweed

- Superintendents who conduct fall overseeding of their greens, but not their fairways, can edge their greens with the herbicide so golfers don't track seed off.
- Similarly, they can spray wasteland bunkers or sand traps, so people don't carry weed seed into the traps.
- On courses where fairways, but not roughs, are overseeded they can spray the first 20 or 30 feet of the roughs.
- Combine pre-emergent products that have different characteristics to get the best of both.

## Pre-emergents open whole new world of time

Continued from previous page

"The biggest news about Barricade in the turf market is, we gained complete clearance for all turf and ornamental usage for up to 2.3 pounds annually," said Jeff Cook, Sandoz Agro's business manager for Barricade. "Where we had rate restrictions, we now have full clearance one time. For turf and ornamentals, this will allow the user to get

control for an entire season, particularly in the South. This opens a whole new market."

- So-o-o effective geographically.

"I think you will see increased activity across the nation with Dimension," said Gordon. "New split-application labels are available everywhere but in California."

- Those labels will improve the efficacy of the product."

Rohm & Haas Turf and Ornamental Product Manager Janet Giesselman pointed to new registration for Dimension in California and New York, except for Nassau and Suffolk counties.

Barricade is for cool- and warm-season turf. "It is flexible enough in its rates of application that you can use it from the Gulf of Mexico to the Canadian border," said Yoder.

- So-o-o insoluble.

Insolubility means that even with very moist surface turf, the new pre-emergent herbicides will stay where they are applied. In the past, superintendents might have had to wait weeks for the right conditions to apply the products. "[Barricade] does not move," said Cook. "You can get phenomenal control. In fact, we have had to be precise about the rates because the tendency for products with two to five pounds is, you can't just make it 1.5 instead of 1.25. You will get precisely what you put down."

"It's very controllable. It controls, then stops on a dime."

- So-o-o versatile.

Dimension is particularly effective, for instance, against crabgrass because it delivers post-emergent as well as pre-emergent control. "And the early post-control on crabgrass is a significant opportunity," Gordon said.

"Also, because of its post-emergent activity, we recommend you put it down a little later. You will take care of crabgrass that's up. And since the product gives you 150 days of control, you've moved that 150 days further out into the growing season."

"The Andersons, Howard Johnson's Enterprises and Lebanon are buying Dimension and coating fertilizer with it," said Giesselman.

"The smaller the particle size of the fertilizer, the better the dispersion; the better the dispersion, the better the efficacy."

- So-o-o safe.

"The new products are bringing with them a much lower environmental loading," Yoder said.

Referring to the Environmental Protection Agency's rating of materials for their ability to induce tumors, Giesselman noted that Dimension ranked Category E — the safest toxicologically.

### AMERICAN CYANAMID SAVINGS TIME

# IT'S PAYBACK TIME!

From now until May 31, 1995, American Cyanamid is offering tremendous cash rebates on **PENDULUM®**, **AMDRO®**, **IMAGE®** and **Pendimethalin**.

It's time to pay back our best customers. And here's how we're doing it:

### Payback on **PENDULUM®** for Landscapes!

**PENDULUM** for Landscapes gives you two great choices when you buy 5 cases (60 lb) of 1.2 oz water soluble bags.

Get a cash rebate of \$75 or a new Cooper Pegler 3.9 gallon Backpack Sprayer.

Either way, it's a great deal.

### Payback on **AMDRO®**!

You can even get a \$1 per pound rebate on America's #1 Fire Ant Killer, **AMDRO**.

Minimum purchase 48 pounds.

### Payback on **IMAGE®**!

**IMAGE** is offering a \$20 per gallon cash rebate. Take us up on our best offer while you control uncontrollable weeds. Minimum purchase 2 gallons.

### Payback on **Pendimethalin** for Turf!\*

Purchase the same amount of pre-emergent turf herbicide for 1995 as was used in 1994 and get a 10% rebate on 1995 purchases. Purchase 10% more in 1995 and get a 15% rebate on 1995 purchases.

### It all Adds Up.

At American Cyanamid, we're growing greener customers with products that help you deliver the best in professional service.

For Payback Bucks coupons, or further information just call 1-800-545-9525.

\*Pendimethalin Great Rebate Program dates August 1, 1994, to July 31, 1995.



1-800-545-9525

**CYANAMID**  
Agricultural Products Division  
Specialty Products Department  
Wayne, NJ 07470 © 1995

Cyanamid Payback Offer is available to professional product end-users only. Distributors and other companies or individuals reselling products are not eligible. American Cyanamid reserves the right to verify all purchases.



## Manufacturers deny broader spectrum claims

Superintendents everywhere are applying pre-emergent herbicides to fight an ever-widening array of weeds, and guess who is not buying their claims? The manufacturers themselves.

"People are claiming broader spectrum [for Barricade]," said Jeff Cook, Sandoz Agro's business manager for Barricade. "But the product's not changing. Users are targeting it on five or six key weeds. In our experience, it's more important to get 95 percent crabgrass control than to get 75 percent plus, say, spurge."

"People are always trying to add species [to a product]," said Joe Yoder, Sandoz' manager of technical service and product development for specialty products. "I don't think Barricade's different from [competitors]. 'Broader spectrum' is a sensitive term. Broader in what way? If it doesn't control what I want it to control, it's not broader in my view."

That is not to say that researchers are not working to expand the spectrum of control of their products, or other positive qualities, for that matter.

"We're looking at materials that we have invented, or that others have come up with to see how they will fit our markets," said Yoder. "We're interested in ways to help current products work better, as well as those that will be good in and of themselves. We want to get less material and a broader spectrum."

"We're working on quite a few things," said Janet Giesselman. The Rohm & Haas' Turf and Ornamental Product Manager pointed to "expansions that include using [Rohm & Haas'] Dimension for ornamentals. Particularly Stakeout, a granular formulation that would be very effective in landscapes or containers. Some of the key weeds it fights are spurge and oxalis — both of which it controls well, in addition to crabgrass and goosegrass. On the horizon is getting it labeled."

Rohm & Haas also hopes to add sod to Dimension's label. Working from observations showing an increased activity rate in granular versus liquid, researchers are working to determine that rate of response.

As Cook said: "Golf users are tough customers. You cannot promise what you can't deliver."

# Container disposal taking on added importance

By BRYAN TOLAR

Handling pesticide products properly, at least in a regulatory sense, is a subject that continues to be of much concern to pesticide applicators. A specific area of attention concerns the disposal of the bulky plastic containers which hold these products. The closing of some landfills and refusal of others to accept these materials is forcing changes of disposal practices and has the pesticide industry seek-

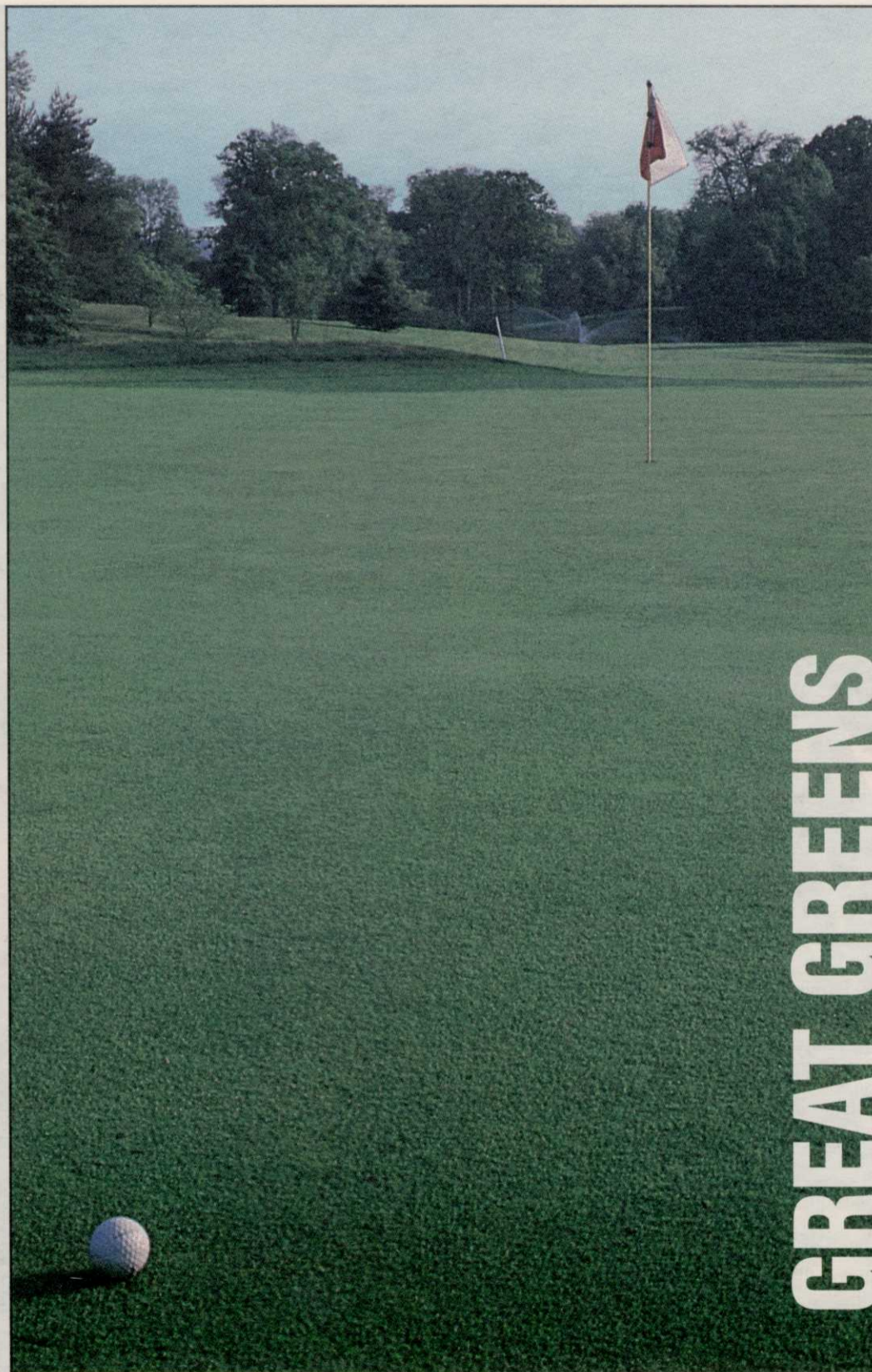
ing new, innovative ways to reduce and recover these types of materials.

Landfill space is becoming more valuable as new Environmental Protection Agency (EPA) landfill operation requirements for these facilities have driven up costs for solid-waste disposal. Currently, landfills are under a 25-percent waste-reduction requirement by 1996 and are seeding out materials they can exclude from the waste stream.

Pesticide containers are often a target for waste reduction because of the amount of space they consume and the potential of improperly rinsed containers to leak into the soil and ground water. Without a landfill available to deposit empty containers, pesticide applicators may be without a legal means of disposal. This reality has prompted regulatory and industry officials to seek ways to solve this disposal dilemma.

One solution to combat the problem of container disposal is to establish an area pesticide container recycling program. Georgia has 26 such programs to date and anticipates collecting more than 100,000 plastic pesticide containers this year. This recycling program is coordinated through the Georgia Department of Agriculture and is offered free to pesticide applicators. Once a program has be-

Continued on page 37



GREAT GREENS



## IT'S TOUGHER THAN EVER TO PRODUCE GREAT GREENS.

SAND BASED GREENS, FREQUENT SAND TOP DRESSING, AND IMPROVED DRAINAGE SYSTEMS MAKE IT DIFFICULT TO KEEP THE NUTRIENTS TURFGRASS NEEDS IN THE ROOTZONE.

MILORGANITE HELPS MAINTAIN GREAT GREENS BY KEEPING NUTRIENTS IN THE ROOTZONE.

CONTACT YOUR MILORGANITE DISTRIBUTOR OR OUR STAFF AGRONOMISTS FOR FURTHER INFORMATION.



MILORGANITE DIVISION - MMSD  
1101 NORTH MARKET STREET  
MILWAUKEE, WI 53202  
414-225-3333

### SOLID AGRONOMY®

- ◆ 90% WATER INSOLUBLE NITROGEN  
SLOW RELEASE TO MINIMIZE SURGE GROWTH AND LEACHING
- ◆ COMPLETE MICRONUTRIENT PACKAGE  
CHELATED IRON IN AN ORGANIC COMPLEX  
HIGH IRON: NITROGEN RATIO
- ◆ UNIFORM APPLICATION  
EVEN AT LOW NITROGEN RATES TO AVOID "FRECKLING"
- ◆ NO SALT TO CREATE STRESS OR BURN ON TURF



## Good news for triazole users

Continued from page 33

bon dioxide, which increases the rate of photosynthesis, or food production. Schmidt reported stimulated root development as well, with best results occurring with applications to new seedlings at the two- to three-leaf stage.

Schmidt also reported "promising results" using extract from seaweed, "a very rich, natural source of cytokinin, a hormone that naturally develops in plants and which incites budding development."

Combining cytokinin and triazoles could produce the best effects, he said, citing an example of a turfgrass grower who came to Schmidt a year or so ago concerning problems he had with several acres of tall fescues.

"I recommended a blend of Banner and a fortified seaweed product. He came back later with a check to support our turfgrass biostimulant research," Schmidt said.

He added that superintendents can use seaweed and reduce the amount of triazoles and still get the same results. "It's an impact on IPM [Integrated Pest Management] and also has economical benefit," he said. "When a sod grower is that pleased with results, he must have benefited economically."

Schmidt warned that dozens of new seaweed-based products are on the market and "you have to be careful. Most on the market are fortified — mixtures of humic acid and seaweed extracts and maybe something else; some are straight seaweed; and then there are different extraction methods used to obtain the seaweed. They could be concentrated by boiling, freeze-drying, or mechanical processing. If it's boiled, it has less value because heat de-natures the proteins."

He also warned not to overdose the grass.

"These do have a hormonal effect. And they have an optimum application rate. Once you go over that, it starts decreasing in effectiveness," he said. "Too much activity gives detrimental effects."

Overloading can mean overkilling, he said. "What happens is, a superintendent comes out in the spring and uses Scott's Paclobutrazol [a triazole turf-growth regulator] to control seeding of *Poa annua*, then he puts down Banner to control dollar spot, then he puts Banner on again as a growth enhancer/conditioner. Then he gets summer patch disease and he calls a pathologist who tells him to put on a triazole fungicide 4-X twice. And his green dies and he wonders why."

"What he has done is over-

dosed the green with triazole compounds which cause hormonal reactions within the plant."

Mike Mongon, superintendent at Arcola Country Club in Paramus, N.J., testified to the effectiveness of a triazole's improvement on seedling turf.

Facing heavy winter damage in 1994, Mongon applied Banner and reported: "It certainly looked like it helped tremendously. Other areas of the course also had winter damage and didn't respond as favorably as the Banner-treated turf."

## Dr. Schmidt suggests mixing in seaweed product

BLACKSBURG, Va. — By using fortified seaweed with triazoles and other fungicides, golf course superintendents can greatly reduce the amount of fungicides they use, according to Virginia Tech Professor Richard E. Schmidt.

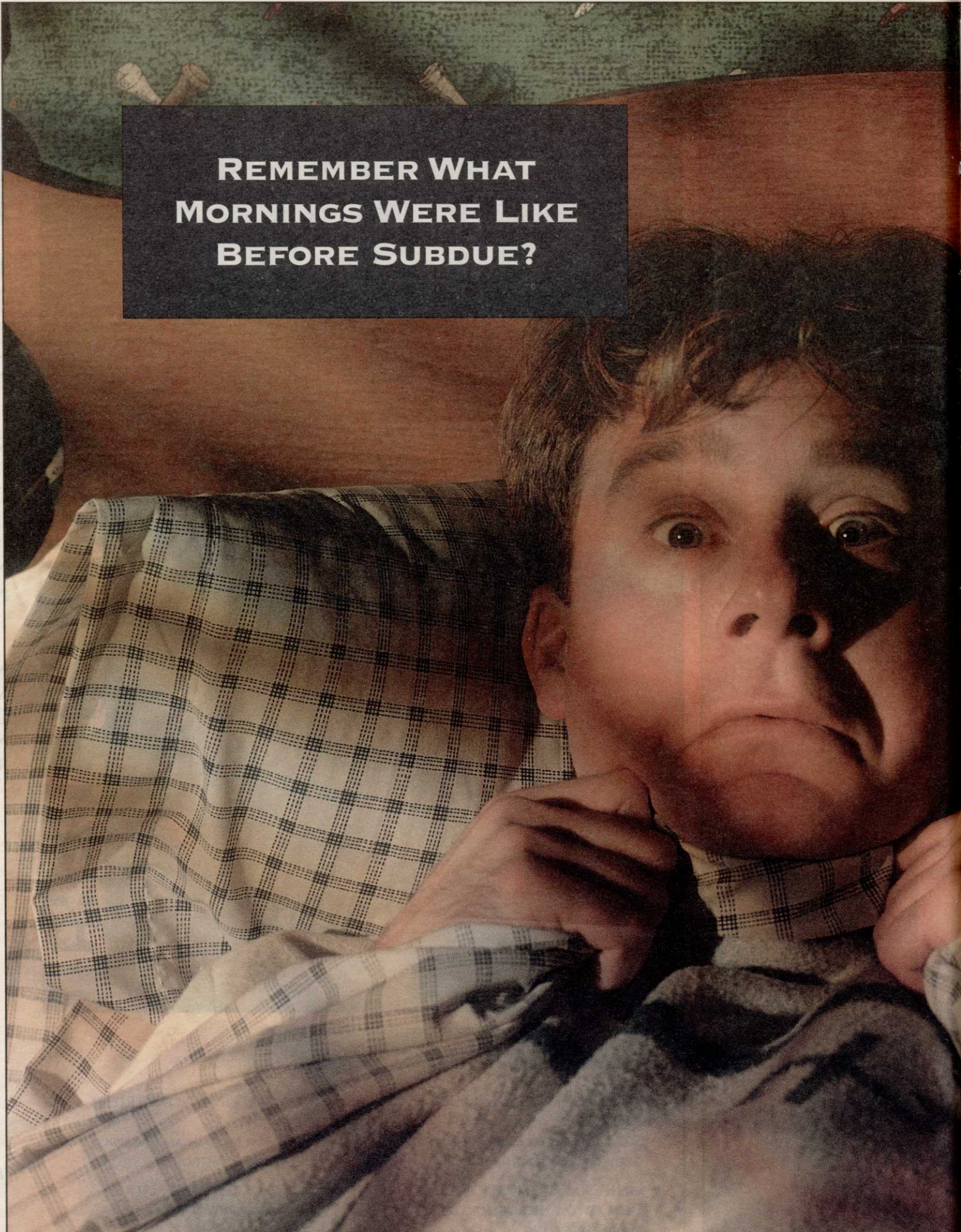
"It's an education of how to use them in concert, but over a year's time you can probably reduce the amount of fungicides needed by 40 percent when the materials are properly used," Schmidt said. "We have data permitting me to say that. It not only works with the triazoles, but other fungicides as well."

The Virginia Tech researcher pointed to

not only the economic impact but the "more important ecology impact."

"We're making the plant more healthy," he explained. "For example, we have real strong data showing we can condition plants to resist the invasion of nematodes. To control nematodes chemically is not only expensive but very caustic. So if we can get away without using a nemacide, we reduce environmental hazards."

The turfgrass industry is "bombarded with innuendoes about not being ecologically sound," Schmidt said. "But we are. And here is a case where we can improve plant vigor and also show that we are good stewards of the environment."



**REMEMBER WHAT  
MORNINGS WERE LIKE  
BEFORE SUBDUE?**



# Supers' proper pesticide container disposal is crucial

Continued from page 35

gun in your area, rinsed containers can be delivered to a designated collection site, where a chipper will grind the jugs before sending them out for recycling.

Shipping pallets and new containers are products that can then be made from these chipped containers. Pesticide applicators like the program because it offers a legal means of disposal that will keep them in compliance with all label requirements for container disposal.

Additional improvements are being made as some pesticide manufacturers are chang-

ing the packaging of some products from plastic containers to a pre-measured dissolvable pouch. These pouches can be placed in the mix tank with only a foil bag in need of disposal and a cardboard box that can be offered for recycling. This method of packaging uses the latest in technology to provide convenience to the user while maintaining the effectiveness of the product. Check with chemical sales representatives to find out what opportunities for this type of packaging exist for the products you may be applying.

Violations for improper container disposal

have increased over the last few years as some applicators have failed to seek out alternatives to old container-disposal practices.

Even when taking advantage of landfill disposal, it is important to clean every container thoroughly by either triple- or pressure-rinsing.

*Reprinted with permission from Through the Green, the publication of the Georgia Golf Course Superintendents Association.*

*Bryan Tolar works with the Georgia Department of Agriculture's Pesticide Division and can be contacted at 404-656-4958.*

## Beard releases Fax newsletter

COLLEGE STATION, Texas — Dr. James B. Beard, professor emeritus of turfgrass science at Texas A&M University and current president and chief scientist at International Sports Turf Institute, Inc., has a new subscription newsletter titled Turfax. Beard faxes the newsletter all over the world to golf course superintendents, sports turf managers, agronomists and others interested in the current developments in turfgrass.

Turfax is thorough, well conceived and has regular features, such as JB Comments, with Beard's opinions on many different turfgrass management topics. One column deals with new publications available on such subjects as university turfgrass proceedings, superintendent conference proceedings, university research reports, plant pathology books and any hot-off-the-press books of interest.

Beard has another feature, titled JB Visitations, that gives a brief, jam-packed account of where he has been around the globe and what he did or observed in the process. He also gives readers a list of upcoming JB Visitations.

The bi-monthly issues are usually six pages long. For more information people may contact: Dr. James B. Beard, International Sports Turf Institute, Inc., 1812 Shadowwood Dr., College Station, Texas 77840; telephone 409-693-4066; Fax 409-693-4878.

## Compu jargon

Continued from page 21

clude electronic conferencing, limited electronic mail, and free software collections.

**Internet (or simply "the Net" to the initiated):** A vast global network of computers; in most cases, transfer of information across the network is free to the user. Users usually pay a monthly fee to obtain dial-up access to a local internet provider. In addition, there may be an hourly fee for time spent on-line. Well-known systems that provide Internet access include Compuserve, America on-line, and Prodigy.

Depending on your provider, Internet resources you may have access to include:

**Electronic Mail or e-mail:** Once you're on the Internet, you can send electronic correspondence to anyone else on the Net, anywhere in the world, usually at no additional cost. Messages typically arrive at their destination in a few minutes; as a result, many e-mail users now refer to the traditional postal service as "snailmail."

**Gopher:** A text-based tool for navigating the Internet. Using a menu-driven system, users can browse among thousands of information sources around the world providing such services as database searching and free software archives.

**World-Wide Web:** Another internet navigation tool, but much more sophisticated than Gopher, the Web is the current Cadillac of Internet services. Individuals, corporations, and universities have produced thousands of "Web Pages" which can contain text, audio, and even video information on a given subject. Users can jump to related pages by simply clicking on "hypertext links." The result is an extremely intuitive means of obtaining information on virtually any subject.

**Dr. David M. Rose, who earned his PhD in cellular developmental biology, is a research fellow in the Department of Genetics at Harvard Medical School. His e-mail:**

[drose@fas.harvard.edu](mailto:drose@fas.harvard.edu)

Ten years ago, Pythium was a superintendent's worst nightmare. Not only could it wipe out a green overnight, it could do the same thing to your job.

Then along came Subdue®

Suddenly, superintendents were waking up with warm smiles, instead of cold sweats.

Subdue immediately became the pre-eminent preventive control for Pythium, a status the past ten years have done nothing to change.

It's proven itself again and again in testing. And superintendents have given Subdue the highest satisfaction rating in the industry.

So if you're one of the few superintendents who haven't tried Subdue yet, be sure to start this year.

Who knows? It may even turn you into a morning person.



CIRCLE #135





# Work Wonders.

Transport turf. Shift sand. There's very little E-Z-GO turf vehicles can't handle. Thanks to heavy load capacities. Spacious load beds. And a wide range of options and accessories to customize for virtually any job. So workers will be able to haul more. Handle bulkier loads. And get more done.

Call 1-800-241-5855. We'll put you in touch with your nearest E-Z-GO representative. You'll wonder how you ever got along without one.

**E-Z-GO** **TEXTRON**

©1994 E-Z-GO Textron

E-Z-GO Division Of Textron Inc.

CIRCLE #136



## BRIEFS

**TURLOCK GREENS REMODELED**

**TURLOCK, Calif.** — Remodeling of the greens has begun at Turlock Golf & Country Club under the design supervision of architect Andy Raugust. The back nine were scheduled to be completed by late February and ready for play in early spring. The club is using washed sod on the new USGA greens. Raugust will also remodel the front nine and that construction is scheduled for the fall.

**BARBARON BUILDING PRACTICE FACILITY**

**OCALA, Fla.** — Barbaron, Inc. of Crystal River has been selected to construct the new practice facility at Oak Run Country Club here. The facility will include a driving range with target greens and bunkering and will include chipping and putting areas and practice bunkers. Oak Run is owned by Decca Development & Construction Corp. of America.

**MAKI BUSY ON TWO FRONTS**

**COLUMBUS, Ga.** — Construction is underway on an 18-hole high-end daily-fee golf course here, serving as a cornerstone of a residential housing development. Fox Chase Plantation is the creation of developer James F. Day, while the course is being built by Bilberry Golf and designed by Lisa Maki of Golf Design Services International. The par-72 course will measure 7,100 from the back tees, Maki said. Meanwhile, Maki expects to begin work in April on Eagles Nest in Sacramento, Calif., south of the U.S. Air Force's Mather Field which closed last fall. Developed by the Takehara family of Japan, it will be an 18-hole stand-alone public facility, she said.

**CHICAGO'S MR. GOLF HONORED**

**AUGUSTA, Ga.** — Joe Jemsek, an octogenarian who pioneered public golf in Chicago and is known in that area as Mr. Golf, will be presented the William D. Richardson Award from the Golf Writers Association of America. The award is given for consistent outstanding contributions to golf. Jemsek owns and operates eight public courses in Chicago. Jemsek is a past Professional Golfer of the Year, chosen by the PGA of America, and has been inducted into the Chicago Sports Hall of Fame. The National Golf Foundation presented him its Herb Graffis Award in 1977 and his family its Jack Nicklaus Family Golf Award in 1991.



Joe Jemsek

**Caribbean sings siren song**

By PETER BLAIS

**C**aribbean golf resort/residential development is warming again after a relatively long cold spell, according to golf industry experts working the area.

Hurricane Hugo devastated certain islands in the late 1980s, denting the Caribbean's reputation as a safe and peaceful retreat, according to Ralph Stewart Bowden, a Virginia real estate counselor who has thoroughly researched the Caribbean market.

Just as the islands were recovering from that natural disaster, a financial calamity struck in the form of a worldwide recession. The financial downturn struck particularly hard and long at the northeast United States, historically the main source of Caribbean tourists and second-home buyers, Bowden noted.

Certain islands and island groups are recovering faster than others and looking at golf to help lead the way. Barbados and the Bahamas are two good examples.

Here's a look at the different regions and how golf is developing in those areas.

**NETHERLAND ANTILLES/LESSER ANTILLES/WINDWARD ISLANDS**

The real estate market has been relatively soft, but golf development fairly strong in the past year in these southernmost islands.

"There hasn't been much in the way of quality golf in the Caribbean, until recently" said architect Steve Schroeder of Robert Trent Jones II International. Jones designed Hyatt-operated Tierra del Sol, Aruba's first 18-

Continued on page 46

**Mexican woes only slow golf**

By PETER BLAIS

Mexico's financial crisis may slow but certainly won't stop golf development there, according to industry experts working the area.

"The recent devaluation of the peso has brought most projects to a halt. That will continue until things settle out," said Joe Finger, a Texas-based course designer with five Mexican projects recently opened or planned.

"In the long term, the devaluation won't affect development that much. We had a similar devaluation 15 years ago and work eventually resumed."

The government devalued the

Continued on page 44



The 4th hole at Joe Finger-designed Cabo Real

**Joe Finger still keeping a hand on design business**

QA &amp;A

Joe Finger, 76, is a technologist at heart. Born in Texas, he obtained a bachelor's degree in engineering from Rice University and a master's from the Massachusetts Institute of Technology. He worked in the oil refining, plastic manufacturing and dairy businesses before designing his first course, a nine-hole addition to Houston's Westwood Country Club (CC),

back in 1956. Since then, he has designed and remodeled courses throughout the United States and notably Mexico [see story above]. The engineer's attention to detail demonstrated itself in his invention of the Percolometer, a device used for on-the-job control of seed-bed mixtures for greens. Priding himself on getting projects in on time and on budget, he also wrote one of the first books dealing with the costs of course design, "The Business End of Building or Rebuilding a Golf Course," in 1973

**Golf Course News:** You supposedly retired from active design work in 1990. What have you been doing since?

**Joe Finger:** Working my rear end off. I've built two courses in Mexico, have two more on the drawing board and one up in the air. We remodeled the greens at Cedar Ridge in Tulsa [Okla.] and Colonial Country Club in Memphis [Tenn.] We're doing a long-range plan for Pleasant Valley CC in Little Rock [Ark.], which we built for Winthrop Rockefeller 27 years ago. We also did consulting work on the Napa Valley (Calif.) CC clubhouse. I'm doing a lot of gardening and orcharding at home and working for the club [River Hill]. Byron Nelson and I built River Hill back in 1974 and we both have homes

Continued on page 52

**UNEARTHED!****Mackenzie's mysterious manuscript**

By TERRY BUCHEN

**B**OULDER, Colo. — Raymund Haddock, the step-grandson of Dr. Alister Mackenzie, is a successful insurance agent here. Little did he know that his life was going to change dramatically with the discovery of an item stored for years in a cedar chest in his home.

The story begins in 1978 when course architect Geoffrey S. Cornish and writer Ron Whitten were researching their book, "The Golf Course," and discovered in Dr. Mackenzie's obituary that he had written a manuscript shortly before his death but that it had never been published. Whitten called Charles Scribner and Sons in New York, inquired about the unpublished work and was told it had "long since been destroyed!" An unfortunate dead-end, to say the least.

In 1982 Robert Trent Jones Sr. told Whitten he had a typed version of the lost manuscript which he had given to the legendary Red Hoffman. Whitten called Hoffman, who insisted that he no longer had the manuscript and had returned it to Trent Jones. But Jones insisted that Hoffman still had it, and it was never to be seen again. Another dead-end.

Fast-forward 10 years to 1992. The Mackenzie Cup was being played between four 10-man teams representing Cypress Point, Meadow Club, Green Hills, Pasatiempo, The Valley Club and Crystal Downs. At a gathering in the garden of Mackenzie's house along the 6th fairway at Pasatiempo, Whitten told the golfers that 60 years later it was difficult to research Mackenzie. In particular, he was

Continued on page 50



Dr. Alister Mackenzie

Photo courtesy of "The Spirit of St. Andrews"



## Baird conjures up 'Dances' scenes at Costner resort

By MARK LESLIE

DEADWOOD, S.D. — Scenes from *Dances with Wolves* flash before you, a train whistles by on a 110-foot-high trestle and an enormous resort lodge looms in the background. This spot, in the valley of the White Wood Creek, is The Dunbar resort, which is being built by actor Kevin Costner. And featured among its attractions will be an 18-hole golf course designed by Gary Roger Baird of Nashville, Tenn.

"This is the best piece of property I've ever seen," Baird said. "A lovely valley contains the beginning and finishing holes and the remaining holes are slightly higher in a Ponderosa forest. You can see for 100 miles for 360 degrees. And it's 400 feet straight down to the river below."

The golf course is tentatively called The Trestle, drawing on the fact that the 110-foot-high trestle stands as a backdrop behind the 18th green. A steam-engine train, carrying resort visitors from Rapid City 40 miles away, will loop around one of the par-3 holes and stop at the hotel.

"This is one of the best, most spectacular finishing holes anywhere," Baird said. "Imagine the view from the train to the 18th green far below it."

Costner fell in love with the site, which is in the area where his movie *Dances with Wolves* was filmed. He and his brother Dan are the principal owners of the \$9 million to \$11 million project, which will include all sorts of recreational, convention and fitness facilities.

Of Costner, Baird said, "Kevin is one of the most sensitive, caring individuals about our environment I've ever met in 26 years in this business. He brought in one of the largest tree-moving pieces of equipment in the world from Hungary to try to save every tree on the site. They are transplanting enormous, 100-foot-tall Ponderosa pines. That's a remarkable feat."

Because of the short construction season here, Baird expects not to open the course until 1997.

The Dunbar sits two miles north of this town which was founded in 1876 with the discovery of gold in Deadwood Gulch. One of few communities listed as a National Historic Landmark, Deadwood's business district displays Victorian architecture, period lighting and cobblestone streets. Small-stakes gambling was introduced in the Black Hills in 1889, and The Dunbar will have an area dedicated to gaming machines.

TOLEDO BEND RESERVOIR, La. — An 18-hole golf course nestled in the hills of northwest Louisiana is scheduled to open in the spring of 1996 at Toledo Bend Reservoir.

The 185,000-acre reservoir forms the border between Texas and Louisiana.

The reservoir has been a fishing paradise since its creation 25 years ago as a result of the construction of the Toledo Bend Dam across the Sabine River.

The golf course will be the centerpiece of a multimillion-dollar recreation complex under development by the Sabine River Authority of Louisiana which operates the Dam in partnership with the Sabine River Authority of Texas.

## Louisiana-Texas border site of major destination project

Plans include a 100-room Radisson Resort Hotel, rental condominiums and a convention center. The golf course will sport a clubhouse, driving range and golf academy.

The development is located on 400 acres covered with hardwood, pine and cypress trees. Meyer & Associates, Inc. is the project planner and Dave Bennett Organization, Inc. is designing the course.

Buena Vista Management Group, which manages the PGA National Golf and Sports

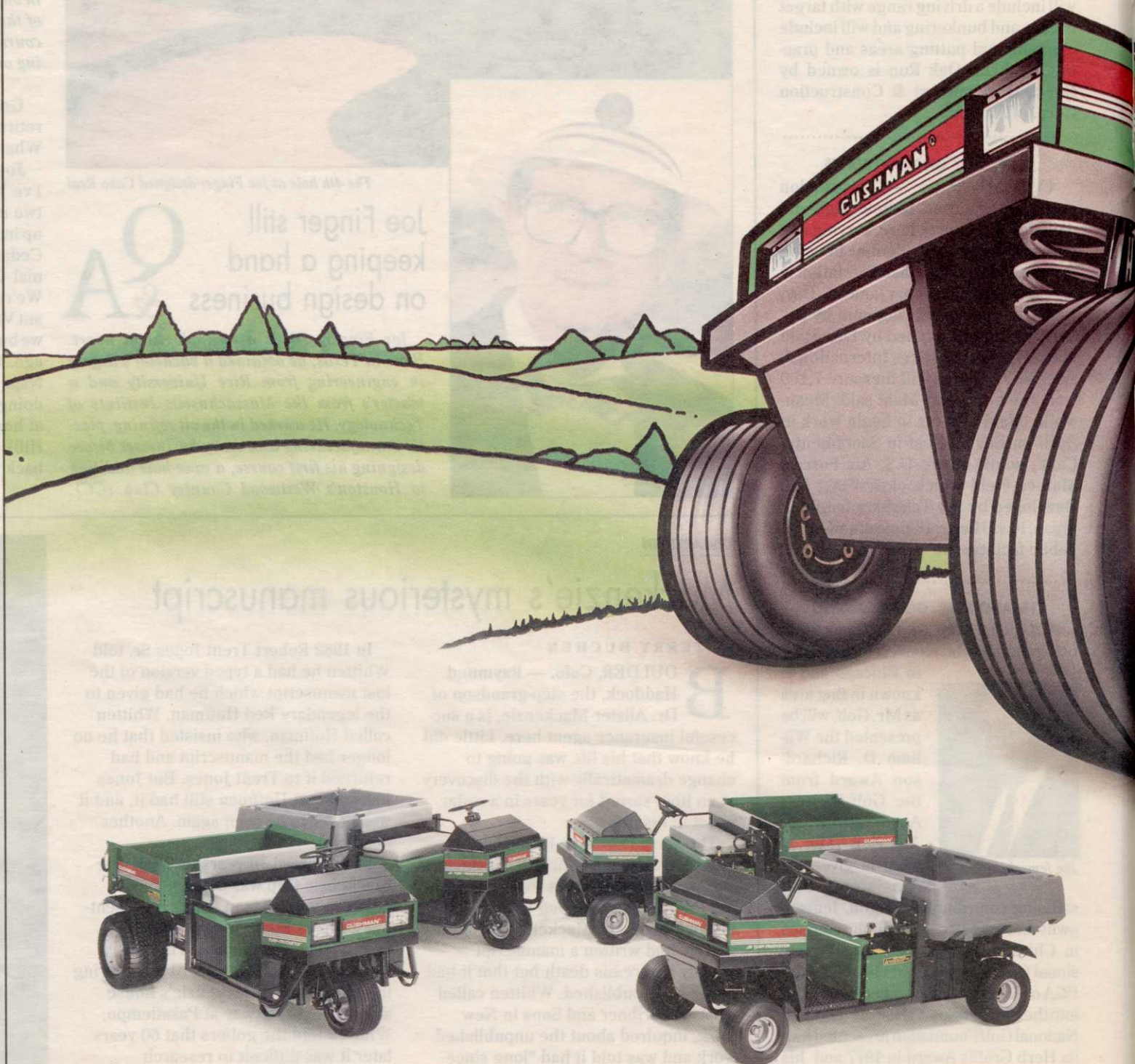
Club in Palm Beach Gardens, Fla., and the LPGA National Headquarters in Daytona, Fla., will manage the course and resort development.

The reservoir is an integral part of the golfing experience, several holes playing directly over or along the shoreline.

According to Linda Curtis-Sparks, executive director of the Sabine River Authority, "The primary goal of the project is to stimulate economic growth and encourage quality lodging to the area."

Anticipation of the complex has created great interest. New residential developments and commercial businesses are locating near the site. Texas is also preparing for the future on the reservoir shores.

# Keep On





## Summit scenario

Continued from page 3

grants from GNB Technologies, Rain Bird Sales, Gary-Williams Energy Corp. and The Toro Co.

Attendees indicated the relationships and understanding nurtured during the three-day Summit makes possible a new era of cooperation.

"I left feeling really good. I've got some people to talk to now," said Courtney Cuff, a policy member at Friends of the Earth. "I can put a name with a face, and I know I can get honest answers from them. I would hope they feel the same way about me—that I'm not

some maniacal freak; that I can discuss these issues with them."

As a member of the Wake Forest University golf team from 1990-94, Cuff brought a considerable amount of perspective with her to Pebble Beach. But she left with more.

"I really thought the golf industry was open, willing and receptive about developing more sustainable management practices," she said. "Because I have something of a unique background, I felt like I was pretty well versed. The surprising thing to me was how much of the onus falls on superintendents. We should be aware and help them

as much as possible. We have to help them help everyone.

"I talked to Steve Mona [CEO of GCSAA] and have him on my list of people to call. We want to decipher ways to mobilize public support behind superintendents."

The CRM's Parker indicated the superintendents in attendance — Tim Hiers of Collier's Reserve in Naples, Fla., and David Stone of the Honors Course in Chattanooga, Tenn. — made big impressions on those representing the environmental community.

The idea of superintendents as "stewards of the land"—something the golf industry embraced

long ago—was driven home with authority, said Parker.

"Tim gave a real good overview of what they're doing at Colliers," Parker explained. "A lot of people were surprised with the scope of it. Not just birds, but recycling and native planting. They got a real sense that environmental concern is part of the overall management philosophy at Collier's."

Sharon Newsome, vice president for resources conservation at the NWF, concurred.

"Tim Hiers and David Stone gave excellent presentations and were very participatory in the break-out sessions," Newsome

said. "They helped us realize what was going on in their industry."

"I was aware of the New York Audubon Wildlife Sanctuary Program, but I'm not sure others were. An area that I learned much more about is the ability of designers and superintendents to modify both the course and what they do with the course. And their determination to do so."

Attendees agreed that more detailed discussion of management practices must take place at the next Summit, tentatively scheduled for 1996, probably on the East Coast. In the meantime, task forces will be formed to examine specific issues like the development of overarching environmental principles, public education, golf course siting and the effects of chemical leaching.

"I believe in working off real data," said Kurt Spalding of Save the Bay, a group dedicated to the protection of Rhode Island's Narragansett Bay. "Clearly, leaching can be a problem. But just as clearly, it can be a managed problem. I was impressed with the ways that some of the superintendents have minimized leaching."

"The level of commitment on the part of these superintendents was there. Clearly, these folks carry very much about the environment and the course's relationship to the environment. I was impressed with their earnest commitment—you could see it by looking in their eyes."

## Paiute/Dye course

Continued from page 3

According to Johnny Pott, the former PGA touring pro and Landmark's director of golf at Nu-Wav Kaiv, more than 6,000 rounds have already been presold at the course, the first of four Dye designs slated for the Paiute Resort.

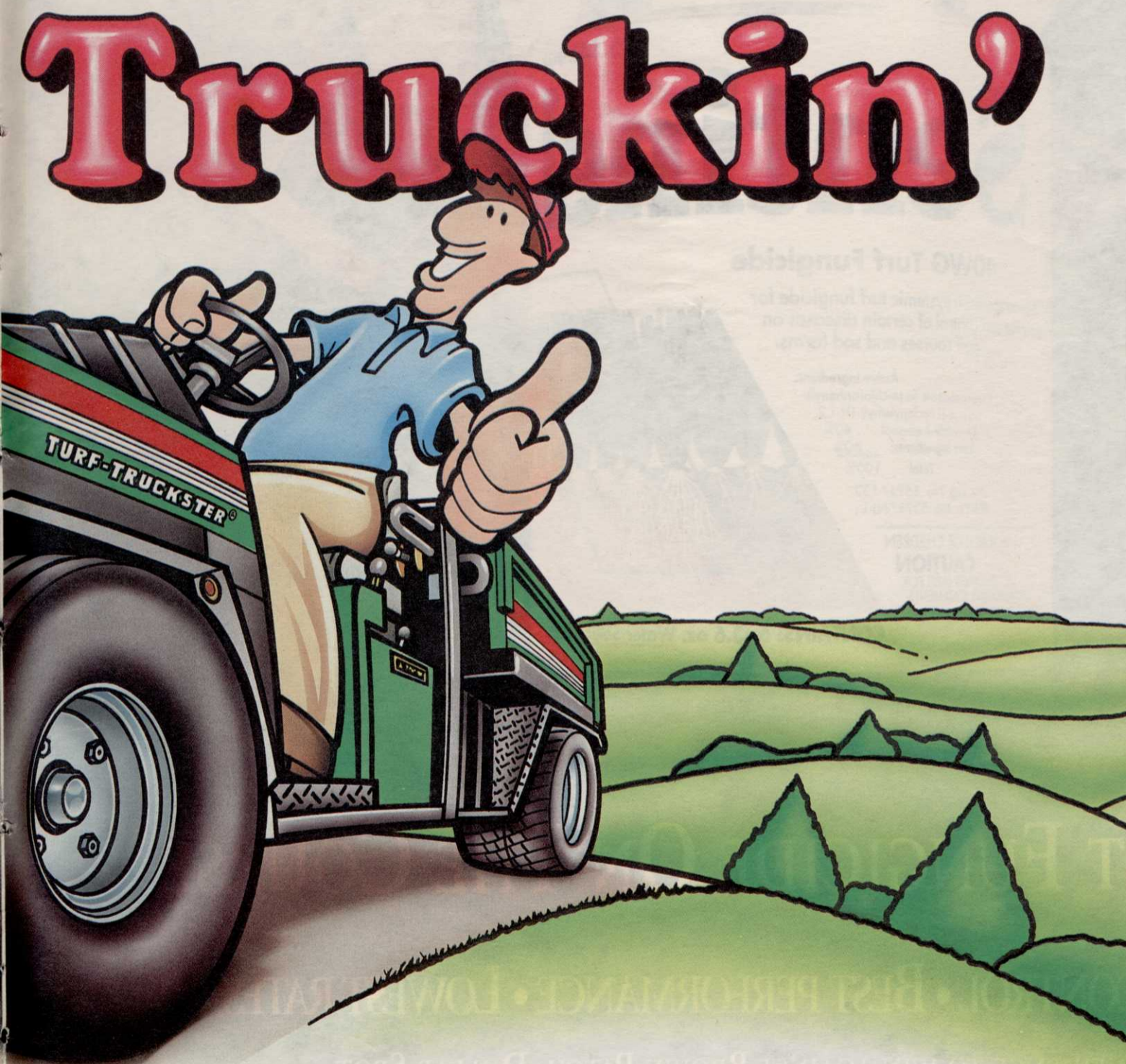
"Six thousand is only 10 percent of what the really active courses in Las Vegas are doing," said Pott. "Pete Dye is a good name and there's a shortage of facilities. But we have to tell people that it's open. We're ringing doorbells, calling on hotels and casinos—everything we can to promote play. And we feel we have as good a golf course as anybody in town."

And the water?

"It goes back and forth," Pott continued. "Water is an issue we've been dealing with for 150 years. It's more of a management problem than one of supply. And with all the rain we've had this year, it's hard to believe it's an issue."

Nu-Wav Kaiv features 110 irrigable acres and 14 acres of lake coverage, according to Landmark's Brian Curley.

"However, the remaining three courses will feature only five or six acres each," said Curley. "We'll be using the lakes on the first course to feed the reclaimed water systems at the other three. So you have to look at the big picture."



## ANSI certified ROPS and seat belts available on all models.

After 30 years of industry leadership, the Cushman Turf-Truckster® is still coming on strong. And now you can keep truckin' with your choice of four basic Turf-Truckster models: the 3-wheel Turf-Truckster, the 4-wheel Turf-Truckster with power steering, the 3-wheel Jr. Turf-Truckster or the 4-wheel Jr. Turf-Truckster. With four models and various engine options there's a Turf-Truckster for every turf maintenance project, every budget. To make sure your work vehicle keeps on working year after year, keep on truckin' with the one and only Cushman Turf-Truckster. Call 1-800-228-4444 for the name of the dealer nearest you.



**CUSHMAN**

Driven to be the best.



# NEW

## Sentinel

### 40WG Turf Fungicide

A broad spectrum systemic turf fungicide for prevention and control of certain diseases on golf courses and sod farms.

**Active Ingredient:**

Cyproconazole [α-(4-chlorophenyl)-  
α-(1-cyclopropylethyl)-1H-1,2,  
4-triazole-1-ethanol] . . . 40%

Inert Ingredients: . . . 60%

Total . . . 100%

EPA Reg. No. 55947-132  
EPA Est. No. 33967-NJ-1

KEEP OUT OF REACH OF CHILDREN

**CAUTION**

SEE CONTAINER LABEL FOR  
PRECAUTIONARY STATEMENTS

CONTAINS: 6x3.6 oz. Water Soluble bags

# THE BEST FUNGICIDE ON THE COURSE

LONGEST CONTROL • BEST PERFORMANCE • LOWEST RATES

THE CONFIDENCE TO WIN AGAINST BROWN PATCH, DOLLAR SPOT,  
SUMMER PATCH AND 11 OTHER TURF DISEASES.



## THE BEST PREVENTIVE CONTROL

Increase your confidence with just one application of Sentinel. It gives you systemic control of a broad spectrum of 14 damaging turf diseases. It's the most effective way ever to reduce your worry about disease control.

### THE LONGEST CONTROL



- Ranges of expected length of control for Brown Patch and Dollar Spot under comparable conditions.
- Comparisons with other systemic fungicides based on eight years of research and EUP trials.

## LONGER CONTROL THAN THE PRODUCT YOU'RE USING NOW

Only Sentinel delivers this level of extended disease protection. In 8 years and more than 400 tests, Sentinel has consistently delivered the longest control of any fungicide. '93 EUP results averaged 20 to 35% longer, with even more dramatic results in many trials.



Brown Patch

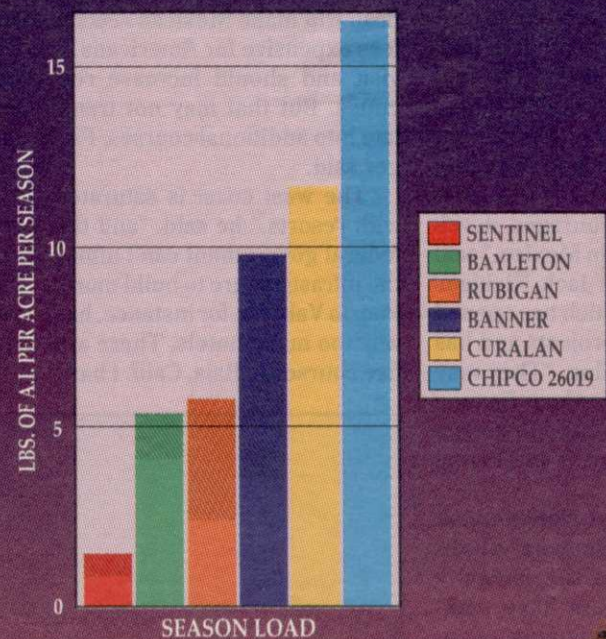


Dollar Spot

## PROVEN FROM TEE TO GREEN

Sentinel has proven its *longest control* in trials in 25 states on 12 different varieties of turf. It's effective on tees, greens and on fairways, and its quick absorption means it won't wash away with rain or standard irrigation practices.

### COMPARATIVE SEASON LOADS SENTINEL 40WG: LONGEST CONTROL - LOWEST RATE



BASED ON USE RATE AND RECOMMENDED SPRAY INTERVAL FOR DOLLAR SPOT & BROWN PATCH CONTROL FOR A 120-DAY SEASON

## A LITTLE GOES A LONG WAY

Good news for you and for the environment. Sentinel is effective at the lowest rates of any available fungicide on the market. You apply less, store less, have a lower seasonal load and still get the longest length of control.

## EASY TO USE

Sentinel comes in convenient 3.6 oz. water soluble packets. These easy-to-use packets mean no pouring or messy measuring. Just toss in the tank and you're ready to apply.

## PLAY TO WIN WITH THE MOST CONFIDENCE

Sentinel gives you the best shots: longest control, broad spectrum and lowest rates on the course. To tee off against turf disease with new Sentinel 40WG, contact your distributor or call Sandoz at 1-800-435-TURF for more information.

• SANDOZ Use pesticides effectively. Read and follow label directions carefully. Sentinel 40WG fungicide is a registered trademark of Sandoz Ltd. ©1994 Sandoz Agro, Inc. Bayleton is a registered trademark of Miles, Inc. Rubigan is a registered trademark of DowElanco. Banner is a registered trademark of Ciba. Curalan is a registered trademark of BASF Corporation. Chipco 26019 is a registered trademark of Rhone-Poulenc.



## Discouraged but not 'down and out' in Mexico

Continued from page 39

peso roughly 40 percent in mid-January, making imports of American-made maintenance and construction equipment more expensive and bringing development virtually to a stop.

"It hasn't discouraged development interest in Mexico," said Andy O'Brien of Jack Nicklaus Golf Services, which has opened three Mexican projects and has a fourth in planning. "They may modify the way they finance projects, but we haven't seen a noticeable change. It's still a real active market."

Don Rhodes of NationsBank said Mexico's financial plight is a reminder of the difficulty traditional lenders have making deals in developing countries.

"It's almost impossible to get a first mortgage on a property because of the fear officials have of foreigners coming in and taking over prime property if the borrower should default," Rhodes said. "About the only way for a U.S. lender to get involved in Mexico is through a joint venture agreement with the lender basically putting up a few million dollars to set up some native Mexicans in business."

"The only way you would do something like that is if you were interested in making a long-term commitment to a country. U.S. investors were already waiting to see if the NAFTA [North American Free Trade Agreement] rules would stabilize the investment climate in Mexico. This recent financial setback will just make investors rethink any long-term investments."

Mexican golf course development has experienced steady growth in recent years. There are approximately 150 golf courses in the country with eight opening in 1994, according to Mexican Golf Federation figures. Americans will get a look at one of the finest, Cabo del Sol, when the year-old Nicklaus layout on the southern tip of the Baja peninsula hosts the Senior Tour's Grand Slam March 6-7.

But, that yearly growth figure will be tough to duplicate in 1995 considering the peso's fall, said Victor Frangie of the Mexico Golf Association.

"Everything has come to a stop," he said.

Frangie and Finger are confident about the long-term future, however. "I foresee a steady rate of eight to 10 courses a year once the peso shock subsides," the American said.

In recent years, Finger said, two types of courses were being built — resort and residential development. The devalued peso will affect each differently.

Resorts depend on Northern visitors and U.S. dollars for much of their business. The devalued

peso will make Mexican resorts less expensive for Americans to visit and should increase revenues. But that may not translate into additional courses, Finger said.

"The west coast is saturated with resorts," he said, "and the federal government can't afford the infrastructure to build more. Puerto Vallarta, for instance, has way too many hotels. There are five courses in Baja, Calif. I have

two, Nicklaus two and Roy Dye one. But I don't think there's enough water for the five of them."

"The east coast has room for some additional development, like Cozumel and the Yucatan. But the east is less popular because the lack of sea breezes makes it hotter and more humid than the west."

On the other hand, Finger sees a growing demand for residential development courses, particularly in suburban cities surrounding Mexico City, Guadalajara and Monterrey.

"One of the most maddening

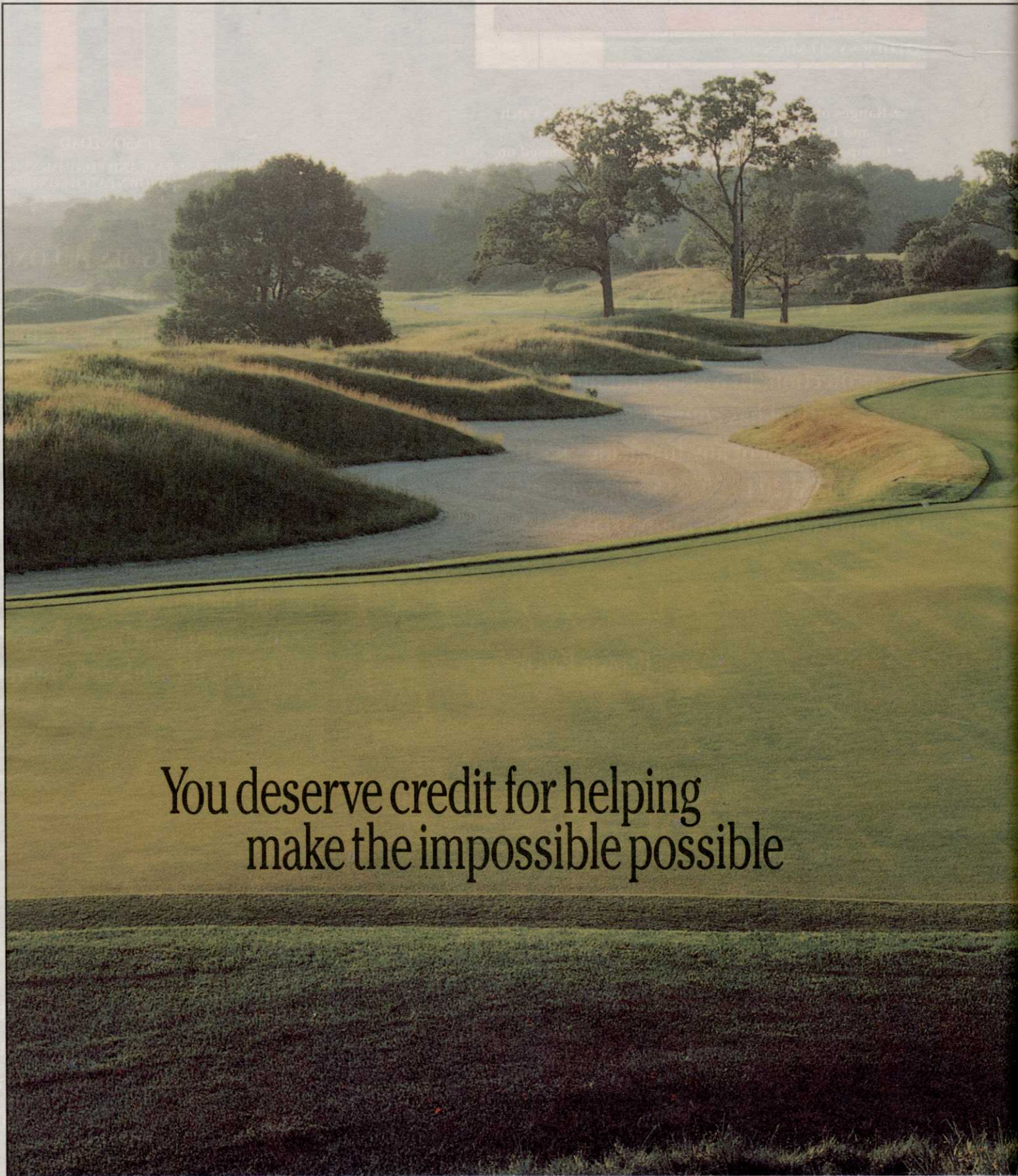
things for me is the way the press depicts Mexico," Finger said. "It is not a Third World country with a few very rich and a bunch of very poor people. It has steel and car manufacturers. And there's a growing middle class of doctors, lawyers, architects and business owners."

"But the big cities are very polluted. Many are on high plateaus and don't have winds to clear out the smog. People are fleeing the inner cities and are willing to move an hour's drive away. Some think two hours is even better. It's not unusual for a father to work in the city

and live in an apartment during the week, then commute the two hours back home on the weekend

"Queretaro is a two-hour drive from Mexico City and already has four courses. Cuernavaca and other areas south of Mexico City are being developed. So is Toluca and beyond to the west. Mexican engineers and contractors are great at building new highways quickly so that commuters can reach those areas."

What is most needed in Mexico, Finger added, is low-cost municipal courses.



You deserve credit for helping  
make the impossible possible

Creating and maintaining the perfect golf environment is a difficult task. Sometimes it seems almost impossible. Especially when you consider the tools, both physical and financial, needed to keep a course manicured.

At John Deere Credit, we understand the obstacles you face every day. That's why we offer a variety of equipment-related finance plans with terms to match your needs. Whether you need a lease for that new



# Cuba welcomes 1st golf course project in 30+ years

By PETER BLAIS

VARA DERO, Cuba — Construction of the first course to be built in Cuba in more than 30 years is underway in a resort area a 2-1/2-hour drive hours northeast of Havana.

Golf Design Services Ltd. of Canmore, Alberta, Canada, designed the 18-hole championship layout. The course will be located in the middle of a 1/2-mile-wide, 5-mile-long peninsula jutting into the Caribbean Sea. Eight Canadian- and German-

owned resorts, some of the 5-star variety, line the beachfront.

"We began clearing and excavating lakes just before Christmas," said GDS associate designer Reg Down. "We're trucking in fill from 20 miles away because the peninsula sits on a coral base. What little local fill there is is brackish, which would leach salt into the grass and kill it."

The course was originally scheduled for completion by late last year. But a slow-moving

Cuban bureaucracy and the difficulty of obtaining construction equipment because of the U.S. trade embargo with the Communist country, pushed the timetable back.

To bypass the embargo, drainage materials that would normally come from the United States are being produced locally or in Canada, which trades freely with Cuba. Down estimated that 70 percent of the PVC pipe and 90 percent of the electrical irrigation wiring will be produced locally.

Water is a problem, as it is elsewhere on the Caribbean golf development scene. The government is making 1,500 cubic meters (approximately 390,000 gallons) available daily. Two-thirds of that is potable water and the other third treated effluent.

"It's tight, but we can get by on that," Down said. "A constant breeze blowing off the ocean will dry things even quicker. We'll use water-efficient irrigation materials and drought-resistant

Bermuda-grass."

The government was concerned about the shoreline environment, but gaining course approval was "not as intense as a Canadian Alpine project would be," said Down, whose firm has designed more than 40 courses including Predator Ridge in Vernon, B.C. and Morningstar on Victoria Island, B.C. GDC has also designed projects in formerly Communist-bloc nations, including ones outside Prague in the Czech Republic and Budapest, Hungary.

"Les Ferbur, who was with Robert Trent Jones, Sr. for many years, is one of our principals," Down said.

The Cuban government has invested \$12 million in building the course and upgrading the surrounding infrastructure. Down estimated the course alone will cost about \$5 million. Incorporating an existing nine-hole layout built by the DuPont family years ago will help hold costs down. The former DuPont mansion will be renovated into a clubhouse.

Golf is in short supply in Cuba, easily the largest of the Caribbean islands. It is about three fourths the size of Florida, which has 1,100 courses. A nine-hole addition is planned that will double the size of Havana's only course. An 18-hole layout is also located at the U.S. Naval Base at Guantanamo Bay.

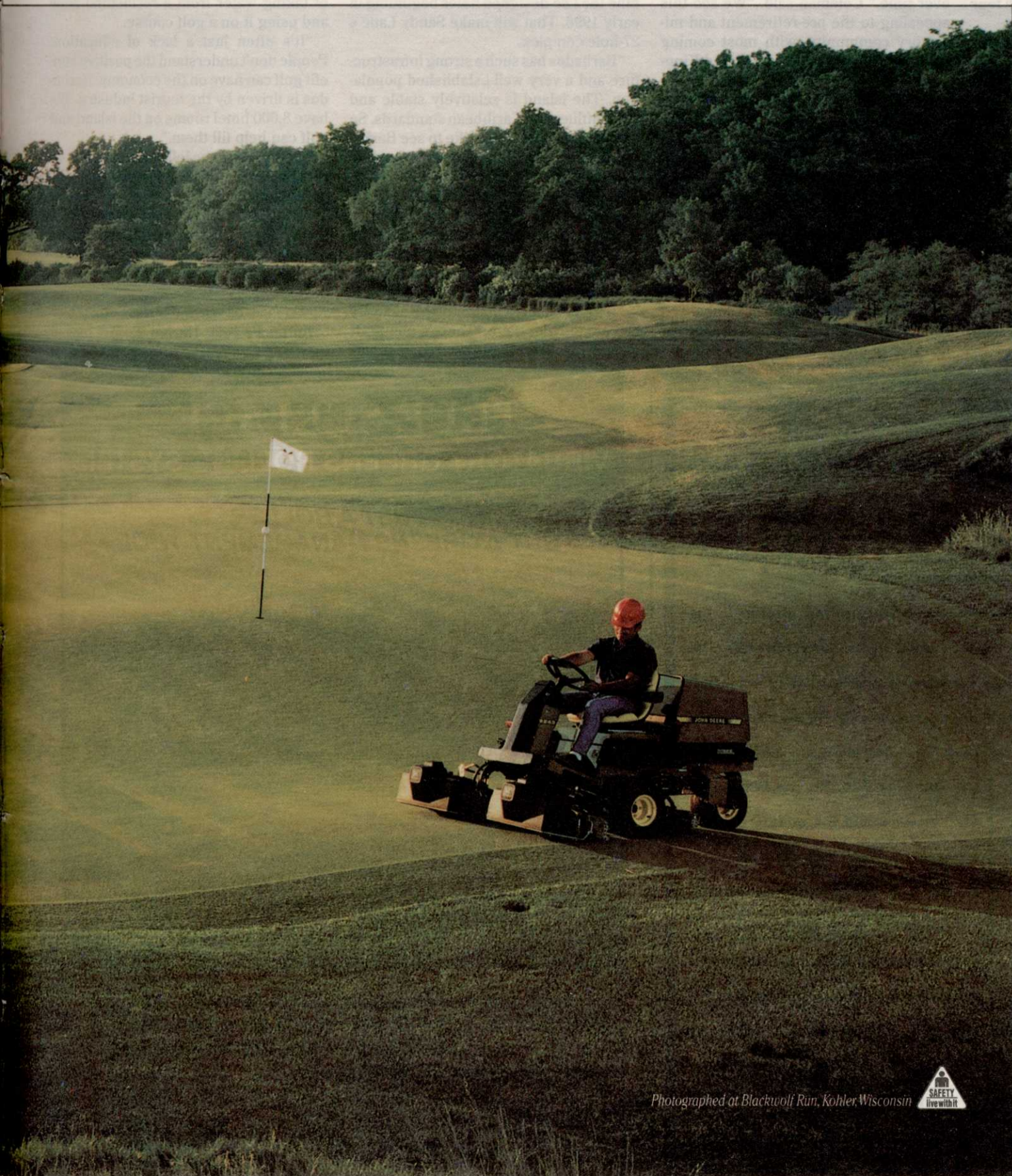
"That's it as far as I know," Down said. "There's potential for a lot more development, although it will never approach anything like Florida. Other areas like Vara Dero exist that would make wonderful golf destinations. And they are accessible. For instance, you can fly directly to Vara Dero from Montreal or Toronto."

## Golf highlights Jamaican resort

PORT ANTONIO, Jamaica — Golf Management expects to open San San Resort & Golf Club here by April. Frank DiNenna, president of Golf Management from Sarasota, Fla., has completed contract negotiations with Ernest Smatt, owner of San San Development Co.

The new layout, designed by Roy Case, will play like an 18-hole, 6,252-yard golf course. There will be 18 sets of tees, 12 greens and nine fairways. The greens (six doubles and six singles) and tees will be designed in the field to fit the valley terrain. Each set of tees, strategically placed, will give the player a new look at the same fairway. With this concept, the player will have a different shot to the green.

Golf Management will manage all aspects of construction, including grow-in, employee training in maintenance and management of the pro shop and clubhouse.



Photographed at Blackwolf Run, Kohler, Wisconsin



piece of equipment, a highly specialized installment finance program to open a new course, or revolving credit for parts and service, John Deere Credit is ready to help. Finding out details is easy. It only takes one call to your John Deere distributor. Or phone 1-800-468-8517, ext. 891.

Because while we may not be able to give you the recognition you deserve, we'll certainly give you the credit.



**JOHN DEERE  
CREDIT**

You Deserve Credit for Buying the Best™



## Caribbean cruising into new era

Continued from page 39

"We can develop better courses today and it's starting to happen," Schroeder said.

Tierra del Sol stands in contrast to the island's only other course, Aruba Golf Club. But like its smallish, nine-hole neighbor, and most other Caribbean layouts for that matter, water is in short supply.

"Aruba gets about 10 inches of rain a year," said Jones' associate designer Kyle Phillips. "It's basically a desert surrounded by water. The irrigation water for Tierra del Sol comes from a water treatment plant transported through four miles of pipe."

Water is slightly less of a problem farther east in Barbados, where Jones II also designed Royal Westmoreland, a new 18-hole layout that opened nine holes last fall with a second nine scheduled to open in late spring.

Forty to 50 inches of rain fall annually on Barbados, an independent member of the British Commonwealth. Runoff and deep wells located within the coral limestone underlying the island replenish the 9-million-gallon pond that supplies the bulk of 150-acre Royal Westmoreland's irrigation water.

"We prepared an extensive maintenance program that is environmentally friendly," said project director Coleman

Kicklighter. "We have to be sensitive to the water situation here, just like everyone else in the Caribbean."

Most Royal Westmoreland golfers will come from two exclusive Pemberton Resorts, the Glitter Bay and Royal Pavilion hotels located a quarter-mile away. However, an increasing number will be members of the 400-plus acre Royal Westmoreland residential community, which will eventually contain 300 luxury villas ranging from \$300,000 to \$1 million.

"Play on the Westmoreland course will undoubtedly become more restrictive over time," Coleman said. "We see this appealing to the pre-retirement and migratory community, with most coming from the United States and United Kingdom."

Developers of the Royal Barbados resort/residential complex hope to begin construction this spring on the first 36 of what could eventually be a 90-hole facility. Most permits are in place and financing is being sought, according to Canadian developer Brian Turner. Robert Cupp designed the first 36 holes, which could be ready for play sometime in 1996, Turner added.

"We could probably use one more 18-hole, public course on Barbados," said Steve Nile, director of golf at Sandy Lane Resort, which plans to renovate nine of its existing holes and build an additional



Terra Del Sol, a Robert Trent Jones II design, opened in late January at the Hyatt in Aruba.

nine Joe Lee-designed holes beginning in early 1996. That will make Sandy Lane a 27-hole complex.

"Barbados has such a strong infrastructure and a very well-established population. The island is relatively stable and fairly affluent by Caribbean standards. So it attracts people. We'd like to see Barbados become a major golf destination like Amelia Island in Florida or the South Carolina coast. We'd like to be known for having the best golf in the Caribbean."

The only thing that could stand in the way of that happening is resistance from some local residents to further golf development. Water is their rallying cry.

"It's not usually a matter of the quantity of water," Nile said. "There's plenty. It usually involves the political correctness

of taking water from a residential zone and using it on a golf course.

"It's often just a lack of education. People don't understand the positive benefit golf can have on the economy. Barbados is driven by the tourist industry. We have 8,000 hotel rooms on the island and golf can help fill them."

The owners of the Jolly Harbor Resort on Antigua to the north are rumored to be considering building a course on Trinidad or Tobago, Nile added. Grenada has recovered from the U.S. invasion of several years ago and may be in the golf development market as well, according to Bowden.

### LEEWARD ISLANDS

Antigua's Jolly Harbor Resort leased  
Continued on next page

## WHAT'S IN A NAME?

FLOWTRONEX PSI on

### 1 QUALITY COMPONENTRY

The lowest common denominator of any pump station is the quality of the components used to build it. At FLOWTRONEX PSI we are keenly aware of this, and that's precisely why we work with vendors that are leaders in their respective industries. Reputations are earned over time by providing superior products and service.

|  |  |
|--|--|
| CONTROL VALVES<br><br>GLA-VAL                             | PUMPS<br><br>Ingersoll-Dresser Pump Company |
| VARIABLE FREQUENCY DRIVES<br><br>ABB<br>ASEA BROWN BOVERI | PLC & CONTROLS<br><br>ALLEN-BRADLEY         |

"YOU ARE WHAT YOU EAT"

We are proud of the reputations of our vendors and the quality of their equipment. There are cheaper ways to go, but cheaper is not better-

**BETTER IS BETTER.**

FLOWTRONEX PSI is committed to building the best pump stations in the industry. This can only be done by

using the best components available. As the saying goes-

**YOU GET WHAT YOU PAY FOR.** When you're ready to make

your next pump station purchase, first make a component-for-component comparison and then you'll understand why

FLOWTRONEX PSI is the standard by which pump stations are

judged. **1-800-786-7480** **WHEN YOU HAVE ALL THE FACTS**

10717 Harry Hines Blvd. Dallas, Texas, U.S.A. 75220  
PHONE 214-357-1320 FAX 214-357-5861  
© 1995 FLOWTRONEX PSI Ltd. UT 007A, 2-95

**FLOWTRONEX PSI**  
Pumping Systems

## TRUE-SURFACE®

### VIBRATORY GREENS ROLLING SYSTEM

NOT JUST A ROLLER...  
BUT A GREENS MANAGEMENT TOOL



US Patent #5,261,213

"I keep putting surfaces playable in the winter using the TRUE-SURFACE® System 2 or 3 times per week. My turf is tighter, has more resiliency, with less desiccation and is healthier in the spring."

Robert E. Glasgow

Robert E. Glasgow  
Lake Forest C.C.  
Lake St. Louis, MO



THE LOGICAL CHOICE

**TURFLINE, INC.**

800-443-8506 • Fax 314-441-8180



## Caribbean busting out

Continued from previous page

out property for a Karl Litten-designed course that is scheduled to open in March. A management firm is operating the property, which will cater primarily to Jolly Harbor guests.

"Antigua is ripe for development," Bowden said. "It's similar to Barbados, but not as intensely developed."

Litten agreed, noting the government is repaving 47 miles of road, among the worst in the Caribbean. "There's talk about another three courses on the island," he added.

The Four Seasons Resort course on Nevis opened two years ago. The mountainous Robert Trent Jones Jr.-designed layout is reportedly doing well.

On Saint Martin, developers of a time-share resort in Port de Plaisance want to build an 18-hole golf course, Bowden said. The 37-square-mile island is half French, half Dutch. The planned facility is bogged down in the bureaucratic red tape that dogs projects straddling the split nation.

### GREATER ANTILLES

Roy Case was the architect for the Links at SafeHaven Golf Club on Grand Cayman, an 18-hole semiprivate layout that opened last April. The fairly high \$2,200 annual dues for members and \$80 greens fees for daily-fee players resulted from several factors.

Material dredged from a mangrove swamp had to be thoroughly washed to rid it of saline before being used as fill, said SafeHaven general manager David Bailey. So did the clay-coral mix that was used for topsoil on the barren landscape.

The lack of surface water on Grand Cayman required SafeHaven to purchase its irrigation water from a desalination plant. "They guarantee us a certain amount of water per day," Bailey said. "But it's not cheap. We spend about \$40,000 per month for irrigation water for the entire SafeHaven complex [which includes residential lots and a resort]."

Construction of a Robert Cupp-designed course was supposed to be well along by now at Drax Hall Estates in Jamaica. But minimal earth moving has been done for the 27-hole course, according to sales manager Joy MacDonald.

A drop-off in North American and United Kingdom tourists as well as financing problems have slowed the project, which includes 147 villa lots and a 280-room hotel. "The hotel and course will be built together," MacDonald said. "We expect to get going on both later this year."

Work is underway on the first course built in Cuba in 30 years. Golf Design Services of Canada is designing the \$5 million, 18-hole layout for the Cuban government on the Vara Dero peninsula. Other courses are expected

to follow, especially if President Fidel Castro loosens his grip on the area's largest island and seeks foreign tourists.

In Puerto Rico, a \$3.8 million renovation is taking place at the four Robert Trent Jones courses at the Hyatt Dorado Beach Resort & Casino and the Hyatt Regency Cerromar Beach Resort & Casino. A comprehensive irrigation project on the Dorado West and East courses has been completed and new cart paths added. A similar irrigation project is underway

for the Cerromar North and South layouts.

Arthur Hills completed an extensive redesign last fall to the El Conquistador's Robert von Hagge course in Fajardo on the northeast coast. A second, 18-hole course is planned.

Palmas del Mar on the east coast plans a second course to complement the existing Gary Player layout. Marriott operates the neighboring resort.

### THE BAHAMAS

The 700-island Bahamas chain is usually considered part of the Caribbean, even though the is-

See related story,  
page 45

lands are hundreds of miles north of the Caribbean Sea.

While little new golf development has taken place in the past decade, the new Bahamian prime minister has "brought a breath of fresh air," Bowden said. The new administration is looking to release government property accumulated over the past 30 years for private development.

The government provided tax abatements and a casino permit as incentives for the Bahama

Club, which includes a Raymond Floyd-designed course, Ritz Carlton hotel and 225-slip marina set to begin construction on the island of Grand Exuma.

A second golf project on Andros Island, the largest of the Bahamian group, is also planned. Though not as elaborate as the Bahama Club, it will benefit from that rarest of natural systems in the Caribbean, a huge underground aquifer.

An Atlanta businessman has floated the idea of developing a Myrtle Beach-type course development in the Bahamas with over 100 courses, Bowden said.

## Turn your cart fleet into a divot repair armada.

While our new Seed & Soil Caddie for Powered Golf Carts is not the first system ever invented for carrying seed and soil to the fairway, it certainly is the best. Compare the advantages for yourself.

Naturally, it's easy to use. Players simply grab it by its integral handle-spout and pour the mixture into the divot. It's easy to fill, too, since the entire bottom is a screw-on cap. To keep the rain out, we curved the spout. And we built it to last for years!

It's ideal for use on all brands of golf carts, and all necessary hardware is

included for quickly and easily mounting the Holder to each side of the cart's framework or basket.

So why not make it easier for your golfers to repair divots? Contact your nearby Standard Golf distributor and ask about our new Seed & Soil Caddie for Golf Carts. It's the best way to turn your cart fleet into a divot repair armada!

**STANDARD**  
**GOLF** ProLine

Standard Golf Company  
P.O. Box 68  
Cedar Falls, Iowa 50613 U.S.A.  
319-266-2638  
fax 319-266-9627





# Privatization becomes reality in pioneering world of mitigation banks

Continued from page 1

lows, and, finally, compensatory mitigation in which whatever wetlands must be developed are replaced with usually two or more times as much created wetlands.

Authorities are scrutinizing two breeds of banks: creation and acquisition. Creation banks are wetlands a developer actually creates as mitigation for areas they have filled. In the case of acquisition banks, the developer acquires — from an existing bank — pieces of habitat in compensation for land they will destroy.

"Everyone recognizes that in the long run, if you have to mitigate, banks are the wave of the future," said Mike Kelly, vice president of Williamsburg Environmental Group, Inc. in Williamsburg, Va.

"This is an idea whose time has come. Things are absolutely taking off," said Bob Ryan, former controller of the federal Environmental Protection Agency (EPA) who has jumped headlong into this new field as a consultant. "From the perspective of the new era in Washington — the feeling 'Let's get government off our backs and find economic solutions to environmental problems' — the concept of mitigation banking is right at the forefront."

The future of mitigation banking is bound for success "because it takes our socio-economic structure and works within that. It allows someone to make money off conservation," said Mike Horton of the California Department of Fish and Wildlife in Sac-

ramento, who has established a mitigation system for northern California.

In California, in Florida, in North Carolina, in Virginia, evidence supports the notion that wetlands banks will soon dot the nation's landscape, and that customers will be queuing up to buy wetlands "credits" from the banks' "tellers."

"A lot of [potential bank owners] are looking into it," said Herald Jones, chief of the Army Corps of Engineers' Southern Virginia Regulatory Section of the Norfolk District. "In the state of Virginia, there are a number of individual entrepreneurial banks coming on line."

A deluge of parties is seeking permits to construct wetland banks in Florida's Dade County. A Corps of Engineers survey found 44 mitigation banks in the United States in 1992, and discovered 64 in various stages of planning in 1994. But until very recently, all the banks were created and managed by departments of transportation, port authorities and other government agencies, or industries. Individual entrepreneurs are new to the mix.

"Eventually there will be a lot of new

*'A lot of [potential bank owners] are looking into it. In the state of Virginia, there are a number of individual entrepreneurial banks coming on line.'*

— Herald Jones

Army Corps of Engineers

players," Horton said. "The Nature Conservancy has been doing this sort of thing for quite awhile and is looking at formalizing it now."

In Virginia, Jones pointed to the city of Virginia Beach, which in December signed a memorandum of agreement

with the Corps of Engineers that will lead to development and construction of bank sites in a number of designated watersheds within the city. The banks are designed solely to compensate for unavoidable impacts from city projects, Jones said, adding: "Other cities are already taking a look at our document. They think it will work for them, also."

"This all started with 'no net loss' policy. That's why they started creating wetlands," said Horton. Wetland banking "allows you to put the mitigation for a whole bunch of project owners together and gives you an economy of scale — both economic and environmental,

"A bigger area is, in most cases, of greater [ecological] value. You don't have fragmentation problems. You don't have interspersed development, which can lead to water-quality problems. And smaller,

created wetlands too often fail."

Williamsburg Environmental's Kelly echoed the concern with smaller wetlands because "many times they are never monitored and they fail. People are saying, 'Instead of a bunch of little mitigation banks failing, isn't it better to create larger ones?'"

Jones spelled out seven benefits of mitigation banking:

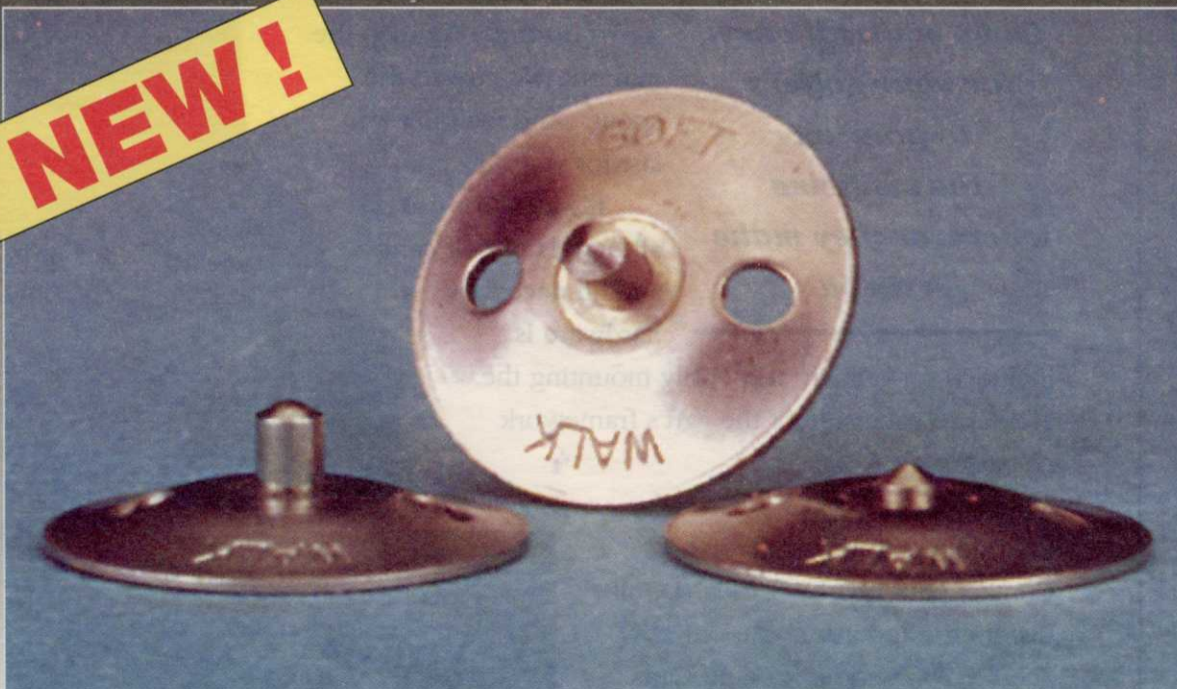
- effective and adequate compensatory mitigation is in place prior to unavoidable project impacts;
- comprehensive, rather than fragmented, mitigation sites are created;
- sites are larger, more easily managed and contain higher-quality wetlands than do numerous small sites;
- inter-agency coordination is improved;
- mitigation-review and permit-processing times are faster;
- successful wetlands compensation is better ensured; and
- overall mitigation costs are reduced.

With individual entrepreneurs lining up to obtain wetlands permits from the Corps of Engineers, there seems to be only one holdup: federal and state regulations. And those regulations are nowhere in sight. "They are not even in draft form yet," Jones said.

As Horton said: "Our biggest problem is, we have a lot of applicants who want to mitigate systems but we have no structure in place."

## RETRACTABLE SPIKE SYSTEM REPLACES STANDARD GOLF SPIKES

**NEW!**



- Dramatically reduces spike marks on greens and high traffic areas
- Spike System adjusts to any terrain • Golf shoe comfort is unmatched
- Maximum traction in every position • Self-cleaning spike system

**SOFT WALK**  
Retractable Golf Spikes™

Distributed exclusively by:  
GOLF CLEAN  
INTERNATIONAL, INC.  
536 East Tarpon Ave. #5  
Tarpon Springs FL 34689  
(813) 943-9300

**Call Now**  
**1-800-536-4449**

PATENT PENDING  
©1994 Golf Clean International, Inc.  
Manufactured by SoftWalk, Inc.



## Best site, ecologically and financially, equals best results for bank

By MARK LESLIE

Experts have learned much in recent years about constructing wetlands, yet the site can still "make or break you," they say.

"The Corps [of Engineers] in the Norfolk, Va., district cites a cost of \$20,000 an acre to create wetlands," said Williamsburg Environmental Group Vice President Mike Kelly of Williamsburg, Va. "But it's very site-specific. If you have a wrong site it could cost \$50,000 to \$100,000. And if you pick the right site — say, prior converted cropland field — you can create wetlands for \$3,000 to \$5,000 per acre."

Positive attributes include hydrology, plant species and soil conditions, Kelly said.

"What it comes down to," said former Environmental Protection Agency controller Dave Ryan of Reston, Va., "is, you have to look at demand, the regulatory agencies you're dealing with, and the science: What do you have to do to make a property a workable wetland."

"The site could make or break you — that and the economics of property in the area."

Mike Horton, of the California Department of Fish and Wildlife, said construction of vernal pools are particularly tricky, and important, since so many have been lost to development over the years. Vernal pools are very delicate, specific wetland ecosystems.

"We're particularly looking at acquisition banks ... because we recently have some vernal pool species listed [as endangered]," Horton said. "One of the biggest problems we have is that it is unclear whether created vernal pools will actually function in the long term. Most have taken a million years to develop. The oldest we've created are 5 to 8 years old. Some are failing and some are not. But we don't know if they are going to survive another 10, 20 years or 1,000 years."

Saying the difference between survival and failure of these vernal pools usually is in "methodology of construction," he added: "We've learned a lot in how to construct them over the last five years."

Yet Steve Johnson, director of conservation science for the Nature Conservancy's regional office in San Francisco, said: "The soil structures, underlying substrate and ecosystems [of a vernal pool] take eons of time to evolve and are incredibly complex. And to think they are reclaimable with a couple of deft strokes of the bulldozer is naive."

...

Meanwhile, rather than regarding wetlands as anathema, golf course architects are, in many cases, using wetlands to their advantage.

Lisa Maki is looking forward to designing Eagles Nest in Sacramento, Calif., on a site where developers must mitigate for the fairy shrimp.

"Use it [wetlands] to your advantage," said course designer Bobby Weed. "Normally, you can incorporate wetlands into the course features and out-of-play areas. They can become aesthetic and even part of the filtering system as well as become quality buffer areas."

"That's where the creativity and imaginative skills of golf course architects should lie, in trying to be of more assistance to the developers and working with the engineers to develop some of those areas."

GOLF COURSE NEWS



The Champions Club of Summerville in Stuart, Fla., has taken dramatic steps to preserve its wetlands. See related story, page 70.

## Environmentalists concerned about ease of approvals

By MARK LESLIE

Some environmentalists are concerned that the mere existence of wetland banks will oil the gears of the permitting process, while others give tepid support and still others see them as a great improvement.

"There is some concern that we will make it too easy," acknowledged Mike Horton, who authored a mitigation bank policy for northern California for the state Department of Fish and Wildlife. "The initial response from some groups has been fairly negative. However, the groups that have been willing to work with us on this have started to see its potential."

"Certainly one of the benefits from the regulatory end is, it does provide a faster review of mitigation options," said Herald Jones, chief of the Southern Virginia Regulatory Section of the Army Corps of Engineers' Norfolk District. "But because a bank is in place, that does not vacate the requirements of sequential approach of avoidance, minimization and, finally, compensatory mitigation. Those are federal regulatory requirements [under Section 404] that must be fulfilled."

Steve Johnson, director of conservation science for Nature Conservancy's San Francisco office, warned of dangers with creation banks while supporting "restoration" of former wetland areas.

"Mitigation is absolutely necessary as a way to manage the impacts of life in the modern world," said Johnson, whose group has performed numerous mitigation transactions and has contracted with the Army Corps of Engineers to identify, acquire and restore sites along the Sacramento River. "But creation of habitat as a mitigation strategy is very dependent on the ecosystem that is being impacted. Sometimes it's possible and sometimes it's probably not. Mitigation strategies need to acknowledge that not all ecosystems are created equal."

Continued on next page

## Feds vs states: Who will be in charge

As would-be wetland bank operators wait for government agencies to pass regulations controlling the fledgling business, their anxiety rises. A major concern is any future difference between federal and state rules.

Normally, the federal government sets the standard and state regulations must at least meet that standard. "But states can crank down and make it more difficult. Depending on how it is done, it could cause a lot of tension," said Dave Ryan of Reston, Va., a consultant who worked for the EPA for 17 years.

Whereas individuals desiring to create banks normally can't afford to push ahead until they know exactly what regulations to follow, bigger entities can, he said.

For utility companies creating banks — such as Florida Light and Power Co., which hopes to construct a 1,500-acre bank — most of the cost of establishing a mitigation bank is going to be recouped in their rate-fee structure, Ryan said. "For them, the costs are not

a problem to set off and start going. They can absorb [the cost of] any necessary changes in the future. But a private entrepreneur or small operation can't do that."

"Everyone is waiting for those regulations to come out. And that delay is queuing people up. Who will rule, the feds or the states?"

The Army Corps of Engineers' Herald Jones, who is involved on a national task force to draft the regulations and who helped draft a wetlands bank agreement for the city of Virginia Beach, Va., said some rules are certain.

"We will initially look at all opportunities for on-site mitigation," Jones said. "If that is not possible, we would go to nearby or adjacent properties. In-system [in that particular watershed] mitigation would be the next level down. If opportunities are not available or not practical, we would look at out-of-system mitigation."

"Frankly, that sequence of events ... must be completely fulfilled before going to a mitigation bank."

## Tee & Green & In Between

Whether your challenge is a deadline, a tee, a green, a fairway, a rough, or a bunker surround, we have a blend that fits your needs.

We understand the variety of problems you face because we have spent a great deal of time listening to golf course superintendents. As a result, Tee & Green Sod offers the most complete product line



**TEE &  
GREEN SOD**  
— INCORPORATED —

available to the golf course industry—  
even a four-foot wide washed roll!

Give us a call for information about our selection of products, and our unique harvesting and washing techniques.

- Bentgrass
- Bluegrass
- Washed sod
- Bluegrass-Ryegrass
- Bluegrass-Fine Fescue

401/789-8177 • 401/789-3895 (fax) • PO Box 418, Exeter, RI 02822

CIRCLE #144



## Mackenzie mystery unraveled

Continued from page 39

looking for "the lost manuscript" that Dr. Mac had written before his death in 1934. It was titled "The Spirit of St. Andrews" and Whitten had faith that the manuscript still existed. He asked the owner of the house if it could be in storage. The owner was persistent that he had looked tooth and nail to no avail. It was *not* in the house.

In 1993 Haddock entered the picture. An avid but average golfer, he began his quest to

play on courses such as ones designed by his famous step-grandfather. (Dr. Mackenzie had no natural children.) He telephoned Cypress Point head pro Jim Langley, who arranged for him to play the famous layout. Wanting to show his gratitude, Haddock said, "Before my father died, he had given me some folders with papers he had saved from that time when I was a boy living at Dr. Mackenzie's home." Haddock explained he had kept them even when the

family was traveling back and forth across the country in a very small house trailer. "I had always thought they were articles about camouflage which Dr. Mac had written after his participation in the Boer War," Haddock said.

He said his wife had stashed these precious folders in a cedar chest a few years before. As they sat on the floor going through the folders, they found the camouflage manuscript. But then they found a sketch of a golf hole, then another, and at the bottom were three worn binders containing seven chapters of a book titled "The Spirit of St.

Andrews." The three folders contained: the original hand-written text, with a forward written by Robert Tyre "Bobby" Jones Jr.; and an interim edited version of the original manuscript; and a carbon copy of the original typed finished typeset.

Off the Haddocks went to Pebble Beach, where they spent an evening with Langley and Dr. Barry Staley, executive director of the recently formed Mackenzie Society. "I opened my bulging briefcase and began laying some of the items on the large conference table," Haddock said with a chuckle. "As

my hosts watched over my shoulder, gasps could be heard when I first brought out a sketch of one of the holes at Augusta National and then the three binders.

"I am having the manuscript published just as Dr. Mackenzie wrote it, so golf enthusiasts can read about not only the principles of the golf swing, or what constitutes a good golf hole, but to learn more about a man who knew or worked with Bobby Jones, Gene Sarazan, Robert Trent Jones Sr., Marian Hollings, Max Baer and others of the 1920s and early '30s, and whose social circles included

Continued on next page

## Concerns of approval

Continued from previous page

"For some [projects], the best mitigation strategy is to ensure that areas are set aside and permanently protected as compensation for a 'take.' That seems to be the only workable strategy because it's not possible to recreate to the lost ecology values."

While the failure of smaller created wetlands is often blamed on a lack of monitoring at the site, Johnson said: "Another equally valid point of view is that it's devilishly hard to create certain habitat types. The failures are blamed on the implementers, but sometimes the basic concept is flawed. Creation of habitat types that have formed over geologic time, and trying to recreate them with a bulldozer and a few gallons of water is scientifically questionable."

Saying that a creation bank mitigation strategy needs to evolve, he added that it "should focus on preservation of existing sites and enhancement of their management, as opposed to creation."

Interestingly, except for the Nature Conservancy, environmental groups have been mum about constructing wetland banks themselves.

"No environmental groups have approached me about being a bank sponsor," Jones said. "Perhaps that's strange. I think it would be a very worthwhile endeavor for them. Quite frankly, they could augment their existing resources and provide a source of income, plus enhance the environmental quality of their larger tracts [of land] — basically through the restoration of prior converted croplands, or previously filled wetland areas."

"Their [Nature Conservancy's] advantage is that they are non-profit, and that makes it more affordable for the developer," Horton said.

Most of the people in the Environmental Protection Agency (EPA) "think the environmentalists don't understand mitigation banking," said Dave Ryan, former EPA controller. "It's change, and change is potentially frightening to them."

"There is a downside. A mitigation bank could go belly-up. But there are ways to safeguard the wetlands."

# You have to start pretty early to get the pick of the crop at the orchard.

*5:30...5:20...5am. Course Superintendent, Ted Woehrle, couldn't believe it. But shortly after the Workman® arrived at The Orchards Golf Club in Washington, Michigan, his staff started coming in earlier and earlier to get the Workman for the day. "We had other work vehicles," recalled Ted, "but everyone wanted the Workman."*

Why's the Workman® vehicle so popular? Turf managers and their crews keep telling us the same story.

**"It'll never be outdated. It can do anything."**

It's always the first thing we hear: no other work vehicle puts in a harder day. The Workman vehicle's extra-big box must have something to do with that. It can haul 25% more weight and bulk than other work vehicles you're used to. And whether you use our attachments or yours, no other work vehicle can be configured to perform as many different tasks.

**"Less back strain after riding it all day."**

Take it from those who start and end their days with the Workman vehicle: its smooth ride is second to none. Its standard roll-over

protection package and the added stability of four wheels with the maneuverability of three, are other features crews can't say enough about.

**"Our mechanics love it."**

One mechanic said, "servicing the Workman is a breeze—everything's so easy to get to." Just what we like to hear. Because that means the



Workman vehicles now available in 2 or 4-wheel-drive.





## Growing Donald Ross Society prepares for reunion

PINEHURST, N.C. — The Donald Ross Society, whose membership has grown to 1,100 in six years, will hold its annual meeting April 20-23 at the Mid Pines and Pine Needles courses here.

Members will play golf, socialize, exchange ideas, and present financial assistance to apprentices of at least two architects working on golf course restoration projects.

The Ross Society "has had a lot to do with the move toward restorations rather than renovations," said Michael Fay, acting secretary and co-founder the society along with Barry Palm, Steve Edwards and Bruce Taylor. "More clubs are seeing their

Ross, [A.W.] Tillinghast, [Alister] Mackenzie or Willie Park Jr.-designed golf courses as an asset with value, and are restoring them rather than building something new and different."

Because of its interest in promoting "pure restoration," the Ross Society is often contacted by club officials whose courses were designed by the "classic architects."

"We will research the [Ross] archives in North Carolina and contact our architects network to see if we can find the original plans of the course considering renovation," Fay said. "We will recommend where to look for aerial photos. Aerials of any-

thing near a body of water are in the naval archives. And we recommend [architects] we know will do true restoration work."

Fay said he works with the superintendent and architect on a job, checking the course before and after the restoration.

The society boasts members in 39 states and six foreign countries. Fay said 25 or so are architects, 30 to 35 are superintendents, and a number are golf professionals, including Jack Nicklaus, Ben Crenshaw, Paul Azinger, Ian Baker-Finch, John Cook and David Graham.

More information on the society and the meeting, people may contact Fay at P.O. Box 403, Bloomfield, Conn., 06002.

## Mackenzie book

Continued from previous page

the likes of Douglas Fairbanks, Harold Lloyd and Charlie Chaplin. Readers of the manuscript can go on my dream trip to Cypress Point, Pasatiempo, Augusta National, The Royal Melbourne, The Eden course at St. Andrews and others, and perhaps feel the true 'spirit of St. Andrews,' " Haddock added.

Peter Alliss of BBC, ABC Sports, called the book "a masterpiece. I've never read a more interesting book on golf — page after page of common sense and information — a bit of magic to lift the spirit."

Dr. Michael Hurdzan, who also has read the manuscript, said: "It is an incredible find for golfers and it is as if the reader gets a chance to sit down with Alister Mackenzie and meet not only a brilliant architect, but one of the most provocative characters the game has produced.

"When you sit down and read the book, it is written in a wonderfully entertaining style, full of great anecdotes of his contemporaries such as Hagen, Sarazen, Jones and other friends of Mackenzie that teach valuable lessons to all golfers."

This manuscript gives "a window, or insight, into Mackenzie's mind as a designer," Hudzan said.

Reading the original manuscript is like sitting in Mackenzie's living room sipping a few Scotches while listening to the legendary genius talk of the evolution of golf, the general principles of course architecture, the economy of golf course construction, the ideal holes and golf course, the art of greenkeeping, how to shoot in the 70s at age 60 and some thoughts on golf, which are the titles of the seven famous chapters of his book.

In his forward to "The Spirit of St. Andrews," Bobby Jones states: "An astonishing amount of golf — that is, good golf — is played between the ears. If this were not so, I doubt if we should trouble ourselves to play the game."

Haddock added: "Dr. Mackenzie's wife (Haddock's grandmother) was an artist who did the greens drawings, water colors of golf holes and paintings—some of which I plan to have hanging in my home."

What is Haddock going to do with the original handwritten manuscript? "I have not made a decision yet and all I can say, for now, is that I am mulling over a few ideas!" he said.

•••

"The Spirit of St. Andrews," by Dr. Alister Mackenzie, foreword by Robert Tyre "Bobby" Jones, will be available at \$24.95 this month from:

Sleeping Bear Press, Brian A. Lewis, Publisher, 121 South Main St., Suite B, P.O. Box 20, Chelsea, Mich. 48118-0020; telephone 800-487-2323, 313-475-4411; Fax 313-475-0787.

The book is also available from the Golf Course Superintendents Association of America in Lawrence, Kan.; 800-472-7878.



© 1995 The Toro Company The Toro Company, 8111 Lyndale Avenue South, Minneapolis, Minnesota 55420. "Toro", and "Workman" are registered trademarks of The Toro Company.

Workman vehicle is spending more time on the job and less in the shop.



"Unbelievable 'til you try it."

As impressive as your colleagues' comments might be, there's only one real way to sell yourself on the Workman vehicle: try it for yourself. Call your local distributor to set up a demo and

trial period for your key staff members. You won't find a better tool to help you keep your facility in peak condition - or one that gets your staff to work so early.

**TORO**

Helping You Put Quality Into Play.™

For a demonstration, call  
1-800-803-8676, ext. 152



## Q&A: Finger not 'going nuts'

Continued from page 39

here. A reporter once asked Byron if there was just one course he could play for the rest of his life, what would it be. He said River Hills.

**GCN:** How did you get involved with that first nine-hole design at Westwood in 1956?

**JF:** My father designed the clubhouse at Westwood, which got him a free membership. I basically grew up out there. I was the club champ in 1956, which meant I was the club's construction chairman. I had playfully designed golf holes since high school, but that didn't mean I knew anything. I had just resigned from the chemical manufacturing company and I was on a year sabbatical. I also had a dairy farm and knew something about soils, dam building, grasses and fertilizers. We hired Ralph Plummer to design the new nine and I offered to do the engineering work. Ralph was busy working on Shady Oaks with Robert Trent Jones in Fort Worth during the week and came down to Houston weekends to show us how to build greens. Originally I had just planned to work on Westwood for a couple of years. But Ralph recommended I get into it full time.

"You're a good golfer, an engineer and you've got a knack for design," he said. "Why don't you become a golf course architect?" I was going to go back into plastics. In fact, I had already bought a plastics extruder. But golf course architecture was so much fun, I sold the extruder to Mexico and settled down to a life of catching planes, living out of a suitcase and working at home on weekends.

**GCN:** What are your favorite courses you've designed?

**JF:** The Championship Course at the Concord Hotel in Kaimesha Lake, N.Y., [with Jimmy Demaret] is the best resort course I ever built. We were told to build the toughest course we could, and we did. Tommy Bolt had the lowest 36-hole total ever there at 4-under.

River Hills is the best retirement course. It's not easy. It can hold its own with any course from the back tees. The Texas Golf Association holds a tournament here every year and they don't tear it up.

Cedar Ridge is a very underrated course. They've had qualifying tournaments for the U.S. Open there and at [nearby and better-known] Southern Hills Country Club. The average score was a stroke higher at Cedar Ridge.

**GCN:** Who is your favorite architect?

**JF:** The public believes the best architects are the ones who can make the most spectacular-looking golf course, often with grotesque land forms. There is more to it. Certainly the ability

to conceive of and put on paper beautiful golf holes is part of being a good architect. But putting out accurate working drawings and adequate specifications, plus personal supervision to ensure the final product, is what a really fine golf course architect should do. Keeping the design natural, while creating interesting land forms and challenging golf shots should be the goal.

I have always been an admirer of Donald Ross' works, particularly what he was able to do with-

out modern equipment. Ross created interesting golf course situations without going nuts. River Oaks Country Club in Houston is a Donald Ross course that I helped remodel. It's been mentioned in lists of top 10 Texas courses for many years.

Among contemporary architects, I believe my old firm meets all the criteria. Rees Jones is also doing excellent work.

**GCN:** What is the major change you've seen in course design over the past 40 years?

**JF:** It's a temporary change that is coming to an end — the trend to the spectacular. Some

architects actually seem to want to defy nature and replace it with something else. This reflects the willingness of developers to pay much more for building a course than 20 years ago. And much more for maintaining the sharp slopes. Eventually the cost of maintenance falls on the membership, or home owners, or the third owners of the hotels. Then they long for the more natural and maintainable look.

Good architects realize trees, hazards and waterfalls can beautify a course and challenge a golfer without adding significantly to the maintenance cost.

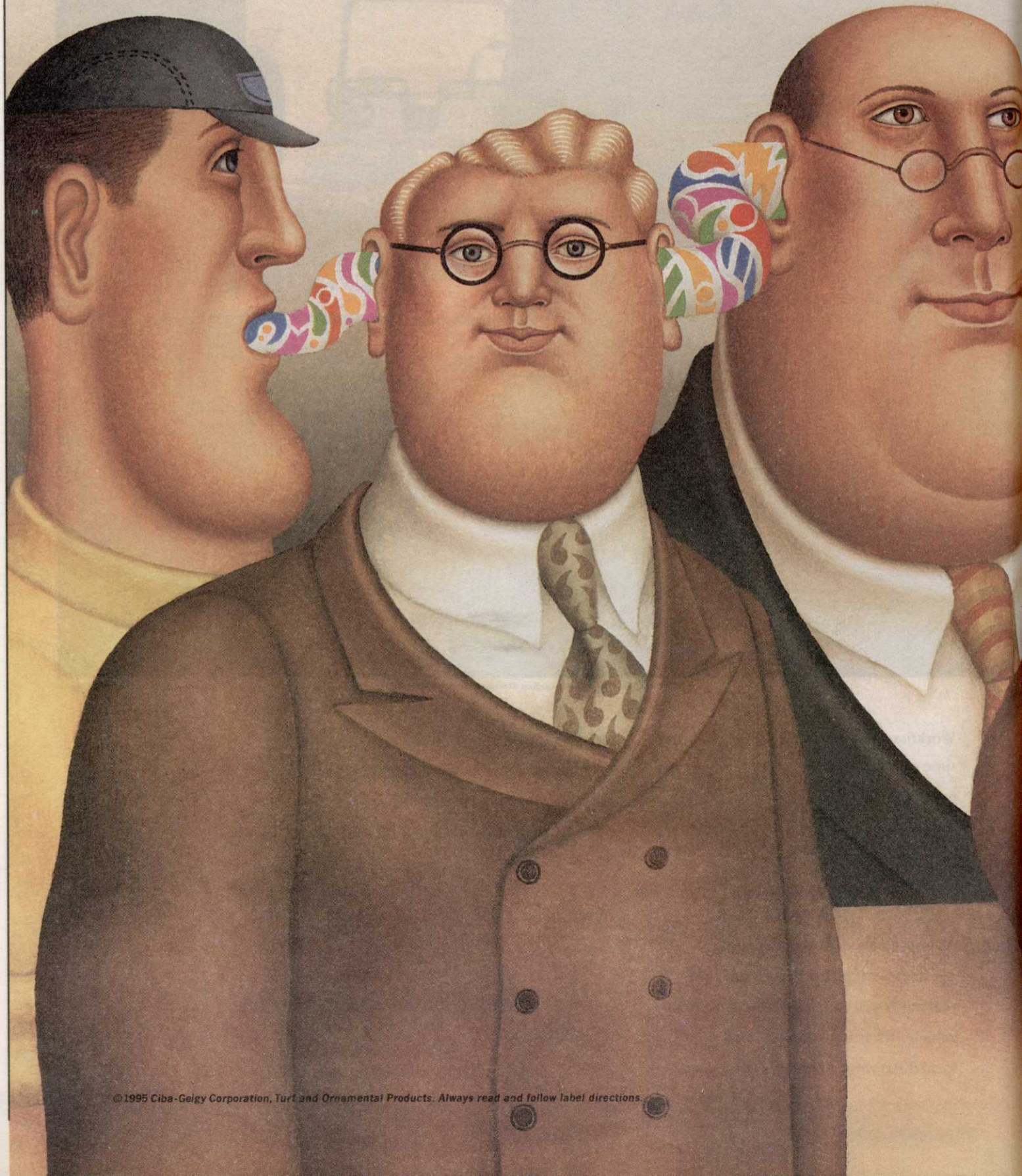
But the public still seems to want the frills. It's like those big wings on cars 40 years ago. You had to have them while they were hot. But they disappeared when the automobile boom ended. The high-maintenance frills on new golf courses will disappear, too, when the development boom ends.

**GCN:** When do you think the boom in new course development will slow?

**JF:** I've always been a financial pessimist. I've predicted this growth would stop every year for the past five years. I haven't

Continued on next page

OTHER COMPANIES MERELY TOLERATE YOUR SUGGESTIONS. WE





## Sadlon hangs shingle as consultant

By HAL PHILLIPS

UNION, N.J. — Former United States Golf Association (USGA) Environmental Specialist Nancy Sadlon, one of the driving forces behind creation of the Audubon Cooperative Sanctuary Program, has formed her own environmental consulting firm here.

The Golf Division at Sadlon Environmental will specialize in environmental regulations and requirements associated with development of new courses in addition to responsible, environmentally sensitive course management at existing clubs.

"I hope to help new courses evaluate

what they have and which regulations they need to pay attention to," said Sadlon. "I can provide guidance to municipalities as to the balance between development and environmental concerns. I feel I can help cities and towns set up guidelines for golf development..."

Sadlon said her services are also suited to existing courses seeking to improve their management practices.

"Golf courses can use better advice, better fitted to the course and its particular needs," she said. "I've been working with one golf course here in New Jersey to determine whether it has wetlands on

the site. [The owner] wants to add nine new holes, and he wants to know where he stands."

Sadlon Environmental will focus on guiding municipalities through the regulatory maze associated with construction, including preparation of generic environmental impact statements and request-for-proposal documents. However, Sadlon's Golf Division is also prepared to provide assistance with regard to: land development analysis regarding environmental constraints; wetland regulation; pond management and restoration; habitat enhancement; and landscape architecture.

Sadlon helped create the Audubon Co-



Nancy Sadlon

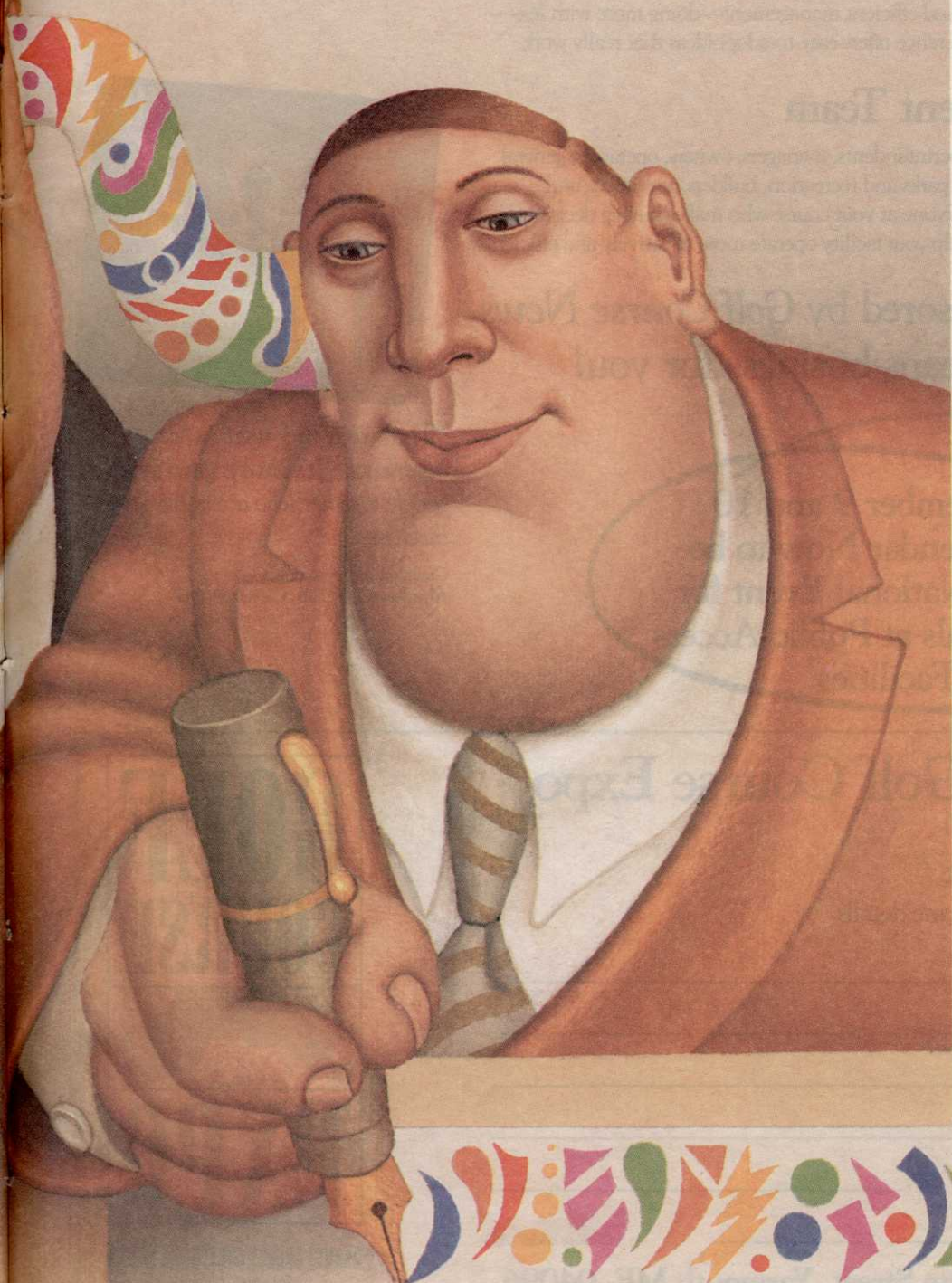
operative Sanctuary Program (ACSP), with help from the Audubon Society of New York State, and plans to continue preaching its gospel. (See stories, pages 1 and 70).

However, officials at ACSP and those at various local Audubon chapters around the country have very different

views of the golf course habitat.

"That's where New York Audubon sets itself apart — it supports new golf development. I continue to promote the program because I think it's a good program. If you can get the support of your local Audubon, go right ahead. The point is conservation."

TURN THEM INTO SOME OF OUR BEST IDEAS.



Your words are not falling on deaf ears.

We know you feel more pressure every year to use product packaging that minimizes worker exposure and container disposal problems.

That feedback shapes the decisions we make. Like introducing the 15-gallon electronic turfPak®. And becoming the only company whose major products are all available in closed delivery systems.

Each system limits worker exposure, eliminates container disposal, and saves you money.

It's the nature of Ciba to let our research be guided by the people who benefit from it the most. Our customers.

That's why we spend so much time keeping up with your needs. While other companies just try to keep up with us.



## Q&A: Joe Finger

Continued from previous page

been right yet. I don't see how we can continue to develop 350 to 400 courses a year.

The demand for less-expensive courses, daily-fee and municipal, should remain strong as medium- and lower-income groups swell the ranks of golfers and watch the game on television.

The residential development market for courses will depend on the housing market, which depends on interest rates and taxes. If the Republicans succeed in cutting taxes, the market should stay up awhile longer. But if taxes keep going up, it makes it that much tougher for people to buy homes.

GCN: What is your relationship with Kenneth Dye and Baxter Spann? What do you think of their work?

JF: Except for occasional engineering and legal consultation, I am "President Emeritus in Consultation."

Ken Dye built Pinon Hills in Farmington, which *Golf Digest* rated No. 1 in value. He brought that in at \$2 million, which was within 1 percent of budget. Now that's architecture. If Ken learns to soften his greens designs a bit, he will soon be the No. 1 architect in the United States, maybe even internationally.

Baxter complements Ken with softer designs and more attention to certain business aspects. Baxter worked on a course near the Dallas-Fort Worth Airport called Timmarron, which has been a great success.

They balance each other very well. You're going to hear a lot more from them.

GCN: What's your favorite club in your golf bag?

JF: I hate them all. Just as I think I'm going to finish with a 76 or 77, I skull a wedge and end up with an 81. My clubs and I have a mutual hate society.

Actually, with everything else I do, I only get the chance to play once a week. I've got a book coming out this fall called *Golf Course Architects and Other Unplayable Lies*. It should be fun. I just hope I don't get sued.

I enjoy my work and everything else I do. I see a new challenge every time I turn around.



# GOLF COURSE



# EXPO

ORANGE COUNTY CONVENTION CENTER  
ORLANDO, FLORIDA  
NOVEMBER 9-10, 1995

A NATIONAL EXHIBITION AND CONFERENCE FOR OWNERS,  
SUPERINTENDENTS, MANAGERS, AND DEVELOPERS OF  
PUBLIC-ACCESS GOLF FACILITIES

# Golf Course Expo Means Business

The public-access golf industry comes together at Golf Course Expo—the only national trade show and conference for superintendents, managers, owners, operators, and developers of public-access facilities—daily-fee, semi-private, resort, and municipal courses.

- **Save money by pinpointing exhibitors on the trade show floor**  
We're serious about saving your money and time. Investigate vendors who are there for all your needs—equipment, chemicals, seed, builders, accessories, sod, golf cars, consultants, management software, fertilizers, architects, and marketing firms.
- **Get up to speed on new products and services**  
Find out "what's new" to give your course the competitive edge. The key to success in the business of golf is staying on top of new trends, partnering with vendors, and finding creative solutions. And Golf Course Expo is a carefully designed event to provide all three—and give you the edge.
- **Participate in special show events—like Shop Talks—where you'll learn about products and services that impact your bottom line**  
Shop Talks are vendor-sponsored sessions set up on the show floor. Participating suppliers will zero in on solutions, feature their products and services, and address critical industry trends. And it's all part of the show.
- **Solve problems by attending the multi-tracked conference program**  
In the crowded public-access marketplace, maintaining quality conditions on your course in the face of high traffic, and at a reasonable cost is even more important. Marketing your course takes on added significance. And efficient management—doing more with less—becomes an absolute must. The conference offers easy-to-adopt ideas that really work.



*"Very interesting information. Being new in the business, this is very informative and interesting."*

Mark Clark, Food and Beverage Manager  
Sandy Ridge Golf Course, Midland, MI



*"Great Start"*

R.J. Kooyer, President  
Bankhead Forest Golf Course, Double Springs, AL



*"Well run event as always."*

David Claeysens, Director of Golf  
Rockford, Illinois Park District

## Bring the Management Team

Golf Course Expo is a must-attend for superintendents, managers, owners, operators, general managers, golf administrators, directors of parks and recreation, builders, architects, and developers. This is a great chance for everyone at your course who makes buying decisions to find key products and services that will help your facility operate more effectively and efficiently.

And because its sponsored by *Golf Course News*, Golf Course Expo means business for you!



*"This was a very worth while experience. It's always great to get people together who are in the same business."*

Craig Immel, Director of Golf  
Aberdeen Golf Club, Cleveland, OH

Circle November 9 and 10  
On Your Calendar Now to be  
Part of This National Event for  
Key Professionals at Public-Access  
Golf Facilities

✂ Cut Here

## Send me more information on Golf Course Expo

- Send me information for attending the trade show free of charge  
 Send me information for attending the conference  
 My company is interested in purchasing exhibit space, please send me details

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ FAX: \_\_\_\_\_

Key code: AD

Return to Golf Course Expo, PO Box 997, 38 Lafayette Street, Yarmouth ME 04096  
For faster service fax to 207-846-0657

# GOLF COURSE



# EXPO

ORANGE COUNTY CONVENTION CENTER  
ORLANDO, FLORIDA  
NOVEMBER 9-10, 1995



BRIEFS



DALY JOINS PALMER

ORLANDO, Fla. — Paul Daly (below) has been named vice president of club development for Arnold Palmer Golf Management. Daly has 25 years experience in golf having served as executive vice president and chief operating officer with Club Corporation of America, chief operating officer of Great American Clubs and president of Western Club Consultation and Management. Daly will be in charge of growing and managing Palmer Golf's management contract business and take a major role acquiring Palmer Golf's owned private clubs.



Paul Daly



David Rosow

IGG TAKES OVER WAMPONAG

WEST HARTFORD, Conn. — International Golf Group has signed a management contract with Wampanoag Country Club, founding home of the Donald Ross Society, according to IGG President David Rosow (above). IGG also owns Zephyr Spring Golf Club near Tampa, Fla., Persimmon Ridge Golf Club in Louisville, Ky., and Southernness Golf Club outside Atlanta.

SUNCOR PURCHASES GOLF & TENNIS

SEDONA, Ariz. — SunCor Development Co. and WLD Enterprises have purchased Sedona Golf & Tennis Resort, according to SunCor Vice President Thomas Patrick (below). SunCor will complete the golf cart paths, construct a permanent clubhouse and make minor modifications to the Gary Panks-designed course. Work should begin later this year.



Thomas Patrick



Richard Chulick

WALTERS ADDS GC OF ILLINOIS

ALGONQUIN, Ill. — The Walters Group has added The Golf Club of Illinois to its portfolio, according to President Richard Chulick (above). Walters' subsidiary Southwest Golf also operates Paradise Hills Golf Club in Albuquerque, N.M., and Mesa del Sol in Yuma, Ariz. Southwest plans immediate improvements.

AGC plans to expand upscale daily-fee golf course holdings

By PETER BLAIS

SANTA MONICA, Calif. — American Golf Corp. hopes to shed its image as an operator of only municipal and low-end daily-fee courses by adding more upscale properties to its portfolio over the next few years, according to the company's head of acquisitions.



Joe Guerra

"It's important for us to establish credibility by acquiring high-quality properties," said Executive Vice President Joe Guerra.

"We've been viewed as an operator of affordable golf courses. The reality

is that we operate in every segment — municipal, affordable daily-fee, high-end daily-fee, private entry-level and trade-up courses. We're similar to Marriott hotels in a way. They have several product lines among their hotels, everything from Fairfield Inns to their JW facilities. We have several product lines of golf courses."

Numerically, AGC is the largest operator of U.S. golf courses with more than 200 properties and 9,000 employees. Still, management companies in general operate less than 5 percent of all U.S. courses. Guerra sees that percentage growing.

At the same time, he foresees the number of management companies declining, with bigger operators getting bigger and smaller operators selling off their holdings as they realize the enormous returns they'd anticipated simply aren't available.

"The golf industry needs professional management services," the AGC executive said. "Between 1992-94 we saw many developers building courses. They liked the idea of building, but not necessarily the everyday operation of the course."

"AGC is not an owner of golf courses. We're a leaser and operator. We want to make a reasonable and fair profit. Our ratio of employees to customers is fairly high. You throw in uncertain weather and chemical costs, operational problems and a ton of other potential setbacks, and

Continued on page 59



The Karsten Course at Arizona State University is one of Resort Management's college layouts.

RMA finds niche in university management

By PETER BLAIS

Resort Management of America operates three courses. The pro shops at all three were recently listed among *Golf Shop Operations* "America's 100 Best Golf Shops."

Now why, you might ask, would a superintendent's newspaper be concerned about that. Primarily because it indicates the philosophy behind one of the up-and-coming course management companies in the United States.

"My goal is to hire someone who knows more than me in each area of course operations and then get out of his or her way," said RMA President

Henry DeLozier.

In the case of the pro shops at RMA's three layouts — Arizona State University's Karsten Golf Course (GC) in Tempe, Stone Creek GC in Paradise Valley, Ariz., and University Ridge GC in Madison, Wis. — that person is Retail Director Becky Adams.

In the case of course maintenance at the three layouts, that person is Director of Agronomy Tom Regan. Prior to joining RMA, the Pennsylvania State University turf school graduate was head superintendent at Bethesda (Md.) Country Club and

Continued on page 58

MARKETING IDEA OF THE MONTH

Partnering with hotels can increase course profits

By PETER BLAIS

ORLANDO, Fla. — By working with local hotels, a public course can add dozens of people and thousands of dollars to its marketing efforts at very little cost, according to Elaine Fitzgerald, president of a South Florida marketing firm and one of the featured speakers at Golf Course Expo held here.

"The golf industry as a whole is behind in marketing and public relations," the president of Fitzgerald Productions Inc. told a group of course owners and operators attending the *Golf Course News* -sponsored event. "That's largely because a stand-alone golf course has so few employees. A course usually has one person in a marketing position or the owner does it himself."



Elaine Fitzgerald

To overcome that situation, Fitzgerald developed a partnership between 25 area hotels and two upscale Broward County courses, Deer Creek Golf Club in Deerfield Beach and the Carolina Club in nearby Margate.

The hotels have large sales teams with combined marketing budgets totaling millions of dollars. They promote the golf program in corporate mailings, at national and international trade shows for travel agents, and on sales missions to associations and other groups.

They advertise the course in magazines and newspapers. The result for the courses is increased play by vacation

Continued on page 60



## IRS ruling could affect course tax, benefit payments

Continued from page 1

Congressmen Christopher Shays (R-Conn.) and Tom Lantos (D-Calif.) introduced the legislation (HR-510) which is being discussed at the House committee level.

The legislation would allow the Internal Revenue Service to draft regulations on employment status with the goal of stopping employers from misclassifying workers to avoid paying federal and state unemployment insurance, workers' compensation and Social Security taxes.

According to the Internal Revenue Service, not only does misclassification jeopardize workers, it can also cut labor costs 25 percent, giving one operation or contractor an unfair advantage over a competitor.

Ed Fobbs, caddie master at Seminole Golf Club in North Palm Beach, Fla., said he is very careful to explain the relationship between caddies and the club to Seminole's bag toters. Caddies are "independent workers," he said. The club does not expect them to be their on a regu-

lar basis. Some show up daily, others weekly and still others monthly.

"They come in the hope of getting work," Fobbs said. "If someone wants them, I send them out.

"Some days we have 10 caddies, other days we have 30. We recommend golfers pay \$25 for 18 holes and leave it up to them whether to tip their caddies or not. The money goes directly to the caddies. The club never touches it.

"I don't know what effect it

*The legislation would allow the Internal Revenue Service to draft regulations on employment status with the goal of stopping employers from misclassifying workers to avoid paying federal and state unemployment insurance, workers' compensation and Social Security taxes.*

would have on the caddie program if the IRS rules changed. But I don't think the club would want to pay extra taxes."

Course maintenance crews use few independent contractors, so any new congressional legislation would have a limited

impact, according to head superintendents Kevin Ross of Falmouth (Maine) Country Club and Tim Hiers of Collier's Reserve in Naples, Fla.

Ross said he may use an independent contractor to aerify greens or a construction firm to do a short-term building project a couple of times a year. "Otherwise everyone is a paid staff member," he explained.

Course builder Paul Clute of Paul Clute & Associates said there has undoubtedly been misclassification of workers in the home and commercial building trades, "but not much in our industry. We've always gone the traditional employee route. If you work for us, you are treated like an employee. We might use subcontractors. But they are larger firms who pay taxes and benefits for their employees.

"I've never felt we were underbid on a project because a competitor was misclassifying workers. We're generally part of a select bid list and I'd be surprised if any of our major competitors did business [misclassifying workers] that way."

One problem Clute does have with HR 510 is a provision that would eliminate restrictions on the IRS' ability to draft regulations on employment status. According to *The Bureau of National Affairs Inc.*, National Association of Enrolled Agents representative Claudia Hill testified before the House Small Business Committee that her group would prefer to see the matter resolved legislatively through Congress rather than administratively through the Internal Revenue .

"We fear granting IRS unlimited discretion to formulate and administer rules governing this area would pose a threat to the entrepreneurial spirit and formation of new small business," Hill said.

Added Clute: "I would like to see all our competitors on a level playing field. But giving IRS the ability to write its own regulations sounds incorrect."

Kirby-Hart said Internal Revenue has been very aggressive the past five years trying to uncover independent contractor misclassifications.

She also characterized Lantos, the bill's sponsor, as a Congressman who believes many private businesses are unfairly avoiding paying their fair share of taxes.

"Fortunately, I doubt the bill will go anywhere with this new [Republican-dominated] Congress," she said.

From the Bermudagrass of the Coastal Plains to the Bluegrass of the Highlands....  
**RegalStar®...Unmatched Results!**

**RegalStar® preemergent herbicide, from a single application, provides the ultimate in weed control and quality turfgrass. It not only prevents the common weeds, goosegrass, crowfoot and crabgrass, it also gets the hard to control escape weeds. The Ureaform slow-release nitrogen carrier is sufficient to provide season-long feeding - a special extra benefit for better values.**

**This superior combination of weed control plus feeding produces turfgrass quality unequalled or unmatched otherways..**

### CALL US.

**We'll tell you how it works, why it works so well, and why it's the best value for the dollar. And we'll tell you who is using RegalStar® preemergent herbicide in your area so you can see the turf quality for yourself.**



REGAL CHEMICAL COMPANY  
 P.O. BOX 900 • ALPHARETTA, GA 30239 • 1-800-621-5208



## CMAA elects new officers at annual conclave

NEW ORLEANS — The Minnesota connection took the reins at the Club Managers Association of America's 68th Annual Conference held here last month.

Norman J. Spitzig, general manager of the Oak Ridge Country Club (CC) in Hopkins, Minn., was elected president and George Carroll of Town & Country Club in St. Paul vice president of the 5,000-member association.

Spitzig has been at Oak Ridge since 1993. Before that, he was general manager at Fort Wayne (Ind.) Country Club. He has served on several national committees and been active at the chapter level, including the presidency of the Greater Cincinnati Chapter and director of the Ohio Valley Chapter. He earned a bachelor's degree from Boston College and master's from Ohio State University.

Carroll has been at Town and Country Club since 1986. Prior to this he was general manager of Southview CC in West St. Paul. A CMAA member since 1979 and board member since 1988, Carroll earned a bachelor's degree from St. Thomas College in St. Paul and was president of the Upper Midwest Chapter.

John Jordan, general manager of Cherokee Town & Country Club in Atlanta for the past 28 years was elected secretary/treasurer.

Also elected to the board were Paul Skelton of Troon Golf & Country Club in

Scottsdale, Ariz.; Sandra Frappier of the Summit Club in Ft. Wayne, Ind.; Thomas Anderson of the Wrigley Mansion Club in Phoenix; and Robert Lee of Sharon Heights Golf & Country Club in Menlo Park, Calif.

...

In other CMAA News:

- Spitzig was one of six recipients of the new Master Club Manager designation recognized during the annual meeting. The MCM demonstrates a high level of professionalism, leadership and intellectual achievement within the club management industry. Others receiving the MCM distinction included James Brewer of the Los Angeles Country Club; Edward Henderson of Portage Country Club in Akron, Ohio; Jerry McCoy of The Montgomery (Ala.) Country Club; Graham McDeson of Carmel Country Club in Charlotte, N.C.; and Mac Winker of The Racquet Club of Memphis (Tenn.).

- The association has introduced a new member computer network called CLUBNET. Intended for full implementation by summer, every club manager who has access to a computer and modem will be on line through CLUBNET and have access to the Internet as well.

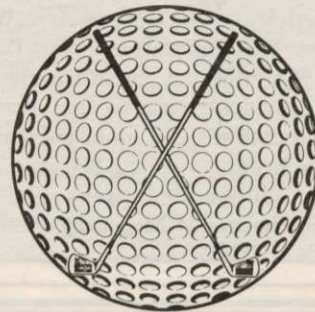
- The association has launched a comprehensive, anti-drug initiative for the club industry in conjunction with Robert Stutman & Associates and the U.S. De-

partment of Labor. The CMAA Drug-Free Workplace Program offers customized policy development, a hotline for supervisors and employees, legal updates

throughout the year and state-of-the-art drug and alcohol testing at prices well below what most small businesses are required to pay on the open market.

## Formost Construction Co.

*Serving the nation for over 30 years.*



### IRRIGATION SPECIALISTS

*"Doing One Thing Well"*

STATE LIC. #267960

P.O. BOX 559

TEMECULA, CALIFORNIA 92593

(909) 698-7270

FAX (909) 698-6170

CIRCLE #153

## To Reach More Decision Makers, You Need The Industry's Best Buyer's Guide!



In May of 1994 80,000 Copies Were Distributed to Decision Makers Across North America

Superintendents, Golf Professionals, Managers, Tournament Organizers, Architects, Retailers, Developers & Builders, Publications, Sales Reps, Club Builders & Repair Facilities, Manufacturers & Distributors, Travel Agents, Fortune 1000 Companies and much more.

The 1995 Directory is Closing Soon-Don't Be Left Out! Call Today 800.864.2754

Activity Directories International  
8122 SouthPark Lane Suite 200 Littleton CO 80120  
(303) 730.3030 Fax (303) 730.3092



CIRCLE #149

## Warren's Group just took the headaches out of buying sod and sprigs!

### 100% guaranteed

- ① sod pricing
- ② sod availability
- ③ sod quality and uniformity
- ④ on-time delivery
- ⑤ superior grassing of golf courses and sports fields

## Warren's Turf

Warren's Group, Inc.

In Indiana Call: 1 800 954-5577

In Texas Call: 1 800 252-3648

In Northern California Call: 1 800 828-8882

In Southern California Call: 1 800 426-4816



## southern turf nurseries

Warren's Group, Inc.

In Georgia Call: 1 800 841-6413

In Virginia Call: 1 800 922-8873

In Hawaii Call: 808 293-1544

**100% satisfaction guaranteed. Period!**

Call us for more information.

CIRCLE #150



## Pebble Beach water reclamation project wins state recognition

CARMEL, Calif. — The wastewater reclamation project financed by and serving the irrigation needs of Pebble Beach Co. and its courses received the 1994 "Project of the Year" award from The Water Reuse Association of California.

The project was chosen from nominees throughout California for developing and implementing a public benefit reclamation project utilizing a public-private partnership.

The partnership includes Pebble Beach Co. plus three special district public agencies — the Carmel Area Wastewater District, Pebble Beach Community Services District and Monterey Peninsula Water Management District.

The wastewater project provides tertiary-treated reclaimed water for irrigation of golf courses and other recreational open space areas in Pebble Beach, replacing 800 acre feet of potable water previously used for these areas. The freed potable water will be split between Monterey Peninsula

communities, two Pebble Beach subdivisions and the Pebble Beach Co.'s proposed new golf course and subdivision.

No taxpayer dollars were used for financing the \$33.9 million project. Bond financing came from Certificates of Participation (COPs) issued by MPWMD. Revenues from the sale of reclaimed water will repay the bonds. Pebble Beach Co., guaranteed repayment of the COPs and any shortfall, if operating expenses of the reclamation project exceed revenue generated from the sale of reclaimed water.

The reclaimed water is transported through pipelines from the CAWD plant south of Carmel to as far north as Spanish Bay. Distribution is provided to Monterey Peninsula CC, Cypress Point GC, Poppy Hills GC, Spyglass Hill, Pebble Beach Golf Links, Peter Hay GC, The Links at Spanish Bay, athletic fields at Robert Louis Stevenson School, Pebble Beach Practice Range and Collins Field Equestrian Center.

## Resort Management

Continued from page 55

assistant superintendent at Merion Golf Club in Philadelphia.

"Tom is responsible for agronomic issues at all three courses," DeLozier said. "He's a single-digit-handicap golfer, world traveler, very critical person and stern taskmaster. He does a great job."

In fact, the main thing differentiating RMA from its competitors, — particularly the American Golfs, ClubCorps and other large outfits — is the personal attention each course receives from RMA's primary people, DeLozier said.

"We're a small firm divided into specialized talent areas such as agronomy, instruction, food and beverage. That lets us focus on our clients' needs. Personal involvement is important to me," he said.

DeLozier, 42, isn't without ability and a track record of his own. A Cornell University School of Hotel Management graduate, he has 15 years of club management and resort experience. After a brief stint as a touring pro, he worked with Seabrook Island Resort in Charleston, S.C., the Marriott Corp. and Orange Tree Golf Club in Phoenix before opening RMA in 1987.

Mike Conner, a longtime executive with Cork and Cleaver restaurants and founder of Eggery restaurants in Phoenix, became DeLozier's partner two years later.

RMA's first contract was Stone Creek in 1988. A year later, it added ASU-Karsten, which came through DeLozier's involvement with the booster group drumming up support for the layout.

"Many people thought the course would never happen," DeLozier remembered. "Pete Dye called it the worst location for a golf course in Tempe. There were parking lots, ball fields and a dump on the site. But the more people said it was impossible, the more attractive it became. It's always seemed to be that way with me. The more people say a project looks unattractive, the more things I see that I like."

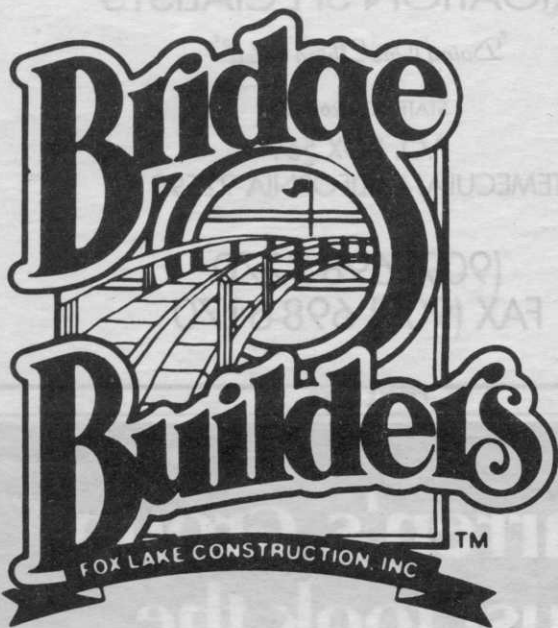
That first university course contract led to the second.

"Someone stuck his head in my office one day and said a guy on the phone from Wisconsin wanted to know if we'd run a course they wanted to build there. They faxed us a 67-page proposal that included their desire for a comprehensive instruction program, affiliation group for faculty and staff and other things we'd done at ASU. They asked us to fax examples of what we'd done at ASU and how we would balance the financial needs of operating a golf course against their desire to assure student access. We replied and were selected the preferred contractor."

With two-thirds of its courses of the university type, RMA is becoming somewhat of an expert in the operation of school layouts. The major difference between a college course and a regular daily-fee layout is the amount of work involved in getting anything done, DeLozier said. A university setting requires more committee meetings and political considerations. Small issues become big issues requiring more time to resolve, he added.

RMA has no numerical goals regarding how many courses it hopes to manage, DeLozier said. It doesn't depend solely on management contracts, but also provides marketing and financial feasibility studies, facility design, product sales, management and operational analysis.

"We're happy to do a small number of courses and watch each one develop its own personality," he said.

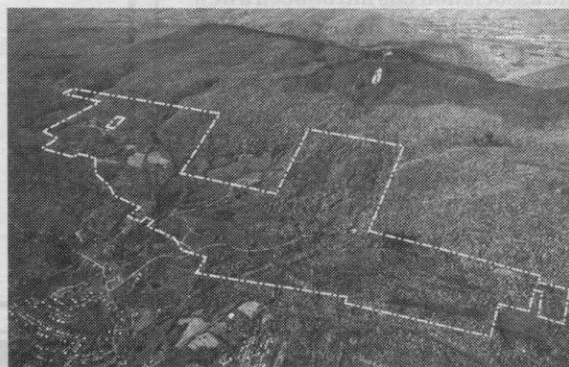


*Building bridges across wetlands, lakes and streams since 1979.*

Fox Lake Construction, Inc. • Franklin, NC  
(800) 874-9403

CIRCLE #151

## Development Opportunity in the Berkshires



### Request for Development Proposals

The Commonwealth of Massachusetts is soliciting innovative proposals for the development and operation of **Greylock Center**, which will include a full service conference/inn, recreational facilities (including an 18-hole golf course) and environmental education programs, to be developed on 1,063 spectacular acres in the town of Adams. The Commonwealth will make the Greylock Center site available to a developer via a sale/long-term lease and will dedicate up to \$6.5 million in public funds towards public infrastructure. Greylock Center will demonstrate sustainable development and management techniques.

To receive the Request For Development Proposals, please contact:

Stephen D. Brown, Project Manager  
Commonwealth of Massachusetts  
Department of Environmental Management  
100 Cambridge St., Room 1404,  
Boston, MA 02202, (617) 727-3160 Ext. 521

Proposals must be received by June 1, 1995

MASSACHUSETTS



CIRCLE #152

# TURF ROLLERS TO FIT YOUR NEEDS



## TR-224 AND TR-130 TURF ROLLERS

### TR-224

The TR-224 is an exceptionally maneuverable roller, which shifts effortlessly from forward to reverse by pulling a single lever. Powered by a 5.5 h.p. Honda engine. 24"-wide rounded edge rollers.

### TR-130

Compact and easy to operate, the 130 roller is powered by a 5.5 h.p. engine and features a hydrostatic transmission for smooth, easy control. 30"-wide rounded edge rollers.

**BROUWER**  
TURF EQUIPMENT LIMITED

289 N. KURZEN ROAD • P.O. BOX 504 • DALTON, OH 44618-0504 • 216-828-0200 • FAX 216-828-1008

CIRCLE #154



## AGC plots future acquisition strategy

Continued from page 55

about all you can expect is a fair return. The idea of operating a course is scary to many developers. They don't want to worry about things like how many hamburger buns to order. That's where we come in."

AGC's goal is to add 15 to 20 high-quality courses annually in metropolitan areas, Guerra said. The company will also explore expansion possibilities into Canada and adding additional facilities in the United Kingdom, where it presently operates seven courses.

"Over the next five years, we'd like to double the size of the organization," Guerra said.

Asked what could stand in the way of that lofty goal, Guerra never hesitated.

"I read the National Golf Foundation's report on the [November] Golf Summit and was amazed at public's perception of the environmental harm done by golf courses," the AGC executive said. "The environment seems to be even more of a concern than it was two years ago. We need to take this seriously and do a better job of communicating the positive effect golf has on the environment.

"There are many inconsistencies in the anti-golf movement's arguments that we need to address. No one has done a great job promoting the game. It's a key to keeping the industry healthy."

Financing is another concern. AGC's founders developed National Golf Properties, a real estate investment trust, to attract investor dollars for golf course acquisitions. Other large, established management firms, like Club Corporation of America and Cobblestone Golf Group, have little trouble obtaining financing, Guerra said.

But access to capital is a growing concern, especially for those who, Guerra believes, paid too much to build or buy courses in the past five years. Those facilities aren't meeting financial projections, which worries financial markets and hurts everyone seeking capital for the golf industry, Guerra said.

With more management companies has come more competition for leasing opportunities. "We run across each other [competitors] out there," Guerra said. "But we're looking for leasing or management-only opportunities, not acquisitions.

"There's a huge contingent of course owners who don't want to sell their properties, but do want professional management services. They want a management company with substantial revenues that can guarantee them a rent check month in and month out.

"There are several reasons why an owner would rather lease than sell his course. First, he

doesn't believe he's received his full, long-term value out of the investment, yet. Second, he might want to create an investment annuity that provides a long-term revenue stream for his family. Third, he might want to develop a golf course portfolio without the headaches of daily management. Fourth, he may just be enamored of the idea of owning a course. Or fifth, there are always tax considerations.

"We've had to become creative to address those various needs and we'll continue to do so."

## Golf Enterprises acquires a pair of Texas courses

DALLAS — Golf Enterprises has added two Texas courses to its portfolio since the first of the year.


In January, the company signed a contract to manage Indian Creek Golf Course in Carrollton, Texas. A month later, it purchased Eldorado Country Club in McKinney.

"These acquisitions further GEI's announced strategy to be a leading consolidator in the golf course industry," said President and Chief Executive Officer Robert Williams.

The Dallas-based firm now owns, leases or manages 38 golf courses in 16 states. In its recently released financial data, GEI reported a

fourth-quarter operating revenue of \$11.6 million, an increase of 24.4 percent over the \$9.4 million for the same period a year ago.

The company reported net income of \$41,000 for the fourth quarter of 1994, compared to a net loss of \$1.1 million during the final quarter of 1993. For the year, GEI reported a net loss of \$1.1 million as a result of an extraordinary loss on the early extinguishment of debt from the proceeds of the company's initial public offering in July 1994. That offering was used to establish a \$45 million revolving credit line, which the company used to acquire eight courses during the fourth quarter of 1994.



**The most complex,  
special equipment  
you'll need to invest in  
with our  
closed system.**

If you want to use a fungicide in a closed system, here's what you do. Get out your hose, fill your tank, throw in a new BAYLETON® turf and ornamental fungicide water soluble packet and you're ready to go.



You don't need to invest in a special metering and measuring device with lots of gizmos, whizbangs and doodads. Which means you don't have to learn how to operate it, or fix it, or find a place to put it.

Better yet, you don't have to invest in a year's worth of fungicide that comes with those special devices.

Like all closed systems, you reduce worker

exposure and container disposal hassles. Best of all, you get the premium protection of the industry's leading fungicide. BAYLETON.

If you'd like more information, call us toll-free at 1-800-842-8020. Or if you'd like, write to us at Miles Inc., Specialty Products, Box 4913, Kansas City, MO 64120.



Pick up the new water soluble packets of BAYLETON. Then use all that money you didn't spend on a measuring and metering device for something more useful.

**MILES**

Always read and follow label directions. © 1995 Miles Inc. 95S10A0024



## PAR tee time service enters Ariz.

SCOTTSDALE, Ariz. — PAR Golf Systems has entered the Arizona golf market with a tee time network linking a well-respected area hotel with four widely known courses.

Resort Suites can now provide computerized access to instant tee time reservations at Stonecreek The Golf Club; the Karsten Course at Arizona State University; Grayhawk Golf Club; and Tonto Verde Golf Club.

The Hyatt Regency Scottsdale was scheduled to join the so-called PARNET system in February and discussions are underway with a number of other resorts and courses. PARNET allows the golf concierge at the resort to book starting times through the hotel's computer without making a phone call.

PAR has provided the technology for five other regional tee time networks, the largest of which links 55 golf courses and 20 hotels in Myrtle Beach, S.C. Other regional networks are located in Orlando, Fla., Ocean City, Md., Traverse City, Mich., and York County, Pa.

## GMs must view greenkeepers in new light, GCSAA official says

By MARK LESLIE

FALMOUTH, Maine — Declaring superintendents are "without doubt responsible for the greatest asset that any club or golf course has," R. Scott Woodhead urged general managers, green chairmen and others gathered here to adjust their views of greenkeepers.

A certified golf course superintendent and Golf Course Superintendents Association of America board member, Woodhead said: "We can no longer be viewed as the dude out in the barn who grows grass while he chews on a blade [of grass] on the mower... It is through our management practices that we have a direct effect on the bottom line of any golf club."

Speaking at a meeting hosted by the Maine GCSA, he said superintendents should not be viewed "as just the largest expense item on the budget, because the success of attracting players is based on a superintendent's ability to meet the aesthetic, agronomic and playing standards of his or her club. There is no question that the more players you have on your golf course, the more green fees you will rack up, the more business there will be in the pro shop and restaurant, the more revenue from your driving range and practice facilities, and, in the case of private facilities, the more members you have the more dues they will give."

The superintendent at Valley View Golf Club in Bozeman, Mont., Woodhead added his colleagues are also critical to the cost savings in the business. "The superintendent's skill in controlling labor, equipment and supply costs has a direct effect on the financial statement of any club," he said. "And by being up-to-date on environmental regulations that occur daily on any golf course, your superintendent is saving hundreds of thousands of dollars in fines and penalties."

The new breed of superintendent, he said, is "highly educated, highly skilled and highly professional." Agronomy consumes merely 10 percent of today's superintendent's schedule. "I spend 90 percent of my time managing the golf course," he said.

In a remark aimed at club officials, Woodhead said: "Standards set on any course should not be so high they cannot be met with the resources provided to the superintendent. Make sure customers don't expect more than they are willing to pay for. If they want to see Pebble Beach on Sunday morning, they should be prepared to pay \$200 greens fees."

## Marketing Idea

Continued from page 55

and business travelers who spend large sums on food, lessons and merchandise. According to one study, visiting golfers spend seven times as much per visit to a Florida course as do local golfers. Fitzgerald noted.

"The Japanese always seem to buy a new set of golf shoes," she said. "The Germans and Swedes buy new clubs, because they are so expensive back home. The program resulted in hundreds of thousands of dollars in advertising for Deer Creek and the Carolina Club. We had 100 people from the hotel staffs promoting our courses."

What did all this promotion cost the two Franklin Properties-owned courses? Very little.

The arrangement called for the two courses to guarantee guests at participating hotels their lowest advertised golf rates. A VIP package designed to give hotel guests "that little something extra," provided such perks as range balls, yardage books, bag storage, lockers (when available), souvenir bag tags, merchandise discounts and a second cocktail all free of charge.

But more importantly, guests were allowed to book tee times up to a month in advance of their visit, something most courses don't allow for individuals or small groups.

"Guests are guaranteed the opportunity to get on a world-class course at times that fit their schedules, even in season," Fitzgerald explained. "By reserving in advance through their hotels, guests don't have to fight for tee times once they get there. This is a big selling point for the hotels."

The courses also offered the hotels commissions ranging from \$5 to \$10 for each golfer sent to their facilities. Bellmen, desk clerks and concierges could keep the commission as an incentive for promoting the courses to guests. Hotel sales managers could pass on the commissions to groups to encourage additional business.

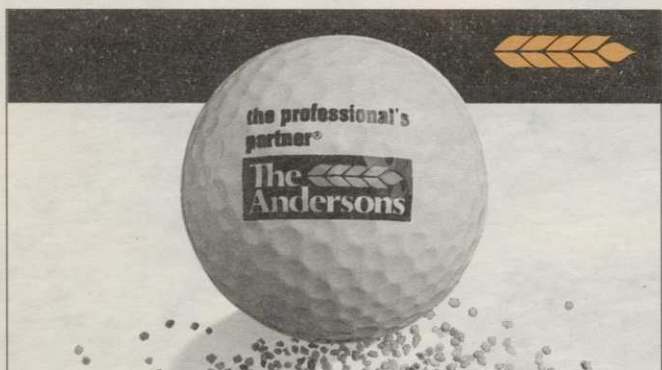
"It's a win-win situation," Fitzgerald said. "The course benefits from the hotels selling their courses and the additional volume that generates. The hotels benefit from being able to provide an additional benefit that helps fill rooms. Golfers get guaranteed tee times at the low rates plus a VIP package that makes them feel special."

The program has been in effect for three years. Twenty-eight hotels are now participating and it is "still going strong," Fitzgerald said.

A similar program could work anywhere there are two or three hotels that don't have courses of their own, but would benefit by having their guests have access to one, Fitzgerald said. All hotel chains have sales staffs as do larger, independently owned operations.

"Even Mom-and-Pop operations can help a course's business. It's inexpensive to print up vouchers that hotel staff can encourage guests to use," she said. "Your golf course is one of many things competing for a guest's time. If the hotel staff is pushing your course, then you can benefit."

"Worldwide, the tourism industry generates \$74 billion worth of business a year. There's no reason the golf industry shouldn't get a good share of that," she added.



**Green It Up And Keep It Green!**


|                                      |                                      |
|--------------------------------------|--------------------------------------|
| <b>TeeTime®</b>                      | <b>TeeTime®</b>                      |
| <b>21-3-16 w/<br/>97% NUTRALENE®</b> | <b>22-4-18 w/<br/>92% NUTRALENE®</b> |
| the professional's partner®          | the professional's partner®          |
| <b>The Andersons</b>                 | <b>The Andersons</b>                 |

**The Andersons' Tee Time with NUTRALENE** formulations incorporate the industry's ideal nitrogen source together with advanced, small particle fertilizer. In these or other fertilizer formulas you may select, NUTRALENE works two ways. You get an initial release of nitrogen followed up with a slow, controlled-release that can feed up to 16 weeks. You get it green and it stays green longer.


**Tee Time Fertilizers with NUTRALENE:  
Uniformly the best in the business.**

**1-800-225-ANDY**  
the professional's partner®  
**The Andersons**

© NUTRALENE is a Registered Trademark of Nor-Am Chemical Company  
© 1993 Tee Time is a Registered Trademark of The Andersons



**PREFABRICATED STEEL BRIDGES**

By  **AMERICAN LEISURE DESIGNS, INC.**

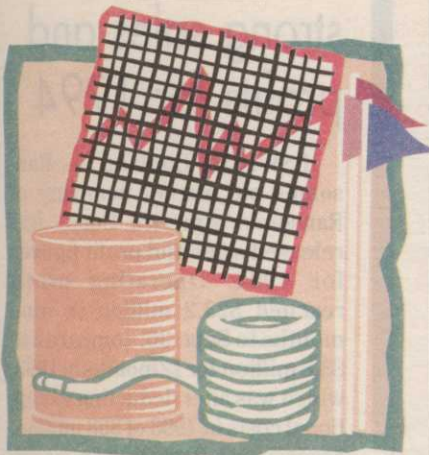
For:  Pedestrian  
 Golf  
 Utility

ALD steel bridges are reasonably priced and readily available because they are pre-engineered and prefabricated for immediate field installation. Get the ALD factory direct story today.

**800-456-2534**  
**AMERICAN LEISURE DESIGNS, INC.**  
Highway 31 South • Greenville, AL 36037



BRIEFS



**MAHLMANN MOVES UP AT ZENECA**

WILMINGTON, Del. — Ernie Mahlmann has been named technical sales lead for Zeneca Professional Products as the result of the company's recent restructuring. Mahlmann is responsible for sales and service support of both the pest-control and turf and ornamental product lines for Zeneca. Mahlmann's career with Zeneca Inc. began in 1992 as a technical sales associate. Since then, he has held a position in field sales in Iowa for Zeneca Ag Products.

**MILES TO LEAD FERTILIZER INSTITUTE**

ORLANDO, Fla. — Billy Joe Miles, president of Miles Farm Supply, has been elected to a one-year term as chairman of The Fertilizer Institute (TFI). The vote came during the TFI's annual meeting, which drew 900 industry representatives here in late January. During the meeting, Burton Joyce, president and chief executive officer of Terra International, Inc., was elected TFI's vice chairman and Gary D. Myers was re-elected TFI's president and chief staff officer.

**EPA OKAYS EAGLE FROM R&H**

PHILADELPHIA — Rohm and Haas Co. has received federal Environmental Protection Agency registration permitting application of the firm's new Eagle fungicide, a system product designed to control brown patch, dollar spot, leaf spot, melting out and crown rot, leaf smuts, necrotic ring spot or spring dead spot, among others. Eagle will be available as a wettable powder in premeasured, water-soluble pouches. Recommended application, as part of a regularly scheduled spray program, calls for 0.6 ounce/100 square feet.

**DEVAUGHN JOINS JAKE AS VP**

RACINE, Wis. — Officials at Jacobsen Division of Textron Inc. have named Richard E. DeVaughn vice president, engineering. Before joining Jacobsen, DeVaughn spent 16 years with Ford Motor Co., most recently serving as systems and advanced engineering manager. DeVaughn received a bachelor's degree in mechanical engineering from GMI Engineering & Management Institute, and a master's degree in management from the Massachusetts Institute of Technology, where he attended as a Sloan Fellow.



Richard DeVaughn

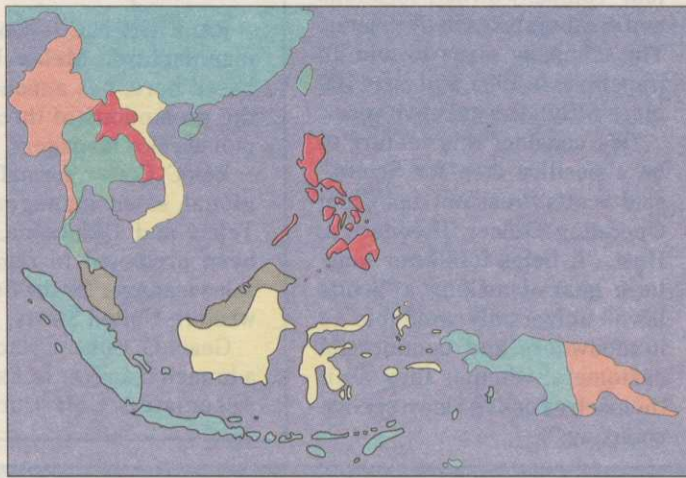
**New shot fired in Asia-Pacific trade show wars**

By HAL PHILLIPS

HONG KONG — Just when the Asia-Pacific golf course industry had consolidated its trade show universe, another has emerged.

The first International Hong Kong and China Golf Exhibition and Conference, organized by Golf World Exhibitions, will be held here Nov. 9-11, at the Hong Kong Convention & Exhibition Centre. The Hong Kong show stands to compete with the annual Golf Asia trade show and conference, a three-way joint venture involving Singapore-based Connex Private Ltd., Cleveland-based International Management Group (IMG), and the Lawrence, Kan.-based Golf Course Superintendents Association of America (GCSAA). Golf Asia '95 is scheduled for the World Trade Centre in Singapore, March 21-26.

Golf World Exhibitions, the new kid on



the block, is a division of the Perth, Western Australia-based Golf Media Group (GMG). However, GMG is the brainchild of an industry veteran, Stephen Allen, a former vice president at Connex who managed Golf Asia from 1992-94.

Allen said Golf World exhibitions will organize trade shows "on behalf of the industry," wherever the market demands:

India, Indonesia, Myanmar, the Philippines, Taiwan and Vietnam.

The convoluted history of Asia-Pacific's trade show wars is worth reviewing:

- Connex launched Golf Asia in 1991 at the World Trade Center, where it would remain for three years. Allen joined the firm for Golf Asia '92.

- After two years of participating in the Connex venture, the GCSAA introduced its own "Pacific Rim" show in 1993. The event was held at Singapore's Merchandise

Mart — one week prior to Golf Asia '93.

- With coaxing from IMG, the sports management giant, Connex and GCSAA reconciled — but not before John Schilling, the GCSAA's executive director and the driving force behind the association's foreign interests, had resigned. IMG, Connex and GCSAA together staged Golf Asia '94

Continued on page 61



**NEW PRODUCT OF THE MONTH**

The Greensplex 160 from Ransomes America Corp., a hydraulic greens mower, features triplex cutting heads to provide a total cutting width of 62 inches. The reels, available in 9- or 11-blade configurations, can cut at heights from .078 to .78 of an inch. A mowing speed of 3.7 mph and a .19-inch clip combine to deliver a uniform cutting height and smooth finish. Mowing speed can be adjusted to ensure consistent clip rate. The 160's maneuverability is also enhanced through a 2-1/2 turn "lock-to-lock" power steering system. An inside turning radius of 6 inches and an "uncut" turning circle of 27 inches enhance perimeter cutting capability. For more information on the Greensplex 160, contact Ransomes at 402-475-5191. For more new products, see page 65.

**RISE NOTEBOOK**

**EPA moves slowly toward federal model for P&N**

By HAL PHILLIPS

WASHINGTON, D.C. — The federal Environmental Protection Agency (EPA) is moving, albeit slowly, on a proposal to create federal posting and notification standards for pesticides.

These guidelines are not likely to result in federal P&N law, according to Allen James, executive director of RISE (Responsible Industry for a Sound Environment), a trade association representing specialty chemical manufacturers, formulators and distributors. However, the EPA will encourage states to adopt its set of model rules.

Two states have already gone ahead and attempted to pass P&N legislation, James explained. A Wisconsin proposal that would have regulated homeowner use of pesticides died an abrupt political death when its primary backer, the mayor of Milwaukee, Democrat John Norquist,

Continued on page xx

**Best Sand honors Warner at OTF ceremony**

COLUMBUS, Ohio — Best Sand Corp. of Chardon presented its annual turfgrass maintenance scholarship to Tyler Warner at the 1994 Ohio Turfgrass Foundation awards luncheon here.

Warner is a second-year student at The Ohio State University Agricultural Technical Institute (ATI) in Wooster, where he is president of the school's Turf Club. He also holds a bachelor's degree from the University of Akron.

Stuart Lipp, golf course marketing manager for Best Sand, praised the recipient.

"Through his academic achievements and leadership abilities, Tyler demonstrates excellent potential for becoming a dynamic and highly talented golf course

superintendent," said Lipp.

Warner, who plans to graduate in June, is a resident of Carrollton. He has worked at the PGA National Resort and Spa in Palm Beach Gardens, Fla., and is a member of the golf course maintenance crew at Atwood Lake Resort in Dellroy.

Each year Best Sand awards its scholarship to a turfgrass management student from either the Agricultural Technical Institute, The Ohio State University in Columbus, or Clark State Community College in Springfield. To qualify, applicants must be in their second year in school.

Applications for the scholarship are available from school advisers or by contacting Lipp at Best Sand at 800-237-4986.



Tyler Warner

**Killian Joins Kubota**

TORRANCE, Calif. — Robert "Robin" F. Killian Jr. has been named Kubota's senior vice president of sales and marketing. Killian brings to Kubota 20 years of sales and marketing experience in the equipment manufacturing industry, primarily at J.I. Case. Since joining Case in 1975, Killian has held a number of key sales and marketing positions throughout the U.S. Most recently, he served as regional manager for Case's Eastern region.



Robin Killian



## Scotts teams with lawn service

MARYSVILLE, Ohio — The Scotts Co. has entered into an agreement with E.G. Systems, Inc., a lawn service company operating as Emerald Green Lawn Care.

The agreement allows Emerald Green and its franchisees, who will apply only Scotts products to their customers' properties, to use the Scotts name and logo in their marketing efforts. At the same time, Scotts purchased a 25 percent equity interest in E.G. Systems.

Currently, Emerald Green has

four company-owned locations and six franchises in five states. The company plans to add 10 franchises in 1995, and up to 100 more within the next five years.

"We consider this venture to be a positive step for Scotts," said Scotts President and Chief Operating Officer Theodore J. Host. "It helps fulfill our long-term goal of making a 'Scotts lawn' universally available to homeowners and commercial customers, whether they do it themselves or use a lawn service company."

## Melex promotes regional sales reps

RALEIGH, N.C. — Golfcar manufacturer Melex USA, based here, has announced the promotions of three regional sales managers.

Ron C. Carter, formally regional sales manager for Texas and Oklahoma, has been promoted to regional sales manager for the Southwestern United States.

Geary G. Colson, who was a branch manager of Exide/Associated Golf Cars in

Calvert City and Kentucky, was promoted to regional sales manager for the Midwestern United States region. Colson brings more than 10 years in the golf car industry.

Mark B. Federal, who had been a golf professional and fleet sales representative for the western Carolinas, has been promoted to sales manager for the Mid-Atlantic region.

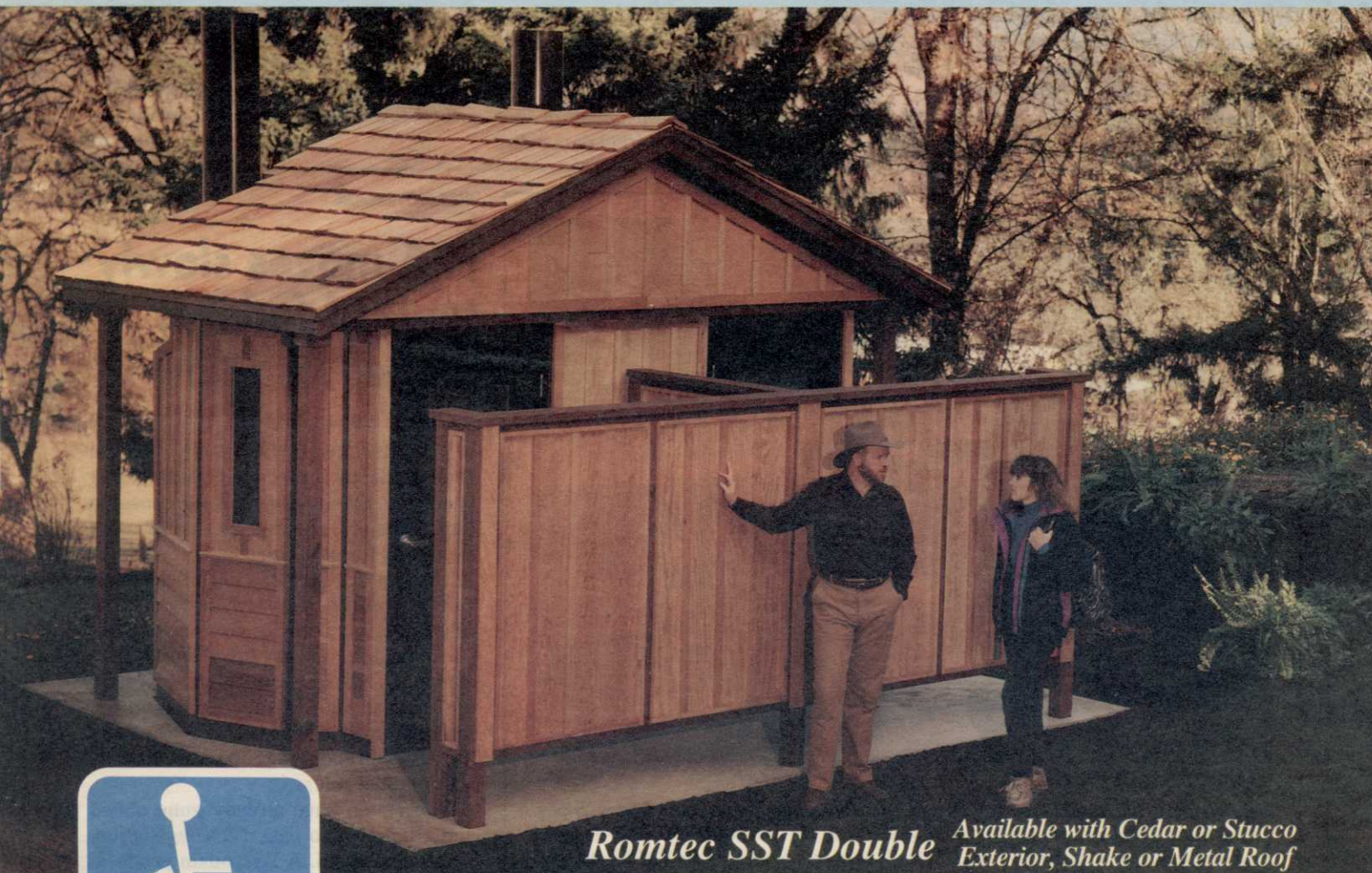
## Ransomes reports strong sales and profits for 1994

IPSWICH, England — Ransomes plc, parent company of Ransomes America Corp., has released sales and profit figures for 1994. Operating profit reached \$23.2 million in nine months to Sept. 30, compared to \$3.8 million for 12 months in 1993, which was after deducting exceptional costs in 1993 of \$58 million, according to Peter Wilson, group chief executive at Ransomes plc.

"The market's acceptance of both our new and established products and the subsequent upswing in sales has reinforced our position as a major force in the turf equipment industry," said Wilson. "Another factor in our success in 1994 has been the management team. Their focus and commitment has provided Ransomes with a clear vision and direction for sustained, long-term growth."

Ransomes America Corp. played a major role in the turnaround of the company, said Wilson, who cited several factors that contributed to the success in 1994. They included the introduction of the Ransomes E-Plex, the world's first totally electric greens; strong sales of the Ransomes 300 fairway mower; the Cushman Turf-Truckster's sustained leadership role in the utility vehicle market; introduction of the Cushman Jr. Turf-Truckster; continued high demand for Ryan aeration equipment; and streamlined manufacturing processes at facilities in Lincoln, Neb.; Johnson Creek, Wis.; and Edgewater, Fla.

## Great Looking Restrooms For The Great Outdoors



**Romtec SST Double** Available with Cedar or Stucco Exterior, Shake or Metal Roof



**Romtec SST Original** Available in Forest Green & Earth Tone



### Affordable Restrooms for Any Location

Restrooms don't have to be expensive. Now any recreation area can have high-quality, permanent restrooms at a fraction of the cost of site-built structures. Romtec manufactures a complete line of outdoor restrooms that require no water lines, septic tanks or drainfields. They are easy to install and even easier to maintain.

### SST... Odor Free & Environmentally Safe

Romtec SST Restrooms are widely used by national, state and local agencies. They've earned the name SST (Sweet-Smelling Toilet), because of the unique vent system that removes odors from the building. They are environmentally-safe, too. The reinforced, one-piece underground vault is made from rugged cross-linked polyethylene. It cannot crack and leak like concrete or fiberglass tanks.

### Handicap-Accessible

All Romtec SST Restrooms meet the requirements for wheelchair access. 36" doors with safety-lock handles, stainless-steel handrails and 18" high toilet risers are all included in the Romtec SST design.

### Call for Information

Learn how you can put great looking restrooms in your recreation area. Call Romtec today at 503-496-3541.

## Club Car reports sales, revenues

Club Car, Inc. (CLBC) reported record first-quarter net sales of \$38.4 million for the three months ended Dec. 25, 1994, up 17.6 percent over prior year net revenues of \$32.7 million for the same period. Operating income for the first quarter of fiscal 1995 was \$2.3 million, up \$.4 million, or 21.2 percent, over operating income of \$1.9 million for the first fiscal quarter of 1994.

Net interest expense declined approximately \$1.4 million in the first fiscal quarter of 1995, compared to the first quarter of the prior year primarily as a result of the early retirement of \$83.9 million of 14.5 percent long-term debt utilizing proceeds from the October 1993 initial public offering of common stock and a new credit agreement.

Net income for the three months ended Dec. 25, 1994, was \$1.1 million, \$.12 per share, compared to a net loss of \$5.0 million (\$.62 per share) for the same quarter of the prior year.

Call today for a FREE VIDEO showing all the features & benefits of Romtec SST Outdoor Restrooms.



**ROMTEC SST**  
Odor-Free • Permanent • Handicap-Accessible  
CIRCLE #158

**ROMTEC, INC.**  
18240 North Bank Rd. • Roseburg, OR 97470  
Phone: 503-496-3541 Fax: 503-496-0803



## Mikel the new VP at Sandoz Agro

DES PLAINES, ILL. — Guy G. Mikel has been promoted to vice president of the Specialty Business Unit of Sandoz Agro, Inc. Mikel will be responsible for Sandoz Agro's businesses in the specifically targeted markets, such as turf and lawn care, professional pest control and industrial weed control. He also heads



Guy Mikel

the Canadian Business Unit and Strategic Products Group. Prior to his appointment, Mikel served as executive director of Sandoz Agro's specialty business Unit. Between 1990 and 1994, he was executive director of strategic products, coordinating the company's global herbicide strategies.

## Through Olathe, Toro enters tub grinder market

MINNEAPOLIS — The Toro Co. has formed a new division to manufacture and market equipment for the growing global recycling equipment industry. Toro's Recycling Equipment Division was formed from the 1994 completion of an earlier partial acquisition of Olathe Manufacturing, a Kansas-based recycling equipment manufacturer.

Toro's recycling equipment will be exhibited at the Waste Expo in Chicago, April 26-28.

Toro had held an active interest in Olathe Manufacturing since 1985, when it purchased approximately 50 percent of the business. In 1991, Toro acquired the assets of Olathe Manufacturing's turf product line, providing Olathe with additional funding to support the development and introduction of a line of high performance green waste

processing systems known as tub grinders. In 1994, Toro completed the acquisition of the business to establish its Recycling Equipment Division as a broad base supplier of recycling products and services.

"This new division is consistent with our mission to develop and deliver products that enhance and protect the environment," said Mike Hoffman, managing director of Toro's Recycling Equipment Division. "Managing green waste produced through outdoor beautification and construction is a logical next step for Toro."

Green waste recycling involves converting grass clippings, leaves, brush, logs and stumps into a usable end product such as mulch, compost, topsoil and other humus-based materials, all of which can be used beneficially in outdoor landscapes.

## Asian Trade show

Continued from page 61

at Merchandise Mart.

Now it's 1995. Golf Asia has moved back to the World Trade Centre and Allen has launched his own show in Hong Kong, maintaining the two events will not necessarily compete with each other.

"This will be more of a development show," said Allen. "Further, our show will concentrate on North Asia and China. If we wanted to compete directly with Golf Asia, we would have scheduled it for March in Singapore."

Allen has taken full advantage of the relationships he developed when managing Golf Asia. Several big-name architects — Robert Trent Jones Jr., Palmer Course Design, Nelson Wright Haworth, JMP Golf Design Group, Nicklaus Design — agreed to exhibit in Hong Kong well before the show was even announced.

"The location in Hong Kong is ideal, being at the center of the largest potential golf market ever," Allen explained. "The North Asia-Pacific zone is one of the fastest-growing economic regions in the world."

"It will provide exhibitors with a unique opportunity to present their golfing products and services to the leading industry professionals, including developers, golf course owners, golf sponsors, membership brokers, tournament organizers, club managers, professionals, potential distributors and retailers, among others."

Like Golf Asia's, the trade show floor in Hong Kong will feature golf course buyers and consumers, said Allen. Architects will pitch their wares alongside lawn and garden equipment manufacturers, alongside golf club manufacturers, alongside private courses trying to sell memberships.

This hodge-podge approach wouldn't fly in the United States, where the market is mature enough to have been thoroughly segmented. However, in Asia-Pacific, the market remains development-oriented — fueled by individual golfers buying memberships. These golfers support new construction, but they also purchase clubs and shoes, explaining the duality of Asia-Pacific trade show floors.

GOLF COURSE NEWS

# Graduated With Honors From Over 25 Prestigious Universities

HERE'S AN HONOR ROLL OF LEADING UNIVERSITIES WHICH HAVE PROVEN THE OUTSTANDING PERFORMANCE OF IBDU® SLOW RELEASE NITROGEN:

- UNIVERSITY OF WISCONSIN
- PURDUE UNIVERSITY
- CORNELL UNIVERSITY
- UNIVERSITY OF RHODE ISLAND
- THE PENNSYLVANIA STATE UNIVERSITY
- UNIVERSITY OF KENTUCKY
- NORTH CAROLINA STATE UNIVERSITY
- CLEMSON UNIVERSITY
- UNIVERSITY OF GEORGIA
- THE OHIO STATE UNIVERSITY
- MICHIGAN STATE UNIVERSITY
- VIRGINIA POLY TECHNIC INSTITUTE
- COLORADO STATE UNIVERSITY
- UNIVERSITY OF HAWAII
- RUTGERS UNIVERSITY
- AUBURN UNIVERSITY
- LOUISIANA STATE UNIVERSITY
- TEXAS A & M UNIVERSITY
- UNIVERSITY OF CALIFORNIA
- WASHINGTON STATE UNIVERSITY
- OREGON STATE UNIVERSITY
- UNIVERSITY OF IDAHO
- UNIVERSITY OF NEBRASKA
- UNIVERSITY OF ILLINOIS
- UNIVERSITY OF FLORIDA
- UNIVERSITY OF GUELPH

Why do competitive fertilizers "go to school" on Par Ex® with IBDU® slow release nitrogen? Maybe it's because IBDU®'s been passing

the test at major universities for more than 20 years.

Not just in controlled laboratory experiments. In actual field testing. On all types of turf. Under every conceivable combination of soil and weather conditions.

Par Ex® earns straight A's when it comes to performance:

- Steady, continuous feeding to the root zone
- Extra staying power for fewer applications
- Primarily unfazed by temperature, moisture extremes
- Uniform turf growth for reduced mowing, labor costs
- Unmatched for late season applications

To study up on Par Ex®, call us at 1-800-767-2855. We'll show you how to get an advanced degree of IBDU® slow release nitrogen for your turf.



CIRCLE #159

**PAR EX® GIVES YOUR TURF AN ADVANCED DEGREE OF SLOW-RELEASE NITROGEN**



**RHONE-POULENC, APPLIED  
BIOCHEMISTS COOP ON AQUAKLEEN**

MILWAUKEE, Wis. — Applied Biochemists (AB) and Rhone-Poulenc Ag. Co. have entered into a marketing agreement for Aqua-Kleen, a granular aquatic herbicide. Under the terms of this agreement, AB assumes all sales and marketing responsibilities associated with this aquatic labeled butoxyethanol ester 2,4-D formulation. AB takes full possession of all 1994 inventory and 1995 production while Rhone-Poulenc maintains registration ownership, re-registration responsibilities plus production functions. For more information, call 1-800-558-5106.

**Cyanamid beefs up to support Pendulum**

WAYNE, N.J. — American Cyanamid Co. has created two new positions and expanded its sales force to support the growth in its Turf, Ornamental and Pest Control Products Group (PTO&PCP).

Brian Stidham has been promoted to national sales manager and Lendel Schutzman appointed key accounts manager to coordinate sales support for large national and regional marketers.

Gary Curl is the new senior market manager for PTO&PCP. Curtis Clark is now market manager for Consumer Lawn and Garden Products.

Kyle Miller is senior market development manager for the PTO&PCP. Dr. John Thomas has also joined Cyanamid as product development manager for Turf

and Ornamental Products at the company's research and development center in nearby Princeton, N.J.

New to the sales staff are Matt Bottone, based in Indianapolis, managing the Midwest; Elda Elizondo, handling the south central region from Arlington, Texas; and Dave Rowlands, serving the state of Florida from his Tallahassee base.

Paul Canavan continues to service the Southeast region from Marietta, Ga., while the Northeast region is managed by Rachelle Michelis from Baltimore, Md. John Slagor, and independent manufacturers rep., will help service California customers for Pendulum. For more information on the changes at American Cyanamid, call Robin Hanen at 201-831-3877.

**RISE Notebook**

Continued from page 61

withdrew his support. The bill had been circulated in the Legislature by the state Department of Agriculture.

"In New York state, there has been a piece of legislation to provide communities the right to regulate use of pesticides," said James. "But it's far too early in the legislative process to gauge its potential... You must remember that 40 of the 41 states that have pre-emption would require an exemption for posting and notification of pesticides."

Pre-emption laws forbid states and municipalities from banning or restricting chemicals registered by the federal EPA.

"We still believe that posting and notification is not necessary for the homeowner, or the golf course superintendent, for that matter," added James. "We've also reaffirmed the position that, if any company or golf course organization should be required to post, we support that decision."

"When we conducted our public opinion survey (GCN Feb. '95, page 3), it reaffirmed our position on this. There is no public outcry for posting and notification. And posting and notification will do nothing to lower public concern about pesticides. Responsible use of pesticide products is the best way to quell concern."

RISE and the Golf Course Superintendents Association of America (GCSAA) have together completed an environmental public service announcement now airing during the GCSAA's "Par for the Course," a 30-minute magazine program on ESPN, the cable sports network.

A number of companies have already committed to the project, signing on as sponsors under the RISE banner. All RISE members are encouraged to consider similar sponsorship, said James.

"Most of the companies have chosen to give the publicity to RISE as an organization," said James. "I think this is an excellent opportunity for the industry to put its best foot forward."

With the proliferation of cable channels and shows to fill those channels, James said he anticipates more opportunities for RISE to spread its message via the television.

"A similar thing is happening with a show called Golf Tech Week," he said. "We anticipate additional opportunities as these cable stations pick up more and more programs produced by independent, regional production houses." For more information, contact James at 202-872-3860; or call the GCSAA's Bob Shively at 913-832-4436.

Plans for the RISE Annual Meeting are underway. After a one-year hiatus in the sun of Florida's West Coast, the event returns to the Beltway Region, Sept. 7-10, at The Ritz-Carlton, Pentagon City, Va.

James said members with ideas on formats and potential speakers are encouraged to call with suggestions.

"Go with a proven winner... Easy Marker"



Mike Ditka

Coaching Great Mike Ditka says, "Easy Marker is the perfect tool for your temporary marking needs!"

**easy marker®**

"Meets temporary marking needs for special events, construction and utility projects, golf course and landscape work. Saves money by clearly marking work sites with instructions to avoid costly mistakes."

**SOME USES...**

- Construction
- Utility Companies
- Landscaping
- Golf Courses



**Also from FOX VALLEY SYSTEMS**

**SUPER STRIPER®**

- STRIPE...** \$49<sup>95</sup>
- Parking Lots!
  - Warehouse Floors!
  - Athletic Fields!

**SUPER STRIPE® TRAFFIC POWER PAINT CARTRIDGES** Perfect for either covering old faded lines or for striping new ones. Paint is fast drying, offers one coat coverage even on a variety of surfaces and comes in eight choices of colors. One case will cover about 2,400 linear feet of bright crisp 3" lines.

12 (18 oz.) cans per case \$49<sup>95</sup>

**SUPER SUPREME® TRAFFIC POWER PAINT CARTRIDGES** Our best paint is specially formulated with modified acrylic for a harder finish. Ideal for heavy traffic areas.

\$69<sup>95</sup>

12 (18 oz.) cans per case

U.S. patent numbers 4126273, 4895304, 4940184, 4943008, 4946104, D320757, D324053

**GREAT FEATURES...**

**SPRAY CAN** - specially designed with the patented EASY MARKER/TRIG-A-CAP nozzle for consistent paint flow, easily inserted into the holder.

**Lightweight EASY MARKER HANDLE** is the Ultimate Temporary Marking Tool!

Only \$8<sup>95</sup>

© 1995 FOX VALLEY SYSTEMS, INC. U.S. and foreign patents pending

**NEW COMFORT HANDLE** - revised plastic grip with locking option for extended use

**PLUS...** detachable wheel to aid in the application of straight lines - simply remove for freehand use!



**easy marker® / trig-a-cap®**

**POWER PAINT CARTRIDGES**

Best paint on the market because it's loaded with pigment which means you get more marks from every can, about 2 1/2 miles per case! Available in paint cartridges or in chalk for less permanent marking. Can be used out of the holder for hand marking. Made exclusively for use in easy markers and for handheld applications. Call for the full selection of colors.

12 (17 oz.) cans per case \$28<sup>50</sup>

See your local dealer for product information or call:

**1-800-MARKERS**  
1-800-627-5377  
DEALER INQUIRIES INVITED

**FOX VALLEY SYSTEMS, INC.**

DEPT. 4184 • 640 INDUSTRIAL DRIVE • CARY, ILLINOIS 60013  
The Old Fashioned Company with Old Fashioned Values

CIRCLE #160

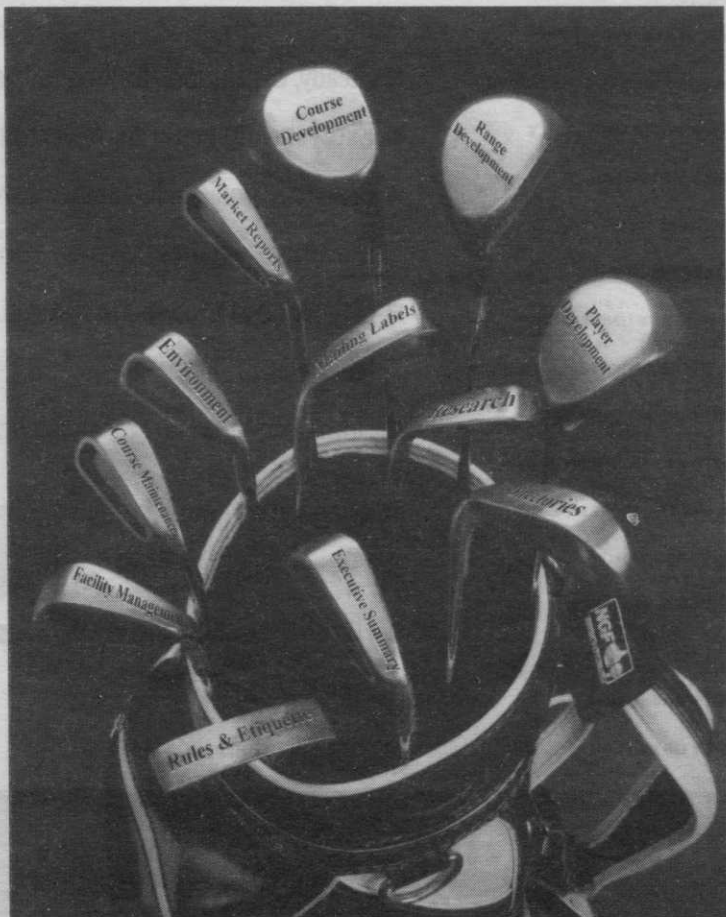
**Tools Of The Trade...**

If you're involved in the golf industry, or planning to be, you'll need NGF's *Tools Of The Trade* for your business planning, forecasting, marketing or project development.

The **National Golf Foundation** can answer your needs with just a simple phone call.

- The **NGF Comprehensive Information Catalog** contains more than 200 information resources covering virtually every segment of the golf industry ... **Market Reports... Directories... Golf Course Development... Facility Operations and Maintenance... Rules and Etiquette... Player Development... Executive Summaries** and much more.

To request your **FREE NGF INFORMATION CATALOG**, Call toll-free: **1-800-733-6006** You may order publications by phone or fax using VISA, Mastercard or American Express.





## E-Z-GO introduces DriveControl

E-Z-GO Textron has announced the DriveControl System, which introduces a number of advanced features that improve and enhance electric golf car performance. The DriveControl System limits downhill speed. When the car reaches 16 mph, the DCS will throttle the speed back to 13 mph. This feature works with the key on or off and whether or not the accelerator pedal is pressed.

Because the Drive Control System works off the industry standard 36-volt system, clubs are not limited to a single source for parts and batteries. Plus, clubs do not have to re-wire cart barns to handle 48-volt charging equipment.

The DriveControl System prevents uncontrolled roll-aways, even on steep hills. If a golfer does not set the parking brake, the DriveControl System sounds an alarm and limits the cars rolling speed to 2 mph.

For more information, call E-Z-GO at 404-706-796-4588.

CIRCLE #303

## Strike 3, Six Iron new from Terra

Terra International, Inc. has introduced the herbicide Strike 3 to its professional products line-up. Use Strike 3 to control a variety of weeds such as chicory, chickweed, clover, dandelion and spurge in ornamental lawns and turf. Strike 3 is now available in 2.5-gallon jugs and 55-gallon drums at your nearest Terra product supplier.

Terra also introduces the foliar fertilizer Six Iron, a source of ferrous sulfate, urea and sulfur that improves the color of turfgrass. For more information, call Terra at 712-277-1340 or fax 712-233-3648.

CIRCLE #305

## Standard's new Seed & Soil Caddie

It's easier for golfers to repair divots when the mixture is always at hand. That's why Standard Golf has introduced its new Seed & Soil Caddie for golf carts.

This cart-mounted version of the Seed & Soil Caddie is designed to allow golfers ease of access — they simply grab it by its integral handle-spout, then pour the mixture into the divot. The entire bottom is a screw-on cap, designed to make filling easier. The spout is curved to keep the rain out.

The Caddie holder mounts quickly and easily to each side of a cart's framework or basket. All necessary installation hardware is included. For more information, contact Standard at P.O. Box 68, Cedar Falls, Iowa 50613; or call 319-266-2638.

CIRCLE #301

## PBI Gordon unveils Trimec S.I.

PBI/Gordon Corporation has unveiled Trimec S.I. broadleaf herbicide. Trimec S. I. contains 2, 4-D, MCPP and dicamba and is designed for use on sod farms and industrial turf sites. Trimec S.I. label language includes worker protection provisions required by the EPA to permit its use by sod producers.

New Trimec S.I. is labeled for use on both warm and cool season grasses and has a high

degree of turfgrass tolerance. The product's label is very versatile, allowing application over wide range of temperatures and spray volumes. Trimec S.I. controls both annual and perennial broadleaf weeds and can be tankmixed with fertilizers and other pesticides.

For additional information on new TRIMEC S.I., contact PBI/Gordon toll-free at 1-800-821-7925.

CIRCLE #304

## Club Car's new PowerDrive system

Club Car, Inc. (CLBC), has announced a major innovation to its electric golf car.

Having introduced its 1995 DS Electric with the revolutionary PowerDrive System 48, Club Car has now added an optional Regenerative Braking System to the already "intelligent" golf car. When incorporated with the company's exclusive onboard computer and solid state speed controller, the DS Electric with regenerative braking is smarter, faster, safer, and more powerful. On a downhill grade, the mo-

tor becomes a generator that gently brakes the car and actually recharges the batteries. But to prevent overcharging the batteries, the onboard computer automatically tells the PowerDrive system to "dump" the excess regenerative energy through the exclusive Energy Displacement Module.

There's a bonus in hill-climbing power, too.

For more information on the DS Electric, contact Club Car at 706-860-7231.

CIRCLE #302

## "Life Is Great!"

*Life is GREAT! for a rapidly growing number of golf course superintendents all over North America and Asia... according to those fortunate enough to own one (or two) of the new MH-400's from Ty-Crop.*

The 4 Cubic Yard **MH-400** is no ordinary dump trailer.

It took over three years and cooperation from hundreds of your peers to perfect.

In fact, you may have thought of something similar yourself...many have over the last 30 years.

Chances are pretty good the MH-400 is unlike anything that you have ever seen—and well worth the wait.



The **MH-400** sits level at 34 inches or can be raised to any height up to 65 inches high—with one simple control lever.

This great feature allows operators to load top dressers, fertilizer spreaders, utility vehicles, etc., in only seconds...no wasted travel and unnecessary wear on your equipment, no labour—no sweat.



The **MH-400** boasts a growing list of outstanding options. The optional equipment easily attaches (without any tools!) in just a few moments on the universal mounting bracket located at the rear of every new machine.

The Twin Spinner is perfect for spreading top dressing mixes, sand, lime, gypsum and composted products from 15 to 40 feet wide.

You can even sand your roads and parking areas in the winter.



The 3-Way Cross Conveyor attaches to the right or left side and can be attached straight out the back to operate at a 7' extension to the **MH-400**. The Cross Conveyor will allow you to complete a variety of in house construction or renovation jobs.

It's the only answer for back-filling drainage ditches, building tees and greens, filling/maintaining traps and bunkers.

It's also great for building flower beds and completing a variety of landscaping jobs, etc.

For more information on the **MH-400**, your nearest dealer, or a free demonstration, please call:

**TY-CROP TURF EQUIPMENT INC. 1-800-845-7249**

Main Office: 48945 Yale Rd. E., Chilliwack, B.C. V2P 6H4

Phone: 604-794-7078

Fax: 604-794-3446

CIRCLE #162



# Golf Course Marketplace

To reserve space in this section, call Mary Anderson, 813-898-7077

## ADVERTISING INFO.

### 1995 RATES

|                   | 2X      | 6X      | 12X     |
|-------------------|---------|---------|---------|
| Per col. inch:    | \$80.00 | \$70.00 | \$53.00 |
| Add-on per 1/4":  | \$20.00 | \$17.00 | \$13.00 |
| Logo incl. in ad: | \$42.00 | \$42.00 | \$42.00 |

- Rates are per insertion.
- Minimum 2-time insertion.
- Prepayment is required.

Send prepayment & ad copy to:  
**GOLF COURSE NEWS**  
 227 Second Ave. N.  
 St. Petersburg, FL 33701  
 (813) 898-7077  
 Fax: (813) 825-0923

## EMPLOYMENT OPPORTUNITIES

### GOLF COURSE CONSTRUCTION

Experienced Project Superintendents, Irrigation Supervisors and Shapers needed. Must travel. Mail or fax resume to: **Wadsworth Golf Construction Company**, 1901 Van Dyke Road; Plainfield, IL 60544; Fax: (815) 436-8404.

### GOLF COURSE CONSTRUCTION AND OPERATIONS PERSONNEL

**GreensWay Golf Company** is one of the fastest growing placement services, with both domestic and overseas jobs. Send your resume today and take advantage of the wide variety of available positions. Our fax #: (714) 524-7255 or 996-9387. **GREENSWAY GOLF COMPANY**; 101 South Kraemer Blvd., Ste. 132; Placentia, California 92670.

### WANTED

Experienced golf course shapers and supervisors. Fax or mail resume to: **P.O. Box 555; Richmond, TX 77406-0555**. Fax no: (713) 341-5476.

### GOLF COURSE CONSTRUCTION

Project superintendents, shapers, finishers needed overseas. Minimum 10 years experience. Mail resume & references to: **World Golf Group, Inc., 9 Music Square South, Ste. 277; Nashville, TN 37203**.

Reach the majority of golf courses in the United States with a classified ad in *Golf Course News*. Closing for the April issue: March 13th.

## PACIFIC RIM SALES & MARKETING MANAGER

Sales & marketing of golf construction services in the Pacific Rim & specifically in the Philippines. Must speak, write Tagalog; must know customs, tariffs & taxes; must have sales experience in the Philippines and must have 3 years experience in golf course operations. Contact: **Ms. Lynette Mitchell; SC Employment Security Commission; P.O. Box 290; Bluffton, SC 29910; RE: SC 2692117**.

### GOLF COURSE ARCHITECT

Architect with a minimum of 5 yrs. experience in golf course plan production. Expertise in the development of routing, grading, landscape & detail drawing plans. Landscape Architect degree, computer capability and auto cadd experience desired. Salary range \$36,000-\$50,000 annually plus benefits. Must live in Guadalajara, Mexico (office city). Fax resumes to **Ph/Fax: 01152-3-669-5529**.

## SEEKING EMPLOYMENT

### GOLF COURSE IRRIGATION SUPERVISOR

Possesses 21 years experience, including 3 years in Asia. Seeks overseas position with established construction company, or directly for owner/developer. Fax inquiries to: (206) 727-8718.

## REAL ESTATE

### GOLF COURSES WANTED

Southwest Golf is interested in purchasing or leasing golf courses.

Call Dick Campbell at  
 (505) 898-0960

### TEXAS GOLF COURSES

9 & 18 holes—Statewide. Some with extra land, development lots. Descriptive list available.

### TEXAS GOLF PROPERTIES

1603 Lightsey—Austin, TX 78704  
 512/442-7105  
 Fax 512/442-1812

### GET THE LATEST DEVELOPMENT

Subscribe to the *Golf Course News Development Letter* which tracks golf course projects *under consideration* across the nation. Just \$195 for a yearly subscription. Contact **Editor Peter Blais** at 207-846-0600 for more information.

## FOR SALE GOLF COURSE ACCESSORIES

### TO MEASURE IS TO KNOW

**Weather Wizard III**



- Inside & Outside Temps
- Wind Speed & Direction
- Alarms
- Highs & Lows
- Rainfall Option
- Optional PC Interface

Only \$195.00

For **FREE** Catalog  
 Call 1-800-248-8873

**Spectrum Technologies, Inc.**

12010 S. Aero Drive • Plainfield, IL 60544  
 800-248-8873 • (815) 436-4440 • Fax (815) 436-4460



### Mid Tenn Turf, Inc.

**Services -**  
 \*Row Plant Sprigging \*Broadcast Sprigging  
 \*Sod Installation \*Hydro Seeding \*Laser Grading  
 \*Complete Athletic Field Construction & Renovation

**Sod Varieties -**  
 Available in 16" x 24" Slab or 42" x 120" Big Roll  
 \*Blended Fescue \*Vamont Bermuda  
 \*419 Bermuda \*Quickstand Bermuda  
 \*Tifway II Bermuda \*Myer Zoysia  
 Sprigs available in all Bermudas and Zoysia

Manchester (615) 728-0583

Nashville (615) 254-4728

Fax (615) 728-0168 Toll Free 1-800-782-4083

4698 New Bushy Branch Rd.

Manchester, Tennessee 37355

### ARCH STYLE STEEL BUILDINGS

**BUILD IT YOURSELF AND SAVE MONEY!!**

For Cart & Equipment storage. Factory Direct. Save money on buildings in stock. 30X40; 40X50; 42X76; 51X90. Easy to erect. **ARCHWAY STEEL BUILDINGS; 1-800-344-2724**

### PIPE LOCATOR

Inexpensive! Locates, traces underground drain, water pipelines of clay, PVC, ABS, steel & cement. Finds sprinklers, valves & clogs. Used by over 1,000 golf courses. **Bloch & Co., Box 18058, Cleveland, OH 44118. (216) 371-0979**.

## LASER MEASURING

### LASER MEASURING and SPRINKLER YARDAGE MARKERS

We do it all. Laser measure & installation (same day) of **custom metal yardage markers** for all types of sprinkler heads. Warranty included. Also tee to green measurements, granite fairway markers. Sprinkler yardage markers may be purchased separately. Contact Nick for samples & references. **Fairway Yardage Designs, 800-36-TAGIT. (368-2448)**

### SOLID BRONZE SIGNAGE

- Yardage Markers

- Tee Signs

- 100, 150, 200

- Commemoratives

Laser Measuring • Sprinkler Tagging

- Yardage Books

**FROM TEE TO GREEN, INC.**

(800) 932-5223

Fax: (219) 637-6874

### SAVE 40% OR MORE!

Buy personalized flags factory direct & save 40% or more. Flagpoles, tee markers, etc., also available. Fast, personalized service guaranteed. Call toll free.

1-800-476-7005



**FOUR SEASONS GOLF COMPANY**

P.O. Box 78011

Greensboro, NC 27427

### QUALITY!

- Laser Measuring
- Sprinkler Tagging
- Scorecards
- Yardage Books
- Redwood Tee Signs

**FORE BETTER GOLF, INC.**

1-800-468-8672

Fax: 708-893-0455

## BUSINESS SERVICES

**ATTENTION: GOLF COURSE OWNERS, OPERATORS, DEVELOPERS AND ARCHITECTS**

Now you have the best available people at affordable prices. We will supply you the people for all aspects of golf course construction, turf grow-in, on site maintenance training with certified golf course superintendents anywhere in the world. We specialize in long and short term placement with full insurance coverage worldwide. Call or fax your project needs to:

Office: (714) 528-1185 ext. 27  
 or 45

Fax: (714) 524-7255  
 (714) 996-9387

**GreensWay Golf Company**  
 101 S. Kraemer Boulevard  
 Placentia, CA 92670



# Golf Course Marketplace

To reserve space in this section, call Mary Anderson, 813-898-7077

## LAMINATED WOOD SHELTERS & BRIDGES



PEDESTRIAN & VEHICULAR

Order Direct From The Leading Manufacturer in U.S.

- Complete Prefabricated Packages
- Ready for Fast Erection
- Direct Distribution Throughout the U.S.
- Custom Design & Engineering

**ENWOOD STRUCTURES**  
MANUFACTURER OF ENGINEERED WOOD PRODUCTS

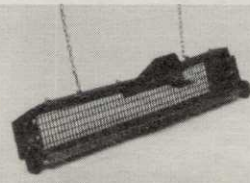
CALL 800-777-8648

P.O. Box A • Morrisville, NC 27560  
Tel. 919/467-6155 • FAX 919/469-2536

CIRCLE #185

## GET THE ROCKS OUT...

and the pine cones, and other debris. The Sand Trap Renovator comes in 2 hand sizes: 12" wide (#511) and 24" wide (#512) and one machine size 4' wide for use with the *TORO 5000*, *JOHN DEERE 1200*, and *Smithco* units (#555). Insert hardware cloth for smaller particles.



Ask Your Golf Course Distributor for  
INNOVATIVE MAINTENANCE PRODUCTS

From

*Master of the Links*

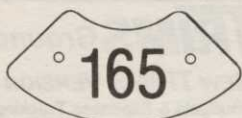
P.O. Box 283, Lockport, IL 60441-0283  
(815) 723-4444 • Fax (815) 723-4485



CIRCLE #186

## ENGRAVED YARDAGE LABELS

- Bright Colors • Fasteners included
- Orders quickly shipped UPS **Free Samples!**



## NEW ITEM... "THE SOLUTION"

For Areas Without Sprinklers.  
Put Your Message Plus Yardage  
Anywhere: Hazard Points,  
Tees, Practice Ranges.

**YARD EDGE GOLF**  
1-800-284-9273



P.O. Box 13159  
Wichita, KS 67213

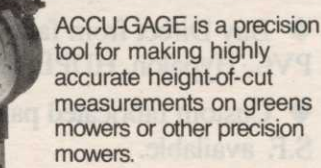
CIRCLE #187

## ACCU-GAGE™

NEW!

LIFETIME WARRANTY

ON BARS WITH  
DURA-COAT™



AVAILABLE IN 15", 18", and 24" bars.

Our LIGHTWEIGHT and RIGID aluminum bars are now treated with DURA-COAT. DURA-COAT wears better than tool steel and enables us to offer this unique LIFETIME WARRANTY.

To order call 1-800-253-2112 or fax 1-313-429-3985.

**PRECISION TOOL PRODUCTS CO.**  
7836 Bethel Church Rd. • Saline, MI 48176

CIRCLE #188

## Featuring CERTIFIED MEYER Z-52 ZOYSIA

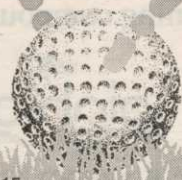
- EL TORO ZOYSIA
- TALL FESCUE
- TIFWAY II
- TIFTON 419
- TIFDWARF
- MIDLAWN

1-800-666-0007

**QUAIL VALLEY FARM**

P.O. BOX 5508  
LITTLE ROCK, AR 72215

"Of course we're playing on Quail Valley!"



CIRCLE #189

## BENCH-PLATE™

... a Precision Tool for Precision Mowing

The bench plate is a utility surface plate, with an attached parallel bar for use in setting putting greens mower rear roller parallel with the reel. The oversized model is useful for making adjustments on larger mowers.

Model #006 measures 12" x 24", oversized model measures 24" x 36".  
To order call 1-800-253-2112 or FAX 1-313-429-3985.

**PRECISION TOOL PRODUCTS CO.**  
7836 Bethel Church Rd. • Saline, MI 48176

CIRCLE #190

## YORK is Ready for ANYTHING!

On Site Timber Bridge & Wall Construction:

Experienced in environmentally sensitive areas.

Building for tomorrow, today!

- TIMBER: TREATED (CCA) SOUTHERN YELLOW PINE
- DESIGNED TO SPECIFIC LOAD REQUIREMENTS
- PILING SUPPORT & FREE SPAN BRIDGES
- LOW PROFILE & ARCHED BRIDGES
- CUSTOM DESIGN/BUILD SERVICES



**YORK BRIDGE CONCEPTS**

SOUTHERN USA REGIONS CALL 1-800-226-4178

NORTHERN USA REGIONS CALL 1-800-383-0555

CALL FOR YOUR FREE BROCHURE

CIRCLE #191

## NGF/Thor Guard

Continued from page 1

"If there's a way we can provide our membership more value, we'll do it. If that's a departure from the way NGF has conducted its business in the past, then it is a departure."

It could be argued that NGF has always provided discounts to members on NGF-derived market reports. In addition, the foundation has for several years offered members life insurance coverage through FAI Insurance, Inc. of Florham Park, N.J.

However, never has the NGF arranged for member companies to provide discounts for member facilities.

Under this new program the NGF — a non-profit organization charged with fostering the overall growth and vitality of golf — will also establish itself as a clearinghouse for lightning-related information and literature for its 4,000 member golf facilities.

Virtually all segments of the golf industry are represented among the NGF's 6,000 members: manufacturers, distributors, retailers; course facilities, designers, and builders; trade media and most of the game's national associations.

While only one manufacturer of lightning prediction systems, Thor Guard, is counted among the NGF membership, Florine maintained the NGF is not endorsing Thor Guard or its product line.

"It's an affinity program," he explained. "Let's say MCI was the official telecommunications company of the NGF. They would provide a discount to our members and we would promote MCI through our efforts, like providing them our list of members and allowing MCI to call on them."

"In fact, we're having conversations with various telecommunications companies," said Joseph Beditz, president and chief executive officer of NGF. "If we can create some mutually beneficial scenario between members and an outside company, then it's win-win. And our members have told us that's what they want."

"Like most trade associations, we face real challenges about finding and retaining members. We need to be sure that we aren't lost in the wash; that we're there with value that facilities and companies can receive for their [NGF] membership."

Florine is familiar with the applications of licensing and affinity, having come to the NGF from the PGA of America, which has member discount programs with Mastercard and Oldsmobile, among others.

"You can do it with rental cars, phone services or lightning predictors," Florine said. "One of the most popular methods recently has been credit cards — getting their logos on a credit card. Waiving the initial fee. Affinity programs are a way by which associations provide added value to their members."

"What you're going to see is quite a few more of these relationships. In our effort to provide more membership value, we will be structuring more partnerships."

Florine said the Thor Guard program is a sign of things to come at NGF. Other firms are "informally" discussing similar discount programs with the NGF, he said.

Beditz noted that the NGF has a dual role with regard to the industry and its members.

"It's important to delineate that we are not just a foundation but an association, as well," he said. "We are a 501c6, basically a trade association. But we're also a 501c3, which is a foundation."

"Certainly, our members are important to us. They provide us the majority of our revenue base. We couldn't do many of the things for the entire game of golf without the support of those members."

"What we're interested in, essentially, is making sure we have solid member-

Continued on page 69

March 1995 67

## Inside Info

Get the jump on your competition by subscribing to the *Golf Course News Development Letter*

This twice-monthly newsletter...

- tracks golf course projects under consideration across the nation
- is packed with news items detailing where and when projects will be undertaken, and by whom
- is just \$195 for a year's subscription

For more information contact  
Editor Peter Blais at 207/846-0600



March

7-9 — *Western Pennsylvania Turf Conference and Trade Show in Monroeville.* Contact Eric Oesterling at 610-837-1402.

8 — *Professional Turf and Plant Conference in Huntington Station, N.Y.* Contact Maria Cinque at 516-454-0900.

8 — *GCSAA Technician Training for Irrigation Specialists in Mamaroneck, N.Y.\**

8-9 — *GCSAA seminar on Golf Course Restoration, Renovation & Construction Projects in Palm Springs, Calif.\**

11-14 — *46th Canadian Turfgrass Conference & Trade Show in Ottawa, Ontario.* Contact 800-387-1056.

14 — *GCSAA seminar on Human Resource Management in Minneapolis*

15 — *GCSAA seminar on Maximizing Job Satisfaction in Minneapolis*

16 — *Turfgrass and Landscape Ornamentals Field Day and Southern Florida GCSA Turfgrass Exposition in Ft. Lauderdale.* Contact 305-475-8990.

22-23 — *GCSAA seminar on Golf Course Construction Techniques and Management in Springfield, Ill.\**

30 — *GCSAA seminar on Maximizing Turfgrass Disease Control in Phoenix, Ariz.\**

30 — *GCSAA Technician Training for Spray Technicians in Lake Harmony, Pa.\**

April

4 — *GCSAA Technician Training for Irrigation Specialists in Corpus Christi, Texas.\**

11 — *GCSAA Technician Training for Irrigation Specialists in Slippery Rock, Pa.\**

13 — *GCSAA Technician Training for Spray Technicians in Johnstown, Pa.\**

18 — *GCSAA Technician Training for Irrigation Specialists in Oregon City, Ore.\**

May

2-3 — *Two half-day workshops on Microscopic Identification of Turfgrass Diseases at Cook College, Rutgers University in Brunswick, N.J.* Contact 908-932-9271.

24 — *GCSAA Technician Training for Equipment Managers in Lake City, Fla.\**

July

26 — *University of Georgia Turfgrass Field Day in Griffin, Ga.* Contact 404-228-7300.

August

6-8 — *Georgia GCSA Summer Conference at Sea Palms Resort on St. Simons Island.* Contact Karen White at 706-769-4076.

September

7-8 — *Southwest Horticultural Trade Show in Phoenix, Ariz.* Call 602-966-1610.

November

4-7 — *Georgia GCSA Annual Meeting at Jekyll Island.* Contact Karen White at 706-769-4076.

7-10 — *Turf and Grounds Exposition in Rochester, N.Y.* Contact 800-873-TURF.

9-10 — *Golf Course Expo in Orlando, Fla.* Contact Golf Course News Conference Group at 207-846-0600.

December

4-7 — *26th Annual Georgia Turfgrass Conference and Trade Show in Atlanta.* Contact 404-228-7300.

\* For more information contact the GCSAA Education Office at 913-832-4430.

# Golf Course Marketplace

To reserve space in this section, call Mary Anderson, 813-898-7077



**EXCEL**  
BRIDGE  
MANUFACTURING CO.

Golf Course Bridges are our specialty! We fabricate easy-to-install, pre-engineered spans and deliver them anywhere in the USA. Call today for a free consultation.

Our classic design, with a look that stands the test of time.

**800/548-0054** (Outside CA)  
12001 SHOEMAKER AVENUE, SANTE FE SPRINGS, CA 90670  
310/944-0701 • FAX 310/944-4025

CIRCLE #170

## POND & LAKE LINERS

- ◆ Buy Direct from fabricator 20, 30, 40 mil PVC, Hypalon, HDPE, & VLDPE.
- ◆ Custom fabricated panels of up to 25,000 S.F. available.
- ◆ Material Only, Material & Supervision, or Complete Installation service.

**1-800-524-8672**

Colorado Lining Company, 1062 Singing Hills Road, Parker, CO 80134. 303-841-2022 Fax 303-841-5780

CIRCLE #172



**PAVELEC BROTHERS  
GOLF COURSE CONSTRUCTION CO., INC.**

- √ New Construction
- √ Renovation
- √ Field Drainage Systems

**TONY PAVELEC**  
(201) 667-1643

**EMIL PAVELEC**  
(201) 939-6182

98 Evergreen Ave.  
Nutley, NJ 07110

CIRCLE #174

## LIST RENTAL GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

...offers you the opportunity to reach the decision makers at thousands of golf facilities with an exclusive mailing list.

Call Mary Anderson for details.  
**813-898-7077**



**C-LOC® The Golf Course Problem Solver**

Rely on C-LOC plastic panels to solve your soil erosion problems. Interlocking panels are durable, maintenance-free, easy to install, aesthetically pleasing and environmentally safe.

**C-LOC® Retention Systems, Inc.**  
P.O. Box 0283 • Utica, MI 48318  
(810) 731-9511 • FAX (810) 731-9516

CIRCLE #171

## TRIMS Grounds Management Software

**NEW TRIMS VERSION 3.1 INCLUDES:**

- Budgets & Expenses Tracking
- Personnel & Labor Activity Records
- Chemical & Fertilizer Records
- Inventory, PO's & Fuel Reporting
- Accident / Injury Reporting
- Equipment Maint. & Work Orders

**FREE Extended Memory Option including TRIMS DrawView for site plans** (Offer valid through April 15, 1995)

Call for a FREE Demo  
(800) 608-7467 • (602) 277-0067  
Indicate 5 1/4" or 3 1/2" disk

**TRIMS Software International**  
3110 N. 19th Avenue, Suite 190  
Phoenix, AZ 85015



CIRCLE #173

## Quality with a Twist

A twist of our easy off lid gives you quick access to Pinhigh's quality reel sharpening compound.



**pinhigh**  
reel sharpening compound

Call 1 (800) 422-4748

CIRCLE #175



Nationwide delivery • Install in less than two hours

## Golf Course Bridges!

**1-800-328-2047**

Thousands in use. Built to last. Sponsor Member

**CONTINENTAL BRIDGE**

Route 5, Box 178, Alexandria, MN 56308 • (612) 852-7500

**NGF**  
NATIONAL GOLF FOUNDATION

CIRCLE #176

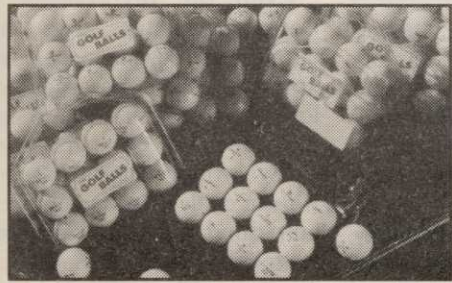


| RS# | Advertiser                           | Page  |
|-----|--------------------------------------|-------|
| 117 | 18th Green Bent Grass                | 17    |
| 133 | American Cyanamid                    | 34    |
| 157 | American Leisure Design, Inc.        | 60    |
| 156 | The Andersons                        | 60    |
| 103 | Aquatrols                            | 3     |
| 119 | BASF                                 | 19    |
| 113 | Best Sand                            | 16    |
| 151 | Bridge Builders/Fox Lake             | 58    |
| 154 | Brouwer Turf Equip.                  | 58    |
| 171 | C-LOC Retention Systems, Inc.        | 68    |
| 146 | Ciba                                 | 52-53 |
| 104 | Ciba                                 | 4-5   |
| 135 | Ciba                                 | 36-37 |
| 111 | Ciba                                 | 14    |
| 108 | Club Car                             | 9     |
| 172 | Colorado Lining Co.                  | 68    |
| 176 | Continental Bridge                   | 68    |
| 137 | Cushman, Ransomes America Corp.      | 40-41 |
| 136 | E-Z-GO                               | 38    |
| 181 | Environmental Compliance Systems     | 69    |
| 185 | Enwood Structures                    | 67    |
| 170 | Excel Bridge Mfg.                    | 68    |
| 140 | Flowtronex/PSI                       | 46    |
| 112 | Fore Par                             | 16    |
| 153 | Formost Construction Co.             | 57    |
| 160 | Fox Valley Systems                   | 64    |
| 114 | Fuerst Brothers                      | 16    |
| 143 | Golf Clean International, Inc.       | 48    |
| —   | Golf Course Expo                     | 54    |
| 107 | Griffin Industries/Nature Safe       | 8     |
| 105 | Jacklin Seed Co./Jacklin Golf        | 6     |
| 164 | Jacobsen                             | 72    |
| 175 | Jesco Products/Pinhigh               | 68    |
| 120 | John Deere                           | 20-21 |
| 139 | John Deere Credit                    | 44-45 |
| 183 | JPF Distributors                     | 69    |
| 129 | Kirby Markers                        | 32    |
| 123 | Lofts, Inc.                          | 25    |
| 152 | Mass. Dept. of Environ. Mgt.         | 58    |
| 186 | Master of the Links                  | 67    |
| 131 | Midwest Railroad Ties                | 32    |
| 155 | Miles Inc.                           | 59    |
| 134 | Milorganite                          | 35    |
| 161 | National Golf Foundation             | 64    |
| 115 | National Mower                       | 17    |
| 122 | Par Aide                             | 24    |
| 165 | Parkway Research                     | 25    |
| 116 | Partac                               | 17    |
| 174 | Pavelec Bros. Construction           | 68    |
| 180 | Precision Small Engine               | 69    |
| 182 | Precision Small Engine               | 69    |
| 188 | Precision Tool Prod. Co.             | 67    |
| 190 | Precision Tool Prod. Co.             | 67    |
| 106 | Pursell Industries                   | 7     |
| 189 | Quail Valley Turf Farm               | 67    |
| 177 | Raven Golf Ball Co.                  | 69    |
| 148 | Regal Chemical                       | 56    |
| 121 | Rhone-Poulenc                        | 22-23 |
| 163 | Rohm & Haas                          | 71    |
| 158 | Romtec                               | 62    |
| 125 | Sandoz                               | 27    |
| 127 | Sandoz                               | 29    |
| —   | Sandoz                               | 28    |
| 138 | Sandoz                               | 42-43 |
| 128 | The Scotts Company                   | 30-31 |
| 102 | Southern Corp. Promo.                | 3     |
| 132 | Spraying Systems                     | 33    |
| 142 | Standard Golf                        | 47    |
| 178 | Steadfast Bridge Co.                 | 69    |
| 118 | Sub-Air                              | 18    |
| 144 | Tee & Green Sod                      | 49    |
| 101 | Tee-2-Green                          | 2     |
| 124 | The Thinking Superintendent/GolfLink | 26    |
| 109 | Toro Comm'l. Prod. Div.              | 10-11 |
| 145 | Toro Comm'l. Prod. Div.              | 50-51 |
| 173 | Trims International Software         | 68    |
| 126 | Turfco, Inc.                         | 28    |
| 141 | Turflite, Inc.                       | 46    |
| 162 | Ty-Crop                              | 65    |
| 130 | United Soil Blenders                 | 32    |
| 110 | Verti-Drain/Emrex                    | 13    |
| 159 | Vigoro Industries                    | 63    |
| 150 | Warren's Turf Professionals          | 57    |
| 187 | Yard Edge                            | 67    |
| 149 | The Yellow Pages of Golf             | 57    |
| 191 | York Bridge Concepts                 | 67    |

# Golf Course Marketplace

To reserve space in this section, call Mary Anderson, 813-898-7077

## RESALE BALLS BY RAVEN GOLF BALL CO.



Packaged  
Experienced  
Golf Balls



Our Prices  
are in  
your Range

**1-800-238-0009**

CIRCLE #177

P. O. Box 806  
201 40th St. NE  
FORT PAYNE, AL  
35967



"CROSSING THE NATION WITH  
BRIDGES YOU CAN DEPEND ON"

ENGINEERED AND FABRICATED TO  
FIT YOUR GOLF COURSE NEEDS,  
FROM THE CONNECTOR (PICTURED)  
TO THE ORIENTAL "EDO" SERIES.  
PEDESTRIAN, GOLF CART AND  
VEHICULAR BRIDGES. SINGLE  
SPANS TO 200 FEET AVAILABLE.



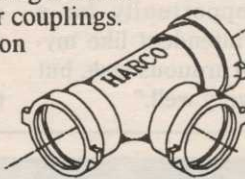
CALL TODAY FOR FREE BROCHURES  
**1-800-749-7515**

LANCASTER COUNTRY CLUB, LANCASTER, PA

CIRCLE #178

## HARCO DUCTILE IRON FITTINGS FOR GOLF COURSE IRRIGATION SYSTEMS

Sizes 2" through 12", all configurations  
including "knock-on" repair couplings.  
High Strength, high corrosion  
resistance.



The Harrington Corporation  
P.O. Box 10335  
Lynchburg, Va 24506  
804-845-7094 Fax 845-8562

CIRCLE #179

## Golf Car Parts

Lowest prices  
guaranteed on more  
than 1700 quality  
replacement parts!  
Shipped air freight  
at no extra charge  
Call for your FREE  
catalog today!



Call us today  
**1-800-345-1960**

**PRECISION**  
SMALL ENGINE CO. INC.  
POMPANNO BEACH, FL

CIRCLE #180

## Exceptional Software...

**SCMS** Superintendents  
Compliance /  
Management  
System

"The Choice of Today's  
Grounds Managers"

From Equipment Tracking and Employee Training...  
To Compliance Reports and Chemical Records

Free Demonstration Diskettes  
Call Toll Free (800) 472 8882  
Environmental Compliance Systems, Incorporated  
21 North Avenue Lake Forest IL 60045

CIRCLE #181

## DIRTY BIRDS a PROBLEM??

Scare them away with harmless,  
**APPROVED, ENVIRONMENTALLY SAFE  
BIRD CONTROL NOISEMAKERS**

**UNIQUE, MORE DISCREET PRODUCTS  
ESPECIALLY FOR GOLF COURSES**  
near residential areas are available.

We CAN help solve your bird problems.  
**CALL TODAY: 1-800-582-8843**  
JPF Distributors

CIRCLE #183

## NGF/Thor Guard

Continued from page 67

ship benefits. And we think aggressive pricing for our facility members is a good thing. Not unlike what the NGCOA [National Golf Course Owners Association] is doing for its members."

Indeed, the NGCOA has aggressively sought membership discounts through a national account system, recently renamed the Smart Buy Program. So far, NGCOA members receive discounts on Yamaha golf cars, seed product from Pickseed, credit card services through Nabanco, long distance service from AT&T, legal resources through Dallas-based Page & Addison P.C., printed materials — mainly scorecards — through Massachusetts-based On In Two Publications, and insurance through CNA.

Added Florine: "We'd love to have a dozen, member-benefit programs similar to the Thor Guard arrangement because not everyone might be able to take advantage or afford a lightning prediction system. It's good business and added value to a charter member [Thor Guard]. It's a benefit they are providing to fellow NGF members.

"If a lightning prediction firm came to me tomorrow and wanted to do what Thor Guard is doing, I couldn't be happier. That's what we want to do for our members. If we are able to effectively save one of our members at the facility level \$600 for leasing the Thor Guard system, they have basically earned back their membership dues, and then some."



By MARK LESLIE

STUART, Fla. — And then there were two...

The Champions Club at Summerfield has become the first public-access facility in the country to be granted Audubon Signature Program status. The Tom Fazio design, which opened Feb. 8, 1994, joins the private Collier's Reserve in Naples as the only Signature facilities in the country.

Riverside Golf operates the course, which was built by Ryan Golf Construction, while Summerfield Stuart Partners (SSP) is building the neighboring housing development.

"Two things are especially important about The Champions," said New York Audubon Society President Ron Dodson, who administers the Signature and Audubon Wildlife Sanctuary programs for golf courses. "First, it is a public facility... Second, unlike other projects, the developers didn't spend a lot of money to qualify as a Signature project. One of the things people have been questioning us about when they see Collier's Reserve (and its very expensive, exclusive living) is whether it takes deep pockets.

"The fact of the matter is, Champions spent \$5 million on the course. And they spent only \$400,000 on their maintenance budget last year — which is unheard of in Florida. We want to showcase Champions as not only a public golf course, but one maintained and built according to our standards and done with minimal expenditures up front. And we're still saving on irrigation, electricity and other things.



## Champions the first public-access Audubon Signature course

While the Audubon Sanctuary Program is directed and focused on existing golf courses, the Signature Program is designed for courses, or any development in the planning and development stages, prior to construction.

The 550-acre property belongs to Martin County and is being leased to Riverside Golf. Upland and wetland preserves encompass 275 acres of the land, filled with palmettos, scrub and slash pine, marsh and swamps. The golf course meanders over 100 acres cleared out in a lakes style.

For Rob Kloska, The Champions is his "first head superintendent job, first grow-in — first everything."

Getting the course into Signature status, Kloska said, was "an incredible opportunity for a young superintendent like myself. It was an arduous task, but has worked very well."

SSP, Kloska said, were "the leaders spearheading the effort of the Audubon."

"It begins with the site," said SSP President Joseph B. Fraser, nephew of famed Hilton Head developer Charles Fraser. "It's in Martin County, historically on the cutting edge of protecting the environment in the state of Florida. Second, we had a site that was very environmentally sensitive, with numerous good-quality wetlands... There were already a number of things we were required to do by the county and regulatory agencies. It made sense to us that to sell lots and rounds of golf to people attracted here, we should go the extra mile and do everything else that we could to preserve and enhance that environment and make it a special place for people to live and play."

The major accomplishment in the construction, Kloska said,

was water reclamation, "taking it off roadways and parking lots and channeling it back to the [one large and two small] irrigation lakes. Eighty percent of the water used is reclaimed from the roadways."

Indeed, the entire community — the housing component as well as golf — won Signature status. About 500 houses are projected.

An outgrowth of the project is that in this case, at least, it was shown that a majority of homeowners "will pay the same premium for a good view across protected wetlands — maybe with a fairway in the background — that they will to look across a lake at a fairway," Fraser said.

Kloska said The Champions is deeply dedicated to waste management and recycling at the clubhouse and maintenance building and on the course — things from cans and bottle to

trees and grass clippings.

"In our habitat enhancement the developer instituted a bird box program and we leave the dead trees that are not on the course for birds and other wildlife," said the former assistant superintendent at St. Andrews Country Club in Boca Raton, who was just 23 when ground was broken here in February 1993. "Anything that doesn't need to be cleared for the course was left native for habitat.

"In the design they were not allowed to let water flow from the course to the wetland areas. Retention 'swells,' mounded areas that hold water, were built so that runoff sits and percolates into the ground."

Even the turfgrasses — Bermudagrass tees, greens and fairways and zoysiagrass on bunker faces — were chosen for their low-care characteristics, according to the Ohio State graduate.

"Everything came together," Kloska said. "The most important thing was the way Fazio routed the course. Although it is narrow and has a lot of forced carries, the landing areas are wide and everything presents itself [to the golfer] very well."

"We designed the course to take best advantage of the existing vegetation," said Jan Beljan, Fazio's lead architect on the project. "There was already pretty good wildlife there. The marshes and wetlands are well integrated with the golf. You are with nature on that course — in many places surrounded by wetlands."

"The more people who get into the [Signature] program the better for all of us," Kloska said.

## Kapalua/Heritage

Continued from page 1

ence in the world of golf, administering Cooperative Wildlife Sanctuary and Signature programs to help preserve and enhance wildlife on golf courses. The Audubon Sanctuary Program is directed and focused on existing golf courses, while the Signature Program is designed for projects in the planning and development stages, prior to construction. More than 1,200 golf courses are involved in Sanctuary Program, and 21 have registered for the Signature Program, which has granted two Signature status.

Resorts are a new horizon and offer a canvas for a broader brush.

"I envision it as a destination resort equivalent to Mobil's 5-star designation for hotels," Dodson said. "Going there as a customer, you would know it is waste- and energy-efficient, habitat- and wildlife-sensitive, etc. We want to make sure that whether it is in Kentucky or Hawaii, there are opportunities to make customers and visitors understand the natural, cultural and human history of the area."

"We have a lot of golf courses at resort facilities," Dodson said. "But it seemed if you have people spending days and weeks, it would be great to take a whole resort property and develop a program that would essentially use our sustainability principles — the approach we use for Signature facilities — but also develop a cultural and environmental



The Village Course is one of three at Kapalua now involved in the Audubon Heritage Program.

education program that would link together the hotels, the golf course if there is one, bike paths, beaches, hotel rooms, even restaurant menus. When you went to these facilities you would have subtle environmental and educational experiences the whole time you were there — not jammed down your throat. You would see in your room that decisions were made for energy-efficient lighting, for water conservation. Interpretive signage along walkways would identify plants. And this would encourage people to do the same types of things around their homes."

At this point, Dodson pointed out, "It's a program concept but not a program yet." He anticipates it will take a year, with the Kapalua Land Co.'s commitment

in finances and labor, to develop a full program for other facilities to join.

Kapalua has three golf courses that are fully certified in the Audubon Cooperative Wildlife Program. The Village Course was first in the country.

Led by President and CEO Gary Gifford, Kapalua officials approached New York Audubon, offering "to donate money and property and to help develop the Heritage Program — the materials, approach and guidelines," Dodson said. "If all goes well, at the end of the year Kapalua will be our flagship resort site just as Collier's Reserve [in Naples, Fla.] is our flagship Signature site."

Kapalua's Don Young is overseeing an effort to draft a resource inventory of the

resort's 1,500-acre property, which includes a pineapple plantation, several miles of beach front, two hotels, seven residential enclaves of more than 700 condominiums, single-family residences and homesites, two tennis complexes, and an array of restaurants and shops.

"Kapalua presents some of the most diverse, unique resources in the world with the area's high mountain rain forest, cultural and archaeological sites, pristine bays preserving abundant marinelife, agriculture... and sweeping vistas of the Pacific," Dodson said.

While Kapalua will have its own Audubon Heritage Steering Committee, New York Audubon is also putting together a National Audubon Heritage Steering Committee, Dodson said.

"I think we're at the beginning of putting together a new, unique and exciting staff [of volunteers]," he said. "We don't want to get bureaucratic and top-heavy with a bunch of employees. We have this group of people I'll call cooperative staff members who may be university professors, business people, golf course superintendents — all top people in their field. We're giving them the opportunity to use their enthusiasm, experience and energy to work with other people who want to do good things for the environment.

"Instead of hiring people we can take most of our money and put it into programs that will benefit our members. The secret is to get everybody educated, enthusiastic and involved... That way you take five people and turn them into 100."



# They don't worry about *Sclerotinia*, *Rhizoctonia* or the damaging effects of summer stress complex.



## With Fore<sup>®</sup>, neither will you.

Most golfers couldn't even guess what *Sclerotinia* is. Or *Helminthosporium*. But they know a disease outbreak when they see one. With Fore<sup>®</sup> fungicide, you can make sure they never will.

Fore gives you exceptional control against a broad spectrum of turf diseases (even the hard-to-pronounce ones). It won't injure sensitive turf. You'll get consistent performance, too. That's because Fore has been protecting

greens for more than 25 years...without any record of resistance.

Plus, Fore gives you a new way to fight back against summer stress complex: a tank mix of Fore+Aliette<sup>®</sup>. Even during the hottest days, Fore+Aliette stops summer stress cold. So you'll see healthy, green turf. And happier golfers.

To learn more about Fore — and forget about disease worries — see your local Rohm and Haas distributor.



ALWAYS READ AND FOLLOW LABEL DIRECTIONS FOR FORE FUNGICIDE.  
Fore<sup>®</sup> is a registered trademark of Rohm and Haas Company. Aliette is a trademark of Rhone-Poulenc.  
©Rohm and Haas Company 1995

T-O-121



# 2 new models. 5 extra inches. 11% more common sense.

Higher capacity hydraulic circuits.

New one piece enclosed hood.

New console for controls.

Two new models: LF-123 and LF-128.

Sensible hydraulic flow layout.

100 inches of cut per pass.



It just makes sense: Start with the top-selling light-weight fairway mower in the world, and introduce two new models. Both the 23-horse LF-123 and the 28-horse LF-128 offer common sense where you need it most.

**More horsepower per inch of cut.** Even with fewer horses than the nearest competitor, we deliver up to 11% more horsepower per inch of cut. How? By featuring hydraulic flow layouts that get power to cutting units more sensibly. Instead of one pump being responsible for more cutting, each shares work evenly. The result: superior cutting capacity—even in thicker, heavier grass.

**More inches per pass.** Of course, you not only get more muscle where you need it most, you also get a 5" wider swath than the nearest competitor—a full 100 inches of cut per pass.

**More sensible features.** New, more ergonomic controls mean more operator convenience. A stylish, new enclosed hood design lowers sound levels and makes accessibility easy. And the optional, one-of-a-kind Turf Groomer® fairway conditioner creates the ultimate fairway playing surface. Both two-wheel and four-wheel-drive models are available. Ask your Jacobsen dealer for a demonstration.

THE PROFESSIONAL'S CHOICE ON TURF.

**JACOBSEN**  
**TEXTRON**

Jacobsen Division of Textron Inc.

CIRCLE #164

