NWH: Asia-Pacific presents special demands

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Recently, on our project in Shanghai, I was told the earthworks contractor would be mobilizing the next day. The next day, 2,000 Chinese people arrived by boat to the site. No machines. Especially with the Chinese, you need to work closely with the locals. If we had rejected the idea of hand labor and insisted they use machines, the project would not have moved. Eventually, a combination of hand labor and bulldozers proved the best solution.

GCN: How sophisticated is the development community in Asia-Pacific?

NH: It is definitely more sophisticated now than it was five years ago. This includes the selection of consultants, including golf course architects, and the choice of grasses. Two areas that I think still have a long way to go are understanding the “process,” i.e. master-planning to market analysis to construction methods and turfgrass maintenance.

With the process, we are able to work closely with the client, which is one of the main reasons we have three directors in Singapore — Rodney Wright, Brett Mogg and myself. The frustrating area is turfgrass maintenance, as our role typically is complete once the course opens. The owners need to be better educated as to what it takes to maintain a golf course. This is starting to happen, but in general has a long way to go.

GCN: What is the predominant turf on the courses? Is there a move in any certain direction?

NH: In Southeast Asia, we are using Bermuda grasses imported from either the United States or Australia. The climate of the southern countries is perfect for these grasses. As we move north, we are using zoysiagrass for the fairways and roughs and Bermuda grass on the greens.

We are hesitating to use a bentgrass on the greens in Northern China, Korea, etc., because of the lack of knowledge of how to maintain the grasses. The possibility to lose the bentgrass during the hot summer months is too great.

GCN: How aggressive are the environmental groups in Asia-Pacific?

NH: The environmental groups are becoming more vocal in Thailand with regard to the water supply and national parks; in Malaysia regarding the destruction of the rain forest and siltation of the rivers; but none in China yet. Typically, they are affecting the projects that should not go ahead anyway. But not the environmentally positive projects.

I think it is good for development, as long as the environmentalists are not radicals. Let’s work together to improve the Asian landscape and quality of life.

GCN: In China, where individuals do not own the land, how is golf development getting accomplished?

NH: Typically, projects in China are joint ventures with the local Chinese governments, who supply the land on a long-term lease agreement — usually 50 or 70 years. The local governments are guaranteed a certain return on investment in exchange for the land. They also expect local people to be involved in some capacity, thereby supplying good pay and good titles to several key local people. This makes them look good to more regional governments, which is the key to work up the “government ladder.”

GCN: Are you getting competition from European and Asian architects?

NH: Most of our competition in Southeast Asia is from American and Australian design firms. As India opens up, we expect to run into more British and European competition.