Frank dialogue earns industry respect from environmental activists

- ‘Green’ principles make debut in N.C.

By Hal Phillips

PINEHURST, N.C. — The strength and breadth of relationships forged last year at Pebble Beach will be tested this month when representatives of the golf course industry and environmental movement meet here at the second Golf and the Environment Summit, March 10-12.

This year’s attendees will review and, ideally, approve a set of “environmental principles” formulated over the past 12 months by representatives of the golf course industry working with environmental activists. The principles are designed to guide — not necessarily regulate — golf course siting, development and maintenance practices.

“It’s important to remember, these principles have been put together by a consortium of people of both sides,” explained Ted Horton, vice president of GCSAA.

TIFs may hold promise for municipalities

By J. Barry Mothes

WYANDOTTE, Mich. — An economic development tool traditionally used by cities to build downtown parking garages and revitalize neglected neighborhoods was used by city officials here to help build a championship-caliber, urban nine-hole golf course and riverfront park.

The tool is known as tax increment financing, TIF for short, and it may hold some promise as a mechanism for cities aiming to build courses within defined development districts.
Island putting greens are indeed a beautiful, yet intimidating, sight to behold with some very unique shapes and features. They’re also meant to challenge golfers. Once a player has carried the water hazard and landed on the green, he should be rewarded for his efforts. That’s why, in most cases, the putting surface is one of the ‘Penn Pals’... icing on the cake, so to speak.

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So, even when a player’s short irons are erratic, and his putting’s unpredictable, he can always count on the quality and consistency of ‘Penn Pals’ greens as he tours the islands.
WICKED INDIGENOUS
Native grasses line a watery hazard at Wicked Stick Golf Club in Myrtle Beach, S.C. The course is a collaboration between architect Clyde Johnston and Tour pro John Daly. Wicked Stick is Daly's first foray into the world of course design.

IN BRIEF...

MIAMI — City commissioners here recently voted to hand over the scruffy and run-down Melreese Golf Course to a development group led by professional golfer Charlie DeLucca. Under the agreement, the city will pay for $3.9 million in renovations. In return, it will get $275,000 a year from the investors: DeLucca, lawyer George Knox, course architect Charlie Mahannah and developer Sergio Pino. DeLucca has managed the driving range at the course since 1972.

AMELIA ISLAND, Fla. — The Amelia Island Plantation has won approval for a controversial golf course and housing development next to American Beach. Nassau County commissioners voted to allow the plantation to build five golf holes and 60 to 150 homes on an 80-acre tract. Opponents said the project would destroy dense vegetation and possibly leave the area’s largest sand dune, which separates American Beach from the development, unprotected.

BEDFORD, N.Y. — Mega-developer Donald Trump has selected course architect Arthur Hills to design an 18-hole track for Trump’s Seven Springs Golf Club, an ultra-elite limited membership club he’s planning on the former Rockefeller Estate here. Trump said he envisions a 7,057-yard, par-72 course that would be available to a limited membership of 200, with entry costs and annual dues of about $200,000. The site includes a 40-room, 50,000-square-foot, turn-of-the-century mansion.

BEULLISH ON PRACTICE CENTERS?
Michael Jordan recently invited the general public to help christen the practice and training center that bears his name. Located in Aurora, Ill., the Michael Jordan Golf Center was designed by Jacobson Golf Course Design of Libertyville, Ill. Looking to expand, Jordan’s company is exploring sites in Florida, Georgia and Charlotte, N.C.
Virginia Beach eyes sizeable golf expansion

VIRGINIA BEACH, Va. — A recently commissioned study recommended that the popular coastal city could put itself on the East Coast "golf destination" map and boost tourism by building five upscale public golf courses.

PKF Consulting of Alexandria, which specializes in golf development surveys, found the demand for land, the cost of building new courses and the annual revenues per year, resulting in about $1.8 million in annual sales and amusement taxes.

The study also indicated the projected impact on the local economy would be $23.9 million in new revenues per year, resulting in about $1.8 million in annual sales and amusement taxes.

The study made several suggestions towards building five new courses, including revising some zoning restrictions in undeveloped parts of the city; appointing an overseeing golf course expert to monitor development; pursuing the "redevelopment" of the Red Wing Municipal Golf Course near Camp Pendleton; and seeking bids for one or more golf courses on the city-owned Lake Ridge property, which contains more than 1,200 acres and is home to a new $17 million amphitheater.

N.Y. county to expand course stock?

NEW CASTLE, N.Y. — Under a proposal that would cost $8.7 million, Westchester County is moving closer to building its sixth public golf course on 174 acres now owned by IBM Corp.

The land was originally the home of the private Hudson Hills course. IBM bought the property in the 1980s with plans to build a research center, but they never materialized.

Now, Westchester County is expected to buy the land from IBM for $3.7 million and spend $5 million to develop an 18-hole golf course. A number of single-family homes will also be developed on a nearby 40 acres, a welcome new angle to the project for local officials who were worried about losing potential property taxes on the proposed golf course site from approval by the county's Board of Legislators.

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Naples, FL

Governors Club
Chapel Hill, NC

Bonita Bay Club
Bonita Springs, FL

Four Seasons Resort & Club
Irving, TX

Ellington Ridge Country Club
Ellington, CT

Forsythe Country Club
Winston-Salem, NC

Clinton Country Club
Clinton, CT

Salem Country Club
Peabody, MA

Quail West Golf & Country Club
Naples, FL

Shady Oaks Country Club
Port Worth, TX

Toon Golf & Country Club
Scottsdale, AZ

Hyatt proposes Maryland resort

CAMBRIDGE, Md. — Hyatt Hotels Corp. has proposed a 350-acre luxury resort here overlooking the Choptank River that would include an 18-hole golf course.

The $187 million project would be Maryland's first such luxury resort. Cambridge is a struggling riverside town of 12,000 that was once a vegetable-packing and industrial center. State and hotel officials have said the proposed project would rival the famed Greenbrier in West Virginia as a choice for leisure and business travelers.

Hyatt's preliminary proposal calls for a 400- to 500-room luxury hotel, 400 residences ranging from condominiums to single-family homes, a golf course, 20,000 to 25,000 square feet of conference and meeting space, marina, equestrian center, spa, restaurants, hiking trails and indoor and outdoor pools. Chicago-based Hyatt pitched the idea to Maryland officials in response to a request for ideas to redevelop the state-owned Eastern Shore site, now home to a psychiatric hospital and non-profit agencies.

Unocal's Coyote Hills debuts this spring

FULLERTON, Calif. — Since the mid-1980s, Unocal Land & Development has envisioned developing a unique public golf course. That vision will become a reality this spring when Coyote Hills Golf Course opens in the hills of Fullerton.

Unocal assembled an interdisciplinary team to work on the steep, spectacular terrain of the East Coyote Hills oil field. Architect Cal Olson was the chief designer. He was joined by PGA Tour star Payne Stewart, who was serving as consultant for the first time ever. Environmental Golf Inc. built the course.

The new track is expected to have the look of a mature course, thanks to the conservation of 125 acres of protected habitat and more than 115 trees. To help preserve the natural landscape, Environmental Golf Boxed, nurtured and then replanted 76 mature pepper trees.

Carter backs revitalization project in Ga.

ATLANTA, Ga. — Former President Jimmy Carter has been the driving force behind a $52 million project that will transform one of the city's poorest and most neglected neighborhoods into a mixed-income, country-club community that will feature tennis and golf academies and an 18-hole golf course.

Carter and Atlanta housing officials recently signed an agreement that clears the way for the transformation of the former East Lake Meadows into the New Community at East Lake. Groundbreaking is scheduled to start in the summer.

Residents of East Lake Meadows will be relocated during the construction.

Frustrated with the poverty and living conditions at East Lake, Carter helped secure $33.5 million in federal dollars in 1992 for the East Lake revitalization. The project will be funded through public and private sources and calls for replacing the 650-unit East Lake Meadows with a mixed-income housing community of 488 townhouses, garden apartments and duplexes. Half the units will be public housing.

The 18-hole public golf course will be funded with part of $20 million from the CF Foundation, which owns the nearby, private East Lake Golf Club, where the legendary Bobby Jones learned to play golf as a young boy. Its golf course has recently undergone a major renovation by Bees Jones.

Thoroughfare will not deter Ark. expansion

SPRINGDALE, Ark. — When the Springdale Country Club decided it had to expand its golf course to 18 holes or face a slow death, not even heavy highway traffic could get in the way.

A portion of U.S. 71B runs between the club's nine-hole golf course and the land where it hopes to develop nine more. Club officials have decided to build a tunnel underneath the highway to get golfers back and forth, rather than cross the busy highway.

The country club is developing land that was to be used for the Arkanshire retirement development but that venture failed several years ago. The club will use 65 acres as the golf course, and Jerry Sweetser, a Fayetteville developer, plans to use the property surrounding the golf course for housing.

The club has received preliminary approval from the Arkansas Highway and Transportation Department for the underpass. Work was expected to start on the new nine holes in February.
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Casino/resort to include 9-hole

LA PUSH, Wash. — Add Washington to the growing list of states featuring casino-related golf developments.

A Native American company called Bear Paw Resorts is developing a $10 million coastal resort here in the remote, upper northwest region of the state.

The current plans call for a 9-hole golf course.

Project architect Jim Williams is designing James Island Resort for the Sumner, Wash.-based Bear Paw, which will own and operate the development.

The Quileute tribe contacted Bear Paw about developing a resort on 30 acres directly south of La Push. Recently, the tribe agreed to lease additional space to Bear Paw for a golf course.

Beyond the nine-hole golf course, the planned resort will include 150 guest rooms, convention facilities for 500 people, a casino, bingo parlor, and indoor pool and exercise equipment, two oceanfront restaurants, professional and amateur boxing sites, a Kids World recreational facility and retail shops.

Grand Traverse lands Player, Trevino

ACME, Mich. — Lee Trevino and Gary Player will each design 18-hole tracks at Grand Traverse Resort to join Jack Nicklaus in forming an imposing threesome of architects.

Trevino and Player will design courses to go along with The Bear, a Nicklaus design that has been one of the state's most popular since it opened in 1985. Grand Traverse would be the only golf site in the world with courses by the trio of golf legends, officials said. Resort officials indicated last summer they planned to sign "name" designers because the relationship with Nicklaus had been so beneficial in terms of public relations.

Construction of the Player course, his first in Michigan, is expected to start in late 1996 or early 1997 with completion set for 1998. A time frame for the Trevino course has yet to be determined.

Struck golfer brings suit in Michigan

CASEVILLE, Mich. — A golfer who was struck in the head by an errant golf ball and subsequently lost an eye is suing the course's owner and the golfer who hit the ball.

John U. Watzke, 76, of nearby Case City, absorbed a shot fired by James Mulligan from the 7th tee at Hidden Harbor Golf Course.

Watzke was hit as he stood with his playing partners — two retired attorneys — on the 4th green at the course in Huron County's Caseville Township.

Watzke has sued the course's owners and Mulligan, seeking a minimum of $10,000 in damages. Watzke's suit alleges he lost his eye because of Mulligan's poor shot and because of the poor design of the golf course.

The suit names the course's owner and two golf course architects and their wives, charging that they failed to design the course in a manner to avoid or minimize the risk of a golfer being struck by a golf ball.

Attorneys for the golf course owners and the architects have denied Watzke's allegations. They have said Watzke knew of the risks involved in playing golf before he came onto the premises and that he failed to make reasonable observations of the potential dangers of the situation.

Watzke's attorneys have said that Watzke received no warning before Mulligan's shot struck him. They also said protective netting at the course could have prevented such accidents from happening.

'Timberstone' should open for play this year

IRON MOUNTAIN, Mich. — The owners of Pine Mountain Resort here have named their new 18-hole course Timberstone.

"The name of the new facility should be distinctive and have a strong relationship to the characteristics of the golf course," said golf course architect Jerry Matthews, who designed the course. Carved out of a mature pine and hardwood forest, the track features many stone-lined flowing creeks.

Stone has been used liberally to form the edges of lakes and ponds, retaining walls, tee banks and swales. Large stones and boulders have also been used to mark the perimeter of the golf course and will also be used as landscape features.

Limited play may start sometime during the late summer of 1996 with an official, full-blown opening in spring 1997.
Developer gives Wisconsin town ultimatum: Buy course or back off

EAU CLAIRE, Wis. — Developer David FitzGerald has offered an interesting proposition to opponents of his plan to turn housing development: Buy it and save it, or lose it and get lost.

FitzGerald planned to buy the public, 18-hole course on the city's south side for $750,000 from Duke and Sharron Severson. FitzGerald plans to build single-family homes and possibly some condominiums on the site.

However, many neighbors and golf course patrons oppose the development, saying they want to keep the green space and recreation opportunities the course offers.

FitzGerald and the Seversons then agreed to postpone the final sale. FitzGerald also agreed to turn over the right to buy the golf course to any financially qualified parties who will maintain it as a golf course — if they come up with an accepted writ
ten agreement.

Fragile Alaskan site ups project costs

JUNEAU, Alaska — Developer Richard Holden wants to add nine more holes and another 85 houses to the 18-hole, 75-home development he originally proposed for North Douglas Island. Holden, president of the Waterfront Park Hotel Corp., said the expansion is needed to cover the higher cost of developing on land soggy and less stable than expected.

Holden has said his $12.5 million proposal is bankrolled by a group of anonymous European investors. But city officials gave Holden until the end of February to show proof he has long-term financial backing.

If the city does pull out of a deal with Holden, the rights to build the course could go to Totem Creek Corp., which finished second in the city's bidding process. Totem Creek, a non-profit group, wants to build a $3 million, 18-hole course.

Whoever does build the course will face some unique construction requirements. The proposed site for the golf course is considered structurally fragile, and therefore the golf course can not be shaped by removing trees and pushing soil around. On North Douglas, according to Holden, disturbing the tree roots and thin soil would cause severe erosion.

Holden has said trees at the site would have to be cut level with the ground and the stumps left in place. Geotextile fabric would then be laid across the entire golf course and covered in layers of shot rock, sand and grass. The unique construction methods would add an extra $2.4 million to the cost of the project, according to Holden.

The unique construction requirements have upped project costs.
Have Riviera's greens finally turned corner?

LOS ANGELES — The ongoing saga of the Riviera Country Club's greens may finally be winding down.

The controversy started last August when the club hosted the PGA Championship. The newly-sodded greens were rushed into play because members wanted to play as soon and as often as they could leading up to the tournament.

As a result, the root structures were poor and the greens took a beating once the professionals arrived for the week-long major tournament. Spike marks and holes were everywhere on the greens, as television commentators and competitors repeatedly criticized the conditions. Golf course superintendent Bill Baker was fired in December.

The club recently issued a press release stating the greens have shown "excellent progress" under the direction of consultant Bill Bengeyfield, who has been working with Riviera's new superintendent, Dan Vasquez. Riviera's greens were aerated, top-dressed, overseeded and fertilized. Bengeyfield said root structures are now five inches deep. Two other factors have also helped: a warm California winter and the ban of metal spikes at the club.

Of course, there was still the possibility for more problems at press time. A PGA Tour official reportedly inspected the course in January and expressed some concerns about their playability for the now-completed Nissan Open, which is held each February at Riviera.

Colo. town goes totally spikeless

FORT COLLINS, Colo. — Fort Collins has become a cutting-edge kind of place, at least as far as golf goes.

As of June 1, golfers won't be allowed to wear metal-spiked shoes at any time at Fort Collins' three muni courses — City Park Nine, Collindale and SouthRidge. By banning metal spikes, and eliminating the wear and tear they cause, city golf officials said they are certain daily conditions at the courses will improve.

The city had implemented a ban on metal spikes for two straight tournaments. As of now, the city only has a 9-hole public course at the Alameda County Fairgrounds. Owners of 300 acres in South Pleasanton have agreed in principle to sell their land to make room for a city-owned course southeast of the intersection of Alisal Street and Happy Valley Road. There's also a plan, forwarded by the city of San Francisco, to build up to 1,900 homes and an 18-hole course on 508 acres south of Bernal Avenue.

City officials have said they have concerns about whether the market exists for two courses.

Enormous project okayed in Calif.

MONTEREY, Calif. — Monterey County supervisors have approved an ambitious 20,000-acre subdivision, located south of Carmel Valley, that will include an 18-hole championship golf course.

The proposed Santa Lucia Preserve will be built on land now known as Rancho San Carlos. The plans call for about 18,000 acres of open space, 300 upscale homes, the golf course, a 110-room hotel, a wastewater treatment plant and other buildings.

The project has generated a considerable amount of opposition from local residents and some environmentalists. One resident has pledged to challenge the project in court.

Construction could begin later this year and is expected to take as long as 15 to 20 years to fully complete.

The developers will be required to meet a list of more than 200 conditions that county supervisors generated through the various stages of review and hearings.

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Development business lures Golf Digest to So. Florida

PALM BEACH GARDENS, Fla. — Golf Digest magazine wants to build two 18-hole golf courses and South Florida’s first golf-training facility in an upscale housing development by 1998. But the proposed project, west of Florida’s Turnpike and across PGA Boulevard from the PGA National golf community, faces several hurdles.

The proposal brings together Westinghouse, which owns the Coral Springs-based project developer WCI Communities Ltd. Partnership, the New York Times Co., which owns Golf Digest; and the John D. and Catherine T. MacArthur Foundation, which owns the 2,328-acre site.

WCI Communities will apply for permits to the South Florida Water Management District and submit development site plans this month. WCI officials have said the company will not buy the proposed property for the development from the MacArthur Foundation until after the permit and development process is finalized. One possible area of contention is the 10,000-acre Loxahatchee Slough, a marshy region on the project’s western border.

The two courses will reportedly be designed by Tom Fazio. Both will be open to the public. Golf Digest would reportedly own and operate the golf courses and training school.

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CIRCLE #106

Rejuvenated Pacific NW resort targets international golf market

POINT ROBERTS, Wash. — A Ferndale, Wash., company is planning to resurrect a bankrupt, unbuilt golf course and will break ground this spring.

The $10 million Point Roberts Golf and Country Club would be the first golf course on the point, which is connected to British Columbia but extends down across the Washington state line, near Vancouver’s huge golfing population. The course would be the 21st in Whatcom County.

The proposed Point Roberts Golf Club would be the first owned by JIJ Corp., which has built several golf courses and housing projects in the region. The course and clubhouse would include a mix of 150 condominiums and houses.

Canadian and Point Roberts developers originally planned to build the golf course several years ago but sold out in 1990 when Japanese development companies were gobbling up U.S. resort land. The project sold for $10.5 million to I.S. International Japan Co., Ltd.

I.S. International hired JIJ Corp. to build the course, and JIJ began clearing trees at the site. However, JIJ filed a lien for $1.9 million in Whatcom County Superior Court when it wasn’t paid for the work. JIJ recently gained clear title to the 194 acres.

The proposed Point Roberts course is an 18-hole layout designed by Ted Robinson, who has designed more than 200 courses, many of them in the Pacific Northwest. The Point Roberts Golf Club would be semi-private.

Train service for Costner’s SD development

DEADWOOD, S.D. — Golfers teeing it up at actor Kevin Costner’s $100 million, under-construction golf and conference resort here in the Black Hills will have the option of traveling to the site by train.

Northwest Engineering has started designing a 12.7-mile rail link between the historic mining town of Deadwood and Costner’s golf and conference destination. The resort will be called Dunbar, the name of the U.S. cavalry lieutenant played by Costner in the movie “Dances with Wolves.”

Native Americans in the area and around the country have criticized Costner and characterized him as hypocritical for his plans to develop a golf and conference center on land that has long-standing spiritual significance for local tribes.

The planned rail link will restore 9.5 miles of abandoned Chicago and North Western right-of-way. A one-mile spur to Rapid City Regional Airport will also be built. Included in the project is a new 960-foot trestle made of timber, which Northwest Engineering says “is believed to be the first such structure of this magnitude constructed in the United States in the last 50 years.”

The trestle will rise 125 feet above the canyon floor. A second trestle, constructed of structural steel, will span 800 feet at 140-foot elevation.
When it comes to green construction specifications, there isn’t much common ground out there: 70:30, 85:15, tiles or no tiles.

While the U.S. Golf Association openly admits its current specs should be considered a work in progress, critics continue to unfairly blast the Gang from Far Hills at every turn. The vitriol is distasteful and, for that matter, unprofessional. But the prospect of failed greens course industry.

seems to prompt an unmatched level of tension in the golf quality of sand is integral to the sound construction and International Golf Course Conference and Show, I informally polled soil mixers and course construction folks on whether the sand specified was always the sand received. The consensus: About 25 percent of the time, the sand received at the construction site is not the sand specified, and the Phoenix area was singled out as a real problem area.

Responsible mixers routinely send sand to labs for testing, but poor-quality sand is a variable the industry must deals with before we can argue about the specs.

On the architectural front, Rodney Wright has amicably left partners Robin Nelson and Neil Haworth to start his own design firm. The remaining two components will continue their collaborative work with offices in Hawaii and Singapore. At one point, he and Pete Dye will also set up shop in Singapore. Having established itself in Asia-Pacific, the new firm of Nelson Haworth is beginning to look East, to America... The American Society of Golf Course Architects (ASGCA) session in Orlando was well attended and extremely informative, especially a panel discussion featuring Rees Jones, Bobby Jones (yes, they sat next to each other and chatted amiably throughout), Art Hills, Ed Seay, Pete Dye and Pete Dye. At one point, ASGCA president Jeffrey Brauer asked the panelists who recommends good construction to USGA specs. Everyone raised their hands but Pete Dye, who extolled the virtues of sand, dirt and broken pieces of pottery. Then Seay chimed in, saying he’s had great success with soil in Orlando like Mike Profile, which is “basically broken up pieces of pottery.”

During the USGA session in Orlando, I was interested to see managing director of the agronomists at Harris Hartweg, moderator praise on the practice of top dressing with crumb rubber. A few months back, our front-page story on crumb rubber was met with yawns and skepticism. But according to Hartweg, superintendent Mark Hoban has been using the stuff with success at the Standard Club in Daluth, Ga. Because of its lower density, crumb rubber does not move down through the soil profile like sand does. Hoban has discovered that light, frequent applications curb turf abrasion and compaction in high-traffic areas. Unexpectedly, they also make for better green-up come spring. Hoban even top dresses portions of his... Continued on page 13

Continued on page 12

What might the future bring?

When it comes to new golf course construction, there is no shortage of challenges. Specifiers, contractors, and municipalities are faced with difficult decisions that can affect the future of the golf course industry. It is important to consider the environmental impact of new construction and to prioritize sustainability in the design process.

The use of crumb rubber as a top dressing material has gained prominence in recent years. While this practice has been successful for some, it is crucial to evaluate the environmental impact and cost-effectiveness before implementing it on a larger scale.

Another consideration is the impact of climate change on course design. As the climate continues to warm, course architects must adapt their designs to accommodate for potential changes in weather patterns and increased demands on water resources.

The future of golf course construction is an exciting time for innovation and sustainable practices. It is essential to continue researching and testing new technologies while also prioritizing the well-being of the environment and the community around these facilities.

Letters

HOVER MOWER MANUFACTURER RESPONDS

To the editor:

In an article you authored in the February issue of GOLF Course News entitled “Hover-mower manufacturer recapitalizes” (p. 87), we found some inaccurate statements; we feel they need to be corrected.

Flymo is referred to as a “British company with U.S. distribution” while Grasscraft is said to be made in the United States. Although Precision Small Engine Co., in Pompano Beach, Fla., has been selling direct to the public in all of North America, the Grasscraft and the Westies for more than 17 years. Flymo units have been manufactured by Precision in our Pompano Beach, Fla. facilities for over 5 years. Not only are Flymo hovering trimmers made and sold here but they are also tested on Florida’s year-round golf courses.

You quoted Steven Searle of Grasscraft as saying that, due to their domestic manufacturing, “we can offer lower pricing and better service.” Precision guarantees the lowest prices in the industry, starting as low as $699.95 for the Flymo GCT12 and Grasscraft didn’t answer their toll-free number you printed at the end of the article, even though we repeatedly tried to call and get some of their “lower prices” and “better service.”

Despite this, Grasscraft’s vice president of sales, is also quoted in the article. He claims the 2-cycle engine “bogs a little bit and you may have to pull off” when you attempt to mow “heavy... Continued on page 13

Continued on page 12

MEETING GEESE HAVE BEEN LOCATED.

To the editor:

Peter: “California goose count is down” (Golf Course News, February 1996) Don’t worry. ALL the missing Canadian geese plus their offspring are here in Connecticut. Please restate the hunting season.

Bob Chalifour, GC

Groton, Conn. Ed. — Pew! Close goose season in the Atlantic flyway must have caught a trick. Now state fish and wildlife officials can rest easier...As for you, Mr. Chalifour, have you considered a border collie?... Continued on page 13

Continued on page 12

Contributing Editor Terry Buchen followed the report, which updates a story that appeared in the April 1995 edition of Golf Course News:

To the editor:

The back nine of The Links of North Dakota at Red Mike Resort in Williston, N.D., opened for play on July 4, 1995, with 8,000 rounds being played last year. To achieve 10,000 rounds per year to break even, so this year is looking good for us, stated Stan Weecks, superintendent and part owner. In the name of Red Mike Hill, where a horse thief was hung back in the late 1800s, the course has red golf carts, red golf tees, red golf pencils and red-colored letters on its billboard... Continued on page 12

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Today's leaders are innovators, so let's get busy

By A. THOMAS PERKINS

I've always been fascinated by the concept of leadership. What does it take for a company or institution to be a leader? What makes a company or institution a leader, while others are considered followers? What kind of equity is there in being perceived as a leader? Although I haven't reviewed published research on the subject, I have observed the impact of effective leadership over 25-plus years in the golf turf business. My conclusion is that companies aren't perceived as being leaders because they are bigger, make more money or have a more popular or flamboyant CEO than their competitors.

Today's leaders are the innovators — companies that are forward-looking. Leaders are companies that are helpful and dependable — who make it easy for their customers and their public to work with them. Leaders are proactive, and they're excellent communicators, especially good at listening. Being perceived as a leader does carry tremendous potential for financial success. The importance of effective leadership for the golf turf industry was never more evident than in 1995. This was highlighted in part by Golf Course News' "The Industry's Most Comprehensive Pumping Systems" article, which states: "Our Silent Storm variable speed pump stations are UL listed for safety."

"Flowtronex PSI Ltd is the industry's most comprehensive service network of factory-trained technicians that puts professional help only a phone call away."

"The steel discharge head has superior strength (60,000 lb. tensile vs. cast-iron 30,000 lb.)."

"Our remote pump station monitoring software provides access to your golf course from almost any location via internet."

"The Operator Terminal Information System has a scrolling LED readout displaying important station operational data which allows you to easily monitor and control station operation from the panel door."

"Surge and Lightning Advanced Protection provides the station's vital electrical components with superior protection from lightning and power surges."

"The steel discharge head has superior strength (60,000 lb. tensile vs. cast-iron 30,000 lb.)."

"Serves sandwiches and salad plates named after past clubhouse grill, furnished in leather and trimmed in dark wood, serves sandwiches and salad plates named after past clubhouse grill, furnished in leather and trimmed in dark wood."

"A good walk missed...

By J. BARRY MOTHERS

I was a sunny cloudy October morning on Hilton Head, a Sunday where my only two obligations were a round of golf at Harbour Town Golf Links and making an evening flight back to Maine, a Michelob kind of day. My gracious hosts were long-time Hilton Head residents. I had driven a car down for them for the winter. They signed me up for an 8:42 a.m. tee time at a course regularly listed among the top 50 in the world. Harbour Town — home of the candy-striped lightouse beyond the 18th green — hosts a major PGA Tour event each spring the week after the Masters. The clubhouse grill, furnished in leather and trimmed in dark wood, serves sandwiches and salad plates named after past winners like Greg Norman, Tom Kite and Nick Faldo. This was my first round at a world-ranked course. It turned into a world-class letdown before I could crank up my first lousy tee shot.

"Harbour Town is one of the few PGA tour stops open to the public. It isn't cheap. The cost for trying to hit Pete Dye's 18 tricky, smallish greens is a robust $154.88. I did not pay to play. I was a lucky guest. Now, for $154.88, you'd think a golfer would be allowed to do something as mundane as carry his or her bag and walk the golf course any time of day. Especially at a place called a links. But not Harbour Town — or hundreds of other golf courses for that matter. If your tee time falls before 1 p.m., you must take a car and keep it on the white asphalt paths that wind down the sides of fairways, around the greens and tees. There are no caddies. Regardless of the depths of your bank account, you simply cannot walk. How did we get to this? Is every golf course strip a golfer of the fundamental physical activity of the sport, even if he or she is willing to pay the rate of a car but pass on the riding? National Golf Foundation (NGF) 1995 statistics paint a bleak picture for the walking golfer. In south Florida, 74 percent of daily-fee courses surveyed always required a golfer to take a car. Another 26 percent required them for part of each day. That means no daily-fee golf courses in south Florida surveyed by the NGF allow walking at all times."

Continued on page 14

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Continued on page 14

Add it up!

It equals superior pumping performance.

A. Thomas Perkins

A. Thomas Perkins, Ph.D., is business manager of Turf, Ornamental and Pest Control Products at American Cyanamid Company in Wayne, N.J.
COMMENTARY

Hover letter
Continued from page 10

gr  ass." Rodway also cl aims that a 4-cycle engine "blows right through it." He has obviously never tested a Flymo nor seen our videos in which we feature a Flymo having no problem whatsoever in heavy grass.

You see, the Tecumseh 2-cycle engine, used in our Flymo GCT12, operates at higher RPMs (6,000) than a 4-cycle engine. A 4-cycle engine is much slower and heavier than a 2-cycle engine. The entire GCT12 trimmer weighs only 15 lb. making it not only lighter but much faster and easier to use.

Rodway says that "it's very difficult to get parts." Rodway is probably right; I still can't get anyone to answer their toll-free number.

On the other hand, it has never been difficult to get parts from Precision. To get the best products at the lowest prices, the best

Lofts Seed Co.'s
Morrissey retires after 46 years

SOMERSET, N.J. — Back in 1949, Selmer Loft, who founded Lofts Seed Co. in 1923, hired a young John Morrissey, whom he had known as the boy who mowed his lawn and raked his leaves prior to World War II.

Forty-six distinguished years later, John Morrissey, senior vice president at Lofts, has announced his retirement.

"John is not only an excellent seedsman, he is a family friend and will be greatly missed," said Jon Loft, president of Lofts Seed.

"But I am pleased that John will remain active in the company by continuing as a member of Lofts' Board of Directors."

As a salesman in the 1950s, Morrissey focused on selling grass seed to landscapers, garden centers, and large contractors who purchased grass seed for the projects like the New Jersey Turnpike and Garden State Parkway.

In the 1960s, Morrissey was active selling the seed for use on new golf courses and the then-developing sod grower's industry.

As Lofts Seed Co. grew, Morrissey became involved in all aspects of the professional seed market and was responsible for many positive advances in the company's history, including implementation of its wild flower program, the naming of Lofts renowned improved turf-type tall fescue (Rebel), and coordinating the opening of Lofts newest branch office in Allen town, Pa.
Leslie comment

Continued from page 10

We call it commitment. Ochen call it obsession. Whatever name you give it, we are talking about fulfilling a promise. We promise to provide you with equipment to meet your demands; with service organized around a global network of dealers for quick response; and with products designed to help you fit 15 hours of work into 8. Every product in our full lineup is a manifestation of our promise: the world famous Turf-Trackster®, ultraprecise greens mowers, productive fairway mowers, the industry's highest quality aerators and dozens of versatile attachments.

Ransomes, Cushman and Ryan equipment will produce results you can measure if perfection is your standard. For a free demo, call 1-800-228-4444.

Phillips comment

Continued from page 10

just in case you thought the U.S. Environmental Protection Agency (EPA) unfairly singles out "our" side of the golf industry, I offer the following:

EPA has apparently signed separate settlement agreements with seven major golf club manufacturers to "correct" improper notification of the public where ozone-depleting chemicals are used in their manufacturing processes. According to EPA, the companies agreed to pay a total of $216,300 in penalties and to come into compliance with federal regulations designed to protect the stratospheric ozone layer.

The seven California golf club manufacturers, which each settled separately: Cobra Golf Inc., Carlsbad ($42,000); Cubic Balance Golf Technology, Rancho Santa Margarita ($28,000); Daiwa Corporation Golf Division, San Marcos ($28,000); Founders Club Co., San Marcos ($22,400); Lynx Gold, City of Industry ($25,900); and Fila Golf Inc., Huntington Beach ($28,000). The seven companies are part of the Founders Golf Club Co., Huntington Beach ($28,000). The seven companies are part of the Founders Golf Club Co., Huntington Beach ($28,000). The seven companies are part of the Founders Golf Club Co., Huntington Beach ($28,000). The seven companies are part of the Founders Golf Club Co., Huntington Beach ($28,000). The seven companies are part of the Founders Golf Club Co., Huntington Beach ($28,000).
Mothes comment
Continued from page 11
Almost 50 percent of the courses surveyed in Arizona, southern Nevada and southern California required cars at all times. Nationally, 46 percent of the daily-fee courses either sometimes or always require golfers ride. With cars the second-leading revenue source for 95 percent of daily-fees (behind green fees), I don't expect those numbers will drop anytime soon.
No one will convince me golf cars speed up play on a golf course, which is the explanation offered at Harbour Town and elsewhere for totalitarian mandatory car policies. Any intermediate to advanced golfer can walk an 18-hole round faster and more efficiently than from a golf car, especially when cars are restricted to car paths. Restricting golf cars is respectful of turfgrass, a plus. But it can also turn golf into a stop-and-go, club-juggling chore, one you should be able to avoid if you're willing to pay the price.
Being forced to ride around a top-ranked golf course like a 12-year-old at a strictly-run amusement park was frustrating enough. Then there was the reaction and comments from my two playing partners, strangers I met on the first tee.
Both seemed amused that I found it distracting to be forced to ride. One of them, a silver-haired Southern businessman in his early 40s with a chunky gold watch and rings to match, offered a fascinating tidbit during a post-round lunch overlooking the 9th green. He announced that a round at St. Andrews in Scotland a year ago was the first time he had ever walked a round of golf. I almost choked on my Tom Kite (grilled cheese with bacon). He admitted he sort of enjoyed it — roughing it out there on foot and all. But he quickly added there was no way he could carry his own bag, which, naturally, was big and expensive enough for a Tour pro, his caddie, and half a room of kitchen appliances.
I realize cars are necessary for some golfers and courses. I know many elderly and disabled golfers wouldn't be able to play without a car. That's not the problem. What bothers me are the golf courses and managers that absolutely forbid people from walking, period. It's gotten so weird that several new golf courses — mostly at ultra-expensive, limited-membership private clubs — offer walking as a luxury. They breathlessly promote these exclusive "walk-only" courses as heroic, courageous monument to fundamental right of a golfer on any golf course, even if you have to... pay for it.
Harbour Town seemed like a pretty place, viciously efficient protection of consistently good and often green holes, some with gorgeous views. I just wish I got closer to the whole place in a way that only walking allows. It's not the same when all that famous scenery and essential atmosphere is flying by the golf car window.

To all those superintendents who ask for nothing but a consistent cut from their greens mower, who are intensely passionate about perfection, we offer the Greens Super 55.

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Greens Super 55.

The results of your turf management program are most obvious on the greens. Here, your success is measured in micro inches. For a mower that meets your need for a flawless cut, put the Greens Super 55 to work. The GS55 is a masterpiece of balance. It automatically hugs the ground without relying on the operator's ability to read the green. The result is an even, consistent cut for ultimate playability.
The Greens Super 55 is the only machine that can meet the productivity and performance expectations of perfectionists like you. It is so well engineered it performs as if you designed it yourself. For a free demo, call 1-800-228-4444.

Perkins comment
Continued from page 11
one of the most important keys to success today. You should look for partners who are committed to leadership and committed to your industry. In our business, the specialty products industry, the leaders are keenly aware of the environmental concerns in your communities and are working diligently to provide products that are more effective, less costly — and more sensitive to the environment. For our industry, this is a day-in, day-out responsibility we take very seriously.
We in the specialty industry must be forward-looking, too. Each year, we are providing exciting new "leadership" products to golf course superintendents that will enhance your courses, improve your business and respect the environment. Some of these leadership products aren't so new. For example, in 1985 the pre-emergent herbicide pendimethalin was introduced for the turfgrass market, featuring low application rates, outstanding performance and no leaching into soil. In 1995, pendimethalin again was the leading pre-emergent herbicide in the golf course market — attesting to its long-term cost effectiveness and low environmental impact.
Like the game of golf itself, some things don't get older — they just get better. And getting better is something we in the industry must do; constantly improving by innovating, by being helpful and dependable, by being proactive, by listening — and by finding partners who are willing to do the same.
Constant improvement is one sign of a leader. When our communities see us working hard to improve ourselves, our partnership with them can only become stronger. And that's the key to success in 1996 and beyond.
I wish you much success as you "lead" the way for the remainder of this decade — and into the 21st century.
The Best at What They Do

Metsker earns Tradition Award

BY MARK LESLIE

MARYSVILLE, Ohio — Stanley Metsker, who was instrumental in pushing the Golf Course Superintendents Association of America (GCSAA) to accept certification, has been chosen for the Scotts Tradition of Excellence Award. Metsker, who is the assistant superintendent at Stanley Metsker's Country Club of Colorado, was named by GCSAA to accept certification, then through GCSAA, his region's agronomist.

The 16th hole at Stanley Metsker's Country Club of Colorado.

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Hunkee tops in TPC Network

By PETER BLAIS

ORLANDO, Fla. — Outstanding tournament conditions, Audubon certification and a happy membership have combined to earn superintendent Ted Hunkee of the Tournament Players Club at River Highlands in Hartford, Conn., the TPC's designation as its top operation of the year.

Hunkee received the award at the annual gathering of TPC superintendents held here during the International Conference and Show.

"The winning operation had such a terrific year it was a very clear choice," said Cal Roth, director of maintenance for PGA Tour Golf Properties. "The head superintendent was very deserving of this award." That superintendent was Hunkee.

Continued on page 21

Dealing with big brother

By TERRY BUCHEN

Superintendents who do not receive certain fringe benefits from their employers might note the Internal Revenue Service (IRS) likes to use the buzz words "reasonable and necessary" in defining tax deductions if you are itemizing your income tax return for calendar year 1995. How does this relate to golf course superintendents? Let's take a closer look.

Golf clubs, shoes, umbrellas, bags and head covers are considered "tools of the trade" and are tax-deductible as legitimate business expenses. Golf hats, shirts, sweaters and jackets are considered uniforms as long as they have the superintendent's golf club logo and/or name on them and are worn for work. If your club requires you to wear a certain type of pants, dress/work shoes as part of a uniform, they usually are tax-deductible.

These types of clothing obviously can be worn during non-working hours.

Continued on page 26
The rules of management have changed with new bents

Continued from previous page

acteristics and summertime performance. To maximize performance, several key maintenance practices may need to be modified.

- Irrigation: Determining the amount and timing of irrigation for a Penncross green during a Southeastern summer is one of a superintendent's most challenging tasks. Several new varieties such as Crenshaw, the Penn series, and SR1020 maintain deeper root systems during the summer than Penncross. As a result, these bents require a different irrigation program, with longer intervals between watering. Less frequent irrigation will be a great weapon in trying to reduce turfgrass disease. Additionally, a better rooted turf will require less hand-watering on a day-to-day basis.

- Fungicides: Healthier bentgrass requires less frequent irrigation and fewer fungicide applications at longer intervals. Many new bentgrasses have shown improved summertime performance, but frequently superintendents do not deviate from their Penncross management program. Not reducing fungicide applications means failure to realize savings from lower fungicide use and reduced labor. Also, some new bentgrasses may not perform at their best under a traditional Penncross fungicide program.

Although there is a lack of research on fungicide programs for the new bents, superintendents can learn valuable information by using untreated check plots on greens and experiments on a nursery green. It is very important to leave an untreated area on the back of one or more greens. This allows the superintendent to examine both the intended, and sometimes the unintended effects, of a fungicide application. Additionally, a nursery green is a great place to experiment with reduced fungicide use and longer intervals between applications.

- Mowing height: Based on observations in the field, it appears that varieties such as Crenshaw and the new Penn series perform better under lower mowing heights. Crenshaw has more than twice as many plants per unit area compared with Penncross, while the Penn series varieties have almost three times as many. The recommended mowing height for the Penn series varieties is 1/8 inch. Failure to maintain a low mowing height can result in turf that is puffy and slow, with higher thatch production.

- Aerification & top dressing: Varieties with high plant populations produce higher accumulations of organic matter than Penncross. As a result, core aerification and top dressing are important tools to avoid an excess build-up of organic matter and to maximize the performance of these greens. Thatch is only a problem if it is allowed to accumulate to an excessive level. For courses where the green committee frowns on aerification and top dressing, some bents with the highest plant populations may not be suitable.

- Nitrogen requirement: Little work has been done to determine the optimum level of nitrogen for these grasses, but early evidence suggests nitrogen levels will probably differ from those used on Penncross. An interesting note about Crenshaw: Many superintendents growing Crenshaw feel it maintains a darker green color at lower nitrogen levels than Penncross. However, research conducted by Dr. Bob Carrow of the University of Georgia reveals that Crenshaw does better under a high nitrogen level. Carrow recognizes this paradox and suggests monitoring clipping levels to help determine the need for N applications to Crenshaw.

Based on many field observations and discussions with superintendents, the new bentgrass varieties probably will clearly do better under management programs different from that for Penncross. More than one superintendent has offered this advice: "When growing one of the new bentgrasses, forget everything learned in the past about Penncross."

The new varieties are giving golfers improved greens in the Southeast and offer superintendents the opportunity to experiment and learn how to maximize performance.

More than one superintendant has offered this advice: 'When growing one of the new bentgrasses, forget everything learned in the past about Penncross.'

Dress your tees in a mountain range of colors!

Now you can make your tees look like a million dollars without breaking the bank. **TurfStone Tee Markers** by Standard Golf provide the look and feel of real granite — at only a fraction of the cost. They're even fade-resistant, too. Just like the real thing, they're made to last for ages.

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**Conclusion**

by Standard Golf

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So when other fungicides might wash away, you can continue to count on Daconil Weather Stik for control of major turf diseases on both warm and cool season grasses. That includes brown patch, leaf spot, melting out, dollar spot, anthracnose, rust, red thread, and snow mold. Plus control of most ornamentals plant diseases and algal scum, too.
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Of course, because bags are easier to get rid of than plastic jugs, and you have fewer of them, disposal is that much easier. Now add the sticking and staying power of our Weather Stik® formulation for exceptional broad-spectrum control of some 70 diseases that attack turf, ornamentals, and trees, and it all adds up to another great choice for you. ISK Biosciences Corporation, Turf & Specialty Products, 1523 Johnson Ferry Rd., Suite 250, Marietta, Georgia 30062.
Charging cars, irradiating at 'right time' saves

By TERRY BUCHEN
ESTERVILLE, Ohio — Power companies traditionally, in most parts of the country, review a golf course's electricity rates once a year to determine whether it qualifies for a lower rate structure. Charging electric golf cars and operating the irrigation system pumps and wells are the two areas of a course that usually use the most electricity. Let's take a closer look at how one golf course greatly reduced its golf car-charging operating costs.

Little Turtle Country Club, a Pete Dye design from the early 1970s, found a way to reduce its golf car-charging operating costs.

Little Turtle CC charges its golf cars from the clubhouse that had only one electric meter for the entire building. After conferring with Columbus Southern Power Co., the club found it could charge its cars during off-peak hours after modifying the electric system and following a few simple rules.

The criteria were:
• charging of the golf cars had to use more than one-third of the total power consumed in the clubhouse;
• a separate electric meter would have to be installed for the golf car chargers only; and
• the charging area would have to be wired separately from the clubhouse to the new electric meter.

The total re-wiring and new meter cost $5,000, which was recovered the first year.

Off-peak hours are from 9 p.m. to 7 a.m. Monday through Friday, all day Saturday, Sunday and the seven usual holidays, said John L. Mead, owner of Little Turtle CC and partner in Xanadu Golf Ventures. "We installed a timing device that would turn on all of our golf car chargers not a minute before 9 p.m. during the week, and this 10-hour charging period was ample to get our cars charged fully," Mead said. "Our usage was only 10 percent of the peak-demand rate, thus we saved 90 percent on our electricity rates. We did not have to pay any peak-demand kilowatts, as our rate structure for the basic kilowatt hours went from 5 cents down to 1.2 cents. The year before we re-wired our chargers, we spent $64,000. The year after the modifications, we spent $55,000 — thus a $9,000 saving the first year of operation."

Little Turtle CC, he said, "had to commit to the power company for one full year at the off-peak charging procedure and had to get the company's full blessing on the type of electric meter and car-charging timing device before they would qualify us for the lower rates. We are very happy with our new car-charging procedure and it only proves that hard work pays off."

Buffer strips are multidimensional

Following last summer's extreme drought and deluges, the Vermont Department of Environmental Conservation (VTDEC) reports that buffer strips were proven to be valuable in many ways one.

Not only are buffer strips "incredibly valuable to the protection of surface water quality," the VTDEC said in its "Out of the Blue" newsletter, their root systems stabilize the earth. For those who live in areas where the August flood wreaked greatest damage, it was easy to witness some examples of the role that buffer strips played in protecting the water quality," the report said. "Buffer strips, vegetative shoreland areas filtered out major debris that was being carried down to the rivers and lakes. Buffer strips also helped stabilize the banks with their root systems."

In areas where buffer strips had been cut away from sections of a river or lake, VTDEC said, "shorebanks literally caved in and eroded away, adding nutrients and sediments to the water and, in some locations, forever changing the path of the water."

perhaps it's time your relationship with golf passed beyond mere INFATUATION and moved into MARRIAGE.

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LONGEST CONTROL. BEST PERFORMANCE. LOWEST RATES.

SOME PREFER LONG RESIDUAL AND LOW RATES.
TPC superintendents sail smooth waters with computer support

By Chris Smith

JACKSONVILLE, Fla. — The Tournament Players Club (TPC) Network has taken efficiency to a new end. Though the 15 TPCs excel in service operations geared toward such patron satisfaction as golf and food and beverage, a true litmus test for this commitment is found in an area many clubs keep from public exposure: the maintenance facility.

Perceived as cluttered and oil-stained, with machine parts strewn around, the maintenance facilities at TPCs have adopted a policy of cleanliness and overall efficiency.

"We teach organization and professionalism, and we carry that image onto the course," explained Gary Myers, TPC regional director of golf course maintenance. "We have taken it to a different level. Our equipment runs well and lower and looks good. In turn, our crews take more pride in doing their work."

The maintenance area is as well organized as any department at a TPC. Not only is it immaculately clean, but every piece of equipment, every spare part, every maintenance requirement and every chemical is accounted for by computer.

The equipment, from mowers to blowers, is subject to a strict schedule of routine maintenance. A check-and-balance system accounts for who uses what and when.

Moreover, all the equipment and parts needed for maintenance are right there, as complete as any auto-repair shop. Inventory use and needs automatically are updated in the computer system.

This initial commitment to high care has resulted in untold savings and old equipment looking and running like new.

"The total labor and cost is kept on each piece of machinery," said George Degeal, corporate equipment manager who is based at TPC at Summerlin in Las Vegas. "We have 110 to 120 pieces here, which cost about $628,000," he said. "The only reason we buy equipment now is to upgrade. But we don't need to replace anything."

"The whole concept is efficiency," said Degeal, a former Marine jet mechanic. "If you buy equipment and don't maintain it, you buy it again in maybe four years. How long it will last is not cut-and-dry."

"If a piece of equipment doesn't work, it can disrupt the maintenance schedule. So it is important for our labor to be efficient. We have a $30,000 inventory in parts (at Summerlin) and rarely have to wait for one to come in. The computer tells us when to reorder. The entire TPC Network is computerized this way."
TPCs honor Hunker, River Highlands

Continued from page 15

"It's a wonderful feeling to be considered the best of the best," Hunker said. "It's particularly rewarding because in my previous four years here we never had a chance."

River Highlands underwent a major renovation a few years ago and it has taken several seasons for the course to mature, Hunker noted. The final major improvement was placing new sand in all the bunkers, a job that was completed prior to last summer's PGA Tour stop, the Greater Hartford Open. The Tour players applauded the improvements during the tournament. Greg Norman won the event.

The course members also noticed the improvements and showed their pleasure through a membership survey. "It came back very positive," Hunker said. "They were much happier than in past years."

Audubon International topped off 1996 by designating River Highlands as the 48th facility certified by the Audubon Cooperative Sanctuary Program. Hunker noted the contributions of his two assistants, Noel Hall and Tom DeGrande, as well as equipment manager Bob Tyler. "We wouldn't have won this without them," he said.

Hunker grew up in Pueblo, Colo., and earned a turf management degree from Colorado State University. He worked six years as assistant superintendent and head superintendent at DeBell Golf Club in Burbank, Calif., before returning to his home state as course manager of Boulder Country Club. After six years at Boulder, he took over River Highlands in 1991.

Roth praised the work done by superintendents at all 22 TPC operations. "It was a very challenging year with the heavy rains and heat waves that hit many parts of the country," he said. "The tournament expectations were higher than ever. But we still had numerous successes and had the best conditions ever at our facilities."

In addition to Hunker, five TPC superintendents received gold-level awards for superior conditions at their facilities: Mike Dutrey at TPC of Michigan; Fred Klauck at TPC Sawgrass (Jacksonville, Fla.); Gary Meyers at TPC of Scottsdale (Ariz.); Jerry Dyer at TPC Southwind; and Collier Miller at TPC Summerlin. Klauck also received an award for having the best-landscaped course for the third straight year.

The TPC also honored four operations with wildlife safety awards that, according to Roth, were five times better than the national average. These were the Golf Club of Jacksonville, TPC at Avenel, TPC at Southwind and TPC at Eagle Trace.

The superintendents turned the tables on Roth, presenting their boss with a plaque for his help in running their facilities. "This is in recognition of the assistance we've received from headquarters," Meyers said. "We could not do our jobs without your support."

R.T. JONES GOLF CLUB JOINS SANCTUARY SYSTEM

GAINESVILLE, Va. — The Robert Trent Jones Golf Club (RTJ) has achieved designation as a Certified Audubon Cooperative Sanctuary by the Audubon Cooperative Sanctuary System. Numerous projects undertaken on the course enhance habitat for wildlife and preserve resources for the community including providing nest boxes for bluebirds, purple martins and wrens; placing bat roost boxes; using integrated pest management techniques; careful monitoring of water quality; water conservation; and creating buffer zones to enhance water features.

Superintendent Glenn Smickley said: "Since the golf course is located on Lake Manassas, a drinking water reservoir, I am very aware of my obligation to make sure the integrity of the lake is not jeopardized in any way. With the implementation of a comprehensive integrated pest management program and strict water management measures, data collected by an independent source has shown that water quality of the lake has improved."

GULL LAKE VIEW GOLF CLUB EARNS SANCTUARY STATUS

AUGUSTA, Mich. — Gull Lake View Golf Club has been designated a "Certified Audubon Cooperative Sanctuary" by the Audubon Cooperative Sanctuary System. Gull Lake View Golf Club became the fifth in Michigan and the 49th golf course in the nation to receive the honor.

"Gull Lake View Golf Club has shown a strong commitment to its environmental program. They are to be commended for their efforts to provide a sanctuary for wildlife on the golf course property," said Marla Briggs, staff ecologist for Audubon International. "The programs that we have developed while participating in the Audubon Cooperative Sanctuary Program have helped us to bring a very natural feeling to the golf experience on our courses," Gull Lake officials said.

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Canada’s top super, Lewis, still in temporary job

By MARK LESLIE

KELOWNA, B.C., Canada — It was a fluke, a temporary job offer from his municipal employer, that propelled Craig Lewis into the world of greenkeeping. Two decades later, Lewis is Canada’s Superintendent of the Year.

Back in 1971, the corporation of the District of Surrey had an opening for a turf facility manager. “They prompted me into taking it until they could find someone else,” said Lewis, who worked for the municipality as a horticulturist. “The more I got into it, the more I realized there was a lot more to growing turf than throwing fertilizer and water on it. Before long, I realized that’s where I wanted to be. “It was a funny twist of fate.”

About receiving Superintendent of the Year honors from the Canadian Golf Superintendents Association (CGSA) during its annual conference in Vancouver, March 2-5, Lewis said: “It’s very flattering. I have a lot of respect for my fellow superintendents and I will very much cherish this for the rest of my life.”

Calling himself “a recycled superintendent,” Lewis traveled a winding road that has brought him back, on Jan. 2, to Kelowna Golf and Country Club, a semi-private facility where he had worked before. While working for Surrey, he studied turf at British Columbia Institute of Technology in Vancouver and landscape technology in an apprenticeship program at British Columbia Vocational School. Graduating in 1975, he landed a superintendent’s job in 1975 at Spallumcheen Golf & Tennis Club in Vernon. In 1977 he left to travel Western Canada as a technical representative for O.M. Scott & Sons, a position he held two years.

“I kept looking for another way to look at things. That’s how you get a well-rounded education,” he explained.

In 1979 Lewis accepted a position as grounds superintendent at Kelowna, a member-owned club that squeezes 55,000 to 60,000 18-hole rounds a year into a nine-month season. There he remained until the spring of 1992 when “another way to look at things” came knocking at his door: Developers wanted a superintendent to oversee construction of nearby Quail Ridge Golf Resort.

After building Quail Ridge and beginning another project that fell through financially, Lewis was offered his old job back at Kelowna Golf & Country Club and jumped at the chance.

“Kelowna was a great job and club,” he said. “But I wanted to know about the construction side of the business. You wonder if you could handle grow-in and construction from the ground up. Quail Ridge afforded me that opportunity. I left a very good job, got the experience I wanted so badly, and now am back at Kelowna and I’m the luckiest guy in the world.”

“There are lots of rewards, but construction is a young man’s job,” said the 43-year-old Lewis, a Master Superintendent. “My office was my pickup truck. You park your equipment under tents and trailers...”

Returning to the ranks of superintendents, Lewis called on his colleagues “to stand up and take a bow” for advancing their education and industry research. “We know more than ever before,” he said. “The different associations fund research projects and, in turn, the researchers bring their findings to our seminars and annual conferences. We generated this. Nobody else made it happen.

“We thought, ‘What do we need to learn about?’ Do we need to sharpen our people skills? Where is there a hole in our education? And that drives the content of our seminars and conferences.”

Lewis also cited the golf industry’s willingness to fund research in the face of accusations that it is polluting the environment.

“That shows the courage of the industry. We decided if we are doing something wrong, let’s undo it. Through the Cape Cod study and others, we found out we weren’t doing anything of the sort. But, we want to know either way. Hey, we have children and grandchildren of our own,” said the husband and father of two.

Lewis got involved in this process early in his career. He joined the Western Canada Turfgrass Association in 1971 and served in all board positions from 1983-92. A member of the CGSA since 1975, he has served on many committees.

Continued on next page

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March 1996

CIRCLE #114

CIRCLE #115
Case makes his case for inventive algae cure

BY MARK LESLIE

MEMPHIS, Tenn. — Algae. It’s been a dreaded foe for the golf course superintendent... until now. Superintendent Jeff Case of Quail Ridge Golf Course here has devised a cure for algae that USGA Green Section Mid-Continental Region Director Jim Moore termed “simple but ingenious.”

And relatively cheap. Under $500, Case guesses.

Spotting wet ground and associated algae, Case will spike or aerify the area, then bring in his secret weapon: a fan built into a frame that can be inverted and aimed directly at the ground, drying out the algae in little time.

Case suggested this process:

• Obtain a 36-inch-square, direct-drive shop fan ($300 to $400).
• Build a frame (about $100 in materials) for it so that, when inverted, the fan is 36 to 40 inches off the ground.
• Place it on wide pneumatic tires to prevent rutting.
• Add a hitch so it can be hauled behind a vehicle. It should be light enough to easily maneuver by hand.

The fan, Case said, is “a really good tool to physically dry out the algae and give the turf more opportunity to fill in.”

Lewis, super

Continued from previous page

In your business

In your business, two types of crabs are a fact of life. New ACCLAIM® EXTRA Herbicide provides excellent control of the crabgrass escape type. Even more concentrated than the original Acclaim, ACCLAIM EXTRA is 14% stronger. So that lower rates give you the same dependable spot treatment control without damaging your existing turf. Plus, ACCLAIM EXTRA also lets you reseed fescue and ryegrass immediately after the spray dries. It can also still be used on bluegrass, ryegrass, zoysiagrass, fine fescue, tall fescue — even bentgrass fairways and tees. And ACCLAIM EXTRA controls crabgrass escapes from the 1-leaf stage right up to just before seed head formation.

No preemergence herbicide is perfect, so make postemergence ACCLAIM EXTRA a part of your season-long crabgrass control program. As for that other type of crab... sorry, but you’re on your own.

*Wait 3 weeks for bluegrass, zoysiagrass, bentgrass. 

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CIRCLE #116
By DOUGLAS PAGE

PORTLAND, Ore. — The Environmental Protection Agency rates "nonpoint source" (NPS) pollution as the number-one threat to the nation's water quality. NPS pollutants enter the ground and water table from other than a single point. Golf courses have a NPS pollution reputation because of the suspected run-off of pesticides and fertilizers used to keep the track green and playable.

Recent studies, however, have shown this reputation may itself be suspect. A three-year U.S. Golf Association-funded environmental study by the University of Florida has demonstrated that most organo-phosphate pesticides sprayed on greens are absorbed into the courses' thick thatch layer — the layer of dead and decaying organic matter at the top of the soil surface and just below the grass.

According to Florida soil scientist George Snyder, "Even less of the pesticide penetrated into the soil and very little seeped into the percolated water." Snyder said the dense root mass of the turfgrass system makes it an ideal "living filter system" for cleansing the water that moves through it.

The thatch layer of the turf holds the pesticides for the soil's microbial organisms to feed on, destroying the toxic organic compounds.

Some course architects have known this all along.

"There's been a lot of misinformation about golf courses and their negative impact on the environment, even though golf courses have been a forerunner in being environmentally sensitive," said golf course architect Pete Dye, who recently offered to redesign Purdue University's North Course to support a turfgrass research center dedicated to further turf management and pesticide application studies.

Even so, some golf course superintendents feel there are extra steps they can take to relieve their courses' impact on the environment.

Riverside Golf and Country Club, an 18-hole private facility here, has implemented operational changes designed to eliminate pesticide runoff into ground water from the course's cart and mower washing stand, which also reduces water consumption through conservation and reuse.

The changes are saving more than the water table; the club estimates it is saving between $10,000 and $30,000 a year.

Former course superintendent Tom Christie adapted a system used at car washes to fit the club's golf car and mower washing operation. Riverside's mow-

ers are maintained, washed and adjusted daily, yielding ample opportunity to recycle water and debris.

The closed-loop system recycles 45,000 gallons of water a month after a filtering apparatus sifts out grass and other contaminants.

Interim superintendent Greg Smith is carrying on Christie's environmental awareness. "This is our contribution to the clean-water movement," he said.

We're recycling our wash water. We filter it, we clean it and keep using it over and over, rather than just discharging it somewhere.

"We have to be stewards of the land. We can't just dump any excesses we have, whether water or pesticides.

"It's going to get to the point that it may be required that everybody recycles their wash water. We're just trying to stay ahead of the game and not be a polluter in our environment here."

The wash-water recycling facility (a Water-Maze, manufactured by Landa Corp. in Portland) supplements the overall conservation designed into the course.

Beneath the facility, an extensive drainage system captures naturally cleansed water and returns it to a holding reservoir.

The combination of water from the drainage system and a well fill the reservoir and feed the club's sprinkler system.

The club has also installed a weather station on the grounds that monitors such variables as air temperature, humidity and wind.

The instrument calculates the evapo-transportation rate (the amount of water a plant needs for nourishment each day) of the club's grasses and plants. The station then informs the computerized sprinkler system how much water to deliver from the 800-plus sprinklers.
800 number provides pest data

AMHERST, Mass. — The University of Massachusetts Cooperative Extension Service has instituted a landscape message 800 telephone number, allowing turfgrass managers, arborists and others to be in touch with local pest activity.

Superintendents can call 800-226-4476 (4IPM) 24 hours a day, seven days a week and get a four-to-seven-minute message. Information includes what insects are emerging that week, disease occurrences and potential disease problems, growing degree-day reports, cultural problems, pest management strategies, and upcoming educational programs.

Dialing the 800 number, callers then press 1 for the Cape Cod area, 2 for Plymouth and Bristol counties, 3 for the Boston area, 4 for the Worcester region, and 5 for Pioneer Valley and the Berkshire Mountains region.

New England Brows Inc. has partially funded the phone line.

W. Virginia elects Tennant

David A. Tennant of Lakeview Resort and Conference Center in Morgantown has been elected president of the West Virginia Golf Course Superintendents Association. Tennant, who succeeded Past President Art Casto Sr. of Kanawha County Parks and Recreation Department, is joined by newly elected Vice President Jason Griffith of Woodridge Plantation in Mineral Wells, Secretary-Treasurer Bill Nickerson Jr. of Wheeling (W.Va.) Country Club and Directors Jim Farren of Clarksburg Country Club in Oceana, Rodney Noel of Glade Springs Resort in Glen Morgan, Bob Buehner of Pines Country Club in Morgantown, Gene Bogess of Tri-Star Soil in Bruceton Mill, Howard Lott of Bridgeport (W.Va.) Country Club, and Joe Weaver of West Virginia University.

New England Brows Inc. has partially funded the phone line.

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EAGLE gear drives were designed to work in a water environment and require no lubricant. So, there is no risk of oil leeking into the ground. Their rugged design provides reliable performance with all types of water conditions—even reclaimed water.

Top serviceable for labor-saving maintenance.

For breakthrough technology that won't break down, call your Rain Bird distributor at 800-984-2255 to see the EAGLE series in action.

O, CANADA!

USGA appoints Canada's Yamada

OAKVILLE, Ontario, Canada — Teri Yamada, national director of the Canadian Golf Foundation, has been named to the U.S. Golf Association's Environmental and Turfgrass Research Committee.

Yamada is chairwoman of the Canadian Turfgrass Research Foundation's Steering Committee and a member of the Golf Course Superintendents Association of America's Research Committee.

"I am very honored to be invited to sit on this prestigious committee," Yamada, one of only two non-Americans on the USGA panel, "One of my chief concerns has been the coordination of American and Canadian turfgrass and environmental research for the betterment of the game throughout North America."

The USGA Environmental and Turfgrass Research Committee was established to produce improved turfgrasses which substantially reduce water use, pesticide use and maintenance costs; develop management practices for new and established turf which protect the environment while providing quality playing surfaces and encourage young scientists to become leaders in turfgrass research.

The Royal Canadian Golf Association is the governing body of amateur golf in Canada.

Golf Foundation names director

OAKVILLE, Ontario — Linnea Turnquist of Calgary, Alberta, an active promoter of women's golf for several years, has been appointed executive director of the recently restructured Canadian Golf Foundation (CGF).

Turnquist for three years has owned and managed Par W Golf Programs, a Calgary-based business designed to develop interest and participation in women's golf. Prior to creating Par W, Turnquist held several positions with the Alberta Sport Council, Spruce Meadows, Hockey Canada and TELUS Corp.

She will direct the overall operations of the Canadian Golf Foundation, including development and implementation of fund-raising programs aimed at advancing golf in Canada and increasing junior development.

"Ms. Turnquist has the drive and energy necessary to take the Canadian Golf Foundation in its new direction," said W. Keith Gray, CGF president. "As we move the Foundation toward a pro-active fundraising role, we need a dynamic, committed person, like Ms. Turnquist, to steer the operations on a day-to-day basis."
Agronomy consultants can claim special deductions for their work

Superintendents who perform consulting on the side or who are considering it should talk to an attorney, tax accountant and insurance expert and then decide to set up a company as an individual, partnership or corporation-type entity.

As a self-employed individual, you can use your Social Security number as your taxpayer identification number and then itemize all income versus normal business expenses. If you have health insurance as part of your business, you can usually deduct 30 per cent of the premium amount as a normal business expense. If your consulting business is large enough, consider incorporating (inc.). One big advantage is that 100 per cent of your health insurance premiums can be deducted as a normal business expense. Instead of a KEOGH plan, you can consider a 401(k) retirement plan with an investment group. If you are using your home as an office, measure the square footage or use a percentage of how many total rooms are in the house in a segregated area so a portion of these expenses can be deducted. Be prepared to furnish Workman business practice. Liability Insurance should be a minimum of $1,000,000 just in case of a malpractice lawsuit, etc.

Making hay with the IRS

Continued from page 15
and you should be able to prove that they are required to be worn as part of your normal employment.

Superintendents play golf as part of their duties; thus the golf equipment is a good write-off.

Employer non-reimbursed business expenses are tax-deductible such as: Educational golf/agronomy books/videos; golf trade magazine subscriptions; USGA individual membership dues; turf alumni association dues; GCSSA seminars; GCSSA dues; university turfgrass association dues; GCSSA certification fees; correspondence courses/audio and video tapes; computer seminars/programs/books/equipment; GCSSA chapter dues; turf conference registration, lodging, meals, personal vehicle mileage charges, parking fees, tools, local transportation, airfare; state pesticide license and recertification expenses; and any other reasonable and necessary business expenses not already provided as part of the fringe-benefit package.

If your employer pays for most but not all expenses, be prepared to answer why they do not pay them all if the subject ever comes up with your accountant or the IRS.

In random sampling of some superintendents who have golf course vehicles provided, they said they are allowed to use the vehicle for all golf course business, to and from work and for any personal use of a reasonable nature and they are not taxed whatsoever because the golf course, in so many words, says the vehicle is there anyway and it can be used for whatever reason.

Courses that allow vehicle use for business purposes only sometimes have a signed agreement between the two parties to that effect.

In this case, any personal use is usually taxed and the mileage must be recorded and deemed as income.

If a golf course feels the vein...
becoming a victim of air pollution.

Ahh, television news in the 90s. Tabloid journalism has sneaked its way onto the airwaves. And the pursuit of facts seems to have been replaced by the pursuit of ratings. So the specialty pesticide industry needs a media watchdog that not only watches. But that also takes action. Fortunately, we have one. RISE, Responsible Industry for a Sound Environment. RISE is a coalition of manufacturers, formulators and distributors from all areas of the specialty pesticide business. In addition to promoting environmental stewardship, RISE makes sure the media doesn't report misinformation as fact. We also hold editorial meetings with media decision-makers. And respond to negative articles or broadcasts that are incorrect. We've been very successful so far. Not surprising considering what our most powerful weapon is. The truth. Of course, there's still a lot more work to do. But rest assured, RISE is up to the task.

Because we know if we eliminate air pollution, the pesticide industry can breathe a lot easier.

GCSAA gains corporate sponsorship for Par for the Course program

LAWRENCE, Kan. — The Golf Course Superintendents Association of America (GCSAA) has announced that The Scotts Co. has signed on to be the 1996 presenting sponsor of the association's television show, "Par for the Course," which is seen on ESPN. "Par for the Course," which offers a look at the world of professional golf course superintendents, is seen on ESPN. The Scotts Co. has signed on to be the 1996 presenting sponsor of the association's television show, "Par for the Course." Twenty-five, original, half-hour episodes will air weekly on Sunday mornings at 7:30 Eastern time, beginning March 10. As part of the agreement, Scotts will sponsor a new, regular feature on "Par for the Course" - lawn tips from professional golf course superintendents.

The new feature will present viewers with a weekly lawn care tip from a PGA Tour, Senior Tour, LPGA or USGA tournament host superintendent. The segment will feature golf course superintendents from a different tournament site each week. Courses such as the TPC at Sawgrass, host of the PGA Tour's The Players Championship; Moon Valley Country Club, host of the LPGA's Standard Register PING Classic; Desert Mountain, host of the Senior Tour's The Tradition - Presented by Scotts; and Pine Needles Resort, host of the USGA's Women's Open, will be featured. Lawn care topics will cover basic tips ranging from the use of low-maintenance grasses to how to use mowing techniques to get that golf fairway "striping" effect.

"The opportunities to reach and educate ESPN viewers through 'Par for the Course' are tremendous," said Mike Thurlow, Scotts senior vice president of marketing. "The new lawn care segment will be interesting as well as educational. We are excited to be a part of GCSAA's television show once again."

In addition to the 25 weekly episodes on ESPN, in 1996 "Par for the Course" will also appear on ESPN2 and ESPN International. Air dates and times for the ESPN2 and ESPN International airings have not been released. "Par for the Course" will air on ESPN from March 10 through Aug. 25. Scotts is the presenting sponsor of the television show and The Toro Co. is the supporting sponsor.

Tax time Continued from previous page

hicle use is income, it usually amounts to $4 per day as added income. If a superintendent has their own vehicle used for golf course business, there are three possible ways to be reimbursed by their club:

• mileage charge varying from 26 to 30 cents per mile for all business purposes only;
• itemize your expenses and depreciation and bill your employer for a monthly vehicle allowance; or
• receive a vehicle allowance from your employer at a rate that the club determines each month, where the club will provide all fuel and you absorb the maintenance, depreciation and other expenses.

Superintendents who live on the golf course in course-owned housing do not have to include it as part of their income if they are required to live on the course grounds in case of emergencies and if they act as the security chief of the course as well. A letter to this effect is in everyone's best interest as proof of this arrangement between the superintendent and club. If concerned about reaching the next higher tax bracket, consider having your performance/Christmas bonus deferred until the next calendar year. If you have an annual deferred-compensation package, you have to pay any taxes on the initial amount or investment income until you withdraw it, hopefully when you are in a lower tax bracket near retirement. Superintendents with 401(K) employer-sponsored plans should have annual statements proving that all monies invested by the superintendent and club have been deposited and all the portions guaranteeing the money has not been spent on other non-employee functions, as has been in the headlines lately in other industries.

If the IRS plans to perform an audit, the statute of limitations varies from state to state (usually three to four years), with the limit increasing to seven years for fraud.
Metsker earns Tradition Award
Continued from page 15

Metsker has used his writing talents to finish a book. Entitled "On the Course: The Life and Times of a Golf Course Superintendent," it "traces the history of our area and some of its people as well as my own experiences," he said.

His next challenge: Finding a publisher.

Companies lend Delhi healthy hand

DELHI, N.Y. — Turfgrass industry leaders have donated nearly $100,000 in state-of-the-art irrigation equipment to the golf course expansion project at the State University College of Technology at Delhi.

"The Delhi College Golf Course now has the latest in irrigation technology," said Paul Roche, irrigation manager for the S.V. Moffett Co. of West Henrietta. S.V. Moffett, a long-time supporter of Delhi's golf course project, took the lead in coordinating irrigation system gifts to the college.

"These manufacturers didn't compromise quality one bit. They provided Delhi with the best, most up-to-date equipment on the market," said Roche.

"This kind of support is indicative of the respect Delhi College has earned throughout the golf industry," said Dominic Morales, Plant Sciences Department chairman. Morales and Fulton were on hand to accept the generous gifts.

Five companies cooperated in arranging the irrigation product donations to Delhi, according to Roche. Papco provided the computerized irrigation system at 20 percent of cost. Hunter Industries Inc. of San Marcos, Calif., provided all the sprinklers for the 10th hole. Commercial Pump Service of Swanton, Ohio, gave a 35 percent discount on the computerized automatic pumping station. The Harrington Co. of Lynchburg, Va., provided all the fittings for the system's piping.
South Central

N. TEXAS GCSC ELECTS WALKER PRESIDENT

FT. WORTH, Texas - Superintendent

Rusty Walker of Woodhaven Country

Club here has been elected president of

the North Texas Golf Course Superinten-

dents Association (NTGCSA), succeeding

Glenn Moore of Cedar Creek Country

Club in Kemp.

Walt Wilkinson of Indian Creek Golf

Course in Carrollton was elected vice

president, and Roger Field of Shady

Oaks Country Club in Ft. Worth secre-

tary/treasurer.

Keith Ihms of Bent Tree Country Club

in Dallas and Dan Wegand of Squaw Val-

ey Golf Course in Glen Rose were elected
to two-year terms on the board of direc-
tors.

Jim Newkirk with Jacobsen Textron in

Carrollton was elected to a two-year com-

mercial director's position.

Doug Fienne of The Ranch Country Club

and Scott Peck of Carwells Golf Course

have one year remaining on their terms as
directors.

Beth Ann Gregory serves the associa-
tion in the capacity of administrative as-
sistant.

The annual NTGCSA Research Tour-

nament raised more than $4,800.

In past years this fund has helped through

the donation of turf equipment and ma-

terials for a 9,000-square-foot put-
green at the Texas A&M Research

Station located in Dallas.

In addition, the NTGCSA Research

Fund is supporting an ongoing Mole

Cricket Study conducted by Dr. James

Reinert and a nematode project under

the direction of Dr. Janell Johnk.

Mountains

CLARK, ANDERSON, TOLKacz HONORED

DENVER, Colo. — Chuck Clark and

Tommy Anderson of The Broadmoor

golf courses were co-recipients of the

Rocky Mountain RTA's Turfgrass Pro-

fessional of the Year award, given
during the Rocky Mountain Turf Con-

ference and Trade Show held here in

December.

They were cited for their manage-

ment and preparation for the 50th U.S.

Women's Open last year.

Meanwhile, the Distinguished Ser-

vice Award was presented to Tom

Tolka, who has campaigned over the

years for reasonable legislation for pes-

ticide use.

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game on the green — see your distribu-
tor today or call us at 1-800-525-2803.
Dual membership passes, officers elected

By PETER BLAIS

ORLANDO, Fla. — GCSAA members voted overwhelmingly in favor of a bylaw amendment requiring new members to belong to both their national and regional associations during the recent International Conference and Show held here.

Voters also approved a new slate of officers, including the election of George Renault of Burning Tree Club in Bethesda, Md., as secretary/treasurer, meaning Renault will assume the presidency of the national association in early 1998.

The dual-membership question had been hotly debated in recent months as national directors toured the country explaining the advantages of requiring new members to belong to both their regional and national associations.

Under the proposal, any local chapter wishing to remain affiliated with GCSAA could not accept a new Class A or B member unless he or she also joined the national organization. Some local chapters, particularly the smaller ones, feared potential new members would refuse join the local chapter if they also had to spend $210 (GCSAA's current annual dues fee) to join the national.

But the lopsided vote — 6,093 to 598 — seems to indicate the national association did a good job in making its case for dual membership with members.

"By the way the vote came out, you'd have to say the membership looked at this in a positive way and

Continued on page 32

Grigg passes GCSAA gavel to his successor, Williams

By MARK LESLIE

ORLANDO, Fla. — Father-son Bob and Bruce Williams were both center stage at the annual Golf Course Superintendents Association of America (GCSAA) banquet here — Bob receiving the USGA Green Section Award and Bruce assuming the GCSAA presidency.

The USGA award recognizes persons for distinguished contributions to golf through work with turfgrass. Bob Williams was cited for his "professional commitment and dedication" that have proven "invaluable" to the GCSAA and the Chicagoland and Midwest chapters.

Reminding the audience of 1995, which he termed “the most difficult year of all time to grow turf,” Williams said: "I feel that every one of my fellow superintendents has earned a piece of this plaque. I want to share this recognition with all my colleagues."

Succeeding Gary Grigg as president, Bruce Williams said, "You've had great success and I look forward to succeeding your legacy of leadership."

Thanking past presidents—which include his father—for their efforts and sacrifices and "all members for your support and faith in supporting me," he added: "The upcoming year should be exciting, busy, challenging, rewarding. I pledge that I

Continued on page 32
Best Trimec Technology for clover and chickweed

Trimec® Southern Broadleaf Herbicide is the Trimec technology for sensitive southern grasses. Trimec Southern controls tough broadleaf weeds, including clover, without repeated applications. The best Trimec clover control (and excellent on chickweed too), Trimec Southern is EPA registered for use in cool-season bluegrass and fescues, as well as bermudagrass, bentgrass, zoysiagrass, centipedegrass and St. Augustinegrass.

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Trimec® Plus Post-Emergent Grass & Broadleaf Herbicide is a Trimec complex which includes MSMA in a stable, uniform suspension. Trimec Plus provides outstanding control of annual grasses and nutsedge as well as broadleaf weeds in turf. And it really smokes clover! In addition to controlling crabgrass, nutsedge, goosegrass, dallisgrass and sandbur, Trimec Plus controls all the broadleaf weeds (and more) normally controlled with Trimec.

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THE SAME OUTSTANDING PERFORMANCE IN A NEW WATER SOLUBLE BAG!

- Truly soluble — not a wettable powder
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- No amine odor
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New low-odor technology
- No container rinsing or disposal
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In 14 gallon returnable mini-drums

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Dues and disciplinary actions approved by GCSAA voters

"We're trying to get more assistants involved in the organization and expose them to the educational and career advancement services we offer."
— George Renault

We're trying to get more assistants involved in the organization and expose them to the educational and career advancement services we offer. Hopefully the dues reduction will make the organization more affordable for assistants or the clubs that pay their dues and in turn allow more assistants to join. Since there are more assistant superintendents than head superintendents, we had to remove the assistants voting privileges to keep this a head superintendents' association.

The members passed the remaining ballot questions including allowing chapter delegates and proxy voting for dues modifications; requiring all chapters to have an affiliation agreement with GCSAA; and establishing a disciplinary action for agreement violations; and allowing the Standards/Bylaws Committee to reject proposed amendments while providing a means for individuals to submit amendment proposals to a membership vote.

Voters also gave a thumbs-up to a wide-ranging amendment allowing chapter delegates and proxy holders to vote on modifications to annual dues; permitting the board to remove or discipline a board member; allowing the board to hold special meetings by phone; allowing a director to waive the right to meeting notice; indemnifying directors for simple negligence in accordance with state and federal laws; and providing for dissolution of the association and distribution of assets in accordance with state and federal laws.

As for the elections, Bruce Williams of Bob O'Link Golf Club Highland Park, Ill., and Paul McGinnis of Moon Valley CC in Phoenix, Ariz., ran unopposed for the positions of president and vice president, respectively. In the contested races, Renault bested David Fearis of Blue Hills CC in Kansas City, Mo., in the race for secretary/treasurer. Also elected to the board from a field of six were newcomer Ken Mangum of Atlanta Athletic Club in Duluth, Ga., and incumbent Scott Woodhead. Williams appointed Michael Wallace of Hop Meadow CC in Simsbury, Conn., to fill Renault's unexpired term as director.

"I'm obviously very happy with the outcome," said incoming secretary/treasurer George Renault. "I plan to help see that the organization continues to grow in the direction we established two years ago [with the appointment of a new administrative staff]."

Continued from page 30

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as they do in Mannheim, Malaysia, and Montreal. Systems designed around world-wide concerns like noise reduction, safety, durability, service access, parts support, and environmental responsibility. Take time to listen to what superintendents are saying about us. Then, call 800/537-8233 for more information or the location of your nearest distributor.
JAPAN

Hiroshi Eto talks:

FAIRWAY MOWERS

"Memberships here at the Tatsuno Classic Golf Club cost about US $220,000, so the golfers expect good conditions. We use the John Deere 3365 for our fairways because it delivers the best quality of cut. The cutting units never bounce, do a good job following ground contours, and are easy to adjust. Plus, the traction unit is smooth on turns and has the power to handle our hilly terrain. We've tried others. This is the best."

FRANCE

Xavier Moreau talks:

TRIM MOWERS

"We have a lot of areas to trim here at Golf De Limere. Mowing around bunkers alone is a full-time job. The stability and short turning radius of the 2653 allows us to work in places we couldn't before. In fact, because of the 2653, we've been able to take one of our men completely off hand mowing. I also like the fact that the 2653 stays in adjustment. We use it four days a week and only have to check its adjustment once a week."
Robbie Hellstrom talks:

**GATOR® UTILITY VEHICLES**

"The Gator is, hands down, the best lightweight utility vehicle on the market. We just built our first golf course here at Mont Tremblant in Quebec on 500 acres of mountainous terrain. We do things with these machines that would bury anything else. They are our workhorses. We can't afford to have them down. The only time they stop working is when we change the oil. There's nothing else like them."

U.S.A.

Dale Miller talks:

**LIGHTWEIGHT FAIRWAY MOWERS**

"John Deere was the first company, without a doubt, to design the kind of lightweight fairway mower we were asking for. One that could handle both cool-season grasses as well as the kind of aggressive bermuda that thrives in the Texas hill country. Here at Barton Creek in Austin, we have John Deere 3235's mowing our fairways. They do an exceptional job. Plus, the service support we've received from John Deere has been outstanding."

The 3215 and 3235 provide options to make them well-suited for both cool- and warm-season grasses.
Michael Lee talks:

**Walking Greens Mowers**

"Blackwolf Run just hosted the Andersen Consulting World Championship of Golf here in Kohler, Wisconsin this summer and is gearing up for the U.S. Women’s Open in 1998. Like we do all year, we used John Deere 220s on our greens. They did an excellent job—even at the low cutting heights we mowed at during the tournament. We've used John Deere walkers here since 1988. We like them because they're reliable, provide a quality cut over our undulating surfaces, and we can get parts for them overnight if we have to."

Stuart Brown talks:

**Riding Greens Mowers**

"We first used John Deere equipment here at Slaley Hall before we hosted the European Tour qualifying school a couple years ago. The 2243s were our first units—and they totally changed our greens for the better. The quality of cut improvement was noticeable immediately. Since then, we've added John Deere 3235s for our fairways and 2653s for our tees. In fact, our course conditions have improved so dramatically that we're being considered as the Ryder Cup site in the year 2001."
ENVIRONMENTALLY FRIENDLY

"We built Golf Club Tuniberg on top of the aquifer that supplies water to three surrounding cities. There were, and are, many regulations to follow. After a year of taking measurements, they've found that the water quality has actually improved since the golf course was built versus what it was when the land was farmed before. A fleet of diesel John Deere equipment with biodegradable oil—developed by John Deere—has helped us maintain the course in an environmentally responsible method."

MALAYSIA

Andrew Purchase talks:

BUNKER RAKES

"It's not unusual for us to get 5 inches of rain here at the Tanjong Puteri Golf Resort in a couple of hours. With many steep-faced bunkers, that means a lot of washouts to fix. Our John Deere 1200 with front blade does an excellent job there because of its power and tight turning circle. Our 2653 Utility Mower is also a real help because of its soft footprint and ability to work well on steep slopes. Many times, it's so wet that the 2653 is the only mower we can use on the entire course."

GERMANY

Bruno Shildecker talks:

New 1200A delivers more power, less noise, and easier operation than the original 1200.
IRELAND

Tom Prendergast talks:

PARTS SUPPORT

“We first started using John Deere equipment here at Killarney when we purchased 22 Greens Mowers before we hosted the Irish Open in 1991 and 1992. One of the big considerations for us was parts support. With a major tournament there is no time to wait. I can easily say that anytime a John Deere machine has gone down since then we've had it up and running again in 24 hours—which is marvelous. Good service is crucial to a good product. And that's why our John Deere equipment fleet continues to grow.”

Nick Faldo won both the 1991 and 1992 Irish Opens held at the Killarney Golf & Fishing Club.

NOTHING RUNS LIKE A DEERE

Twenty-two worldwide depots help John Deere deliver the best parts-support system in the industry wherever you are.
Builders honor Cornish, Kubly; welcome President Eldredge

By MARK LESLIE

ORLANDO, Fla. — A game of tradition caught up in a swirl of revolutionary technological advance — that is how Geoffrey Cornish described the state of affairs in the golf industry while accepting the Donald A. Rossi Humanitarian Award from the Golf Course Builders Association of America (GCBAA) here.

Cornish, a past president and fellow of the American Society of Golf Course Architects, was presented the award during the annual GCBAA banquet during the International Golf Course Conference and Show. The Rossi award is given in memory of the late Don Rossi, who once headed the GCBAA and National Golf Foundation.

Honoring Cornish, Robert Muir Graves cited his lifetime colleague as fulfilling the qualities of a good Boy Scout: "from being morally straight to being loyal, trustworthy, kind, courteous, cheerful and reverent."

"We are in a real revolution — a Renaissance," Cornish said, "the revolution of the integration of a global economy plus great technological advances. They are having a profound effect on golf course development.

"In the face of these advances, Cornish said, the fact that golf is a game of tradition "keeps us on our feet..."

Jim Kirchdorfer of Irrigation Supply Co. in Louisville, Ky., the only founding member of the 23-year-old GCBAA present at the banquet, passed the gavel of the presidency on to Paul Eldredge, president of Wadsworth Golf Construction Co.

First, Kirchdorfer reviewed the association's growth to more than 150 members and added: "After two years of work, our construction cost database is complete. We are really proud of it. Our certification program has grown and matured. The fundraising auction last year was a lot of fun and offers a lot of promise."

"Old Tom" Fazio forecasts advances making putting greens even better

By MARK LESLIE

ORLANDO, Fla. — Looking back to great strides in playside equipment manufacturing, the 1996 Old Tom Morris Award-winner envisioned a future of major advances in playing surfaces.

Accepting the Old Tom Morris Award during the annual Golf Course Superintendents Association of America (GCSAA) banquet, golf course architect Tom Fazio said: "I see tremendous changes that have occurred in the game and... it is incredible to think what is going to happen in the future of operations and maintenance of golf courses."

The award honors an individual who "through a continuing lifetime commitment to the game of golf, has helped to mold the welfare of the game in a manner and style exemplified by Old Tom Morris."

Presenting it, GCSAA's outgoing President Gary Grigg said Fazio "recognized by superintendents and architects as a truly great architect" and cited his extensive work with the Girls and Boys Clubs, both locally and nationally.

"People ask what trends do you see in golf course design?" Fazio said. "Instead of improvements in golf balls and clubs and other equipment that have changed substantially, he said, "I firmly believe we will see a major change in a grand, grand way — something that we probably can't even visualize." [University researchers] creating new and better surfaces for us to play on. And this will have a major impact on every superintendent in this room."

Because of economic competition, Fazio said, "the desire for excellent conditions on every golf course has become such a premier focus that we are going to have to... develop new technology to help make that happen."

He said the GCSAA has been a forerunner in that research "and we appreciate all the great work you are doing on the technology and research side..."

In accepting the Old Tom Morris Award, Fazio cited his staff, "who actually do the majority of work that make our courses happen."

GCSAA signs on ETS

Continued from page 15

ETS will work closely with GCSAA to identify golf courses that have been doing these types of monitoring projects. In most cases, such study requirements were imposed on the golf course as a condition of regulatory permitting. The goal is to identify 45 to 55 facilities with usable data. The focus will be on surface and ground water quality, including both pesticides and nitrates.

"Providing evidence that golf courses are environmentally friendly is very important to GCSAA and the rest of the golf industry," said Dr. Jeff Nus, GCSAA's research manager. "This work by ETS could go a long way in providing that evidence — not only to the golf industry but to regulatory agencies and environmental groups as well."

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CIRCLE #126

March 1996 33
Environmental General Session debate brings sides together
Continued from page 1

tional Wildlife Federation. Others representing the envi-
ronmental movement were Mark Massara of the Sierra Club in Cali-
ifornia; Curt Spalding of Save the Bay (Narragansett) in Rhode Is-
land; and Rich Budell of the Florida Department of Agriculture.

On hand for the golf industry were Tim Hiers, superintendent
at Collier’s Reserve Country Club in Naples, Fla.; Michael
Hurdzan of Hurdzan Golf Course Design Inc. in Columbus, Ohio;
Peter Leuzinger, superintendent at the Ivanhoe (Ill.) Club; Tho-
mas Hoogheem of the Monsanto Co.; and Dr. Frank Rossi, a re-
searcher at the University of Wisconsin-Madison.

Miller’s remarks were one of the few conciliatory gestures made
during the often tempestuous debate.

“The awards are great,” said Spalding, referring to the Envi-
ronmental Steward Awards, which were presented just prior to
the debate. “But unfortunately, not all superintendents and golf
courses are Environmental Steward Award winners or care that
much about the environment.”

Added Miller: “I would like to see the award winners coming to
our North Carolina courses. But we don’t. What we too often see is
land cleared and runoff allowed to run into the ocean where it can
destroy oyster beds.”

Hiers quickly countered: “Superintendents don’t stay around
long in this business if they have dead fish and birds around their
property.”

The Sierra Club’s Massara conceded that environmentalists usu-
ally have fewer problems with superintendents than they do
with course developers and chemical suppliers. Developers
spend so much money prior to breaking ground for a golf course
they become wedded to a site and unwilling to consider alter-
natives, he said. Noting the Sierra Club’s fights to keep golf
courses away from the California coast, he said: “Golf courses
simply are not an appropriate use of land in coastal zones. Un-nortunately superintendents are held hostage by chemical compa-
nies and real estate developers. We should be working on improv-
ing the environment at the nation’s 17,000 [closer to 15,000 accord-
ing to the National Golf Founda-
tion] existing courses rather than building new ones.”

Hurdzan noted that golf courses take up less than 2 percent of the
landscaped acreage in the United States and that those acres are
usually maintained by college-trained professionals.

“I’m more concerned about the homeowner who tries to keep
his lawn green by throwing chemicals he knows nothing about on
the grass,” the archi-
tect said. “Golf courses are a

preservation of open space, not
a usage of space.”

Added Hiers: “We built our
course on 448 acres of pristine
property and there is more wild-
life on it now than there was
before the course was built.”

Communicating success sto-
ries, like Hiers’ course, to the
public at large has been a short-
coming of the golf industry, Rossi
said. The environmental move-
ment had a big head start on the
golf industry with tragedies like

the chemical release that killed
hundreds in Bhopal, India, and
the devastation to the Alaskan
coastline caused by the oil spill
from the Exxon Valdez.

“Environmental groups were
able to point to these events at
local meetings and the superin-
tendent was simply plowed over
when he tried to defend his
course,” the professor said. “We
got off to a late start.” The most
important people we have now
are those who can articulate the
positive things about their
courses and the industry. We also
need to bring the golfing com-

munity into the debate. Golfers
speaking for the industry could
be even more persuasive.”

The debate inevitably turned
to the role of the press.

“The press tends to sensational-
ize things,” Budell said. “Golf
course development has been
one of the most emotionally
charged issues discussed in
Florida.”

Spalding made it clear Rhode
Island environmentalists were
ready to use the press to get
what they wanted. Frustrated
over what he called his group’s
inability to get representatives
from private clubs along
Narragansett Bay to even dis-

cuss his group’s concerns re-
garding runoff, he said, “We’ll
go to the press with our story
and use it responsibly if the golf
courses won’t listen to us.”

Leuzinger and others from the
golf industry encouraged the
audience to use the press and
other public forums to deliver
golf’s beneficial message to the
public.

“I think we can make friends
with the environmentalists now
that we have facts to back up our
arguments,” the Ivanhoe Club
superintendent said. “We can
work together on solutions to
any problems we encounter.”
President's Award honors USGA

ORLANDO, Fla. — The U.S. Golf Association (USGA) was presented the 1996 President's Award for Environmental Leadership at the International Golf Course Conference and Show by the Golf Course Superintendents Association of America. The President's Award is presented based on exceptional environmental contributions to the game of golf — contributions that further exemplify the superintendent's image as steward of the land.

"With the serious challenges facing the game today, the entire industry is indebted to the USGA for its commitment to producing hard data regarding the environmental impact of golf and golf course management practices," said GCSAA outgoing President Gary Grigg.

"We're delighted the GCSAA has taken this opportunity to acknowledge the USGA's consistent efforts to promote sound environmental stewardship," said Thomas W. Chisholm, chairman of the USGA Green Section Committee.

High expectations for Summit encore

Continued from page 1

resource management at Pebble Beach Co. "Some will say it's too much, and some will say it's not enough.

"But there's a restriction to everything we do. We're finding that perhaps the dealing up front, the talking in advance, ends up getting the job done a lot easier — easier than getting solidly behind something and so entrenched that no one can backtrack without losing face, or losing money."

Added Sharon Newsome of the National Wildlife Federation (NWF): "I hope we can use this conference to educate people. Whether or not it's accurate, environmentalists believe that people buy land to build a golf course, then work with the architect to ensure the course does the least damage possible."

"One of our principles says: Before you buy, find out whether there are sensitive wetlands or species that would make it difficult to build." Other principles deal with subjects ranging from water consumption to course infrastructure, pollution prevention, integrated waste management and use of indigenous plants.

The goal, Newsome said, is enlightenment of these principles by a broad spectrum of interests, i.e. the U.S. Golf Association, NWF, Golf Course Superintendents Association of America and Sierra Club.

In theory, a united front will emerge from the Pinehurst summit. This cross-section of interests will better efforts to influence the average golfer, who ultimately drives the industry's development and maintenance practices.

"Sometimes, when a superintendent wants to do the right thing, the marketplace won't let him," said Todd Miller, executive director of the North Carolina Coastal Federation. "We realize there's a lot of interest among elements of the golf industry in doing the right thing. There is enlightened leadership. But there are barriers to overcome."

"I think it's essential that we change the attitudes of golfers who demand certain maintenance practices."

Added Newsome: "One of the most important things golfers can do is re-evaluate the way they look at the golf course. We have to de-emphasize the 'Green Is Better' attitude."

An important outgrowth of last year's Pebble Beach conference was the demystification and debunking of stereotypes. Superintendents discovered environmental activists aren't necessarily radical no-growthers, while folks like Miller and Newsome discovered most supers are genuinely committed to conservation and preservation.

The summit, facilitated by the Salt Lake City-based Center for Resource Management (CRM), will try to further this discovery of common ground.

"We're a little concerned that dialogue would result in more polarization," said the CRM's Paul Parker. "Clearly there are differences in opinion, sometimes sharp ones. We don't want to ignore them; we want to deal with them in ways that are productive."

"Part of this is to educate each other. This process is about dialogue and enlightenment, which helps everyone make better decisions."

"A few years ago," added Newsome, "I got the impression the golf industry thought it best not to talk to environmentalists. That is what has been so great about this process. It has made people realize what good work is already being done on golf courses."

Added Horton, "I really believe that before Ranger Rick writes something down now, he might give us a call."

When it comes to season-long control of crabgrass, goosegrass, oxalis, spurge and many other troublesome weeds, PENDULUM® herbicide gets down to business. No other preemergent turf herbicide can match its spectrum of weeds controlled and cost-effectiveness. • PENDULUM brand Pendimethalin also offers greater flexibility than ever before, including sprayable formulations and combination fertilizer products. • When you consider cash rebates available through July 31, 1996, it's easy to see that PENDULUM really does mean business. Smart Business. • To learn more about the cash rebate offer or for the name of the PENDULUM distributor nearest you, call 1-800-545-9525.
Imagine switching from 11-blade reels for greens to 7-blade reels for tees in about 30 seconds. Now imagine doing it without tools. Jacobsen's new Greens King™ V, with its patented FlashAttach™ system, lets you do just that. You can also switch to verticut reels, spikers or even Jacobsen's own QuickRoll™ greens rolling system—just as quickly. Simply put, the FlashAttach system saves time while increasing productivity. And it's just one of the many innovative improvements you'll find on the Greens King V. Improvements that add a new level of operator comfort, plus easier operation and maintenance. Ask your
any green

Jacobsen distributor for a Greens King V demonstration today.

THE PROFESSIONAL'S CHOICE ON TURF.

Standard tilt wheel and power steering.

Fully enclosed engine for quieter, cleaner operation.

Walk-through deck allows easy entrance and exit from either side.

Standard halogen headlight offers visibility at dusk and dawn.

Easy access to battery, radiator, coolant bottle, air filter, hydraulic fill and fuel fill.

The patented FlashAttach system makes Greens King V the most versatile machine around.
Supers, managers speeding along the information highway

By J. Barry Mothes

So, exactly where are you on the information fairway? Dead center, 250 yards out and rolling along? Or stuck behind in the rough, lost and possibly out of play?

The use of computers by golf course superintendents for everything from irrigation systems and inventory to letters to greens committees is steadily on the rise. And several significant developments on the horizon have increased the chances for a stark and potentially crippling gap between those who use them and are comfortable with it, and those who don't, and aren't.

A 1995 survey by the Golf Course Superintendents Association of America (GCSAA) revealed that about 75 percent of its members now have computers they have. Most are upper-end models. The level of technology out there is a little higher than we thought.”

That’s encouraging and relevant news to Bishop. He’s working on developing a World Wide Web site for the GCSAA that will be available to GCSAA-member superintendents. A demonstration of an “on-line” prototype was on display at the International Golf Course Conference and Show in Orlando in February. Bishop said the GCSAA hopes to have an operational web site up and running by this summer.

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In the market? Check needs vs. availability

By Mark Leslie

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Info highway
Continued from previous page
Association (USGA) has joined the world of the Internet and Michigan State University's Turfgrass Information Foundation (TGIF) is on the verge of doing the same.

A GCSSA web site could provide a nearly instant and endless supply of information and advice for superintendents on everything from state and federal regulatory issues to academic research in turfgrass.

Web sites and on-line technology. It's all a long way from what Jon Scott and a few other computer-literate golf course superintendents were doing back in the mid-1980s with their Apple II desktops and primitive software programs like Visicalc.

Scott, a superintendent for 16 years at Grand Traverse Resort in Michigan and Valhalla in Louisville, Ky., has been working for Jack Nicklaus' Golden Bear International Golf for seven years. He is currently a consulting agronomist.

"As it is in the business world," said Scott, "a computer is a necessity in managing any small or large operation. The cost and simplicity of the programs are such that there is no reason for the smallest golf course not to have a laptop or personal computer on the desk."

Scott was one of a small group of computer-literate superintendents in the mid-1980s that started Turf Byte, a superintendents computer bulletin board that is run out of Kansas City, Mo. That was before pre-packaged integrated software programs came along like Visicalc, which handle budgeting, inventory, work-order production, chemical and fertilizer record-keeping, soil testing data, and just about anything else important to a superintendent's day-to-day operations.

TRIMS is now one of several software programs available for golf course management and maintenance.

Another computer-related tool gaining use with cutting-edge superintendents are satellite weather systems, where a computer-like monitor and a point-and-click system that can be installed in the superintendent's office offers instant access to weather information.

"And now, of course, there's the Internet," said Scott. "The resources that are there are just the beginning. Every major research center or university is going to have a data base that you will be able to go in and download articles and agronomy pages."

Scott said the brave new world of the computer-clicking golf course superintendent could create prob-
lems for some.

"It's going leave some people behind," he said. "It already has. I don't know how we get around this. It happens in other industries with the technology today. The smaller offices at places where their clubs can't afford to go to the seminars and conferences... they're going to have to find a way to learn on their own, or they're going to get left behind in their careers.

"It's not a measure of how good a turf manager they are. It's a measure of how good an administrator they are."

GCS provides new 'window' on grounds maintenance
Baton Rouge, la. — Calling its GCS for Windows "the ultimate grounds care system," InCircuit Development Corp. has entered the world of "windows" in a big way in the golf industry.

GCS integrates several management sections including chemical/fertilizer, personnel, financial, weather/irrigation, inventory, calendar, math, vegetation library, references and work orders. Help buttons appear on every major screen.

Users can scan in photos of employees, inventory items and vegetation, while printed reports, complete with graphing and analysis, are customized with the course's logo.

A calendar program allows scheduling of important events for the staff which can be reviewed by day, month or year. The math element simplifies calculation of common areas and volumes.

Every conversion reference imaginable is included in the reference section, which also carries a full-color reference for pH and particle size charts.

More information is available by contacting InCircuit Development Corp., P.O. Box 80771, Baton Rouge, La. 70898; 800-963-1925.

CIRCLE #310

You're scheduled to put down herbicides this afternoon... but now there's a thunderstorm 50 miles to the west.

What do you do?

From deciding whether or not to apply chemicals...to turning on the sprinklers... or even scheduling your labor, weather impacts just about every course decision you'll make.

DTN WEATHER CENTER is designed to provide course managers with the time-sensitive — comprehensive — weather information they need to make the most economical and environmental decisions.

At the touch of a finger you'll have instant access to the most current weather maps and data available.

DTN WEATHER CENTER provides:

- "In-motion" radar maps updated every 15 minutes...showing national down to the county level precipitation intensity and movement

- 300 major city forecasts with projections in three hour increments for the next three days

- National lightning location

- Over 100 full color maps in all...updating continually and featuring everything from current conditions to 90 day outlooks.

DTN Weather Center supplies all the equipment you'll need... no computer is needed. And since the information is received through a small satellite dish — not through phone lines — you can use the system for as long and as often as you wish!

From "in-motion" radar to comprehensive forecasts...

DTN Weather Center lets you know how the weather can affect your operation.

CIRCLE #310
DTN: 19 regional maps, updated every 15 minutes
OMAHA, Neb. — "Providing unlimited access to comprehensive, time-sensitive weather information," says Data Transmission Network Corp. of its DTN Weather Center. A high-resolution color monitor, compact satellite dish and receiver and large data-storage capability are all supplied for a one-time $295 start-up fee and $64 per month.
DTN Weather Center provides comprehensive regional and national weather data, with more than 60 full-color maps. Its information comes from numerous sources, including the National Weather Service and "other specialized private providers," and is updated continually and automatically.

Nineteen regional radar maps indicate county-level precipitation updated every 15 minutes. Satellite cloud maps show cloud formations in South and North America and the Atlantic Ocean. All maps can be "zoomed-in" for up to 64 times magnification for site-specific analysis.

Temperature and precipitation outlooks for the next 24 hours are provided, along with current wind speed and direction, temperature, humidity and sky conditions.

For more information, contact DTN at 800-610-0777.

TRIMS draws from 10 years experience
PHOENIX, Ariz. — Drawing on 10 years of advice from golf course superintendents, TRIMS for Windows is a wide-ranging software program for professional grounds management.

TRIMS provides access to budgets and expenses, inventory and purchasing, personnel and labor, equipment maintenance, chemicals and fertilizers, fuel inventory, event scheduling, weather data, tree inventories, and other features.

While pull-down menus and toolbar icons help simplify the program, "browse tables" appear throughout TRIMS, allowing the user to view the contents of files or make selections from lists of personnel, equipment, inventory, etc.

The program gives an accurate picture of costs by time period, type of work performed, and type of asset. Hidden costs like aging equipment needing frequent repair can be quickly identified.
TRIMS can chart data entered manually or captured from automatic recording weather stations and services — including 13 different conditions such as temperature, humidity, wind, precipitation and solar radiation.

GPS at the heart of Player Systems
CHARLESTOWN, Mass. — Using Global Positioning System and other technology, Player Systems is reporting success with its SkyCaddie information system as a tool to communicate with guests, manage traffic and build business.
The compact, golf cart-mounted personal video monitors give guests information about the course and provide. From each position on the course, golfers are offered course graphics, suggested strategies, distances to targets and pace messages, pin placements and green contours.
Cart traffic is monitored from the clubhouse, allowing managers to track on before delays become problems.

More information is available by contacting Player Systems at 48 Baldwin St., Charlestown, Mass. 02129; 617-241-5253.

Palm-sized PinPoint shows precise position
WINSTON-SALEM, N.C. — Using Local Area Position Technology, as opposed to a Global Positioning System, PinPoint Technologies is manufacturing a palm-sized "position system" that helps speed up play, telling golfers to within one yard their distance to the cup.
The heart of the PinPoint Golf Course Ranging System is small fixed transceivers positioned outside the perimeter of the course. Two small ranging devices sit in a golf cart-mounted dispenser and can be removed and clipped to the golfers’ belts. When a golfer needs distance information, he pushes a button on his unit and instantly obtains the distance to the pin, to the face of a hazard or other points of interest.

Thor Guard beats ‘heat’
DETROIT — Thor Guard II Lightning Prediction System continually monitors and evaluates the electrostatic atmosphere. On a simple screen display it provides the specific risk of a lightning strike in the immediate area and can sound alarms and air horns, giving ample time for people to take cover.

More information is available from Thor Guard, Inc., P.O. Box 52772, Miami, Fla. 33152; 305-594-0124.
**NEW TECHNOLOGY UPDATE**

Golflink providing plethora of info

HERMITAGE, Tenn. — The first complete weather, lightning and golf information satellite service when it first surfaced, Golflink also provides subscribers with golf industry news, updates from golf associations, playing tips from pros, rules of the game and new product information.

The weather and lightning information offers a dozen different national and regional radar maps, temperature and critical weather maps—all updated several times an hour. The weather element offers an animated forecast map, regional/national action Doppler Radar from WSI; daily forecasts; national 48-hour precipitation forecast; past 24-hour precipitation review; six- to 10-day forecast; and 48-hour jet stream updates.

The system is tied to Global Atmospherics, Inc.’s Electrical Storm Identification Device. Contact Golflink, 4811 Lebanon Road, Suite 107, Hermitage, Tenn., 37076; 800-290-3810.

**ESID offers lightning protection**

TUCSON, Ariz. — The manufacturer and distributor of a comprehensive line of lightning detection systems, Global Atmospherics, Inc. offers golf courses its Electrical Storm Identification Device (ESID).

Global Atmospherics and Course Alert, a sirens system, are providing an integrated system for golf courses.

ESID’s 5-foot-tall, solar-powered sensor and indoor display/controller is battery-operated and can be easily sited. As well as cloud-to-cloud lightning, it detects cloud-to-ground lightning within 30 miles and thunderstorms within 10 miles.

More information is available by contacting Global Atmospherics, Inc., 2705 E. Medina Road, Suite 111, Tucson, Ariz. 85706; 800-283-4557.

Tiny Rangefinder uses laser tech

COSTA MESA, Calif. — A handheld electronic distance-measuring device, DME/Golf’s Rangefinder brings laser technology to the 400-year-old game of golf. Instead of walking to yardage markers in the fairways, golfers using Rangefinder quickly and accurately know how far away the pin is—whether it be 30 or 500 yards. The DME system sends out an invisible beam of light to a target which is mounted on the pin.

Contact DME/Golf, 3180 Redhill Ave., Costa Mesa, Calif. 92626; 714-432-7100.

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**WEST PALM BEACH, Fla. — Ray Finch, owner of Emerald Dunes here, is sold on the Prolink system his upscale, daily-fee operation recently installed. Prolink provides golfers all the course information they need—yards to the pin, bunker placements, green slopes and pro tips on how to play individual holes. Golfers can communicate with the clubhouse if they need assistance.

The clubhouse can also communicate with golfers, warning them to head for cover if a thunderstorm is moving in or to pick up their pace if they are lagging far behind the average 4-hour-9-minute round pace. Rangers are provided the same information and can inform slow golfers of the need to hurry along.

Finch high on Prolink & added income it creates

“We’ve cut 20 minutes off the average round,” Finch said. “That represents a lot more product we can market.”

Finch is equally excited about the potential maintenance benefits. The system tracks the usage of Emerald Dunes golf car fleet, allowing Finch to rotate the machines so that all receive equal use. A computerized course map available on clubhouse and maintenance center screens—or at any computer—allows the superintendent to track golfers and turn on sprinklers, as needed, in golfer-free areas. Prolink is also working on a system that would allow the superintendent to better track pesticide applications.

The superintendent would patrol the course in a golf car with a lap-top computer at his side. Coming across an area of discolored turf, he could circle the area on the computer-generated image of the course and punch in the disease. The computer would list the chemicals available in the storage building that would be effective against the disease. The superintendent would enter the chemical to be used, the amount and time of treatment. When the pesticide applicator returned at the appointed time, the application equipment would not operate until it was over the designated area and would only deliver the amount of chemical specified by the superintendent.

CIRCLE #315

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**IF You CAN'T See The Benefits In A CLEAR FUNGICIDE, THEN You'RE NOT LOOKING HARD ENOUGH.**

We'd like to make one thing perfectly clear: next to new Banner® MAXX®, no other broad-spectrum fungicide even compares. It's the world's first transparent fungicide.

Simply put, Banner MAXX is the best tank-mix partner. It has the same properties as water. It won't clog filters and has no odor. And unlike other broad-spectrum fungicides that would shed some light on the subject. Banner MAXX is not a powder or granule. It's water-based.

Even more impressive is the fact that Banner MAXX controls 18 turf diseases, including dollar spot and summer patch. It contains no petroleum solvents, so there's no potential for phytotoxicity. And it's available in closed system containers. For more details, call 1-800-395-TURF.

Because no matter how you look at it, Banner MAXX isn't like any fungicide on earth. But you can see that for yourself.

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ProShot monitors, speeds play, increases income

BY DONNA LEA HAWLEY

GAINESVILLE, Fla. — "We have three big issues," says Mike Moran, head golf professional at Haile Plantation Golf and Country Club here. "Providing amenities to our members, speeding up play, and monitoring where our carts are. Installing the ProShot system helps us with all three."

The ProShot system was installed at Haile Plantation Golf in late 1995 and it was one of the first of 100 Club Corp. of America courses scheduled for this program. Installation included a survey of the golf course that mapped each fairway, green, bunker, and other major features, installation of a small satellite dish on the clubhouse, a computer in the pro shop, and a small antenna and display unit on each golf car.

ProShot was installed as an amenity for members at Haile. "We aren't concerned about recovering the cost from our members and haven't increased fees," Moran said. "I think if a course needed to recover the cost of installation, players would pay an additional dollar for green fees to play with it."

Moran finds that ProShot helps speed up play. Before the system was installed, players used time to look for yardage markers on the sprinkler system; now they get an exact readout in the cart. Players no longer have to pace off a distance or take time guessing. If each player saves only five seconds per shot a foursome can save 30 minutes in playing time.

The club can also monitor slow play using ProShot. The computer monitor in the pro shop provides a number of displays including a map of the whole course showing the location of all the carts. "If we see a group of carts on the 6th hole, for example," said Moran, "we can call a ranger and ask him to go clear up the problem. We can also send a message that will appear only on one cart's display asking them to pick up their speed of play."

The club can also use the system to monitor its carts. If one goes into a restricted area, a club employee can send a message to that cart to remind the player to stay on the cart path.

CIRCLE 321

Small office, tall order

Continued from page 38

When you bring your computer home, and its attachment, printer, modem, you need to plug it in. (Make sure you purchase a computer with an internal modem; it avoids needing its own outlet.) First buy a quality surge protector, not an outlet strip. Estimated cost: $25. This will protect your computer equipment.

Also, check with your electrician to see if you can have a dedicated circuit breaker for all your computer equipment. There's nothing like having your arcing welder on line with your office equipment.

• Modem/Fax: Most computers now have an internal fax/modem (cost: $150). You can send and receive faxes and log on with the modem to Turfbyte, TurfTalk, Metabyte, TGF, or even surf the Net. The nice feature about a computer fax and its software is multiple-faxing. Let's say you have created a report for the green committee. You want to fax it out to all eight members. With the software, you need only click the green committee directory and all members are sent the fax.

I generally use my computer fax for just that case. I feel the need to keep a conventional fax for so many "as is" documents that I need to fax.

• Printer/fax copier: Devices that so often were only at the clubhouse now should be in everyone's office because of new technology. Thanks to Hewlett Packard, one machine does it all. I own the Hewlett Packard "OfficeJet" ($599). It faxes, prints and makes copies. New versions can also scan. I'd recommend this machine for everyone because of its versatility and high quality.

• Switching device: With limited outlets, it's necessary to purchase a surge protector, protecting circuit breakers, and using outlet strips. Don't overload. What do you do with a phone line that needs to dial, fax or modem? I use a switching device from Comshare ($175). Your main phone line hooks into the device. Then the switching device determines — through the sending tone or lack of a sending tone — if an incoming call is a phone call, a fax or a modem wanting to access your computer. Buy the best switching device. I've been burned buying the $49 box which claimed it could do it all, yet did a "Patty Melt" on my desk on its first phone call.

As with purchasing any piece of equipment, determine your needs. There's a great deal out there that you can overpay for that won't meet your desires. Develop a relationship with your local computer store and use them as a resource. It took us awhile to figure out what to purchase and how to use it all. We now run two computers, a printer, two faxes, a modem, and a local computer bulletin board out of a small two-outlet office.
Ervin values environmental integrity of his sites

Lindsay Ervin has been designing golf courses since joining late architect David Gill in Wisconsin when he graduated in landscape architecture from Purdue University in 1968. In 1973 he went to work with Greenhorn and O'Mara, a large multidisciplinary consulting firm in Maryland. Shortly afterward, he designed Hog Neck Golf Course in Easton, Md., an award-winning golf course that served as a springboard to a successful career. Ervin is a member of the American Society of Golf Course Architects and his firm, Lindsay Ervin & Associates, Inc., is headquartered in Crofton, Md.

Golf Course News: You have been aggressive in environmentally conscious design. Has this always been your philosophy in design?

Kierland boasts native grasses, walking

Scottsdale, Ariz. — Just 12 months ago the site of the new Kierland Golf Club here was a flat piece of undeveloped land, with scrub brush and a few isolated mesquite trees, situated on one of the last premier pieces of land in the northeast Valley.

Today the parcel provides players with a resort-style championship course that is ready to take its place among the Valley's marquee golf properties. It opened for play Jan. 13. Unlike many other Valley daily-fee golf courses, Kierland will offer golfers an option to walk during their round. Future plans also call for the introduction of a caddie program to benefit junior golfers throughout the state of Arizona.

During construction of the course designed by Scottsdale-based architect Scott Miller, more than 1.3 million cubic yards of dirt were moved to create some of the Valley's most dramatic golf holes, with picturesque mountain views, lakes, dry washes and elevation changes of up to 80 feet on some holes.

"Our greens are 1020 bentgrass, with tees and fairways of 119 turfway hybrid Bermudagrass," Director of Golf Mike Ryan. "Golden native grasses such as buffalograss, Indiangrass and sheep fescue in the rough and transition areas were selected to provide a sharply defined edge between the fairway and rough year-round."

Kierland Golf Club is the focal point of a 713-acre master-planned community developed by Woodbine Southwestern Corp. and the Herberger interests, both of Phoenix.

Lindsay Ervin surveys the course, and his work, at Queenstown Harbor Links in Easton, Md.
Casper-Nash opens Eagle Crest

SUMMERLIN, Nev. — Eagle Crest Golf Club, designed by Billy Casper and Greg Nash, has opened for public play at Del Webb's Sun City Summerlin master-planned community. Eagle Crest is the third Casper-Nash-designed course built for the 2,500-acre community.

The par-60 18-hole executive track consists of 12 par-3 and six par-4 holes and is lined with hundreds of ash, purple leaf plum and sycamore trees. More than 700 mondale pines were planted throughout the course to give it a mature forest feel from opening day. The greens feature bentgrass while the fairways were seeded with Bermuda grass. All out-of-play areas were grassed with sheeps fescue, deer grass or buffalo grass. The course flows up and down the foothills of the Spring Mountains. The 15th green is the highest golf hole in southern Nevada at an elevation of 3,163 feet above sea level. The par-3 18th hole features a dramatic 75-foot drop from tee to green and provides a view of the Las Vegas skyline.

Flatt still on retainer at Carey Park?

HUTCHINSON, Kan. — Flatt Golf Service, Inc. (FGS) of Overland Park has been hired to design a new putting green for Carey Park Municipal Golf Course. Carey Park is operated by the city of Hutchinson and recently completed construction of a new clubhouse and parking lot for this heavily played 18-hole facility.

Meanwhile, Flatt was hired by the city of Olathe to determine the opportunity for development of a modestly priced public course in that rapidly growing suburban area adjacent to Overland Park and nearby Kansas City. FGS was also charged with the task of reviewing the operations of the existing Lakeside Hills municipal course in Olathe with an eye to improving its ability to capture more rounds in the growing public golf market.

Routing now complete at Cuscowilla

CUSCOWILLA, Ga. — The architectural team of two-time Masters champion Ben Crenshaw and Bill Coore has completed the routing of the 18-hole golf course at Cuscowilla on Lake Oconee. A 600-acre, family-oriented lakefront community, Cuscowilla is the vision of Atlanta entrepreneurs William M. Harrington and Peter Bailey and German businessman Heinz Wilhelm-Nathe.

Located halfway between Atlanta and Augusta, Cuscowilla is the newest golf community in the popular Lake Oconee area—the state's fastest-growing golf destination.

"It's an unusual piece of property," said Coore. "It sits on Lake Oconee like a hand with its fingers sticking into the lake. There's a lot of variety to it. It has a lot of subtle elevation changes but it's not as hilly as Augusta National or the other courses in this area. It's just constantly moving."

"It will be a shotmaker's golf course," said Crenshaw. "It will reward good strategy and a variety of well-played shots."

"There are no more than two fairways on this golf course that will require shaping by cutting into the land or filling areas that need building up," said Coore. "The fairways were just out there. It's classic golf in its natural form."

Cuscowilla's clubhouse will be built atop a full overlooking Lake Oconee and the Cuscowilla property in the center of an area where Crenshaw and Coore have routed a number of fine golf holes. "It's an area we kept coming back to as we planned the course routing," says Coore. "So we have a lot of holes returning to the clubhouse. It's sort of an old-fashioned affair like you might have seen in the golf courses of the '20s and '30s, when Mackenzie, Ross and Tillinghast were in their primes."

The golf course was cleared in mid-February and, weather permitting, shapers will begin contouring the greens and bunkers in March.

"At this point, I'm envisioning slightly crowned greens," said Crenshaw. "The high point of the green could be the center or one side may be pushed up-similar to some characteristics of the greens at Pinehurst No. 2, but this land is more rolling."

The planting of the tees, greens and fairways is scheduled for the end of the summer, with members opening in the late summer of early fall of 1997.
Hilton's Heads oldest design, Sea Pines, now its newest

HILTON HEAD ISLAND, S.C. — Sea Pines Resort hosted a ceremony and golf tournament to celebrate the official grand re-opening of Sea Pines' Ocean Course, Hilton Head Island's first and now its newest course. Originally designed by George Cobb and opened in 1960, Ocean Course has been completely redesigned and rebuilt by Mark McCumber & Associates. Sea Pines Co. invested more than $3.5 million in rebuilding the course, which took nine months to complete. The par-3 15th hole, one of the most photographed on the East Coast, has been reconfigured to offer even more spectacular views of the Atlantic Ocean.

Using a combination of lagoons, bunkers and contouring, McCumber recreated the course to appeal to the style preferences of golfers now and into the future.

“Ocean Course today is completely contemporary in design,” said Cary Corbitt, Sea Pines' director of sports. “It is an outstanding achievement to have created a course that appeals so well to all levels of play. It’s enjoyable for beginner and intermediate players, and so challenging for expert golfers that those who have tried the course are looking forward to repeat play.”

<table>
<thead>
<tr>
<th>Refinance of a 9-hole public course</th>
<th>$2,000,000 - DEERFIELD CC, Rochester, NY</th>
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<tbody>
<tr>
<td>Refinance of an 18-hole private course</td>
<td>$7,000,000 - NORTHGATE COUNTRY CLUB, Houston, TX</td>
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<tr>
<td>Refinance of an 18-hole resort golf course</td>
<td>$5,200,000 - AVILA BEACH RESORT, San Luis Obispo, CA</td>
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<tr>
<td>Refinance of 18-hole public course plus construction for clubhouse expansion</td>
<td>$2,500,000 - OLDE POINTE GOLF &amp; COUNTRY CLUB, Wilmington, NC</td>
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<td>Refinance of an existing course to draw out equity to construct a new course</td>
<td>$4,750,000 - CRYSTAL SPRINGS GC, Sussex Co, NJ</td>
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<td>Refinance of two 9-hole public courses plus construction for a second nine holes</td>
<td>$3,500,000 - THE LINKS GROUP, Myrtle Beach, SC</td>
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<tr>
<td>Refinance of 4 bowling centers in northern NJ and southwestern NY</td>
<td>$9,500,000 - GOLF CLUB OF ILLINOIS &amp; BURR HILL GC, Chicago, IL</td>
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<tr>
<td>Refinance of an existing 18-hole course, cross-collateralized with Crystal Springs</td>
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<td>Refinance of an 18-hole resort golf course</td>
<td>$8,500,000 - THE BEACH CLUB GOLF LINKS, Ocean City, MD</td>
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<tr>
<td>Refinance of 18-hole course and construction financing of new 18-hole course</td>
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<tr>
<td>Refinance of old bowling center</td>
<td>$2,500,000 - GOLF CLUB, Chicago, IL</td>
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<tr>
<td>Refinance of 18-hole course and a line of credit for new acquisitions</td>
<td>$4,000,000 - THE BEACH CLUB GOLF LINKS, Sea Ranch, CA</td>
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<tr>
<td>Refinance of 311-room lodge, 211-slip marina and 45 holes of golf</td>
<td>$3,500,000 - WHITTIER GC &amp; VICTORIA GC, Los Angeles, CA</td>
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<tr>
<td>Refinance of an existing 18-hole course</td>
<td>$5,000,000 - THE LODGE OF FOUR SEASONS, Lake of the Ozarks, MO</td>
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<tr>
<td>Take-out of course construction loan, plus provide for clubhouse construction</td>
<td>$3,400,000 - THE LINKS GROUP, Myrtle Beach, SC</td>
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<tr>
<td>Refinance of 18-hole course plus construction for additional 9 holes</td>
<td>$3,500,000 - THE SEA RANCH GOLF LINKS, Sea Ranch, CA</td>
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<tr>
<td>Refinance of an 18-hole course and construction financing of new 18-hole course</td>
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<tr>
<td>Acquisition of a 27-hole public course</td>
<td>$6,700,000 - BADLANDS GC, Las Vegas, NV</td>
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<tr>
<td>Acquisition of 311-room lodge, 211-slip marina and 45 holes of golf</td>
<td>$5,000,000 - THE LODGE OF FOUR SEASONS, Lake of the Ozarks, MO</td>
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<tr>
<td>Refinance of a 18-hole private course</td>
<td>$3,000,000 - KEMPER SPORTS MANAGEMENT, Chicago, IL</td>
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<td>Refinance of 18-hole course</td>
<td>$2,400,000 - THE BEACH CLUB GOLF LINKS, Ocean City, MD</td>
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</tr>
<tr>
<td>Refinance of a 18-hole course and construction financing of new 18-hole course</td>
<td>$3,600,000 - THE HERITAGE GOLF CLUB, Atlanta, GA</td>
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Golf and Recreational Finance

is proud to announce it has issued commitments on $122,550,000 of debt financing. The following transactions were closed in 1995.

$5,000,000 - Avila Beach Resort, San Luis Obispo, CA
$4,750,000 - Crystal Springs GC, Sussex Co, NJ
$3,250,000 - Black Bear GC, Sussex Co, NJ
$8,500,000 - The Lodge of Four Seasons, Lake of the Ozarks, MO
$2,500,000 - The Links Group, Myrtle Beach, SC
$3,500,000 - Sea Ranch GC, Sea Ranch, CA
$2,400,000 - Whittier GC & Victoria GC, Los Angeles, CA
$5,000,000 - The Beach Club Golf Links, Ocean City, MD
$3,600,000 - The Heritage Golf Club, Atlanta, GA

Golf Course News
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Walters Group to develop and manage LV park

LAS VEGAS, N.V. — The city of Las Vegas has selected The Walters Group to negotiate an agreement to develop and manage a public golf course on city-owned land known as Nature Park.

Within the last few years, The Walters Group has redesigned and rebuilt the Paradise Hills Golf Club in Albuquerque and the Golf Club of Illinois in Algonquin, Ill. It also owns and operates Mesa Del Sol Country Club in Yuma, Ariz., and recently purchased Eagle Brook Country Club in Geneva, Ill.

"Although we are proud of our successful golf course developments in other areas of the country, we are excited about creating a signature course in our own backyard," said Walters Group Chairman and CEO Bill Walters.

The Las Vegas-based Walters Group plans to spend approximately $11 million in developing the Las Vegas course, which could be open as early as next fall, Walters said.

Southwest Golf, The Walters Group golf division, has contracted with Perry Dye to design the 18-hole course.

Esler to redesign Lakewood GC

ST. CHARLES, Ill. — David Esler, principal architect of Esler Golf Designs, has been selected to redesign Lakewood Golf Club, which is owned by the Village of Lakewood and operated by Crown Golf Properties.

A primary goal is to introduce large areas of native plantings and habitat in the 100-plus out-of-play acres of the 245-acre property.

"We are planning to remodel all the bunker complexes to provide improved visual interest and drainage, establish a strategy of play, and simplify traffic flow and maintenance as well," Esler said.

Dirt moving at Harbottle track

SAN LUIS OBISPO, Calif. — Construction has begun here at Dairy Creek Golf Course.

The 18-hole public course, designed by John F. Harbottle III, features an environmentally sensitive layout. Only 80 acres of irrigated fairway and rough will be carved from the rolling, 225-acre site, full of grassland meadow and riparian habitat.

Director of Golf Course Maintenance Operations, Ray Festa, has requested improved common Bermudagrass for fairways and roughs in an effort to provide premium playing surfaces with minimal water usage. The course is scheduled to open in the fall of 1996.

Bergin to redesign Mobile course

MOBILE, Ala. — Bill Bergin Golf Design has been selected to redesign Spring Hill College Golf Course here.

The scope of work includes rebuilding a majority of the greens, tees and bunkers, repaving all cart paths, updating the irrigation system and improving the drainage throughout the golf course. Bergin, formerly an associate with Cupp Design, started his own firm in 1993. His previous projects include:

- The Champions Club at Apalachee, an 18-hole daily-fee course in Dacula, Ga., co-designed with Steve Melnyk, and opened in November 1994;
- Eagle Bluff Golf Club, an 18-hole daily-fee course in Chattanooga, Tenn., opened November;
- And the renovation of Skyline Country Club, an 18-hole private club in Mobile, the construction of which will be completed in June 1996.

Mobile course

HILTON HEAD ISLAND, S.C. — Clyde Johnston Designs, Inc. has begun the construction phase on Old Carolina Golf Club, the newest addition to the South Carolina Low Country's golf landscape. Old Carolina is being developed as an upscale daily-fee facility, and is scheduled to open in the fall. It is located just off of Hilton Head Island and minutes from another Johnston design, Old South Golf Links, ranked among the best new public courses of 1992. Both courses are products of the development team of David Staley and Tom Jacoby.

The singular character of Old Carolina is assured by a unique piece of land that years ago served as a thoroughbred horse farm. The open nature of the farmland will provide counterpoint to other Hilton Head golf courses, which are typically cut through dense pine forests and framed by man-made lagoons. Old Carolina will have a minimal water features, and is expected to take on an almost Scottish feel.

Landscapes Unlimited of Lincoln, Neb., is building the course.

Construction begins at Old Carolina

As you know, success on a green calls for a balanced stance. Quiet concentration. Unerring accuracy. And a true roll.

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Greensmaster 3200's remarkably quiet performance is music to the ears of neighbors, golfers and operators.

We start with remarkably quiet engines. For example, the new 3200 is powered by a liquid cooled gas or diesel engine that emits remarkably low levels of sound. Something your golfers and neighbors will appreciate.

Both mowers feature fully floating reels and independent baskets. And the 3200 also offers a new cutting system. New reels, bedknives, rollers, height of cut. In addition, the 3200 has an all single point connection. All ensuring a consistent unerring accuracy. And a true roll.
Q&A: Ervin

Continued from page 43

chemicals has had a big impact on maintaining the environment’s integrity. Also, a lot of research has been done showing the positive effects of turf. I've seen more and more of the public responding positively as more evidence and information comes out. Things like [the book] A View from the Dough, for instance, address the positives in a very nice fashion.

GCN: New technology has helped protect water and other resources. What has been most helpful?

LE: Stopping erosion, using sod and getting it established. The key is to keep the velocity of the water down as it drains off the site. Where we have places like banks going down into a lake, putting sod helps get the turf established quicker, reducing erosion. Also, riprapping stream channels slows the velocity of the water down. That is being done more now.

Also, the way we design helps. At Queenstown Harbor Golf Links, for example, we designed almost all the fairways to drain back into lakes we had created. This helps further prevent any nutrients from leaving the site by first going into this lake and setting. We're designing more of that adjacent to sensitive environmental areas. Also, we normally put sediment control basins in the low part of a site to capture potential runoff. And we are leaving them in after construction. We plant wetland-type vegetative material there to make it look aesthetic and to catch any nutrients that might come off, if, for instance, there is a heavy rain immediately after an application.

GCN: Has your home state of Maryland gone overboard in its attempts to protect Chesapeake Bay and similar waterways?

LE: That's hard to answer. Some people might say they've gone too far. We did Queenstown within that area and it was approved through the Chesapeake Bay Critical Area Commission. The land was within zoning regulations which were more stringent than other areas. The golf course was a special exception in our area. Approval took quite a while — 40 hearings. Plus one wealthy homeowner was fighting them and caused a lot of problems. But they voted 22-1 in favor, that the golf course was a good use for that area, that it wouldn't harm the wildlife, the fertilizer and pesticide applications would not have a harmful effect on the ground water. And it has proven so.

The nitrogen content has decreased dramatically. It used to be 120 pounds per acre. It's down to 15 pounds. They are using in wells 15 wells, and the content of nitrogen has decreased to drinkable water standards.

GCN: Is there a Lindsay Ervin fingerprint that I would find on your golf courses?

LE: I don't want to design the same for each site we work with. I hope I don't end up with a fingerprint.

GCN: What would be your “dream” property?

LE: Along the ocean, like a Cypress Point-Pebble Beach-type terrain, or even along the coast of Ireland.

GCN: You've a renovation project at West Point's course. Tell us about it.

LE: Originally, we started with plans for a driving range, remodeling parts of the golf course and connecting several holes that were separated by a major expressway. We wanted to connect the two parts of the course with a bridge. They had drainage problems with the five holes on the other side of the highway. We did our designs and bid the project out, but the construction costs came in very high, so high we had to eliminate things. We eliminated the range. Instead of adding three or four new holes, we added one, some tees to another hole, built the bridge, took out a couple of par-3s and improved the drainage on the western portion of the site. We reversed another hole to get the view coming into the mountains. And we renovated most of the greens and added two lakes. It was seeded last fall and is growing in now.

GCN: Your solo career was launched with some special help.

LE: Shortly after I joined Greenhorn and O'Mara, a developer in the D.C. area was doing a course and I got the job. That job was Hog Neck, and instrumental in hiring me was Mrs. W. Alton Jones, the widow of the former CEO of Citgo and one of the founders of Augusta National. A philanthropist, she was living in Easton and knew the town needed a golf course...

Mrs. Jones was the reason I got Birdwood Golf Course for the University of Virginia. She moved to Charlottesville and discovered the university didn't have a golf course. So she matched funds for one, with the one stipulation: that they hire me.

GCN: You are in arguably the most difficult part of the country to grow turf. What about your selection of grasses?

LE: In 1993 when we had all the ice, the courses with zoysia and Bermuda got hammered and the ones with bentgrasses got through it. So until they come up with a tougher zoysia and Bermuda, I'm reluctant to go in that direction. If you're doing 40,000 rounds at $50 a round, that's $2 million in revenue, and losing that kind of revenue hurts.
DEVELOPMENT

The 12th fairway at Estancia spills down an incline toward a green nestled in native flora.

Estancia draws raves. Are the buyers listening?

SCOTTSDALE, Ariz. — Targeted to an elite clientele and situated on an elite piece of land directly beneath Pinnacle Peak in the foothills north of the city, The Estancia Club Golf Course has opened for play with immediate accolades.

Chosen by The Arizona Republic/The Phoenix Gazette as the state's best private course, the Tom Fazio-designed track measures 7,146 yards through the natural desert, rolling terrain and rock outcroppings. Fazio called the site "unmatched in Arizona."

Owned by Estancia Development Associates, The Estancia Club is the centerpiece for a master-planned community that will contain 325 custom homes ranging in price from $200,000 to more than $1 million.

Fazio teams with Primadonna for 18, maybe 36, at Stateline

STATELINE, Nev. — Primadonna Resorts, Inc. and Sheldon Gordon and Randy Brant, developers of the Forum Shops at Caesars complex, plan to build a 1 million-square-foot themed shopping facility here that will blend medium and upscale retail factory outlet stores with restaurants and the latest in high-tech interactive entertainment.

The golf angle? A Tom Fazio-designed 18-hole championship golf course, with an additional 18 holes planned for the future.

Primadonna Chief Executive Officer and Chairman of the Board Gary Primm said the "state-of-the-art" facility will be built on nearly 100 acres of land adjacent to Primadonna Resort & Casino. The complex will be attached to the Primadonna and connected with Buffalo Bill's and Whiskey Pete's casinos by transportation systems. It will feature approximately 100 of the world's best-known retailers, designers and manufacturers. A ride attraction promises to be "unforgettable," the developers say.

Meanwhile, in Scottsdale, Ariz., an early-December opening is projected for Raptor, the second 18-hole golf course at Scottsdale's Grayhawk Golf Club.

Designed by Fazio, the 7,000-yard par-71 course meanders over the gentle hills and across the deep natural arroyos that typify the north Scottsdale desert, offering spectacular views of the nearby McDowell Mountains along the way. But it is the golf experience Raptor offers players that will truly set it apart. This is a pure player's course," said Fazio. "In some ways it reminds me of the classic, older-style golf courses like Pinehurst. It basically just follows the natural flow of the land. At times, it's pretty tough. But true players will love it because there is a variety of ways to play each hole, and it forces players to make choices for risk and reward. It's real quality golf."

MAKE IT THREE AT REYNOLDS

GREENSBORO, Ga. — Tom Fazio will design the third golf course at Reynolds Plantation, according to an announcement by Reynolds Plantation President William Peacher. The yet-unnamed third course will join the original Plantation Course, designed by Bob Cupp in conjunction with touring professionals Fuzzy Zoeller and Hubert Green, and Great Waters, designed by Jack Nicklaus. Construction of the Fazio design is expected to begin in February and be ready for play in 1997.
THERE'S BEEN A BLACK BEAR SIGHTING...

Black Bear Golf Club, the latest design from P.B. Dye, is open for play here in Eustis, Fla. Built on 160 acres and carved from more than 80 feet of sugar sand, Black Bear measures 7,000 yards from the "Bear Paw" tees. Owned and operated by former Wall Street husband and wife team, Richard and Kristina Stein, Black Bear is a golf-only, semi-private facility. "No tennis courts, no swimming pools. Just pure golf," said Richard Stein. "We've instructed our staff that as long as anyone wants to play, we will be open."

STATESVILLE, N.C. — Funding of Buffalo Shoals Golf Club, L.L.C. here has been finalized, according to Evan H. Dockser, executive vice president of Bethesda, Md.-based Zuckerman Kronstadt Dockser Golf Services Inc.

The $3.25 million development is the result of a joint effort by Zuckerman Kronstadt Dockser and local partners.

The funding package completes a 3-year planning process and has put the project into phase one of construction. Financing was secured through a combination of private investors and a $1.75 million construction and term loan provided by The Bank of Granite in Hickory, N.C. The golf course is scheduled to open in spring of 1997.

Buffalo Shoals National will be an 18-hole, semi-private golf course whose goal is to maximize daily-fee play. Limited memberships will start at $3,500.

Buffalo Shoals National has retained Gene Bates Golf Design of West Palm Beach, Fla., to provide architectural support on the design and construction of the golf course.

Zuckerman Kronstadt Dockser will manage the course and will oversee all functions from day-to-day operations to marketing and public relations.

BUFFALO SHOALS GC SECURES FULL FUNDING

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EAGL management soars to new heights

Dallas firm doubles in size with last year’s acquisitions

By PETER BLAIS

IRVING, Texas — Evergreen Alliance Golf Limited (EAGL) of Dallas doubled its management portfolio by taking control of 11 courses in the past year, making it one of the most active mid-sized players in the golf course management arena. The privately-held firm controls 24 courses scattered across the United States including private, resort, daily-fee and municipal operations.

“We think we can grow by 10 courses per year into the foreseeable future,” said President Gary Heward. “We’re looking for equity and lease arrangements. We’re also open to management contracts if the situation is right.”

EAGL is a full-service management firm offering operations, marketing, maintenance, merchandising, food and beverage, construction and project management services.

The Dallas-based company has several courses under construction. All except one should open this spring:

• Tangleberry Golf Course in Parker, Colo., an 18-hole Jim Blair design that EAGL will manage. EAGL is also a part owner.

MARKETING IDEA OF THE MONTH

Magazines aid course promotion

By PETER BLAIS

LAWRENCEVILLE, Ga. — Taking a page from its success in the real-estate market, Network Publications has expanded its reach to golf courses looking to increase their business. Network prints 25,000 copies of each regional issue at its 600-person Atlanta printing facility. Local independent contractors sell ads and distribute magazines free to courses, ranges, retail shops, bars, restaurants, hotels and other places golfers visit.

“It’s a very targeted distribution that gets into the hands of golfers,” Ridley said. “With a free publication, you have to reach a target market. If you print 25,000 copies, you have to get them into the hands of 25,000 golfers.”

“Advertisers can promote some sort of an incentive, but this is not a coupon book. The formatted ads are the most popular and we have graphic artists with extensive backgrounds who can tailor specific ads to a certain market.”

In addition to golf course ads, Golfer also features ads from nine-hole courses, golf getaway package dealers, practice ranges and golf pros.

Continued on page 54
NCA celebrates 35th anniversary with special events

WASHINGTON — The National Club Association will conduct several special events this year in observance of the private club association’s 35th anniversary.

Special events in the coming year include a continuing series of Club Director magazine articles about NCA’s formation and various accomplishments over the years, recognition of early NCA club members and associate members, and an anniversary edition of Club Director in October to celebrate the association’s incorporation date.

Also planned are the introduction of new services and technologies that will add to the NCA Resource Center and enhance the scope of information provided to National Club Association members. A new fax-on-demand service will allow NCA members to request information 24 hours per day and receive an immediate response.

Also underway is further development of NCA’s database and an improvement to the association’s consultative services.

NCA promotes the business, legal and legislative interests of the approximately 1,000 private clubs it represents.

New club marketing firm formed

SILVER SPRING, Md. — WTS International, a tennis facility design and management firm, has formed a new wholly owned subsidiary called ClubServ to provide private golf club marketing and membership development services.

ClubServ will offer membership evaluation, planning, implementation and supervision of membership marketing for private golf and country clubs, city clubs and racquet/sports clubs worldwide.

Two key principals have been added to help with the start-up. Tom White, senior vice president, joins ClubServ with 17 years experience as general manager at three separate clubs and as a club consultant. He will be responsible for new business development.

Cheryl Joyce, vice president of club marketing and development, brings extensive experience in private club marketing and membership promotion.

She has worked at numerous East Coast clubs including the Robert Trent Jones Golf Club at Lake Manassas, Va., as well as many other East Coast clubs.

WTS International has provided design, consulting and management services for tennis programs and fitness centers at private and commercial clubs, real-estate projects, hotels and resorts, spas and residential projects throughout the United States and overseas for the past 20 years.

WTS International and ClubServ are located at 12501 Prosperity Drive, Ste. 460, Silver Spring, MD 20904; telephone 301-622-7800.

Golfer magazine

Continued from page 53

Distribution is not limited to just courses that advertise. This spring’s Southeast Massachusetts/Rhode Island issue, for example, will go to 100 courses, even though just seven facilities have placed ads, according to regional Associate Publisher Sharon Francoeur.

“Private and public courses stock it,” said Francoeur, who asked why a facility would carry a publication containing ads promoting competing courses. “It’s a nice-looking magazine and provides golfers with something to read. Seeing how they move off the counter gives the course operator an idea of whether it would be worth advertising in the future.”

Full-page ads cost roughly $700 per issue, Ridley said. “We can get four-color ads to the marketplace for about the same price as spot-color or black-and-white-tabloid ads in other publications.”

The 5 1/2-by-8 1/4-inch, digest size is also a benefit, Ridley said. “If you put a pile of magazines on the table and ask someone to arrange them, the digest-size always ends up on top, which makes it the one people see first,” he said.

Golfer is also available in Toronto; Sarasota/Muskoka (north of Toronto); Northern New Jersey; Southern New Jersey; Detroit/Columbus, Ohio; Sand Hills (Pinehurst), N.C.; South Carolina Sunbelt (Columbia/Greenville); Houston; Phoenix/Scottsdale, Ariz.; Palm Springs, Calif.; Tampa, Fla.; and Piedmont (Winston-Salem/Greensboro), N.C.

For more information contact Ridley at 770-962-7220.
Private club members join forces to keep Fla. course a private affair

**By GLEN WINTER**

Nearly five years ago, members of Suntree Country Club in Melbourne, Fla., discovered their club was for sale. Galvanized by the desire to keep the facility under local control, they raised $7 million and purchased the club. Today, they face the challenges of competing for new members with the myriad of golf clubs in Central Florida, as well as managing the club.

With two 18-hole golf courses, tennis club, clubhouse, and pro shop to manage, Suntree’s board of directors has been put on a steep learning curve.

At the same time, General Manager Michael Gracie has had to adjust to dealing with the committee structure, understanding and responding to member needs and answering directly to the board. Having been in various management capacities with Suntree since 1984, Gracie has seen many changes since the club was purchased. "I have been pleased with all the help the members give and how much they bring to the table," he said. "These are people who have been very successful in life and they want to enjoy all the amenities the club has to offer, so we try to respond to them."

One of his responses has been to replace nearly every department head. He explained there is a different mindset required of managers in an equity club. "They must be very responsive to members, while working within their budget. It is really an attitude," he said. "The staff needs to understand every member is now, in a sense, their boss and they must treat them accordingly."

To emphasize this, Gracie has an organizational chart on his wall with the word "Members" prominently displayed in the top box. As an example, he cited their tennis pro. "He has revitalized our entire tennis program primarily through his smiles, enthusiasm and response to members."

Gracie is looking for those same qualities in his search for a new golf pro.

With an aging membership, many former golf members no longer play and have switched to social memberships. New members have been hard to come by. The original membership of 750 at the time of the purchase is now less than 700. Comptroller Wendy Knipple said 70 percent of club members are retired and reaching an age where they no longer play golf. Recognizing this problem, the club has instituted some new programs such as a summer camp for children in order to attract more families.

Having great programs is one thing, while marketing them to potential new members is another. "We have a great community that is very affordable, the members are warm and friendly and the club is debt-free. Suntree will be here for a long time," said Knipple.

Also, the original bylaws, which have since been changed, specified that members had to be residents of the Suntree Planned Urban Development, which further limited potential new members.

When asked about the long-term viability of the club, Gracie responded: "We have a great community that is very affordable, the members are warm and friendly and the club is debt-free. Suntree will be here for a long time."

For more information, please write to:

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Glen Winter is a freelance writer living in Longwood, Fla.

**GOLF COURSE NEWS**

**CIRCLE #143**

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also take over GEI's 23 lease and/or management contracts, Berndsen said.

Berndsen said GEI's decision to sell does not mean the company perceives any weakness in the golf market, but simply reflects the fact that the larger, more successful management firms are growing through individual course acquisitions and/or mergers with other companies. For example:

- With the help of NGP, AGC has far surpassed the 200-course mark.
- ClubCorp, which stands at 175 courses, moved out of its traditional private club niche and into the public golf market back in 1986 with its purchase of CCA/SSand GolfCorp. That subsidiary evolved into GolfCorp, ClubCorp's public course subsidiary.
- Brassie Golf and Club Operations and Property Management merged last year, giving the combined firm over 50 courses.
- KSL—which made a big splash with its purchase of Palm Spring, Calif.'s PGA West and LaQuinta Resort and Club in the 1993 Landmark Land Co. auction—followed that up with the purchase of Fairways Golf, a 12-course public-access management company that has evolved into 22-facility KSL Fairways.

"The big are getting bigger to reap the benefits of clustering courses together and achieving economies of scale," said Randy Williams, ClubCorp's executive vice president of development.

"The big are getting bigger to reap the benefits of clustering courses together and achieving economies of scale," said Randy Williams, ClubCorp's executive vice president of development.

For example:

- Joe Black, president of Western Golf Properties, a 20-course management firm based in Scottsdale, Ariz., said the large number of courses in this deal (43) and AGC's sheer size has some industry observers asking whether a conflict of interest could develop in markets where NGP owns some courses and manages others (through AGC), Black said.

- The question always arises," said NGP Associate General Counsel Neil Miller. "[Founder and Chairman] David Price owns half of this company (NGP) and virtually all of AGC. It would be foolish for him to do anything that would hurt either one. If anything, AGC's size provides more marketing power for course owners who have AGC manage their facilities."

As for its deal with NGP, GEI will receive approximately $40.8 million in market value of NGP common stock and $17.2 million in cash. GEI stockholders will receive $12 per share in a combination of $6 in cash and $6 in market value of NGP common stock for each share of GEI common stock.

"It's a good acquisition for them [NGP]," said Randy Williams, ClubCorp's executive vice president of development. "It seems like a pretty rich deal, though. It works out to around $4 million per club. The revenues don't seem anywhere near that. But AGC is a lean, mean operating machine. And NGP's stock seems to do well."

Miller responded: "We did our homework and it seems like a good deal to us...It was an opportunity to pick up 20 courses in one transaction. It will improve NGP's funds from operations, help AGC's cash flow and give us [NGP] an opportunity to issue additional stock equity."

Prior to this deal, NGP owned 81 courses, 80 of which it had turned over to AGC (Cobblestone Golf Group manages the other). NGP plans to continue acquiring courses, Miller said, even though the company has exhausted the $97.8 million raised from its initial stock offering in August 1993 and the $100 million in debt from a late-1994 private placement.

"We have a revolving credit line and we'll do more debt deals down the road," Miller said. "As a publicly traded company we have access to many sources of capital."

GEI first reported in January it was holding discussions with a potential buyer, Berndsen said GEI decided to publicize negotiations when the firm noted a flurry of activity involving its securities. GEI stock climbed from $8 to $11 per share over a few days earlier this year, he noted.

"As a publicly held company, we have an ethical and legal responsibility to provide information to potential investors when something we know about causes our stock to move," the GEI executive said. "It was obvious someone got hold of information that we were talking with a potential buyer, so we made that information public."

The agreement is subject to stockholder approval from both companies. The deal is expected to close May or June.

"It's a good acquisition for them [NGP]," said Randy Williams, ClubCorp's executive vice president of development.

"As for their employees, Miller said most people retain their jobs at the course level when AGC takes over a new facility."

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EAGL expands management portfolio

Continued from page 53

Minn., an 18-hole Jeffrey Brauer design that EAGL will manage for the Iron Range Recreation and Resources Board. EAGL's other properties include Amana (Iowa) Colonies Golf Course; Bos Landen Golf Club in Pella, Iowa; Champagne Golf Club in Denver; North Links Golf Course in North Mankato, Minn.; Coal Creek Golf Course in Louisville, Colo.; Cross Timbers Golf Course in Azle, Texas; Crystal Springs Golf Course in Hamburg, N.J.; Iron Horse Golf Course in North Richland Hills, Texas; Ironhorse Golf Club in Leawood, Kan.; Knolls Golf Course in Omaha, Neb.; Lago Vista (Texas) Golf Clubs; Mira Vista Golf Course at Lowry Air Force Base in Denver; Northlinks Golf Course in North Mankato, Minn.; Painted Dunes Golf Course in El Paso, Texas; Riverside Golf Course in Austin, Texas; Sammamish Park Golf Course in Temple, Texas; Shoreline Links Golf Club in Carter Lake, Iowa; Stanford University Golf Course in Stanford, Calif.; Weeks Park Golf Course in Wichita Falls, Texas.

The key to EAGL's success, Heward said, has been getting the right people with the right training and providing them the resources they need. Total employment peaked at 850 last summer. Heward anticipates that figure will grow to 1,200 sometime in 1996.

"We stress success through accountability," Heward said. "We set high standards and hold people accountable. Everyone's goal is to make EAGL the best operator of golf courses in the industry."


Her husband, Joel, a Stanford University Graduate School of Business instructor and former national managing partner of Tamwell Crow Co. (among the nation's largest development companies), also advises Evergreen Alliance.

Chairman and Chief Executive Officer Michael Lohner heads the EAGL staff. Lohner is a Stanford graduate, former consultant with an international management company and one-time landscape company owner. He is responsible for new business development, promoting EAGL's services and supervising course operations.

Heward also a Stanford graduate and longtime recreation industry executive, is responsible for operations including finance, systems, legal and personnel.

Curt Grieser is the agronomic and construction specialist. He had 10 years experience at Lincoln (Neb.) Country Club and the Champions Club in Omaha as well as eight years as construc-

Marriott Golf to assume control of nine European facilities

WASHINGTON — Marriott Golf has reached an agreement with Whitbread PLC to operate nine Whitbread facilities in the United Kingdom and Germany under the Marriott banner beginning March 4.

The facilities are all part of Whitbread's Country Club Hotel Group, a leading European golf operator and host to more than 50,000 corporate rounds annually.


In June, Goodwood Park Hotel & Country Club in West Sussex, England will join the Marriott portfolio as will the Moon Valley Hotel & Country Club in England in 1997.

Six major professional tournaments are scheduled at these nine facilities at various times this season.

The Marriott portfolio includes more than 20 additional facilities in the United States, Bermuda and Mexico.

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270 Madison Avenue, New York, NY 10016, 212-779-3200.
Cart lawsuits
Continued from page 53
injured party from recovering damages if the injury was caused in any part whatsoever by his or her own negligence or misconduct.

Modern rules in most states have been changed to a "comparative negligence" rule. This permits recovery even when the injured party is partially at fault. This is intended to hold others responsible only to the proportion they are actually at fault for causing injury. Different states have different ways of implementing the rule. Most states recognize the inherent unfairness of barring a suit by an injured party who is, say, only 1 percent responsible for his injuries against another who may be 99 percent responsible.

The driver of a cart that injures another can be sued under various scenarios:
- When a passenger is thrown from a cart due to a sharp turn;
- When a passenger's injuries are caused by operating the cart before the passenger was seated;
- Injuries caused by excessive speed.

The driver of a golf cart may be liable for injuries caused to either the passenger or some other patron on the golf course as a result of the driver's negligent operation of the golf cart. This liability is similar to the liability imposed on a person who operates any other motor vehicle in a negligent manner and causes personal injuries to another," Peterson wrote.

Suits may also be filed against the cart owner—the course operator, golf pro or whoever runs the rental operation. "Since most golf courses rent golf carts to their patrons, the lessor of the cart is often the golf course owner, but it may also be a rental agency, a golf professional who independently operates a golf pro shop, or some other person or entity," according to Peterson. Such suits may be filed for:
- Renting the cart when it is in a defective condition;
- Negligently entrusting the cart to a negligent driver;
- Improper maintenance of the golf cart, such as the brakes;
- Negligent failure to inspect or maintain the cart, such as the front-wheel support.

Suits may be filed against the lessor of a golf cart for failing to warn of dangerous propensities of the golf cart, such as:
- Lack of brakes when going backward;
- Propensity to tip over.

A manufacturer may also be sued on various theories:
- For injuries caused by defective arm and back rests;
- For defective design causing the cart to be unstable;
- Failing to warn of defect, including the propensity to tip over.

Many courses attempt to limit liability by using signed waivers. The law on such waivers is technical and varies by state. "A number of courts have addressed various other issues relevant to the negligence or liability of a lessor of an injury-causing golf cart. Use of an exculpatory clause in a rental agreement by a lessor in an effort to avoid liability for an injury caused by a cart was held by some courts to be void for public policy reasons," wrote Peterson.

Additionally, suits may be filed against golf courses for cart injuries caused by problems on the course itself.

"An owner or operator of a golf course or part is under a duty to exercise reasonable care in constructing, maintaining, and operating the course or park, and is also under a duty to exercise ordinary care in promulgating and enforcing reasonable rules for the protection of those rightfully on the property," Peterson said.

For example, a course was sued for negligently maintaining a path which caused a cart driver to have an accident. In one case, a course was sued when a cart drove into an unmarked tree stump. However, another court threw out a case in which a driver was injured when he drove into the rough and the cart went down a ravine. The court found the course had no duty to anticipate such operation of the cart and warn against it. Some golf courses escape liability because they are owned by government entities that fall under special immunity from suit.

Another source of suit against golf courses is for the wrongdoing of employees. One course was sued by a golfer who was injured when struck by a cart operated by a caddy employed by the course. Although such suits come in various forms, the obvious lesson is that insurance to cover for such unexpected mishaps is essential. Insurance is a must not only for the golf course, but also for any subcon-tractors or other entities, such as golf pros and cart-rental business.

Any agreement with such businesses should require proof of insurance in adequate amounts and for appropriate coverage. Some business owners require parties with whom they do business regularly to actually name the primary business as an "additional named insured."

Another helpful practice is to periodically verify proof of insurance. An insurer will issue proof of insurance at the policy's outset. Premiums are paid periodically. If premiums are financed and the insured has financial troubles, non-payment of premiums can result in cancellation of the insurance. Unscrupulous business owners have paid premiums, obtained proof of insurance to show others, then cancelled the policy and received a premium refund. This leaves the risk uninsured and the contractor duped.

Nancy Smith is an attorney practicing in Pasadena, Calif. You may call her with story suggestions/queries at 818-585-9907.
BRIEFS

STONE HIRES GEOScientIST
RALEIGH, N.C. — Andrew Hiscock, a leading agrochemical scientist, has joined Stone Environmental, Inc. (SEI) as senior geo-scientist. With his arrival, the company has opened a Southeast Regional Office here at 206 Langston Mill Court, Raleigh, N.C., 27606; phone/fax is 919-387-4704.

Hiscock will manage agrochemical monitoring studies, environmental site assessments, and hazardous materials remediation projects.

BARENBRUG HIRES SALES MANAGER
TANGENT, Ore. — Barenbrug USA has named John Farrell sales manager at its Garfield-Williamson Division’s professional products division. In his new position, Farrell will handle sales to the professional turfgrass industry in Garfield-Williamson’s Eastern region, while also fulfilling selected responsibilities nationally for Barenbrug USA.

Farrell spent the last 10 years with Lofos Seed Co. as a golf turf specialist, selling golf course superintendent, agronomists and builders.

BEEBE TO COORDINATE JACKLIN PR
Brandie E. Beebe, a lifelong resident of Coeur d’ Alene, Idaho, has joined Jacklin Seed Co. Beebe will be working in the Marketing Department, coordinating the advertising and public relations for Jacklin Seed Company and the newly formed division, JacklinGolf. Beebe, a 1994 graduate of the University of Idaho, received a bachelor of science degree in public relations.

BILBAN JOINS ZAJAC STAFF
ALBANY, Ore. — Michael Billman has joined Zajac Performance Seeds as warehouse supervisor for the company’s office/warehouse here.

The soon-to-be-completed facility is located on a 33-acre site, and is equipped with advanced mixing equipment and an extensive truck-handling capability for prompt, efficient shipments. The warehouse will serve as the consolidation point for the company’s proprietary turfgrasses and mixtures as well as for common grasses and forages.

GOLF COURSE NEWS

Lesco acquires Pro-Lawn

LEVELAND — Lesco, Inc. has signed an asset purchase agreement to acquire the Pro-Lawn Division of Agway, Inc. for an undisclosed amount of cash.

Pro-Lawn is the largest regional supplier of professional turf care products serving the golf course, landscape, commercial and lawn care market in the Northeast. The division markets fertilizer, turf seed, turf protection and other specialty products in 16 states to a broad array of customers. Annual sales revenue is approximately $50 million.

Said William A. Foley, chairman, president and chief executive officer of Lesco: “We believe this move strengthens our position in the strategically important Northeastern U.S. market.”

Lesco, Inc. now serves more than 90,000 customers nationwide and distributes its product through its Lesco Service Centers, Lesco Stores-on-Wheels, lawn care service representatives, telemarketing and catalog sales.

Flowtronex PSI, Amiad join forces

COLUMBUS, Ohio — Zebra mussels, fresh water clams, algae-infested water sources. Inspired by the golf industry’s growing dependence on high quality filtration systems, pump station manufacturer Flowtronex PSI has forged a precedent-setting marketing agreement with filtration systems manufacturer Amiad Filtration Systems.

The agreement, which took effect Jan. 1, grants Flowtronex PSI world wide marketing rights to Amiad filters for the golf course industry. What that means, said Flowtronex PSI President Dave Brockway, is greater responsiveness to customer concerns.

“Until recently, we simply followed customer specifications when it came to pump station filtration,” said Brockway. “But filtration emerged as a more crucial issue in the last few years due to mounting water-quality problems. Superintendents...

NEW PRODUCT OF THE MONTH

Behold, the Water Hog, an Irish invention that removes surface water at a rate of 6,000 gallons per hour. New manufactured in the U.S. by Star Transportation of Englewood, Colo., the ride-on Hog, powered with an 11-hp Honda engine, retails for $11,500, while the Hog Jr., a lightweight, walk-behind model, goes for $795. Both machines use the principal of sponge-covered, take-up drums which act as wheels. The sponges, which are non-invasive to the terrain, feed water to a drum which collects and stores the water, which is wheeled away and emptied.

The ride-on model, as you can see, simply shoots the water away — up to 50 feet away. For more information on the Water Hog, call Star at 800-495-4429. For more new products, see page 66.

While keeping an ear to the trade show floor

BY HAL PHILLIPS

ORLANDO — The GCSAA show has traditionally been an effective platform from which companies introduce new products and technology. Though its secret weapon is still winding its way through the offices of the Environmental Protection Agency, Rhone-Poulenc made a big splash in Orlando with its new mole cricket control system, Chipco Choice. Experimental Use Permits have been approved in six Southeastern states where, by all accounts, Choice has met with rave reviews. “Superintendents and researchers are telling us they’ve never seen anything like it,” said R-P’s Andy Seekinger. The active ingredient in Choice, piporlin, attacks the mole cricket nervous system. However, according to R-P researchers, piporlin has minimal effect on mammalian nervous systems and, thus, might have broader applications in the pest-control market. Seekinger said Choice should be approved for superintendent use sometime this spring, hinting that it would have been okayed by now if Democrats and Republicans hadn’t shut down the government three times since November.

There’s nothing like a good ol’ fashioned catfight, especially when it played out between respected companies on a trade show floor. In Orlando, the best example pitted Rain Bird and Toro Irrigation in a battle over which company supplies irrigation systems to the Golf Digest Top 100. Rain Bird claims five of the top 10, prompting Toro to claim 75 of the top 100. They’re both wrong and they both have a good case. Continued on page 62

Fish-based fertilizer shows real promise

BY JOHN SCHMITZ

Cold ocean waters off the Oregon coast are the principal source of a new organic fertilizer formulated to grow healthier greens, tees and fairways. So far, the product is showing good promise during testing at a nine-hole course on the Long Beach Peninsula in the state of Washington.

BioGro (9-3-5), which is made by fish feeds producer Bioproducts of Warrenton, Ore., consists mainly of the organic by-products from fish processing plants along the Oregon coast. Rob Gould of Pacific Organics in Salem, Ore., who consulted with Bioproducts, said the natural, slow-release nutrients it contains actually serve to improve the health of soil microbiles, which in turn leads to healthier grass plants. There’s certainly nothing new about... Continued on page 64
Still diversifying, Toro buys Liquid Ag

BLOOMINGTON, Minn. — The Toro Co. has formed a new business organization to foster new product lines and services. Ram Kumar, vice president, new businesses, will lead the new group.

One of the new organization’s first actions was the acquisition of two golf course industry firms. Toro has signed a letter of intent to acquire Liquid Ag Systems, a Florida-based company formed in 1973 by Max Brown, Ph.D. Liquid Ag provides customized liquid fertilizers to commercial custom-applicators, with an emphasis on the golf industry. Liquid Ag and Brown pioneered the development of fertigation, the process of micro applications of liquid fertilizers through existing irrigation systems.

Liquid Ag products will be marketed under Toro’s Bio Pro line of diagnostic systems, fertigation products and agronomic services. Brown will become director of agronomic services for Toro.

Toro has also signed a letter of intent to acquire Integrated Control Systems and Services (ICSS) Inc., an Abilene, Texas-based information technology management firm. ICSS had managed Toro Irrigation’s National Support Network (NSN).

Toro has formed a new customer service systems group (CSS) in exchange for United AgriSeeds and $26.4 million in cash. In a separate transaction, DowElanco agreed to purchase all of the 9.5 million shares of Mycogen common stock owned by Cleveland-based Lubrizol, Mycogen’s largest stockholder, for $126 million. These include 5.4 million newly issued shares resulting from Lubrizol’s conversion of its 19.5 percent ownership interest in Mycogen’s seed business and 14 million of Mycogen preferred stock.

The agreement allows DowElanco to acquire additional Mycogen common shares.

The transactions are subject to government approvals. United AgriSeeds and Mycogen Seeds will create an entity that had 1995 seed sales of more than $100 million. Mycogen consolidated sales of 10 regional brands and sold all of its seed products under the Mycogen brand for the first time in 1995. United AgriSeeds markets its products under the Lynks and Kelgen brands.

Flowtronex/Amiad

Continued from page 59

dents, contractors and consultants started seeking our advice and encouraging us to assume a more proactive role. They specifically sought our assistance in specifying, installing, and servicing filters, as well as offering personnel training for on-going maintenance. Their inquiries brought us directly to our new agreement with Amdia.

The service commitment encompasses all operational aspects. First, Amdia will provide extensive filtration application training to all Flowtronex PSI sales and engineering personnel. Second, to meet field service requirements, Amdia will conduct service classes for Flowtronex’s 100-plus FlowNet service network. As part of their annual FlowNet certification requirement, these technicians will be thoroughly schooled on all significant aspects of Amdia filtration products over the next year — making partners Amdia and Flowtronex PSI the only filter suppliers in the industry with a nationwide service chain providing local filter service capabilities.

And, according to Brockway, customer choice will be protected by the flexibility inherent in the agreement. “Any other pump manufacturer can utilize Amdia filters on their equipment,” explained Brockway. “Likewise, Flowtronex PSI can put other filters on our pump stations. The difference to customers arises when both our equipment and Amdia filters are utilized in tandem, as we can then provide greater service both before and after the system hits the field.”

“We have been using ROOTS™ for a couple of years, and started the 1-2-3 Program in November 1994, spraying every three weeks since then. We have better rooting on our greens during spring transition than I have seen in years past. The 1-2-3 Program may not be entirely responsible for the enhanced rooting, but our overall turf quality has definitely improved since the initiation of this program.”

John Walker, Golf Course Superintendent
Weston Lakes Country Club
Hawke to keynote Golf Asia '96

SINGAPORE — Former Australian Prime Minister, the honourable Robert J.L. Hawke, has been confirmed as keynote speaker at the sixth Asia Pacific Golf Conference, to be held here in conjunction with Golf Asia '96, March 26-28.

With his opening speech, Hawke will set the stage for three days of development and management seminars. He will attempt to identify the key issues and, on a macro level, outline the opportunities and pitfalls of which golf course developers should be aware. During his distinguished career, the Australian Hawke has forged close ties with the Asia-Pacific region, most notably founding the organization for Asia Pacific Economic Cooperation (APEC).

The sixth Asia Pacific Golf Conference precedes Golf Asia '96, the trade show scheduled for March 28-31, at the World Trade Centre. For more information on the conference and exhibition, contact Clare Milford here at 011-65-293-6961, or fax 011-65-293-5628.

NEWS IN BRIEF

DES PLAINES, Ill. — Sandoz Agro, Inc. has appointed Sean Lynch marketing services associate in the firm's Professional Pest Management division. Lynch will be responsible for managing public relations, product promotions, market research, advertising, trade shows, literature fulfillment and direct marketing. Before joining marketing services, Lynch was a field sales representative for Sandoz Turf & Ornamental.

ARLINGTON HEIGHTS, Ill. — CETCO (Colloid Environmental Technologies Co.) has promoted Michael Lapinski to vice president-controller. Lapinski, 41, was formerly corporate controller for CETCO's parent company, AMCOL International Corp., a worldwide specialty minerals and chemicals company. Lapinski joined AMCOL (formerly American Colloid Co.) in 1988 as controller. Also, CETCO has a new area code, effective Jan. 20. Take note. The new phone number is (847) 392-5800, and the fax number is (847) 506-6150.

DELAVAN, Wis. — Sta-Rite Industries has named Dennis Jenkins vice president-manufacturing. Jenkins will oversee manufacturing operations at Sta-Rite's domestic plants here in Delavan and Waterford, Wis., Grand Island, Neb., and Oxnard, Calif. Jenkins was previously vice president-operations for Imperial Eastman, a division of the Pullman Co. and distributor of hydraulic and pneumatic components in Itasca, Ill. He has also served as director of manufacturing for Price Pfister, Inc., a division of the Black & Decker Corp., in Pacoima, Calif.

PETALUMA, Calif. — BioTherm Hydronic, Inc. has announced Tony Neemann's promotion to systems design engineer. BioTherm's Turf-Temp system — designed to manipulate root-zone temperatures by circulating hot or cold water to create year-round play on both putting greens and tee boxes — was recently upgraded on the 5th hole at Pebble Beach Golf Links.

COOK TO GOLF VENTURES

LAKELAND, Fla. — Frank Cook has joined Golf Ventures, Inc. as a sales representative for fertilizers, chemicals, accessories and specialty products. A past director of the Florida GCSA, Cook is the former head superintendent at Sugarhill Woods Country Club in Homosassa and Hardmoor CC in Largo. Prior to joining Golf Ventures, Cook was a sales rep for Liquid Ag, Inc.

Rogers adds far-flung distribution

SASKATOON, Sask., Canada — Jay Gronsdahl has joined Rogers Innovative, Inc. as marketing manager for the Western U.S. and Mexico. He is responsible for all marketing activities within the region as well as market and sales development through the company's independent distributor network.

After, Rogers has added three international distributors:

- Hardi U.K. Ltd. in Hinckley, England, under the direction of Colin Gregory,
- Tempoverde Sri in Torino, Italy, under the direction of president Augustino Gaude,
- Dan Paul Traders Pte Ltd. in Singapore with director Daniel Chan.

Hardi, the largest marketer of sprayers in the United Kingdom, will distribute the Rogers Windfoil sprayer line and Root Zone Injectors throughout the UK, while Tempoverde will market the product line in southern Europe.

Dan Paul Traders will distribute in selected areas of the Asia-Pacific market.
Kubota takes action against knock-offs

TORRENCE, Calif. — Kubota Corp. and two of its U.S. affiliates, Kubota Manufacturing of America Corp., have filed an action with the International Trade Commission in Washington, D.C. to stop the importation, distribution and sale in the United States of "gray market" Kubota tractors designed for sale in the Japanese market.

These "gray market" tractors are materially different in several respects, including safety features, from comparable Kubota tractors designed for sale in the United States. The importation, distribution and sale of the "gray market" Kubota tractors have caused and are likely to cause confusion in the marketplace, according to Richard Briggs, legal counsel for Kubota Tractor Corp. The ITC is expected to initiate its investigation of this matter early this month. The ITC action is expected to take about one year to conclude.

For further information, contact Briggs at 510-370-3370.

An ear to the floor...

100. Competition breeds this type of one-upsmanship, but it also breeds studied innovation; and no segment of the golf industry has benefited more from a spirited technological free-for-all than irrigation. Case in point: While celebrating the 20th anniversary of its computerized Maxi system this year, Rain Bird trotted out its Maxi for Windows Stratus, the company's second generation of Windows-based software designed for superintendents with little or no computer experience. Toro countered with TouchNet, an irrigation control system operated via fngers on a computer screen, as opposed to key strokes. Obviously, this innovation is also aimed at the technologically challenged superintendent.

In November, on the heels of Pursell Industries' alliance with J.R. Simplot and Vigoro Corp.'s commitment to golf, I opined on the increasingly crowded, competitive fertilizer industry. This dog-eat-dog situation was highlighted in Orlando, where all players fought for the attention of superintendents while trotting out the market's new product line: slow-release technology. Vigoro jumped into the game with V-Cote, which joins The Scotts Company's Poly-S, Pursell's Polyon, and ESN from United Horticultural Supply. However, the prime-time players — which also include Milorganite, Lebanon Seaboard, Vicksburg Chemical and The Andersons — would be well advised to peer over their collective shoulder at Terra, golf's sleeping giant. Once an ag-only firm with $3 billion in sales, Terra has set its considerable sights on golf.

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Terra has developed a fairly complete line of chemical and, yes, fertilizer products, making the Sioux City, Iowa-based firm one to watch. One last fertilizer note: Scotts now lists its common stock on the New York Stock Exchange under the symbol SMG, chosen to represent the Scotts/Miracle-Gro merger. According to President and CEO Theodore Host, this is another step in Scotts continued growth. Since the company went public in January 1992, sales have gone from $413.6 million to $732.6 million in fiscal 1993.

After 20 years with Tee-2-Green/Turf Seed, Dr. Bill Meyer is leaving the Hubbard, Ore.-based firm to head up the prestigious Turfgrass Breeding Program at Rutgers University. turf coach Bill Rose expressed remorse at losing such a respected name in the seed business, but it appears Meyer has left the company with a stable of promising new benzimides, now being tested at sites all across the country. Testing in Oregon has been washed out, literally, by the well publicized flooding. Will this affect pricing come fall? "We don't see any problems," explained Mike Robinson of Seed Research. The problem is mostly along the riverbanks, and we don't grow a lot of seed there." Robinson did say there will be a shortage of ryegrass seed this year, meaning higher prices. Excessive demand, reduced acreage and chemical damage could reduce the total yields as much as 20 percent, he said. "Also," Robinson added, "because it was so wet, we had a serious slug outbreak in the younger fields." Users must take care of the slugs, but that practice has been banned. The only remaining control is slug bait pellets, which were largely washed away by heavy rains, Robinson said. Then there's the wheat issue: "Wheat prices are high, and wheat can be grown on ryegrass fields," he explained. "If it's $5 per bushel, the growers might plant wheat instead. With wheat, costs are lower, you don't have to spot spray and you can sell it on the futures market.

It appears the Golf Car Manufacturers Association, a trade group representing the interests of industry buggy-makers, has fallen into a state of inaction as Club Car has stopped reporting its quarterly sales numbers. In terms of the industry's major players, that leaves only Yamaha and E-Z-GO to compare figures. "And there isn't much point in that," said one industry source. Liability and emission issues will more than likely bind the three major manufacturers together in some form, but the association has lost a major raison d'etre.

Rohm & Haas, makers of Dimension pre-emergent herbicide, have taken a gamble by cutting recommended application rates when the product is applied to fertilizer. If the weather is good this year, they'll likely come out smelling like a rose as performance will probably not dip commensurate with the application rate. This will also place pressure on competitors to follow suit by similarly cutting application rates, and profits. However, if the weather is less predictable, conditions more favorable to disease — the lower rate could backfire on Rohm & Haas. Key to applying pre-emergent herbicides to fertilizer is pellet size: The smaller the pellet, the more evenly the chemical is spread. With a lower application rate, it's even more vital that superintendents seek out the smaller pellet.

Stay tuned.
**Toro Co. plants earn ISO 9000 certification**

BLOOMINGTON, Minn.—The Toro Co. has announced it has achieved the prestigious ISO 9000 certifications for international quality consistency at two of its largest manufacturing plants. Toro becomes the first full-line irrigation manufacturer and the first full-line commercial turfcare equipment manufacturer to receive the coveted ISO 9000 designations.

Toro's Irrigation Division in Riverside, Calif., the manufacturing plant for Toro's golf, commercial, and residential irrigation products, was certified ISO 9001. Since both design and manufacturing are conducted at Toro's Riverside plant, the ISO 9001 designation was assigned.

Toro's Tomah, Wis., manufacturing plant, the main manufacturing facility for commercial products, was certified ISO 9002, the designation for plants that perform the manufacturing function only. The Tomah facility supplies more than 250 different Toro models for the domestic and international turfcare industry.

"Product confidence is the foremost customer benefit of Toro's ISO 9000 certifications," said Greg Hollahan, one of the Toro total quality managers who helped coordinate Toro's intensive drive to ISO certification.

Simply defined, ISO 9000 is a formalized set of quality definitions and standards developed by the International Organization for Standardization. A certified company must identify and document processes for all elements of its facility or operation and then present this to an independent auditor. If certification is given, the company must be audited every six months to retain the certification.

A company whose processes are ISO certified is considered more capable of manufacturing products to a level of product consistency and quality. The need for ISO certification is increasing and many customers, particularly in foreign countries, now consider ISO 9000 certification a prerequisite when purchasing commercial products.
TurfHealth Care and Becker-Underwood join forces

Turf Health Care, L.C. has been formed as a joint venture between Becker-Underwood, Inc., a manufacturer and marketer of specialty turf products, and Plant Health Care, Inc., a leading company of world-renowned scientists who specialize in biological products for horticulture and reforestation.

Turf Health Care will market biologically derived specialty products to the golf, turf and related industries. Turf Health Care is headquartered in Ames, Iowa, and will operate separately from its parent owners, Becker-Underwood and Plant Health Care.

Turf Health Care brings to the green industry BioPak, WSP, and BioPak WSP (Fe) with 10 percent iron, the industry’s first bio stimulants available in water-soluble packets for use on established turf, landscape and sod. These products will be sold nationwide through turf and ornamental distributors.

For more information about Turf Health Care products, call 800-418-9333.

Fish fertilizer

Continued from page 59

fish fertilizers. What makes BioGro unique, explained Bioproducts development manager Ron Anderson, is that unlike its powdery predecessors, BioGro is available in pellets.

The pellets come in two sizes: a uniform fine grade (1.5 millimeters) for fairways, collars and tees, and an even smaller greens grade with various-sized granules (0.78 to 1.3 mm). Because the pellets are actually extruded from a paste made up of the various ingredients, it is said to be easier to handle and apply.

One of the advantages of BioGro over poultry-based fertilizers, Gould said, is that ocean fish do not contain the turf-damaging, antibiotic and hormone residues that are found in commercially grown chickens and turkeys do.

The secret to growing healthy, beautiful turf, Gould said, is to make sure that the soil it lives in is healthy. BioGro accomplishes this by providing slow-release nitrogen, phosphorus and potassium that microbes and worms can break down even more efficiently. It’s more easily digestible by products of microbe and worm activity that the root hairs of grass plants actually use for food.

In cases of diseased turf, Gould said BioGro works the same way that holistic medicine does: it gives the plant what it needs to heal itself rather than attacking disease-causing organisms with hard chemicals. One of the fringe benefits of organic fertilizers such as BioGro, he added, is that the process of becoming healthier, plants build a better immunity to diseases and thus require fewer fungicides.

Not too far from Bioproducts headquarters near Seaside, Ore., BioGro is undergoing full-scale testing on a nine-hole golf course. “I’m satisfied with it that it’s working,” said Jerry Zorich, who, along with his wife, Barbara, operates Peninsula Golf Course in Long Beach, Wash.

Zorich noted that although BioGro doesn’t at first give quite the green lustre that chemical fertilizers can and is not as fast acting, a little patience will reward him with healthier turf. “I think it’s something that you build up over a period of time,” he said. “Once we refine how much it’s really going to take to hold it [greens, collars and tees] to a certain level, I think we’re going to be real happy with it.”

Zorich is applying 50 pounds of greens-grade BioGro to his greens, all of which measure about 2,300 square feet, every 21 days. Collars and tees are nourished with fine-grade BioGro. As with chemicals, he noted, there is some pick up of fertilizer pellets on the first and sometimes second day of mowing.

Zorich also has hopes for broader applications. “I’m using a fungicide to spot kill the fungus now, but I’m hoping that once we get good, healthy grass we will be able to avoid that,” he said.

At $450 to $650 a ton, BioGro is priced about the same as chemical fertilizers, Zorich said. Peninsula is actually an organic proving ground for a larger, 18-hole course Zorich plans to build in the future. He said once it was known he wanted to be “100 percent environmentally correct using all organic materials,” acceptance of his plans have met with wider approval by the local planning department and state environmental officials.

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Results Don’t Lie.

Always read and follow label directions. Total results summary available upon written request.
SIOUT CITY, Iowa — The Environmental Protection Agency has approved the use of Riverside Simazine 90DF in a tank mix with herbicides such as Gramoxone, Roundup, Solutam and Surflan for a wider spectrum of weed control in turfgrass (southern varieties only) for fairways, lawns and sod production. Simazine is recommended for use with Gramoxone, Roundup, Solutam and Surflan for postemergent weed control.

WAYNE, N.J. — Pendulum 3.3 EC turf herbicide, the emulsifiable concentrate formulation of American Cyanamid's popular preemergent herbicide, has been approved for use in the state of California, according to Ganazzi, the Contractor market manager for the company's Turf, Ornamental and Pest Control group. The product is now approved for use in turf, lawns and established landscape ornamentals in all 50 states.

DES PLAINES, Ill. — Sentinel turf fungicide, from Sandoz Agro, has been approved for use in New York state according to the New York State Department of Environmental Conservation. A supplemental label now is available outlining directions for use. The low application rates of Sentinel turf fungicide provides up to 35 percent longer control of 14 tough golf course diseases including summer patch, dollar spot and brown spot. Sentinel fungicide is approved in cases of four, 21-6-oz. cans containing five, 3.6-oz. water-soluble bags. For a copy of the New York state supplemental label or information about any of Sandoz turf management products call the toll-free Sandoz Specialty Products Service line at 1-800-248-7765. Or contact your New York Sandoz distributors, Agriturf and Metro Millerganite.

Ransomes commits to organic lubricant

INCOLN, Neb. — Ransomes Corp. has become the first North American manufacturer to offer biodegradable hydraulic fluid as standard on selected golf course maintenance equipment. Named Ransomes Turf Protector, the organic-based fluid is designed to be more environmentally friendly than mineral-based hydraulic fluids. In 1996, Ransomes 250 and 160 mowers will come from the factory with Turf Protector installed. Turf Protector is engineered to eliminate permanent turf damage in the event of a leak or small spill. Should an accident take place, spilled Turf Protector oil will turn grass brown. But it will not harm the root system if recommended actions are taken, allowing turf to fully recover in four to eight weeks, according to Peter Whurr, director of product management and training for Ransomes Corp. "Products like Turf Protector and the Ransomes E-Plex all-electric greens mower will become viable maintenance solutions as the golf course industry focuses on environmental concerns," said Whurr.

New management team at EarthRight

EASTLAKE, Ohio — Thomas A. Corbo has been named president and chief operating officer of EarthRight Technologies, Inc. Headquartered here, the company manufactures environmentally-friendly fluids and lubricants for open application use. In other EarthRight news, James D. Walsh has been named vice president/general manager of EarthRight Technologies, Inc. In his new position, Walsh will oversee operations in logistics, customer service information systems, purchasing and manufacturing for the Cleveland-based company. Prior to joining EarthRight, Walsh worked as a senior information technologist at Lubrizol Corp. in project management. Also, the firm has moved its corporate headquarters. The new address: EarthRight Technologies, Inc., Century Center, Suite 105, 35375 Melvin Parkway, Eastlake, Ohio 44095.

Barenbrug expansion completes first phase

TANGENT, Ore. — Barenbrug USA recently completed construction of the first phase on its new facility located here on Highway 99. The new warehouse includes more than 35,000 square feet of seed storage and staging areas, a 7-bay loading dock and rail-car siding. Using the most modern building materials along with state of the art lighting, ventilation and traffic flow patterns, Barenbrug’s final phases on this project will enable the company to process, blend, package, and ship grass seed orders in the cleanest and most efficient environment available.

The approximate 100,000 square foot project, including brand new process and office facilities with demonstration fields, is scheduled for completion next year and Barenbrug USA will announce an open house and building tours at that time.

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CIRCLE #154
Toro unveils next Hydroject generation

The Toro Co. has unveiled the next evolutionary step in water injection cultivation (WIC) with the introduction of the Hydroject 4000, a versatile pull-behind attachment for Toro's Workman Utility Vehicle, conveniently drawing water from a 200-gallon tank mounted on the Workman bed. 

"By eliminating hose management issues, superintendents can now conveniently treat fairways, tees, high-traffic areas, isolated dry spots and other compacted areas around the course," explained Ben Street, a marketing manager for Toro's Commercial Products Division. "The Hydroject 4000 can be especially effective in treating compaction resulting from the riding greens mower clean-up pass."

Differences between the two Hydroject models extend beyond their configurations. For essential ground clearance and transportability, the injectors on the Hydroject 4000 are raised to 7 inches. Toro also eliminated the rollers required for perfect post-treatment results on delicate greens. These features in combination with the Workman allow for transport speeds up to 20 mph. For more information, call your local Toro distributor by calling 800-803-TORO.

CIRCLE #301

Reliable Poa annua seedhead control!

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Kip Tyler, CGCS
Salem Country Club
Peabody, MA

ALWAYS READ AND FOLLOW LABEL DIRECTIONS.

Vigorover enters controlled-release fray

Vigor has introduced a new controlled-release fertilizer technology to help golf course managers maintain consistently playable turf for up to 12 weeks. 

V-Cote is a polymer-based precision-coating technology now available as a custom-blended option to the ParEx line of golf course fertilizers. According to company officials, V-Cote's patented 13-layer coating process results in a technological advance in controlling nutrient release. 

"Unlike the other thick-coating processes on the market, ours allows greater accuracy of nutrient metering by creating micro-thin smooth layers," said Bobby Rehberg, vice president of research and development for Vigoro Consumer and Professional Products. 

Coatings adhere better to rounded surfaces, Rehberg said, and noted that V-Cote products use a urea substrate that is processed through Vigoro's own curtain granulator to produce the most dense, smoothest and most spherical consumer and professional product available in the market today. 

For more information, contact your nearest Par Ex distributor or Vigoro at 1-800-521-2829.

CIRCLE #303

Scotts' High K Fertilizer Plus fights Poa annua

There's a new weapon in the fight against the dreaded Poa annua: High K Fertilizer Plus Program Poa annua Control from The Scotts Co. 

High K Fertilizer Plus Program uses Scotts' patented Trialform technology to provide controlled-release feeding and Poa annua control in established perennial ryegrass, creeping bentgrass, turf-type tall fescue, Kentucky bluegrass, and Kentucky bluegrass/perennial ryegrass fairways and roughs.

Repeat applications in a programmed approach will result in the elimination of Poa annua as a major component of the turfgrass stand. 

Annual applications and appropriate management practices will help prevent Poa annua from re-establishing as a major management problem. Application recommendations are listed on the product label. For more information, call the Scotts toll-free number: 1-800-543-0006.

CIRCLE #302

Parker unleashes the Scavenger

Parker Sweeper has introduced its all-terrain litter vacuum, the Scavenger. This industrial vacuum devours dirt and debris off all turf and hard surfaces. Equipped with a 5 hp Briggs & Stratton or Honda engine that turns an all-steel impeller, creating powerful suction, the Scavenger has a 30-inch sweeping path and a large 9-cubic-foot collection bag for maximum efficiency.

The Scavenger's 10-inch-by-4-inch-wide tires allow for greater maneuverability over a variety of surfaces. For operator safety and bag packing, the Scavenger is designed with a debris deflector, available in manual or self-propelled models. For more information, phone 708-627-6900.

CIRCLE #304

Simple soil sampling

SoilTrak is a new navigational system designed to automate the process of soil sampling and recording of field attributes. SoilTrak is a non-PC-based system that does not require a laptop computer on-board the sampling vehicle. SoilTrak maps the field, creates a field grid map and navigates the operator to the sample points. Data-Trak then records the geo-referenced location where each soil sample is taken.

The system can also record the locations of tile lines, wet spots, weed spots, insect infestation areas and other field features. For further information call 1-800-328-9613.

CIRCLE #305
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March 1996 67
TIF financing

Districts. Through TIF, cities working with developers can use increased property tax revenues in a defined district to pay for improvements within that area.

Wyandotte isn't the only place TIFs are being employed. In Faribault, Minn. — a 45-minute commute from Minneapolis/St. Paul — city officials and developers are planning on $700,000 in tax increment financing to help construct a new 18-hole golf course and housing for the proposed Legacy Links project on land at the Shattuck-St. Mary's School.

TIF is initiated by a city through several steps, although laws and regulations vary greatly from state to state and change frequently. Usually the process starts when the city specifies an area or district of land for renewal and redevelopment. The city then establishes an overseeing "authority" for that land, creates a development strategy, and develops a financing plan.

Under TIF, tax values on the designated land are frozen. As that parcel or district is then improved and developed — and the tax values rise — any increased tax revenues above the frozen valuations are then returned to the city and/or the developer, according to previously agreed upon proportions in the financing plan. The city or the developer can then put those increased tax revenues to various uses, including some states, the development of other projects for public benefit — like golf courses.

The recently-opened 9-hole Wyandotte Shores Golf Club here, just south of downtown Detroit, is one of the first TIF-financed golf courses in Michigan. The 3,200-yard, par-36 golf course and adjacent 25-acre riverfront park were built on a 100-year-old industrial site on the banks of the Detroit River. The site, formerly known as South Works, had most recently been a chemical manufacturing plant for the BASF Corp. The Wyandotte Shores golf course and park are considered a shining example of urban redevelopment and a model for city planners across the country.

"It's not really a new idea," said Peter McInerney, director of community development for the city of Wyandotte (pop. 31,000) and a key figure in the development of Wyandotte Shores. "It's been around going back to the 1950s in certain parts of the country. It first came to Michigan in the mid-1970s and became a classic way to finance a downtown parking structure and spur development."

McInerney estimated the city of Wyandotte was able to recapture approximately $5.2 million through tax increment financing, money that was used to build the golf course. The golf course and riverfront park project — which began construction in 1993 and officially opened last fall — also received a $2 million contribution from BASF Corp. and approximately $1.5 million in state grants from the Michigan Department of Natural Resources.

The potential for a city to use TIF, to finance something like a new golf course construction project, depends on state laws which vary significantly, according to Dave Wilcox of Economics Research Associates in Los Angeles.

Wilcox said TIF has been a boon for urban redevelopment and infrastructure improvements in the past two decades, especially since federal grant money has diminished. But Wilcox said TIF was not developed with golf courses in mind. He wondered whether the large amount of land required for a golf course even made it economically attractive for TIF when compared with the higher tax value of office buildings, for example.
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Golf Course Marketplace

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Canadian firm eyes affordable public-access niche

By PETER BLAIS

TORONTO — Providing affordable public golf is the goal of a newly formed management company started by a well-heeled businessman from this Canadian city.

Elliot Lewis recently founded Granite Golf Course Development Inc. to acquire, develop and manage low-cost, daily-fee courses, according to company spokesman Bruce Stephen. Lewis has recruited numerous investors and a major credit-equity firm, Stephen added.

Granite is negotiating purchase agreements on several courses, primarily in the U.S. Sunbelt, and is close to signing a deal to develop a new layout in the Southwest, Stephen said. Plans are to announce the acquisition of several courses and a development contract by late winter or early spring.

“We're looking to provide quality golf in the low- to mid-price market,” Stephen added. “We don't want to exceed the $50 to $60 level anywhere. Here in Pittsburgh (where Stephen's office is located), for instance, the top price we'd consider would be about $35.”

In their rush to develop upscale, daily-fee layouts, Lewis believes management companies have largely overlooked the low- and mid-range courses or left them to Mom-and-Pop operators who have owned their facilities for many years.

“We think we can deliver a course with the same quality of the upscale layouts, but at a much lower price,” Stephen said. “There is a lot of waste in courses being built today and more money spent than necessary on middle management.

“We're not going to build a Pine Valley or Shadow Creek and charge only $40. But we can deliver a good course for a low price.”

Lewis has been involved in many businesses, but this is his first venture into the golf industry, according to company spokesman Bruce Stephen.

The Canadian businessman has recruited several impressive individuals to his advisory board including PGA Tour professional and course designer Dan Pohl, who will represent the company on the Tour and act as a design consultant; Jim von Ehr, founder of the Altsy Corp. (which Micromedia purchased last year for $89 million), will advise Granite on integrating the Internet with golf course development and acquisitions; and Carol "Mickey" Norton, part owner of the Chicago Bulls of the National Basketball Association.

The for-profit Special Services Group of the Arizona Golf Association will provide consulting services ranging from corporate issues to course operations.

“We've contracted with some of the best people in the golf business to consult on our courses,” Stephen said. “That will allow us to run them with lean staffs on lean budgets."

Calendar of events

March

7 — GCSSA Technician Training Seminar on Reel Mowers and Grinding Methods in Farmington, Conn. *
8 — GCSSA seminar on Basic Turfgrass Botany and Physiology in Farmington, Conn.*
11 — GCSSA seminar on Lake and Aquatic Plant Management in Cincinnati. *
12 — GCSSA Technician Training Seminar on Reel Grinding and Turf Equipment Maintenance Scheduling in Galena, Ill.*
12-13 — GCSSA seminar on Disease Identification and Control in Philadelphia.*
14-15 — GCSSA seminar on Design, Construction and Renovation for IPM.*
19 — GCSSA Technician Training Seminar on Small Engine Maintenance and Repair, Woodbridge, Ill.*
20 — GCSSA seminar on Practical Tree Management in Buffalo.*
21 — GCSSA seminar on Negotiating in Springfield, Ill.*
22 — GCSSA seminar on Wildlife Management and Habitat Conservation in Springfield.*
26 — GCSSA Technician Training Seminar on Calibration and Safety of Pesticide Application Equipment in East Allen, Ill.*
* For more information contact the GCSA Education Office at 913-832-4430.

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