Mission Accomplished, Again

Survey says: Mission Hills has repeated as the Best Maintained Course on the LPGA Tour

GCSAA Show Review
Missed the big show in Las Vegas? Fear not. GCN provides complete coverage

NEW PARTNERS

Architect Dr. Michael Hurdzan (right) has asked longtime associate Dana Fry to join him in his growing Columbus, Ohio, practice. For story, see page 44.

COURSE MAINTENANCE

Pinehurst No. 2 and its new greens are ready. Going from Bermuda to bent just got easier. Special Mower Section: Silence is golden

COURSE DEVELOPMENT

Marsh teams with HNTB, opens U.S. office. Forse gets a crack at Wilson's Pine Tree. Farmers-turned-developers in the heartland

COURSE MANAGEMENT

Muni course operators: Good news from IRS. Matrix looks to foster public-private hybrids. Schmidt takes convoluted path to success

SUPPLIER BUSINESS

Zeneca & its distributors roll out Heritage. Midwest Rake acquires Accuform rights. A massive post-GCSAA product showcase

Fearis joins GCSAA order of ascension

LAS VEGAS — Blue Hills Country Club's David Fearis, 50, was elected GCSAA secretary/treasurer, at the recent annual board of directors election here, meaning the Kansas City (Mo.) superintendent will eventually succeed Paul McGinnis and Vice President George Renault as leader of the national superintendents' organization.

The membership also voted in favor of a $40 dues increase to $250 for head superintendents ($125 for assistants), but rejected a proposed bylaw amendment that would have created a new classification (CV) for career assistant superintendents who would receive the right to vote at annual elections.

Fearis, a 29-year GCSAA member who has served on the board since 1993, bested R. Scott Woodhead.

Palmer Mgmt. moves toward franchising

ORLANDO, Fla. — Arnold Palmer Golf Management Co. has unveiled a franchise program that allows course owners to use the Palmer name and proprietary operating systems, but permits course owners to continue operating their golf facilities themselves.

"No one has provided management services to people who want to continue running their own courses, until now," said Palmer Chief Marketing Officer Joseph Redling. "We created this system specifically for them.

In exchange for an undisclosed annual franchise

Factory stores meet market-specific needs

DALLAS — Factory stores here in the competitive Texas golf course market have shown how much distribution has changed, while simultaneously re-emphasizing the importance of independent distribution to the selling process.

Citing loss of market share, The Bloomington, Minn.-based Toro Co. has opened three factory stores serving the Dallas-Fort Worth, Houston and San Antonio markets. One of Toro’s major competitors — Racine, Wis.-based Jacobsen Division of Textron — has also opened a factory store here in Dallas.

Yet executives at both firms are careful to point out that market-specific factors — not a loss of faith in traditional distribution channels — have prompted creation of these factory stores.

"This is not a trend," said Eddie Clark, who manages Professional Turf Products, Toro’s three-pronged Texas distribution operation. "Toro’s expertise is manufacturing and marketing. Distribution is the facilitator that Toro uses to take its products to market. We had lost quite a bit of market share here, so we decided we had to make a transition."

Policy-makers hold key to development

WASHINGTON, D.C. — The country’s hotly debated wetlands policies are in turmoil following contradictory developments issued in the early days of 1997: First, Nation Wide Permits for wetlands were tightened, then a court ruling weakened regulations limiting excavation of marshes and swamps.

According to experts, this upheaval may continue for the next two years, until the federal Environmental Protection Agency (EPA) and Army Corps of Engineers install a new set of Nation Wide Permits (NWPs). Golf course developers and others are now dealing with two major changes:

• A revised NWP 26 [GCG, January ’97], which reduces the number of acres a project can affect. In the past, a developer could impact 1 to 10 acres of isolated wetlands or stream headwaters. One acre could be affected without seeking permits. Under the new rules, permits are required for any impact of more than 1/3 of an acre. The 10-acre maximum of wetlands that could be affected has been cut to 3 acres.

• U.S. District Court Judge Stanley S. Harris, who ruled here on Jan. 23, has thrown out the "Tulloch"...