Rain Bird snags AGC exclusive

By M. LEVANS

AZUSA, Calif. — The directors of maintenance at American Golf Corp. (AGC) have changed its irrigation supplier with the recent signing of an exclusive three-year agreement with Rain Bird.

AGC estimates that it will use Rain Bird Products — from replacement sprinkler heads to the new Cirrus central control irrigation system — in 20 new course irrigation system installations this year. The arrangement could eventually trickle down to all 260 AGC courses.

According to AGC, it will continue a service contract with Toro, AGC's previous irrigation supplier, to maintain the existing equipment.

"There are perceptions that we go after the low bidder," said John Meyer, director of fleet management and national accounts at AGC. "That is not the case. We have 8 directors of maintenance. I look at them as the committee and say, 'Irrigation is coming up, who should get a proposal.' The only two names that come up are Rain Bird and Toro. Quality versus quality, you can't get any better in this industry."

Rain Bird won the tight battle, said AGC, with its commitment to extensive after-market service.

CCA banks on PGA ETC

By MARK LESLIE

DALLAS — The International Group of ClubCorp has acquired a 23-percent interest in PGA European Tour Courses PLC (PGA ETC) from Thompson Investments, Ltd. The transaction is valued at more than $10 million.

PGA ETC is a company that owns and invests in flagship, tournament golf venues in Europe. It is listed on the London Stock Exchange and trades under the symbol (PGA). ClubCorp will also have two seats on the board of directors of the company.

Audubon cracks down

By MARK LESLIE

SELKIRK, N.Y. — Probation. Excommunication. These terms that embody enmity are now part of the lexicon at Audubon International (AI), long a bastion of teamwork and cooperation.

While the majority of the 66 golf courses in the 4-year-old Audubon Signature Program are committed to it and swear by its effectiveness, others have fallen off the bandwagon, or perhaps were never aboard, according to AI President Ron Dodson.

Lamenting the fact that he had to, first, "place on probation," then "excommunicate" one of the eight fully certified Audubon Signature facilities, Dodson said: "Our strongest program is only as strong as our weakest one, and we can't allow people to make our name look weak. We already

Estate courses on the rebound

By MARK LESLIE

SUGAR GROVE, Ill. — Disappointed in Augusta National's famous par-3 12th hole at Amen Corner, Jerry Rich came home to his 2,000-acre estate and built what he calls a better one. Disappointed in Augusta's 200-yard-long Magnolia Lane, he built a Magnolia Lane of his own. It meanders across two miles.

This is Rich Harvest Links. This is Jerry Rich's dream — a dream that grew from the idea of a modest couple of practice holes to a stunning facility that will open 18 championship
You've Just Spent $40,000 to Build a Green

Now invest $90 in the right bentgrass seed.

At $4 to $7 per square foot, a 6,000 foot green can cost $24 to $50 thousand. No matter how you figure it; design, grading, tiling, gravel, sand and manpower, building a green is the most important part of any course. It would be foolhardy to plant an unproven bentgrass on a whim, or because it's a few cents a pound cheaper. Of course you’re going to be cautious when your reputation's on the line. You’re going to insist on the stellar new Penn A and G series bents from Tee-2-Green®, developed by Dr. Joe Duich, then tested—and selected—by some of the best superintendents on some of the finest courses in the world.

Or, you won't go wrong with time-proven Penncross, PennLinks or PennTrio blend. With hundreds of thousands of pounds sold around the world since its introduction in 1955, Penncross remains the bestselling bentgrass ever.

Oregon’s best and most experienced bentgrass seed producers grow these exceptional creeping bents to the highest certification standards; free of any objectionable weeds.

It’s good economy to seed with the new Penn A and G bentgrasses from Tee-2-Green—the icing on the cake.

Better built greens deserve the better bentgrasses. Insist on the genuine ‘Penn Pals™': Penncross, PennLinks, PennTrio, Penn A-1, Penn A-2, Penn A-4, Penn G-1, Penn G-2, Penn G-6; plus Penneagle, Pennway and Seaside II for fairways.
BRIEFS

FALL CITY, Wash. — A new, privately owned 18-hole course designed by Tom Fazio will be built on a 220-acre portion of the Aldarra Farm outside Seattle. The proposed Members Club at Aldarra will restrict membership to 416 and be a golf-only club. The course, the first designed by Fazio in the Pacific Northwest, will be built on farmland once owned by the Boeing family.

An understated wood-and-stone, 15,000-square-foot clubhouse is also planned. Construction is scheduled to start this spring with a target opening date of late summer 1999.

• • •

YORKTOWN, N.Y. — Donald Trump's interest in developing courses in Westchester County continues. Trump is reportedly interested in building a luxury course at Briar Hall Country Club, which he acquired in 1996.

NGF details green fees across U.S.A.

JUPITER, Fla. — Hawaii and Nevada are the most expensive places to play and South Dakota and Kansas the cheapest, according to a profile of U.S. golf course green fees recently published by the National Golf Foundation.

The national average is $37.30, according to a state-by-state breakdown of in-season, weekend rates (with cart) for regulation 18-hole daily-fee facilities. Hawaii and Nevada lead the list by a relatively wide margin at $85.70 and $84.80, respectively. At the other end are two Midwestern states, South Dakota and Kansas, at $23.80 and $24.20, respectively.

Looking at the data from a regional standpoint, golfers in the seven Midwestern states making up the West North Central region enjoy some of the lowest fees in the country. The average for the region is $27.90. This is the lowest among the nine U.S. census regions. In addition to South Dakota and Kansas, this region consists of Missouri, Iowa, Nebraska, North Dakota and Minnesota.

The Mountain and Pacific regions carry the highest average in the country at $52.40 and $49.60, respectively. In addition to Nevada, these regions consist of California, Oregon, Washington, Montana, Idaho, Wyoming, Utah, Arizona and Colorado.

Average Weekend Green Fees/In Season/With Cart
(18-hole Regulation Daily-Fee Courses Only)

<table>
<thead>
<tr>
<th>State</th>
<th>Fee</th>
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<tbody>
<tr>
<td>South Dakota</td>
<td>$23.80</td>
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<tr>
<td>Kansas</td>
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<tr>
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<td>U.S. Average</td>
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<td>Vermont</td>
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<tr>
<td>Hawaii</td>
<td>$85.70</td>
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</tbody>
</table>

Source: National Golf Foundation

We build 'em BIG in Texas! Indiana

When it comes to mowing productivity, size matters. So does stability, maneuverability, and precision. That's why Lastec's new 8' wide Model 425D Articulator positions its diesel engine low between wide drive wheels to produce a virtually scuff-proof, zero-turning-radius system. And like all Articulators, it features individual articulating decks to provide the cut quality of four small push mowers.

With 38hp, no scalping, unbeatable side hill stability, amazing maneuverability, "from-the-seat" height adjustments, and 96" cutting width in just one self-contained mower, it's clear that the 425D is big enough to "mow Texas." But more importantly, it can do it with the moves of a ballet dancer and precision of a surgeon. For more information about the Model 425D and Lastec's entire line of Articulators, call today.

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Watts, Ritts named NGF officers

JUPITER, Fla. — Edwin Watts, president and chief executive officer (CEO) of Edwin Watts Golf Shops, and LPGA Commissioner Jim Ritts have been elected to the National Golf Foundation's board of directors.

The board was re-elected, including Chairman Robert Maxon, vice president/group publisher of Golf Digest — The Golf Company; Vice Chairman Scott Creelman, executive vice president/Spalding Sports Worldwide; Treasurer Joe Louis Barrow Jr., and Charles J. Yash of Callaway Golf Ball Co.

The remaining board members, who were not up for reelection, are Edmond S. Abrain of Titleist and Foot-Joy Worldwide; Patrick O'Grady of Spalding/Etonic; George Peper of Golf Magazine; Bob Riefof Nike Golf; Grant Speathof Golfweb; and Cindy Davis, senior vice president/business development, The Arnold Palmer Golf Co.

GCSAA invests in golf's beauty

LAWRENCE, Kan. — The Golf Course Superintendents Association of America has launched its “Investing in the Beauty of Golf” campaign, an effort to raise $3.5 million to fund applied agronomic research (research conducted on golf courses under actual playing conditions) and new educational programs.

“The GCSAA is looking to create an endowment through which we can fund the research and further education for members as they enter into the new century,” said Stephen Mona, chief executive officer of the GCSAA.

According to Mona, the campaign isn’t focused on simply continuing GCSAA’s existing educational programs, “But developing a new program that will teach what we believe the superintendent of the next century will need to know.”

This new education will then play a major role in a member’s GCSAA standing.

“Essentially, there’s going to be a day in the next three to five years that in order to be a Class A GCSAA member you’re going to have to achieve some blend of formal education and continuing education. If you’re a Class A GCSAA member, and if that’s going to have some meaning in the marketplace, members will have to maintain this education.”

GCSAA has already raised $3.2 million toward the goal. For more information contact 800-472-7878.

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MONTGOMERY, Ala. — The first 18 holes of Prattville's Robert Trent Jones-designed course should be playable by Thanksgiving. It is slated to be among the top layouts in the state's Robert Trent Jones Trail course network.

Grass will be planted for the upper 18 holes this month. The layout will have few trees and resemble courses in Scotland. The clubhouse will sit on the brow of the bluff in view of the two lower courses, the Alabama River and downtown Montgomery.

Near the clubhouse will be a circular practice fairway 400 yards in diameter with six tees.

The second and third links will be laid out more traditionally, with trees and water. Completion is slated for the fall of 1999.

City officials say enough land has been acquired to add an additional 18 holes, for a total of 72 holes, in the future.

NORTH NAPLES, Fla. — Construction is progressing on the first of two 18-hole championship courses designed by Jack Nicklaus and Jack Nicklaus II at TwinEagles Golf & Country Club here.

The father-and-son team have only three co-designs currently open for play with five, including TwinEagles, under construction.

The first course is being built along with the 1,114-acre community's entrance, roads, landscaping and infrastructure. Paragon Construction, a Nicklaus company located in North Palm Beach, is constructing the course, which is expected to be ready for play late next year.

TwinEagles will also be included in the Jack Nicklaus International Golf Club, which allows members to play as guests at more than 80 participating Nicklaus-designed courses around the world.

Golden Bear Club Services, a division of the Nicklaus organization, will manage the facility.

LEWISVILLE, Texas — Olympus Real Estate Corp., the Dallas-based property-investment firm, is building a 27-hole course and academy as part of a new 2,500-acre residential and commercial development.

The Castle Hills Golf Club & Academy, with the course designed by Jay Morrish, is scheduled to open in early 1999. The first phase will feature an 18-hole course and golf academy with three regulation-length holes.

An additional nine could be constructed at a later date. Castle Hills, which will include single-family neighborhoods, commercial space and a conference center, is reportedly the largest such development started in Dallas' north suburbs since the 1980s.

Whatever your financial needs, let FMAC help you achieve your goal. FMAC Golf Finance Group is staffed by experienced professionals who really understand your business. We offer fixed rate loans with terms of up to 20 years. Our floating rate loans feature interest ceilings that protect you from runaway inflation and interest rates. We lend and lease to all types of golf course facilities, from daily-fee courses to member-owned clubs and long-term leaseholders. When we arrange a loan, it's based on the cash flow of your business—personal guarantees are often not required. Our legal and appraisal process keeps our fees far below those of other lenders. Simply provide us with the financial data for your facility and we'll provide an estimate of its value and the equity available to you. Call Doug Brodie in Los Angeles; Ed Boyle or Ralph Little in Greenwich and find out how we take the hazards out of golf financing.
Subdue MAXX is the most effective Pythium control on the market. Its long residual of up to 21 days and low cost per 1,000 sq. ft. make Subdue MAXX the best value for your Pythium control dollar.

Subdue MAXX also controls Pythium Damping-Off and Yellow Tuft (Downy Mildew). And by using it as a tank mix partner with chlorothalonil, you can control both Pythium and Brown Patch during stressful summer Bentgrass decline periods.

Plus, the revolutionary water-based microemulsion formulation of Subdue MAXX means less chemical on your course, and less to store and handle.

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Protect 18 holes from Pythium for the price of 12.
Ariz. judge sides with course proponents

PHOENIX — A judge has nixed a May election that would have decided the fate of a golf course at the historic Arizona Biltmore.

According to the Arizona Republic, Maricopa County Superior Court's presiding Judge Robert Myers ruled the referendum petition that forced the May 19 election for the Adobe Golf course "is legally insufficient."

The election would have cost Phoenix $696,000.

"It's gratifying to see that justice can be done, because these people clearly misled people to get this on the ballot," Larry Landry, who leads the Biltmore-area homeowners association, told the Republic.

Judge Myers ruled that the Committee Against Unconstitutional Taking did not "follow the Constitution and the laws of the state" when it challenged a Phoenix City Council decision to prevent the Adobe from being developed.

It is unclear if the committee will appeal the judge's opinion.

Kabuto Arizona Properties owns the Adobe and says it has rights to eventually develop the course into 112 homes after the year 2000, when current zoning restrictions expire.

Surrounding residents say the company has no such rights and that past statements promised the land would remain open space.

New layout for San Francisco

PLEASANTON, Calif. — The cities of San Francisco and Pleasanton have agreed to develop an 18-hole golf course and as many as 1,900 homes on 510 acres here.

San Francisco has owned the Public Utilities Commission-operated land, located south of Bernal Avenue, since 1930 and has been trying to develop it since 1950.

Pleasanton has strongly resisted the project for years, claiming it was too large. The Pleasanton City Council has agreed the project can go forward by late summer.

In addition to the course and homes, plans include 582,000 square feet of commercial space, elementary school, community center and parks. No developer has been selected.

AGC to upgrade Tilden Park GC

BERKELEY, Calif. — American Golf Corp. plans $1.6 million in improvements during 1998 to Tilden Park Golf Course, which the management firm has operated for the past 27 years.

Plans include a new practice facility; replacement of the course’s irrigation and drainage system; new cart paths; restaurant upgrades; and overall course enhancements and beautification.

AGC has made $450,000 in capital improvements to the Billy Bell-designed layout over the past two years.

Oceanside council heartily approves Morro Hills project

OCEANSIDE, Calif. — The City Council has unanimously approved the 800-acre Morro Hills Village and Golf Course, according to the San Diego Union Tribune.

Plans call for a golf course, 1,135 homes, park, school and community center. The developer is Nick Arthur.

In 1993, the council also approved a Morro Hills development plan for 278 fewer homes. Arthur said that plan didn't work out.

The new plan calls for 13 residential villages with lot sizes varying from 4,500 to 10,000 square feet. He priced the total project at $150 million and said it would be built over the next five to seven years, with the golf course completed in three to four years.

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The walk-behind Aercore 800 delivers the same advantages found in the tractor-mounted Aercore 1000 and 1500. Specifically, the ability to deliver high productivity without sacrificing hole quality, durability, or ease of service.

Powered by an 18-hp Kohler engine, the 800 covers a lot of ground at a coring swath of 31.5-inches. Four gears allow you to match productivity and speed.

Like the 1000 and 1500, the "flexi-link" mounting design of the 800 helps ensure the tines stay perpendicular to the ground longer for a cleaner hole. In addition, belt drive instead of chains makes it quieter, more forgiving, and easier to maintain.

Tine choices include solid and open-side design that combine with the four working speeds to deliver from 1.4" x 1.4" to 2" x 2.9" hole patterns at up to 3.5-inch depths.

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NOTHING RUNS LIKE A DEERE®
Duking it out with the Vegas ducks

LAS VEGAS — This year, wild ducks invading golf courses, swimming pools and back yards to nest and raise their young is 10 times worse than in a decade ago, according to Mel Anderson, the U.S. Department of Agriculture’s district wildlife services supervisor. His job is to capture wild ducks from golf courses and back yards, by drugging and netting them, then returning them to the wild. According to the Las Vegas Review Journal, there are at least 42 courses, parks, resorts and communities with lakes and ponds in the Las Vegas area that attract nesting pairs of mallards from the Pacific flyway, their migratory route. They build their nests on just about any area that is shady and grassy, from the fairways of Summerlin’s Palm Valley Golf Course to the Hard Rock Hotel. Mike Cox, a Nevada Division of Wildlife biologist, estimated there are 1,000 adult, wild mallards that nest in Las Vegas in the spring, in addition to about 60 Canadian geese. Hundreds of coots and dozens of other duck species, such as redheads and ringnecks, are also frequent visitors to the area, he added. Anderson’s technique for trapping a hen mallard and her brood is to put an immobilizing drug in the corn or bread baits that the hen eats. When she becomes drowsy, the ducklings are netted. Then I keep them in a cage or dog carrier and take all the family and relocate them,” Anderson said.

Sheep could baa-dly delay Palm Springs development

PALM SPRINGS, Calif. — A dispute between a local developer and a federal conservation agency over an endangered sheep could threaten a golf/real estate project.

Developer Mark Bragg, head of Shadowrock Development Corp., said if the U.S. Fish and Wildlife Service has its way, he won’t be able to build the public course that is the centerpiece of his planned resort and residential development in the mountains near Palm Springs. A substantial portion of the land acquisition was financed from $15 million in revenue bonds sold by the California Desert Public Financing Authority.

The controversy centers around the peninsula bighorn sheep, a subspecies of the Rocky Mountain bighorn that was recently added to the list of federally-protected endangered species. The Fish and Wildlife Service says Bragg’s planned course intersects the sheep’s habitat, and late last year asked the developer to donate 100 acres and $500,000 to help protect the animals, whose population has dropped by more than 75 percent in the last two decades, to just 280.

Bragg countered that he has already donated 600 acres for permanent bighorn sheep habitat out of a total of 900 acres he had available for a course. If he lops off another 100 acres from the remaining 300, Bragg argued, he won’t be able to build the full 242-acre course and adjoining hotel and residential development.

Bragg told the agency earlier this year that he has redesigned the project in a way that moves it out of the agency’s jurisdiction. But Pete Sorenson, USFWS division chief for the California desert, said recently that Shadowrock still needs a permit from the Fish and Wildlife Service for the project and must file a “habitat conservation plan” in order to obtain one.

Powered by an 18-hp Kohler engine, the Aercore 800 can punch up to 571,725 holes an hour at a coring swath of 31.5 inches. Official Golf Course Equipment Supplier
For years, you've relied on CHIPCO®26019 brand fungicide to deliver the best brown patch and dollar spot control available. But, sometimes, when soaring summer temperatures made you feel the heat, you've turned to contact materials to give you the quick disease knockdown you need. Now, you can get the same powerful, long-lasting disease control you've come to expect from CHIPCO®26019, plus the quick knockdown you demand. Introducing new CHIPCO®26GT:

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Large Hawaiian parcel made available for development

LOS ANGELES — Kennedy-Wilson Inc., a real estate investment and marketing firm, has been contracted to exclusively market a 3,000-acre parcel of land on Hawaii's Kohala Coast. The property, which previously sold for $45 million, is expected to bring initial bids of around $10 million.

The parcel of land is one of the largest fully approved development sites in all of Hawaii, and is currently approved for development of up to 2,650 homes and six 18-hole golf courses.

"The property represents one of the best residential development opportunities in the country," said Richard Mandel, president of the Commercial Group at Kennedy-Wilson.

The property offers spectacular views of the Pacific Ocean placed against a backdrop of the Kohala Mountains. The land features two miles of frontage on the Queen Kuhumanu. The property is close to high-end resorts such as Mauna Lani, Mauna Kea, Hapuna Beach Prince Hotel, and the new Four Seasons Hualalai.

Kennedy-Wilson currently accepting offers for all or part of the Hawaiian land parcel. Kennedy-Wilson has successfully sold $3 billion of properties on behalf of Asian sellers over the last few years.

Intrawest closes Copper Mtn. track for major renovation

SILVERTHORNE, Colo. — The Eagles Nest Golf Course will be closed until the year 2000 for major renovations by its new owner, Intrawest of Vancouver. Intrawest’s Jeff Wyne said the planned $3 million to $5 million upgrade, designed by architects Michael Hurdzan and Dana Fry in collaboration with PGA Tour player Tom Lehman, will create a “world-class resort golf course” at Copper Mountain. Eagles Nest is a 1,200-acre, partially-developed golf community on Silverthorne’s north side. The course opened in the mid-1980s. Intrawest bought the Silverthorne course and several other Eagles Nest parcels in August. Work is scheduled to start on the renovation this spring with a target reopening date of June 2000.

Judge refuses to lower Nev. fees

LAS VEGAS — A district judge has refused to grant a preliminary injunction that would have reduced fees at the Rio Secco Golf Club, according to the Las Vegas Review-Journal.

The Rio Hotel and Casino bought the course from Silver Canyon Partnership in August for $25 million and decided the course would be reserved for hotel guests and casino patrons only. Homeowners at Seven Hills in Henderson objected to that decision and filed a lawsuit. Hotel officials in October responded with a plan that non-hotel guests could play the course for $300 a round and hotel guests $190.

Silver Canyon advertised the property as a golf course community and sold off chunks to subdividers, who in turn sold to individual home buyers.

According to the Review-Journal, the Helmer Co. of Nevada claims to have built and sold the Meridiana subdivision on the understanding that the course would be available to homeowners upon payment of fees.

Helmer sought an injunction that would have required Rio officials to charge between $100 and $150 for all golfers. District Judge Mark Gibbons denied the request in early April, saying Helmer had failed to show that it would suffer irreparable damages without the injunction. A trial is scheduled Sept. 14.

NOTHING KNOCKS DOWN TOUGH TURF DISEASES FASTER THAN NEW CHIPCO 26GT.
**Pine Tree State adds new Walker-designed layout**

SCARBOROUGH, Maine—Nonesuch River Golf Club has opened for its first full season of play. The new 203-acre facility, located outside Portland, features an 18-hole championship course, 2,500-square-foot clubhouse and practice range.

Developer Daniel Hourihan, together with a group of investors, recently took over ownership of Nonesuch River. The 6,300-yard, par 70 layout was designed by Tom Walker of Golf Design Studios in Palm Beach, Fla. Walker is responsible for a number of courses throughout the country including Hilton Head (S.C.) National and Black Moor in Myrtle Beach, S.C.

Course construction at Nonesuch River began in early 1996. The course features bentgrass fairways and greens.

**DEP denies Conn. town's bid**

BLOOMFIELD, Conn.—The state Department of Environmental Protection (DEP) has denied the town's request to build a $6.9 million municipal course at Wintonbury Reservoir, according to The Hartford Courant.

Town Manager Louie Chapman had asked the DEP to allow the town to lease the 247-acre parcel instead of land it has leased for recreational purposes since 1969 in the Blue Hills Reservoir.

But DEP Commissioner Arthur Rocque Jr. recently denied the town's request. "I do not believe that development of a golf facility on the subject property would be appropriate," Rocque said in his letter to Chapman.

Rocque told the Hartford Courant he denied the request for three reasons. The land is predominantly wetland, its wildlife has been managed by his department and it is located in flood plains.

The town's recreation director, Harold Farenz, and Chapman met with DEP officials before the November referendum in which voters approved borrowing money to develop a course at Wintonbury. They said they did not get the impression that the DEP would deny the proposal.

Chapman said he hopes to meet with Rocque again to ask him to reconsider the land swap. Rocque said he is willing to listen.

If the town instead wants to build the course at the Blue Hills Reservoir, the land it leases from the DEP, it should consult with DEP officials first, Rocque said. "I do not believe that development of a golf facility on the subject property would be appropriate," Rocque said in his letter to Chapman.

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Planned N.Y. facility targeted for summer groundbreaking

OAKFIELD, N.Y. — A group of investors hope to begin work on Fox Hollow Run Country Club this summer pending final approval by the town board.

The proposed club will include a 300-yard driving range, practice green, pro shop, restaurant and a nine-hole, par-36 course. The facility would be on 60 acres of land owned by the family of Michael Dilcher, who is heading the project with partners Tim Spiotta and Terry Downs.

The site will be completed in three phases, with the first to begin following the anticipated permit approval by the county and town boards in May or June. The project could be delayed if either planning board recommends site plan modifications or permit conditions.

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N.H. course to bring in hefty profits

SOMERSWORTH, N.H. — This southeastern New Hampshire city has received the go-ahead to apply for state and federal permits for the proposed construction of an 18-hole, public course, with construction to possibly begin in the spring of 1999.

In addition to the permits, city officials have hired a consultant to assist them in deciding who will build and run the Lily Pond Golf Course.

Construction costs are expected to run between $2.5 million and $3 million, depending on the clubhouse design. It will cost $55,000 to $100,000 just to ready the area for construction.

The city's $11,000 feasibility study—which will soon be updated with current changes—unveiled the need for an 18-hole public course. Sunnydale Country Club on Green Street has only nine holes. And Dover's Cochecho Country Club, which has 18 holes, is private and has a two-year membership waiting list. The report also indicated that the city could benefit from as much as a $200,000 yearly profit.

So far, all of the expenses for the project, including the feasibility study and course design, have been funded through timber cuts of city-owned land. Timber revenue will also be tapped to pay for the various permits that are needed.

Course action simmering south of Beantown

BOSTON — Golf development is heating up in southern Massachusetts.

According to the Boston Globe, more than a dozen courses are on the drawing board in the suburbs south of Boston. Two opened in the past year, and four others are under construction.

In Plymouth, six courses are planned and another is in the final construction stages.

Some of the courses are being built on sites that had been scarred by earlier uses. Scituate's new Widow's Walk course is on a former sand and gravel operation. The Quarry Hills course in Milton and Quincy is being built on top of former granite quarries that were abandoned and then filled with trash.

Fueling the expansion is the healthy economy, lower interest rates, increased tourism, and suburban population growth.

Five courses on the drawing board in Plymouth would be built in conjunction with large housing developments. The projects are on open land purchased from Digital Equipment Corp.

CORRECTION
Due to a reporting error, an article on page 8 of the February 1998 issue of Golf Course News incorrectly identified the architect of the Indian Summer Golf & Country Club's golf course. The actual golf course designer was Peter L.H. Thompson.
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What does it take to design a golf course?

I wish I could string together four great rounds, say on a Thursday to Sunday as I march into the Phoenix Open or PGA Tour’s Starbird’s Landing. I’d win a nice chunk of cash and certainly pick up the momentum necessary to place second or third, or even first on another week during the rest of the PGA Tour season.

That would appear to be all I need to do to launch my supplemental golf course architecture career — you know, in case my game starts to slip.

As I wade deeper into the knowledge base of the golf business, I’ve repeatedly asked the top players in the design field what it takes to be a well-sought-out course architect. The answers are as varied as the designers themselves; yet, the common piece of any response is that one must be able to look at a site, no matter how perfect or how raw and awful, and picture a layout, figure out how each hole should be framed in the context of a given piece of land.

That skill alone takes “an eye,” the same eye that separates Irving Penn or Helmut Newton from the rest of us simple camera owners. Yes, I own a camera, but what I choose to frame is what separates me from one of the masters. That master frames the shot before the eye gazes into the viewfinder.

A good designer is not necessarily a great golfer (I’ve seen this fact proven on two occasions), but a person who has an eye for the layout, someone who has stepped on countless acres of undeveloped earth and has seen thousands of holes materialize in the minds eye. Now this is where I remain somewhat mystified. PGA pros have walked thousands of fabulous holes, but how many raw spaces has a pro surveyed prior to the layout of 18 new holes? Is being a great golfer any help in being a great course designer? Are the two skills related in any way?

Just prior to The Masters, Tiger Woods was caught saying that he has, in fact, entertained the thought of hording over some blueprints.

“I think it’s going to happen a little bit later,” Woods said in an Associated Press wire story prior to the big event. “I’ve got some things in my head of styles I like and things I want to incorporate into my own course designing.” Woods went on to say he needed to play more courses around the world and learn more about drainage and slopes and development around the tract of land. “I’m very creative,” he says, “but I need to create that.”

International Management Group (IMG) is reading a few new “design products” in the forms of Jesper Parnevik and Annika Sorenstam, two excellent players who will have “design teams” put in place to support their new endeavors.

According to IMG, there are more new stars are on the horizon, all with slick marketing packages and niche-oriented business plans. How Jesper and Annika will do is yet to be seen. However, as more and more marquee names enter the field, it will be the market that will eventually decide what it takes to be a golf course designer.

Letter

WGA looks to work with industry

Editor note: The following is a letter from Graham Whatley, executive director of the Walking Golf Association (WGA).

Thank you for writing the article on the establishment of the Walking Golf Association (WGA) and including it in your recent issue of Golf Course News (GCN, March).

Everything in the article was a fair representation of the work we have made and our views so far. There is, however, an aspect of our goals for the association which was not strongly stated and which could allow golf courses and golfers to believe that we are a threat to them.

Fundamentally, we do not intend for the Walking Golf Association to be adversarial with golf courses that have a restriction walking. We, in fact, plan for golf courses to join the WGA and for us to be a partner which helps solve problems for the good of all — both walking golfers and golf courses. We know that some portion of players will always want to use a cart. We respect that decision and don’t want to impede these golfers in enjoying their rounds the way they choose.

Being trained as a lawyer, I was taught that lawyers who tell you that you can’t do something are a dime a dozen. But the lawyer who can tell you how you can legally and appropriately accomplish your goals are worth a million bucks. The WGA wants to be the organization which is worth the million bucks to golf courses.

How do we accomplish this? First, we truly do understand the revenue and economic pressures that golf courses face today and the reason many in the upscale golf course arena must rely upon cart revenues. Michael Hurdzan, my fellow Board member, works and deals with these issues every day. We are certainly not naive to the forces at work. And we certainly don’t have all the answers.

But we are in a unique position to work with golf courses to create answers which will allow them to maintain revenues while allowing walking. We want to be an organization which creates solutions and then tests their veracity in partnership with interested golf courses. If they succeed then we look forward to other golf courses utilizing the knowledge we have gained.

Rounds of golf at far too many courses are taking well over 5 hours, especially on weekends when the majority of players are played. If something could be done in a systematic way to increase the speed of the round to 4 hours, this would make a significant impact on the number of rounds possible on peak days and revenues.

Admittedly, far too many golfers are their own worst enemies. Honestly, too many golfers who have played for years don’t know the rules like they should and aren’t well educated on the speed-of-play issues. For example many of us have no clue even what the speed rating for a golf course is, let alone do something to moderate our speed of play!

Therefore, one of our first priorities is to help educate golfers on these issues and what they can do about them. We want to make golfers aware of their responsibilities to others on the course. Make them aware so that they know how to make adjustments to their speed without

CORRECTION

The designer of the Indian Summer Golf and Country Club was incorrectly named in the story “Microsoft executive buys Puget Sound layout” on page 8 of GCN February. The designer was Peter L.H. Thompson.

This is the Official Faceype of a Mark Leslie editorial column

We’ve seen The Official Sneaker of the Boston Celtics, The Official Eye Wear of the U.S. Olympic Team and The Official Vehicle of the U.S. Ski Team. I wouldn’t be surprised if there is an Official Underwear of the Jamaican Bobsled Team.

Now this Official hype has hit the golf industry. I’m not talking about Tiger wearing the Nike hat, or Norman wearing a Reebok sweatshirt, or Kite wearing Hogan paraphernalia, or Payne Stewart wearing ... well, let’s not get into that.

No, that stuff has been around since the advent of television. What I’m referring to is that we’ve moved into the upper echelon of this marketing madness that makes the normal person ask, “What? I mean, what?”

The light went off when I received a press release in February announcing that Pepsi-Cola is the “Official Soft Drink of Golden Bear.”

We all know that Golden Bear means Jack Nicklaus — he, who, by the way, wears Golden Bear golf skis (and I’m all for self-promo).

As part of this agreement, Pepsi and other Pepsi-branded soft drinks will receive exclusivity and “pouring rights” at all Golden Bear-owned facilities including Golden Bear Golf Centers and Golden Bear Golf Clubs.

For Pepsi drinkers, this is no big deal. But for you poor Cocaholics, we ask you to consider. You’ll have to go to Golden Bear Club’s competition down the street to get your favorite drink. I only wonder if those facilities will be able to gauge the revenue lost because Coke drinkers went west.

And Golden Bear does not stand alone. American Golf Corp. is now in the hunt to sign on to Official Soft Drink, Official Greens Mower, Official Golf Club ... everything.

Can ClubCorp., Palmer Golf Management and the Golf Course Builders Association of America be far behind?

But all that unimportant stuff is beside the point. The important issue here is that we at Golf Course News need some Official theses and that’s why, an Official Soft Drink of Golf Course News, an Official Golf Club of Golf Course News, an Official Golf Ball of Golf Course News, Official One-ther Golf Car of Golf Course News ... everything. Cobra and Titleist, are you listening? Dr. Pepper, Toro ...

I’ll be waiting with baited breath, at my phone for your calls.

Helping the environment also helps your image, golf courses are discovering. It’s a double effective sword. (See page 1 story.)

“We use our Audubon Signature status just like Proctor and”

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In defense of flat-drain tile drainage and all concepts considered ‘new’

By MICHAEL HURDZAN

The last issue of Golf Course News carried an article about using flat drain tile for green drainage, and outside of Casey Martin, few things in golf have generated more discussion in the past month or so. Personally I am pleased that so many people read and tried to understand the logic and physics of what was trying to be accomplished. On the other hand I was a bit disappointed by the number of people who openly dismissed the concept, without ever trying it or seeing it work. I have given this situation a great deal of thought to try to understand why some people are so afraid of change. Possible reasons may be that perhaps they have such a shallow understanding of how things work, that any deviation to what they now know is threatening.

Michael Hurdzan is a golf course architect and principal of Columbus, Ohio-based Hurdzan Fry Golf Course Design Inc.

Perhaps it is because to deviate from the standard way of doing things demonstrates some weakness in resolve, or to the way they have always done business. Perhaps it is a legitimate concern for their clients that to try something new is gambling with someone else’s money. Any of those reasons are plausible and legitimate, to some degree. But I am more concerned that it reveals far more fundamental problems: and those are a reluctance to be a life-long learner, lack of skills involved to make compromises, and a fear of progressive thinking. This is not healthy to individuals or our industry, for it signals a stagnation of thought.

Being a lifelong learner means living each day with a childlike curiosity that never ceases to question and/or understand the things around you. All children seem to naturally have that characteristic, but is somehow is lost as society turns them into opinionated teenagers and later cynical adults.

If you understand and believe the old adage, “the more we learn, the more we see that we know nothing about,” then you are a life-long learner. Knowledge is the fountain of youth for the brain and spirit. The ability to make intelligent compromise is a learned skill that few people truly master, and perhaps that is why we bestow such great honors on our peacemaker and arbitrators. Finding the middle ground means objectively and intelligently weighing both sides of an issue, giving the benefit of the doubt, when it is due, and be willing to risk failure to gain a greater success.

Progressive thinking comes from an internal unrest to find a better way, an honest discontent about following the same path, or doing things the usual way. It is a quest to advance the art and science of whatever is your passion. Athletes are constantly looking for new ways to train, improved technique and performance enhancing equipment. Physicians seek new medical procedures and medicines, and people concerned with golf are looking for ways to improve the game and places it is played on.

Lifelong learning, skillful compromise and progressive thinking are not for everyone. There is nothing wrong with reaching a point where one decides that enough change is enough change. But I am reminded of another adage that says “all things are either in a stage of growth or a stage of dying.”

Continued on page 65
IN DESIGNING THE KIAWAH ISLAND RIVER COURSE, NOT A SINGLE DETAIL WAS OVERLOOKED. WHICH WOULD EXPLAIN THEIR CHOICE IN GOLF CARS.

Each hole is individually named. The yardage markers are all pruned. There’s even a course logo embroidered on every golf car seat. Clearly, this is not a course for just any golf car. That’s why the Kiawah Island River Course chose Yamaha. Details matter to us, too. We don’t just drop off a fleet of cars then disappear for three years. We become a golf car partner, making sure the course is getting the most out of this key profit center. In fact, we even helped the River Course re-design their car barn so it could be used more efficiently. While this relationship got our cars on the River Course, it’s the performance that’s kept them there. Yamaha golf cars have proven year after year, on course after course, that they require significantly less maintenance than the competition. And on a course this breathtaking, the hot thing a golfer should notice is the golf car.

Because of its impeccable landscaping, the Kiawah Island River Course requires minimal maintenance. One of the reasons they chose a golf car that doesn’t.
COURT D'ALENE, Idaho — While routine golf course maintenance like mowing and turf protection provide the steak for the golfer, off-course beautification adds the sizzle. And more and more courses, old and new, are adding colorful flowers and plants with pizzazz to set themselves apart, or gain a reputation. “Augusta National is known for its azaleas,” said Cour d’Alene Golf Course Superintendent John Anderson, “and we want the thousands of juniper tans and geraniums we plant every year to be identified with Cour d’Alene in the same way.”

“We use a lot of color, both annuals and perennials, and this is one of the things people enjoy most about Pebble Beach,” said Ted Horton, vice president of resource management for the Pebble Beach Co.

“We want this place to catch peoples’ eyes,” said Gerry White, the superintendent at Point Sebago Resort in Maine, “and the way we do it is by being creative” — which means the use of native rocks and plantings to accent the course.

Beauty isn’t always the single, overriding reason for renovations at a golf course.

Over the years, a property can begin to show its age. Plants die. High-traffic areas turn from turf to mud. Original ideas of course design may, in use, turn out to be liabilities. In these, and many more instances, renovation is necessary.

“Many golf courses need help in renovating key landscape and To show its age. Plants die. High-traffic areas turn from turf to mud. Original ideas of course design may, in use, turn out to be liabilities. In these, and many more instances, renovation is necessary.

“Many golf courses need help in renovating key landscape and

Continued on page 25
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**MAINTENANCE**

Poa annua

Continued from page 17

active ingredient per acre. Since 70 to 80 percent of the poa annua germination in the Southeast occurs in the fall, it is essential to perform the fall treatments for optimum results. It appears the fall treatments directly kill new poa annua seedlings, a discovery made by Yelverton.

The initial fall treatment should be made at the time when the first flush of annual bluegrass germination occurs, usually during late September or early October in the Southeast. Adding a little soluble nitrogen with the Turf Enhancer each time at the rate of 0.125 to 0.25 pounds nitrogen per 1,000 square feet enhances the activity of the growth regulator. Successive treatments are advised at four-week intervals.

"Lengthening the treatment interval will lead to failures with this program," said Johnson. Depending on the weather, superintendents may be able to apply treatments through early-to mid-December, if both the bentgrass and poa annua are still actively growing.

Treatments are restarted in the late winter once temperatures start to warm and new leaf-tissue growth appears on a regular schedule.

The scientists recommend proceeding at four-week intervals again with the Turf Enhancer for a total of two to three applications for the remainder of the spring season. The last treatment will depend on the weather.

"If it's hot and the forecast is for unusually warm temperatures, I would not make the last spring treatment," Yelverton said.

Another alternative is to apply at a reduced rate in the late spring. Also keep in mind, they said, that when the weather warms, bentgrass diseases start to appear and superintendents do not want to be in a situation where they have Turf Enhancer on their greens and apply a sterol-inhibiting fungicide in warm weather.

"This combination may take out bentgrass," Yelverton said.

In the spring and fall, superintendents usually schedule cultural practices such as aerification and verticutting. Yelverton recommends "doing these practices between treatments so that it is two weeks on either side of a Turf Enhancer application."

This program should be repeated annually for best results.

I incorporated ROOTS 1-2-3 into my turf maintenance program this year and saw a dramatic improvement in both wear resistance and root growth, also the chelated iron gave the grass a nice green color without any additional growth surge.

With so many different products on the market today, it is nice to find something that you can actually see the results from. I regard ROOTS 1-2-3 as another tool in my maintenance program.

Steven W. Renzetti, CGCS
Wykagyl Country Club
New Rochelle, New York

Western Golf hires Traficano

SCOTTSDALE, Ariz. — Western Golf Properties, Inc. has selected Joe Traficano as superintendent at Stone Creek Golf Club in Urbana, Ill. Scottsdale-based Western Golf Properties, Inc. is the management company for this upscale daily-fee, 18-hole Dick Nugent-designed course.

Traficano worked at Desert Mountain Golf Club in Scottsdale, but grew up in Rantoul and is familiar with the local agronomic elements. He has a bachelor's degree in agriculture from the University of Arizona, with emphasis in turfgrass management. Prior to his experience at Apache at Desert Mountain, he was superintendent at Starr Pass Golf Club in Tucson.
Dr. John Cisar has been appointed turfgrass coordinator at the University of Florida.

The appointment culminates a two-year search, initiated by industry's desire to see the UF turf program rise to a level consistent with the state's huge golf and turf interests.

Cisar has been a turf researcher at the UF/IFAS research station in Ft Lauderdale for about 12 years, working on such ground-breaking projects as the USGA-funded pesticide leaching study.
Superintendent Gerry White makes sure Point Sebago Resort in Casco, Maine, always looks its best.

When ‘new’ wears off

Continued from page 17

hardscape areas that have overgrown, or simply worn out,” said Mark Sosnowitz, owner of Mark Eliot Design, Inc. in Greenwich, Conn., who specializes in renovation design, budgeting, construction management and supervision.

Working with superintendents, managers and/or greens chairmen, Sosnowitz walks through the course with camera in hand, later presenting a proposal emphasizing rehabilitation of problem areas. He examines the site at night as well as daytime in case night lighting is necessary for safety, or merely to enhance a landscape feature, especially at the entryway to the course.

Signage is considered at the entry, bag drop, tees, interiors and even trophy boards. Sosnowitz said tee areas, even slightly elevated, can pose a safety hazard with the increasing use of plastic spikes, and he recommends installing steps. In many cases, existing steps have been badly chewed up over the years and should be replaced.

“Every situation is different,” Sosnowitz said, “along with every budget. Some clubs do the renovation all at once. Others work off a long-range plan.”

While Sosnowitz minimizes the use of annual plants so that superintendents don’t get locked into yearly planting chores, the opposite is true at the Coeur d’Alene Golf Course. Anderson said that each year 27,000 “Red Tango” geraniums are mass-planted around the clubhouse and at various places on the course “where they can be seen from three or four holes.”

Even Coeur d’Alene’s famous floating green sports a mass of brilliant red contrasting with green grass, blue water and white sand.

On the hilly portion of the course, thousands of juniper tams, interspersed with wildflowers, carpet the slopes. Anderson said the wildflower areas are in a phase of renovation, as each year fewer of them bloom. This appears to be a problem in most places using wildflowers, which serve as an accent to the natural forest in which they are planted.

Anderson undertook other measures to eliminate vertical distractions to the beauty of the entire course. Ball washers and trash and soft drink receptacles are attached to the golf cars. Yardage markers are brass plaques set into the ground.

One person is responsible for edging the cart paths every two weeks. “With 10 miles of paths, this person is edging 240 miles a year,” laughed Anderson.

The storms which pummeled Pebble Beach last month were seen by millions of television viewers, and Horton is responsible for picking up the pieces — on all 5,300 acres of the peninsula. Along with the courses at Pebble Beach Golf Links, Spyglass and Del Monte are 2,600 acres of open space, forest preserve, easements and roads. Each of the courses and resort hotels has its own landscape department, overseen by Horton.

He uses about 80 species of colorful annuals and perennials that are native to the area. The seed is gathered and propagated in the company’s two greenhouses which are capable of producing 120,000 plants a year, after which, potted, they are placed into open-space storage areas.

“We have to keep adding,” Horton said. “Wind blows plants out of the dunes at Spanish Bay, for example.”

Half of the plants are put into rehabilitation areas, the rest into expended areas being restored. It is an ongoing process.

Meanwhile, groundskeeping crews are removing most of the non-indigenous ice plant, pampas grass and genista (French broom) from out-of-play areas, Horton said.

At Point Sebago Resort, White is still overseeing accents and plantings over Continued on page 25

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Golf & The Environment continues

WILMINGTON, N.C. — The dialogue between environmentalists and golf course developers and superintendents that began three years ago with a conference at Pebble Beach, Calif., continued at the University of North Carolina-Wilmington on March 13.

"A little bit of blind faith was involved, but I think it's working," said Paul Parker of the Center for Resource Management in Salt Lake City, which has organized the series of Golf & the Environment conferences, including the "Is Golfing Greener?" session held here.

Golf & the Environment has since created a universally accepted set of environmental principles for golf course management and distributed 25,000 copies across the country. Yet a look into the proliferation of golf in Brunswick County, home to 29 courses, reveals that even improved management isn't good enough in some sensitive areas, according to Todd Miller, executive director of the North Carolina Coastal Federation.

A recent study done for the South Brunswick Water and Sewer Authority concludes golf courses in Sunset Beach and Calabash are contributing too many nutrients to coastal waters closed to shellfishing.

Dean Walters, owner of Sea Trail Plantation near Sunset Beach, said developers should not be demonized for looking at land through a different set of green lenses, one that brings jobs and money to the region. "I'm a developer," he said. "It's important that I make a profit."

Environmental protection is a natural outgrowth of golf course developments, he said, because people want to live amid nature.

The public's growing knowledge of runoff is helping golfers understand why vegetative buffers are used, several conference participants said.

Drawing a comparison with the beer industry, Kevin Moody of the U.S. Fish and Wildlife Service urged golf developers to learn from the proliferation of microbrews and capture the 30 to 40 percent of consumers seeking a diverse golf experience.

"You can take the natural attributes of your land and use them as a feature of your course," he said. "You don't have to have Augusta National."

Terry Vaussy, who manages Carolina National Golf Course at Winding River near Southport, said he has taken great pains to incorporate natural vegetation and wetlands.

GCSAA invests in 'beauty' of game

LAWRENCE, Kan. — The Golf Course Superintendents Association of America has launched its "Investing in the Beauty of Golf" campaign, an effort to raise $5.5 million to fund applied agronomic research (research conducted on golf courses under actual playing conditions) and new educational programs.

"The GCSAA is looking to create an endowment through which we can fund the research and further education for members as they enter into the new century," said Stephen Mona, chief executive officer of the GCSAA.

According to Mona, the campaign isn't focused on simply continuing GCSAA's existing educational programs. "But developing a new program that will teach what we believe the superintendent of the next century will need to know."

This new education will then play a major role in a member's GCSAA standing.

"Essentially, there's going to be a day in the next three to five years that in order to be a Class A GCSAA member you're going to have to achieve some blend of formal education and continuing education. If you're a Class A GCSAA member, and if that's going to have some meaning in the marketplace, members will have to maintain this education."

GCSAA has already raised $2.3 million toward the goal.

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CIRCLE #132
Hoffman wins accolades in design

Continued from page 17
They'd come over and we'd walked the golf course and talked strategy and bunker locations," Hoffman said, adding that the two had walked the site as a team three to five times during the three years of "slow-track" construction. "When you do a project that size you try to surround yourself with good people, especially if you've never done it before. I was very fortunate.

In fact, the word "fortunate" frequently creeps into Hoffman's speech. He is fortunate, he said:
• "to work for an owner, Brian Thuringer, who gave me an incredible amount of trust. He was very involved as well. He set the standards, told us what kind of course he wanted and never got in our way of doing anything when it came to financial needs."
• "that God created a great piece of land. We had that going for us."
• "to have assistants like Pat Marstad and Tony Kramer [at the three resort courses]."
• "just to be able to do this once in my lifetime."

Indeed, he said, "If anyone is thinking of doing this, I hope they're fortunate enough to be surrounded by as many good people as I was."

He shies away from accepting credit for his nationally acclaimed design.
"I'm a big believer in the hand of God helping me build the golf course," he said. "He put visions in my head that I know didn't come from anywhere else. I give Him all the credit."

To his credit, Hoffman put his knowledge of agronomy, golf and the land itself to best use. The 1975 graduate of Michigan State's two-year turfgrass school made certain all the greens received morning sun, there was surface drainage everywhere, the right root-zone mix and varieties of grass were used on the greens, and the best irrigation system was installed.

"The one thing I had hoped would happen," Hoffman said, "was this experience might open a door for some other superintendents to do design projects. Not that a superintendent is qualified automatically to design a golf course, but he has a lot of the qualifications. You need turfgrass knowledge as a basic."

While overseeing maintenance of Madden's Pine Beach East, Pine Beach West and par-3 Social Nine, Hoffman also spent 15 years cross-country skiing and walking the land that became The Classic at Madden's.

"I was intimate with the property," he said. "After 15 years, you get familiar with every little 2- or 3-foot rise — and I used it."

"We only moved about 50,000 yards of soil. You save a lot of money and it looks so much more natural — because it is." A golfer, Hoffman has long studied course design, absorbing books on the topic, making it "a hobby and passion."

"I had been dreaming about this golf course for at least 10 years," he said. Long considered the No. 1 golf resort in Minnesota, Madden's saw Grand View Lodge Golf & Tennis in Nisswa build The Pines and Rutgers Bay Lake Lodge in Deerwood build The Lakes. All of a sudden, Madden's was pushed out of its elite position, Hoffman said, "So Brian [Thuringer] and I had a great desire to bring Madden's back to the forefront."
The Classic has done that. "The one missing link the owners felt they needed, and guests wanted, was a true championship-length course," Hoffman said. "That's what The Classic brings us. It gives the golfers an opportunity to see what Tour players experience on a weekly basis. It's more challenging than the typical resort course."

Playing many of the country's great resort courses was a major influence on Hoffman's own design, he said. "A highlight was playing with Pete Dye at La Romona Country Club next to Teeth of the Dog [in the Dominican Republic]. Pete probably got sick of me because I was asking a lot of questions."

What did he learn? "Use your ability to create and be imaginative and to let your mind go," he answered. "Pete is such an artist and so creative. Because we have long-standing traditions doesn't mean you can't try something new and different."

As for style of look, Tom Fazio. As far as strategic design, Alister Mackenzie or George Thomas."

With Robert Trent Jones Jr. designing 45 holes and Arnold Palmer another 18 in the vicinity, Madden's Thuringer has spoken about building another course, this one links-style, in the future, Hoffman said. And he would welcome the opportunity to design it.

"Beyond work at Madden's, he said: "The owners have told me they wouldn't mind me doing a [design] project, one at a time... I don't want to make a career out of it, but I wouldn't mind doing a project here and there if the opportunity arose."

"I feel fortunate just to be able to do this once in my lifetime," Hoffman added. "When I look back at the experience and compare it with being a superintendent, I think being a superintendent is every bit as challenging, if not more so. And the guys out doing it deserve a lot of credit. I've had the opportunity to be the general contractor, the architect and the superintendent, and being a superintendent is the toughest job of all three."

When 'new' wears off
Continued from page 21
The 2-year-old golf course as well as other facility's other 800 acres of maintained turf. He is using native rocks left over from the course's construction.

"We contrast leafy green plants with the rock features, and use these as accents as well as for traffic control," White said.

The accent plants used are mainly perennials to minimize yearly maintenance. Expanding on this theme, White has "gone crazy with huge numbers of bulbs everywhere" in groups that will offer blocks of color through the spring into June and July.

In an effort to better steer traffic over four open golf holes, white pines were planted along with about 100 hardwood deciduous trees.

Point Sebago's tee signs are of engraved granite with floral plantings along their base, and day lilies dominate each teeing ground. Off the fairways, along the woods line, a "carpet of wildflowers" adds color and contrast.

Adding accent and beauty to golf courses also means adding time and expense. But, course operators feel the rewards exceed the visual, as satisfied players return and new ones are drawn by the course's reputation.

When players hit your course, it's only natural that they expect the greens to be, well, green. If they're not, it could be time to treat with Sprint 330, the iron chelate micronutrient from Becker-Underwood. Sprint's strong chelates protect iron availability in soils with pH levels up to 7.5 for beautiful, long-lasting green turf. It also brings out the color in flowers, ornamentals and shrubs. For easy measuring and mixing, Sprint is available in a highly soluble, concentrated powder that offers excellent tank mix flexibility with NPK and plant growth regulators.

Sprint: it's a different kind of colorant from the color experts at Becker-Underwood.
The quiet power struggle in today’s clubs

BY TERRY BUCHEN

WILLIAMSBURG, Va. — The golf industry’s upper-echelon management is changing so rapidly that it is sometimes hard to tell the players without a scorecard.

Management at most golf courses is traditionally consists of the “Big 3” — the superintendent, manager and professional. The greatest change in trend is seen at clubs where one of these individuals is in charge over the other two.

The course manager usually has a food and beverage or sometimes accounting background and they usually aspire to be the general manager. Head golf professionals more and more often desire to become director of golf, in charge of the golf operation and, therefore, the superintendent. Pros also are more often eying general manager positions as well.

Course superintendents usually are in charge of everything that grows outside and can be promoted to a director of golf and grounds position. They many times fill the director of golf and/or general manager’s position.

It is interesting to note that traditionally the general manager is promoted from the food-and-beverage, or accounting ranks and the director of golf has been a head golf professional. But there is nothing cut in stone prohibiting the professional or superintendent from being the general manager.

Likewise, there is nothing prohibiting the general manager from being the director of golf or superintendent, or prohibiting the general manager from being either the director of golf or general manager. Tradition is changing rapidly.

The general manager has a new classification emulating the chief executive officer (CEO) designation, while the director of golf has a classification to be the general manager. Because of the quest for power within their respective courses, the “Big 3” approach to management is becoming more and more competitive internally.

At the private club level, the “triangle” team management concept is still used, with the “Big 3” considered and work “with each other” instead of two working for the third. The “triangle” most usually has a committee chairman to whom each “Big 3” representative reports. But this works only as well as the board of directors will let it, or promote it to continue to exist. “Triangle” management seems to be a dying concept. The combined titles of general manager/CEO, or director of golf/general manager are making headway while the traditional committee system remains intact.

What will happen in the future to the way a golf course is operated, whether it is public access or private? An unscientific, random poll of a number of “Big 3” officials at many courses throughout the country revealed there is a quiet power struggle that will get more competitive as time goes on.

Who will be the victor? It is anyone’s guess, but the two individuals in the clubhouse have a slight advantage because of their proximity to the golfing public and the bureaucracy at hand.

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The modern super's and assistant super's offices

By TERRY BUCHEN

WILLIAMSBURG, Va. — The "information age" is alive and well in the golf course maintenance business as almost every conceivable modern office implementation is being used with resounding success.

The assistant superintendent's office work area often consists of a computer-operated irrigation system, which now includes Global Positioning Satellite (GPS) software, along with the usual color monitor and color printer. Two-way radio base stations, that many times have their own repeater system or one rented from a community repeater, connect with the new PCS portable two-way radios, complete with touch pads for operating the irrigation system, along with cellular telephone, paging and caller ID capabilities.

Blueprint files can also be incorporated into an assistant's built-in work station, making almost everything within easy reach.

The superintendent's office innovation begins simple motion.

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IHMS HONORED, THEN TAKES NORTH TEXAS REINS

Keith Ihms of Bent Tree Country Club not only succeeded Walt Wilkinson as president of the North Texas Golf Course Superintendents Association at the group's annual meeting. He received the coveted A.C. Beardon Memorial Superintendent of the Year Award.
Salt-Affected Turf Sites’ an eye-opener

By MARK LESLIE

With more and more golf courses operating on former landfill sites and using often salt-laden wastewater for irrigation, superintendents are facing complex and difficult challenges in keeping their turfgrass growing and healthy.

With this in mind, Drs. Bob Carrow and Ronnie Duncan of the University of Georgia’s Crop and Soil Sciences Department have co-authored Salt-Affected Turfgrass Sites — Assessment and Management.

Dealing with such topics as ion imbalance, sulfate compounds and glycosphyes, this is not bedtime reading for the layperson in the family. Yet, Carrow and Duncan do make their information understandable. Good thing, since 10 percent of the world’s land surface contains salt-affected soil, and one-third to one-half of all irrigated land is influenced by salinity.

Salt-affected soils are found on every continent, the two scientists say, with the highest concentrations in Australia, North and Central Asia, and South America. Some 25 to 35 percent of Australia’s land mass is influenced by salts, and in Western Australia that area increased by 680 percent between 1982 and 1996.

Salt problems are exacerbated in areas where people are under water-conservation rules, because they are often unable to leach salt through the soil and must use wastewater. Primary salt-induced problems — water deficits, soil permeability, ion toxicities and ion imbalances — are only worsened by such secondary results as:

• saline soils require more frequent and careful irrigation;
• sodic soils (those with high exchangeable sodium) often make it difficult to schedule irrigation due to reduced water infiltration and percolation;
• sodic soils normally require much more intensive cultivation programs to maintain macropores of oxygen diffusion, water movement and root channels;
• fertilization programs are more complex due to ion imbalances, toxicities, and the necessity of additional chemical amendments to displace excess salinity;
• traffic-control programs must be carefully developed due to enhanced potential for wear injury under salt stresses;
• salt-affected soils limit the choices for turfgrass cultivars to those with sufficient salinity tolerance to persist; and
• since drought and high-temperature tolerances are reduced by salinity stress, measures to prevent or minimize these potential injuries are often necessary.

The courses are surprisingly wide-ranging, from Bermudagrass damaged by periodic flooding with brackish water and a high water table where the ground water is saline, to salt accumulation in the soil’s “B horizon” caused by occasional heavy rains in an arid region. Carrow and Duncan explain continued on page 30

Salt damage to Bermudagrass from periodic flooding with brackish water and a high-water table where the ground water is saline.
Christians' upcoming turf management book fundamentally great

By MARK LESLIE

Wow! I love this book. In Fundamentals of Turfgrass Management, Dr. Nick Christians has made turfgrass growth and care so understandable that I have a suggestion for people considering a career as a golf course superintendent: Read this book, skip that two-year turf school and save yourself about $30,000. Well, that might be overstating the case, but I have seen the draft of (this book) and it has set me free. Christians, of Iowa State University's Department of Horticulture, fulfills the meaning of "fundamental" with this work: "Basic; of or being a foundation or basis"; also, "of great importance, essential."

First, he sets the table by spelling out the variety of careers in the turfgrass industry. Then, he serves the meal, spelling out all the rudiments of grasses: their physiology; how they grow; cool- and warm-season types; establishment; cultivation and care; soil testing and modification; insect-, disease- and weed control; and the differences between golf courses, athletic fields, sod farms and lawn care.

Simple pen-and-ink drawings and a number of pictures bring life to explanations by this expert in developing naturally occurring herbicides for the turf industry.

Christians proves he put to great use his years of teaching at Iowa State as well as his bachelor's degree in forestry from Colorado State University and his master's and doctorate degrees in agronomy from The Ohio State University.

His book does it for me. Even if I never get the real-deal hardcover edition, Fundamentals of Turfgrass Management takes prime position in my library of publications dealing with golf course maintenance because it is understandable in the basics.


Farm Chemicals Handbook updated

WILLOUGHBY, Ohio — Meister Publishing Co.'s annual update of the Farm Chemicals Handbook is available in February, along with its all-crop, quick-references, Insect Control Guide and Weed Control Manual.

An industry bible, the Farm Chemicals Handbook is packed with information on virtually every fertilizer and pesticide, including biologicals and enhanced seeds. An environmental and safety section is also included, along with a regulatory file and buyers guide, plus company addresses and phone numbers.

From its Sine Index, alphabetically listing every order, product, term and regulation, to its ratings of chemicals for leaching and runoff, this handbook is chock full of helpful information.

The fertilizer dictionary section includes definitions, properties, agronomics and processes involved with each entry. The pesticide dictionary section spells out not only the safety guidelines, chemistry and toxicity, but the action and use of each pesticide. A dictionary on enhanced seeds and a comprehensive regulatory file are also comprehensive.

Meanwhile, the Insect Control Guide and Weed Control Manual are geared toward vegetables, fruits, flowers and trees.

All are available through Meister Publishing Co., 3773 Euclid Ave., Willooughby, Ohio 44094-5992; telephone 216-942-2000.

May 1998 29
A different perspective: Pro-active job interviewing

By RAYMOND G. DAVIES

As superintendents, we have developed specific knowledge and skills that allow us to produce great golf course turf. Interviewing skills are not required to grow great turf, but having the right job is. To land a job in which your career can thrive, you must excel in the interview process.

A key to successful interviewing is to take initiative in — pro-actively manage — the interaction between yourself as the candidate and the employer as interviewer.

As the applicant for a superintendent’s job, you must achieve four objectives in an interview to glean

Continued on next page

By TOM ISAAK

I heartily endorse the principles of pro-active job interviewing. The job candidate who understands the concept put forth by Raymond Davies, in the companion article, has a powerful career-building tool — if he or she can implement the concept.

Ray and I work together. When we were interviewing each other we applied considerable collaborative effort to shaping a job that would marry the company’s needs with his skills and career goals. Now, as colleagues for two years, we continue this problem-solving relationship.

It was a pro-active interview that both launched and formed the basis for this highly productive relationship.

My observations are intended to affirm Ray’s concept, while providing an employer’s perspective.

COMMUNICATE COMPETENCE

It is as hard to communicate competence as it is to examine it. The pro-active interview strategy solves the problem for both parties. Competence — and its essential component, confidence — are communicated best by those who know where they stand. Understanding how a job fits into the career growth you have planned says you know where you stand. If career growth can be defined as acquiring knowledge and skills and applying them with satisfactory results, rather than simply where one works and for how much, the foundation is laid for a dialogue about what constitutes a successful employee-employer relationship.

Think through the elements of career growth that will lead you to satisfaction.

This self-knowledge about the subject of the interview — your career — is essential to communicating competence. It “centers” you for an interview and is the basis for knowing if the job is good for you. It also gives you the perspective as well as the strength to recognize if it isn’t a good match. Note that this is quite different than playing “hard to get,” which will come across to the interviewer as arrogance or manipulation.

QUESTION THE QUESTIONER

A good interviewer seeks to understand how you think. The pro-active candidate shows this, not tells about it, by questioning.

Continued on next page

Tom Isaak is president, CourseCo., Inc, and Raymond Davies, a certified golf course superintendent, is the company’s regional superintendent.

Salt & turf

Continued from page 28

how to assess salt-influenced problems and then act to remedy them. They specify particulars about tests for total salinity, sodium (or permeability) hazard, specific ion toxicity to grasses and other landscape plants, and nutrient content and pH.

Then they recommend what lime, sulfur, gypsum- and phosphogypsum-based amendments to use; and when, how much and with what equipment to apply them.

Using several case studies, the scientists finalize this educational experience with real-life situations to help readers relate to their own circumstances.

Published by Ann Arbor Press, $34.95, 185 pages, hardcover, Available through Golf Course News Bookshelf.
Job-hunter’s perspective

Continued from previous page

Job-hunter’s perspective

Employer’s perspective

Continued from previous page

all the information necessary to make a good decision:
• The employer must determine your competence in the areas the employer has determined are critical for a successful candidate.
• The employer needs to communicate the job’s benefits and opportunities in order to interest the best candidate.
• You must show your competencies, especially those that the employer is not aware bring value to the position.
• You must communicate an understanding of the necessary resources and support required to make any candidate with this company successful.

A good decision combines a) your selection as the best candidate, and b) the necessary resources and support for you to succeed in the job. Employers may not immediately recognize that this second element is as important to them as it is to you.

The employer with limited technical understanding of turfgrass management may not know what competencies are required for success on a golf course, but you can count on their knowing the results they require. This will very directly affect the strengths they are seeking in your candidacy. You can learn their needs by listening closely to the questions they ask, their sequence and phrasing. Your success depends on discerning what is important to the interviewer and your ability to relate your competencies appropriately and modestly conveyed.

Continued on page 37
USGA calling for help with study of effluent use

The Water Use Association has formed a work group to address specific problems and concerns that golf courses have with recycled irrigation water.

The association, dedicated to increasing water recycling, consists of public agencies, consultants, and private industry, along with regulatory agencies working together to find solutions to recycled water-use problems. Organized in 1990 to address recycled water use in the state of California, its scope has now expanded to include national and international concerns.

The golf course work group was formed under the Agriculture Committee’s Landscape/Horticulture Subcommittee. Mike Huck, an agronomist with the U.S. Golf Association Green Section’s Southwest Region, is heading this group in conjunction with committee members Pat Gross, director of the USGA Southwest Region, and Mark Stanek, technical advisor for water quality for the city of Sunnyvale, Calif.’s Department of Public Works. The work group will:

• Develop an accurate and up-to-date database of golf courses irrigating with recycled water.

• Survey golf courses using recycled water to identify specific problems and gain feedback from users.

• Suggest minimum water-quality standards for turf (and particularly putting greens) irrigation with regard to salinity, pH, SAR, bicarbonate content, and toxic ions.

• Develop design and management guidelines for lakes to reduce the need for algae and water weed control by using the input and experience of water reclamation engineers and treatment plant operators.

• Recommend that recycled water suppliers provide golf course users with frequent water-analysis reports that address water quality from both agricultural suitability and human health standpoints.

• Establish uniform system retrofit standards with regard to backflow, signage, cross connection, health and safety regulations, etc.

• Develop best management practices.

The USGA is asking that courses that currently use or plan to begin using recycled water in the near future, send their name, address, phone, fax number, and a contact person to:

Mike Huck
USGA Southwest Region
505 N. Tustin Ave., Suite 121
Santa Ana, CA 92705
FAX (714) 542-5777
e-mail mhuck@usga.org

This will assure that upcoming surveys reach these courses, and your experiences with recycled water are documented.

IGM CHANGES NAME

LAKELAND, Fla. — International Golf Management (IGM) has changed its operating name to International Golf Maintenance, more accurately reflecting the mission of the company.

The change came after IGM was acquired by Meadowbrook Golf Group, Inc. Meadowbrook is a publicly held golf course management company previously based in Beverly Hills, Calif. The acquisition was in exchange for cash, common stock and convertible preferred stock.

Meadowbrook will operate from the IGM offices in Lakeland, and will be managed by IGM principals James Sartain and Bill Stine. Sartain will serve as chief executive officer and Stine takes over chief operating officer duties.

IGM, which provides outsourced golf course maintenance services, will continue operations as a wholly owned subsidiary of Meadowbrook.

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Wetlands: Far from ‘swamps’ for ‘breeding grounds’

Wy RON DODSON

Wetlands that are properly managed and positioned on golf courses play key parts in the strategy of the game of golf, but they also play a function in the overall “ecology of golf.” Many golf courses around the country have created wetlands. Some of these created wetlands have been as a result of “mitigation” of wetland loss. Others have actually created acres above what was required by regulation because it was the right thing to do.

For many years, wetlands were seen merely as “swamps” and “mosquito breeding grounds.” But wetlands are an extremely important part of the ecosystem. They serve a wide variety of functions.

- Wetlands provide breeding, nesting, and feeding grounds, and cover for a great diversity of wildlife, shorebirds, and waterflow, as well as rare species such as the bald eagle and osprey.
- Wetlands help prevent flooding by absorbing and storing storm water. They also protect subsurface water resources and help to recharge ground water supplies.
- Wetlands are important nursery grounds and sanctuaries for freshwater fish. Aquatic plants and animals at all levels of the food chain thrive on the rich source of nutrients that wetlands provide.
- Wetlands areas help to protect and improve downstream water quality by absorbing silt and organic matter, and filtering pollutants from streams.
- Wetlands are important gathering areas for many migratory birds. Because of these functions, wetlands are regulated by various governmental agencies at the local, state, and federal levels. It is this regulatory role that fosters what seems to be a continuous debate concerning things like private property rights, regulatory “overkill,” and the scientific validity behind certain levels of political involvement in land management decisions. The fact is, however, that wetlands are very valuable and it is to our advantage to protect them. On the other hand, we should be careful of unnecessarily restricting development under the banner of wetland protection if no value can be demonstrated.

The United States Golf Association’s Wildlife Links Program is funding wildlife research and educational efforts for the next several years to the tune of $200,000 per year. In the next few months, one project will be completed that will be very worthwhile. Mr. Donald Harker, the senior author of the Landscape Restoration Handbook (another very popular book that was funded by the USGA) will be completing a Manual for Wetland Management. This will be an easy to read and use guidebook that will benefit any golf course superintendent (or anyone else, Continued on page 34

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GOLF COURSE NEWS CIRCLE #119

May 1998 33
Audubon International stressing management commitment to ideals

Continued from page 1

are being accused by other environmental groups of kowtowing to the golf course industry and giving away the Audubon name. But we don’t. People work for it and are proud of it.”

However, when The Champions Club at Summerfield in Stuart, Fla., did not correct some problems targeted in AI’s annual audit, the club and the organization parted ways.

“We wrote and told them they are no longer to use Audubon International’s name or logo,” Dodson said. “They are to take their signs down and the Audubon print off the wall, and take all references to the Signature Program and Audubon International off their advertising materials and so on. We can not do more than that.”

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“The Champions Club at Summerfield General Manager Jim Poole explained its withdrawal from the program simply: “We did not see the cost benefit of membership. We never had anybody say they played our golf course just because we were Audubon Signature status. We were Best New Golf Course in Golf Digest when we opened. We thought those particular accolades were strong enough to give us credibility.”

Continued from page 33

Dodson on wetlands

Continued from page 33

for that matter) who manages wetlands. I recommend you keep an eye out for it, and if you have wetlands on your course, learn more about their value and how to manage them. If you’re considering development, do the environmental “right thing” — learn as much as you can about wetlands and the “ecology of golf courses.”
Audubon Signature Status members

Facilities that have earned full Signature certification:
2. Indian River Country Club, Vero Beach, Fla.
4. PGA Golf Club at the Reserve, Port St. Lucie, Fla.
5. Top of the Rock Golf Course, Ridgedale, Mo.
7. Pinehurst #8 Centennial, Pinehurst, N.C.

Audubon Int'l scrutinizes Signature Program

Continued from previous page

"The general manager said they were going to do certain things and they did not."

"Everything the National Audubon Society claimed about us, this outfit just did it," Dodson said. "They used our name. They used our materials. They waved their arms up and down said, 'Look at this video, what Collier's Reserve did. We'll do this, too.' I'm not saying they are not going to do a nice job on their golf course. I don't know. But the fact of the matter is, they went to the permitting agency and public hearings with our materials. Whether that had any influence on the decision to permit them, I don't know. But as soon as they got through the process they decided they couldn't meet our guidelines and are now out of the program."

"I want to brag on people who really do things," said Dodson. "But when somebody doesn't follow through on their commitment, or they let it go, should we just walk away? I'm the guy who keeps getting shot at by the Sierra Club. In the last couple of months there have been a half dozen facilities that we have removed from the Signature Program. We are taking their last $100 and applying it toward a year's membership in the Cooperative Sanctuary System when they open."

Officials at fully certified facilities say the program is well worth their efforts.

"Good environmental sense makes good economic sense," said Robert Swift, general manager of Indian River Club in Vero Beach, Fla., which in November 1995 became the third course to earn Audubon Signature status.

"Just about everything we've done as a participant in the Signature Program has or will have a positive economic benefit at some point as a payback. "Everything we look at — every project, every capital expenditure, every operational decision — we have to consider on the basis of the payback. Does it enhance the value of the club, the value that our members perceive? Does it make for a better round of golf, pay for itself and bring money back to us? ... The programs we've undertaken have, by and large, demonstrated positive payback — some long-term, some short-term."

"At the end of the day, if you look long-term, I venture to say we're probably saving $20,000 a year on water, energy, etc. " said George Kelley, co-owner of Stevinson Ranch Golf Club in Stevinson, Calif., which gained Signature status in September 1996. "I'm very surprised more developers have not joined the program. I believe they think it's like getting in bed with the big bad wolf."

"It's ironic that a golf course will irrigate 125 acres of turf, which costs a lot of money to build and maintain, and then say they don't have the money to be in the Signature Program," said Tim Hiers, superintendent at Collier's Reserve in Naples, Fla., the first facility in the country to become fully certified. "People will spend extravagant amounts of money in areas that many times will not have any benefit from Day One or forever. Or, some people will hide behind the statement 'We don't have an unlimited budget.'"

"But, if you're a public golf..."
course and think you can’t afford to join, think about it. The intent is to use less water, pesticides, fuel, electricity, resources; to me that means spending less money. So how do you argue the program? It’s because you don’t really understand it.”

“Up-front dollars are the hardest to get and the hardest to let go of,” explained Indian River Club’s Swift. “Your early-end dollars are the most expensive, because they’re the hardest to recoup. It’s all risk at that point. To ask somebody to do something that seems to add on then is a hard sale. But if you’re going to be there for the long haul, it’s like anything else: Pay me now or pay me later.”

Indian River Club’s membership, he said, “has helped us better define and codify, if you will, the standards and goals that we set as managers, and made us better managers. We’re better managers and operators and that makes us better stewards of the environment. And that’s great. What we have is a beautiful piece of land and if we don’t manage it properly we’ve wasted an asset.”

Meanwhile, the Audubon Signature status enhances the facilities’ image in the eyes of golfers and the public — whether they use it or not.

“We don’t actively pursue the publicity angle,” said Stevinson Ranch’s Kelley. “But I’ve always said it’s the extra bullet in your marketing gun. It’s the kind of publicity money can’t buy.”

At Indian River Club “every piece of collateral material we produce and send out, every newspaper ad and TV spot we do, every video produced here for a golf show or whatever, at some point communicates the fact that we’re an Audubon Signature community,” Swift said. “We use it daily in our marketing efforts. That creates value for the real-estate and the club.”

Hiers feels more clubs don’t join the Audubon programs because of misconceptions besides money — like paperwork. But, all agree, paperwork consumes little time. And Audubon’s Richardson added: “It provides a history of the project, and alerts this office to details that we may have questions about. So, in a timely manner, we get necessary information.”

At this point, with so many golf facilities in the Signature Program and perhaps on the verge of certification, what troubles AI President Dodson is their continuing efforts to live by the credo of sustainable resource management.

“It’s still voluntary,” he said. “We work with them and give them, or don’t give them, Sigma

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Audubon

Continued from page 35

ture status. The local governments, Audubons or other environmental groups never go back and check, and we’re left to audit them on a regular basis. And the worst we can do is say, ‘We’re pulling all the logos. You’re not a Signature course any more.’

“I wish there were a third party who, for the good of the industry, could report on the properties.”

“The option of force is out. Facilities that join Audubon’s programs sign no contract.

“If the program were ever required, it wouldn’t work because the spirit would be gone,” Hiers said. “It’s a cooperative program. They want to attract people who already desire to do what Audubon wants them to do. If you heart’s right and your intentions are right, you don’t need a contract.”

Discovering the heart of potential members perhaps is the best way to determine membership.

“There has to be some way to strengthen the commitment, but I think Audubon will have to do that in the early screening process,” Hiers said.

And, indeed, Dodson said: “I’m increasingly turning down people who want to join.”

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GOLF COURSE NEWS
AUDUBON MEMBERSHIPS KEEP GROWING

SELKIRK, N.Y. — Started in 1991, the Audubon Cooperative Sanctuary System for Golf Courses (ACSS) now has 1,984 active members, while the Audubon Signature Program, created in 1994, has 66 facilities under its wing. According to Signature Program Director Nancy Richardson, 59 courses are in the planning and development process leading to certification and Signature status. Seven are fully certified and one former certified course has been dropped from the program. Among regular ACSS members, the retention rate is about 89 percent and no course has lost its certification, according to Audubon International President Ron Dodson.

"We are having an increase every year in the number of people joining the program who are working toward certification," he said. "Our retention rate is high and our participation rate is growing."

**Job-hunter's perspective**

Continued from page 31

petencies in these areas.

An astute employer knows this is the major objective in the process. It does an employer no good to identify the best applicant and not be able to interest the candidate in taking the position. A key portion of any benefit package is the value of opportunities created by the position. You need to know what aspects of the position have value to you — such as educational opportunities, renovation projects, construction, or special challenges like major tournament preparation or environmental oversight.

Success here is based on your understanding of your own career development and how this job can influence your career. The employer needs to know that you value the position and that it meets your needs. Otherwise they soon will be on the market for a new superintendent, because you have found a more suitable job.

If you are the best candidate, you should know why. A key to proactive interviewing is enlarging the question the employer asks to encompass the competencies you know are important and that differentiate you from others. For example, if you are questioned on your knowledge of pesticides and their use, you could segue into a discussion on integrated Pest Management and the abilities you have to reduce the severity of disease infestations by using appropriate cultural methods and managing the micro-environment of the greens — measures that reduce chemical use and save money. Most questions can be a launching pad to communicate your understanding of their course and you value.

Do not wait for them to ask you the questions you feel are most important. It is very likely that they will not be addressed if you don't bring them up yourself.

Now the critical step. You are in the best position to influence the circumstances of this new position — before you are offered the job. What will you need in the way of resources and support to meet the demands of the position — and be successful?

You have done your homework and know the problems that previous superintendents have faced. If they are attributable to infrastructure such as irrigation, equipment or inadequate staffing, then now, in the interview, is the time to address the issues. It is even more important that fundamental questions related to the level of maintenance or financial problems be addressed at a time when they employer still owns the problems. After you accept the responsibility of the position, you will be in a less powerful position to effect change; and by identifying the hidden structural problems in the organization in advance, you will avoid inheriting problems which are beyond your power to solve.

One final key to successful interviewing is to change the perspective you bring to the process. Try seeing yourself as a consultant who has a great understanding of the needs of the employer. Knowing their problems and their resources, putting on the "consultant hat" gives you the detachment to convincingly illustrate how your management ability, coupled with their resources, can accomplish their objectives. You can then show your value, not just tell about your skills.

Showing is always more powerful than telling. To use a golf analogy: Telling about yourself is like "driving for show." Showing your problem-solving ability is like "putting for dough."
Introducing the Greens King™ Electric, an innovative triplex greens mower that ensures peace of mind — and peace and quiet. It's totally electric, providing enough power to cut up to 20 greens without recharging. Its exclusive FlashAttach™ system lets you change reels in 30 seconds without tools. And best of all, the Greens King Electric provides a uniform cut — without hydraulic fluid, pollution or disruptive engine noise. Because Jacobsen believes a superior cut should be seen and not heard. Chances are, so do the neighbors. For the location of the Jacobsen distributor near you, call 1-800-727-JAKE. For information on Jacobsen leasing and financing, call 1-800-722-TURF.
CURLEY, SCHMIDT PARTNERS
SCOTTSDALE, Ariz. — Golf course architects Lee Schmidt and Brian Curley have agreed to form a new golf course design company. The new alliance, Schmidt-Curley Design, will be based here. The two designers are reuniting after working together in the 1980s at Landmark Land Co., where Schmidt was the director of golf course design and construction.

Since 1991, Schmidt has been a senior design associate for Jack Nicklaus, responsible for numerous projects worldwide. Curley recently met with his buy-out of the Design Division of Landmark Golf Co., which he headed since 1992.

RESORT SIGNS MCCUMBER
SPARTANBURG, S.C. — The latest venture for McCumber Golf and Mark McCumber & Associates will be the design of a golf learning center for Renaissance Park in the city’s downtown. Renaissance Park will also include a Doubletree Hotel, convention and exhibit hall and amphitheater. The learning center will include a 300-yard practice range, short-game area with bunker, putting course and nine-hole short course. Provisions will be made to incorporate nature trails around the perimeter of the course.

GRIFFIN JOINS FOUGHT DESIGN TEAM
AURORA, Ore.—Jimmie Griffin has joined John Fought Design, a division of OB Sports, as design/construction manager. Griffin’s responsibilities will include project management and contract administration. He has worked with OB Sports on three projects, including the Jubilee Golf Club in Pearland, Texas. Griffin is a member of the American Society of Golf Course Architects.

KAY INKS 5 COURSES
BRONXVILLE, N.Y. — Stephen Kay has been contracted to begin design on five courses. He will design three Jersey projects: Scotland Run National Golf Club in Gloucester County, which is scheduled to open in the summer of 1999; the Heritage Golf Club in Randolph, which will get underway this year; and The Grande at Holmdel—a housing development with an executive course, scheduled to begin construction in 1999. Kay will also design Logan’s Reserve in York, Pa., and a 18-hole course for the I.G.A. Membership Co. in Dutchess County, N.Y.

Lohmann, Mr. Renovation, takes ASGCA reins
MARENGO, Ill. — Bob Lohmann assumed the reins of the American Society of Golf Course Architects from outgoing President Alice Dye at the ASGCA’s annual meeting in late April in Los Angeles. Well known for his renovation work in the Midwest, Lohmann also has designed a number of new courses. Forest Preserve National in Oak Forest, for which he worked as principle designer, was selected as one of the top new public courses in 1994. He graduated in 1974 with a degree in landscape architecture from the University of Wisconsin. We caught up with Lohmann at his offices here just before he succeeded Dye as the ASGCA’s president.

Golf Course News: What will you be focusing on as president of the ASGCA? Bob Lohmann: We will keep going with what we’ve been doing the last couple of years when Denis [Griffiths, 1996 president] talked about affordable and accessible golf and Alice [Dye, 1997 president] picked up on that and added a stress on...
Rich's back 40 like no other's

Continued from page 1

length holes this summer. Eighteen holes kept in tournament condition by a professional staff. Eighteen holes that, because of the positioning of multiple tees, can be played as five different nine-hole rotations. Eighteen holes that this 4-handicap golfer designed to display what he calls "purposefully eclectic to show the Scottish, Pine Valley and Traditional looks."

And it’s 18 holes that will not only be open to Rich and his guests, but to youths involved in the local Hook a Kid on Golf program.

"It’s more than I ever expected," said Rich, 59, a physicist and mathematician who made a fortune by developing the first integrated terminal for Wall Street in the mid-1970s. "I originally thought it would be just a couple of holes where I could go out and enjoy myself. And we have created a real championship course here. It’s one of the most exciting things I’ve ever done. I tackled it the same way I did my business."

“You feel like you’re in Nevernever-land,” said golf course architect Greg Martin of Martin Design Partnership in St. Charles, whom Rich hired to help with the intricacies of the design-and-construction process. "It’s a wonderful sense of place. Deer prance across the fairways, etc."

“He [Rich] knows quality and wants it to be the Augusta National of the North. I don’t think, at this point, that he has compromised that position at all.”

Indeed, Rich decided to build some practice holes after a visit to Augusta National 11 years ago. Since then he has returned to that famous Georgian property eight or nine times.

“Everyone talks about their [Augusta’s] 12th being such a famous par-3,” he said. “I thought I could do better than that. So I built my 12th hole, which I think turned out better than theirs.” Rich’s hole, the 4th on the white course, ranges from 166 to 185 yards. Its very small, narrow green is fronted by a lake and an 8-foot wall made from “holy boulders,” huge slabs of limestone transported from Wisconsin Dells.

Saying his one disappointment at Augusta National was the shortness of Magnolia Lane, Rich felt, “If you have a Magnolia Lane, make it worthwhile.”

The result: Guests at Rich Harvest Links park on the main farm at the entrance to the property and are driven to the plantation where the golf course is situated — a two-mile trek through the course and woods and “the beauty of the whole estate," Rich said. “By the time they get to the other end, they’re drooling and raring to play golf.”

Active in the Illinois PGA Foundation and a member of several country clubs, Rich has been interested in golf course design for 30 years, studying Donald Ross, Pete Dye and Alister Mackenzie and being particularly enamored with Dick Wilson. Although he majored in math and physics in college, he minored in earth sciences and enjoys the outdoors, wildlife and photography.

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It was a short leap from the thought of
Rich's course
Continued from previous page

hiring a professional golf course architect, to actually designing his golf himself (with an assist from Martin).

"I said to the last architect I interviewed, 'Why do you need all the fee and watch you have all the fun?'" Rich recalled.

Martin, who came aboard to help with the final seven holes and in April was designing a full-fledged practice center, agreed it was a joy.

"The facility was remarkable to begin with," he said. "The property is wonderful. Two branches of Welch's Creek run through it — one branch with a great golf name: Duffin's Drain. It contains hardwood forest, some low areas, some rolling terrain."

Rich did "a nice job integrating it all," Martin said. "And it's one of the best-kept courses in the Chicago area."

Its three styles run against Martin's design philosophy, but they accomplish Rich's goal.

"The challenge for me," said Martin, "was to stretch the design boundaries on each hole to give it a unique identity... My philosophy has been to unify a course with similar styles and treatments. This was in direct contrast to that. That's not to say it has a wild design style everywhere. But, clearly, we pushed the limits."

"Most golfers," Rich said, "don't ever have the opportunity to play a Pine Valley, or an Augusta National, or even a traditional course like Medinah. Here they have the ability to get that feel on 45 great holes on one golf course."

Does Rich Harvest Links give Augusta a good run?

"Yes," Rich responded. "They have a different situation. Their history is magnificent and they have kept it going. I think I have taken the next step, created the same feeling, yet incorporated all the greatness that golf is all about: its origins, the Scottish atmosphere, the Pine Valley look, and the old traditional look."

No corners were cut on the course or its structures where Rich designed six holes, then added three and then two more over the years. A local contractor built the first holes, but golf course builder Ryan Inc. Central of Janesville, Wis., built the rest. The course boasts bentgrass from tee to green. All 18 greens were built to U.S. Golf Association specifications, complete with choker layer. Two superintendents and their crews maintain the 220-acre golf course and the rest of the grounds.

A new pavilion has been built, featuring what Rich calls "a 21st-century board room with the latest technology, three large-screen video projectors where any major corporation brings its board and have video conferencing with its offices around the world."

And Rich intends the old mansion on the plantation to serve as housing for visitors.

"I feel I have built my Augusta, so I will, starting this year, allow one or two foursomes to dine here, stay here and do the things you would do when you go on a golfing holiday," he said. "My office staff will handle registrations. Valets will be with each foursome all day long and play with them if necessary, just as if I were there with them. For 11 years that's what I've done. I've played with every foursome."

Rich's original nine holes — the red, white and blue rotations — have been sloped and rated for 10 years. Using the latest nine holes, golfers can play the gold and silver rotations that measure 7,300 yards and in early April were sloped at a difficult 145 and rated 75.7.

July 13 now looms as the major target date for Rich's "backyard course."

For five years he has hosted the Illinois Junior Golf Association's annual roundup. That will expand when Senior PGA Tour star Bob Murphy, a friend of Rich's, brings nine other Seniors with him for a fund-raiser for the Hook a Kid on Golf program. Murphy, Walter Morgan, J.C. Snead, Larry Loretti, Tom Shaw, Hubert Green and others will play with 40 amateurs, "have a fun day and raise some money," Rich said.

As Martin pointed out: "This is not your typical backyard pitch-and-putt."

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CIRCLE #134
No ordinary backyards, these ‘estate golf courses’

Continued from page 39 office. "We had a tournament, The Greater Norcross Open, on it every year, and invited Tour players, owners and builders. Gary Player loved it. We'd drive with a plastic ball and putt with a golf ball."

Having designed three courses on estates along the Niagara escarpment in Quebec as "backyard improvements," David Moote said one of his clients was an elderly, non-golfing lady who simply wanted to look at a course in her back yard just to look at for its lines and aesthetics. "This is not a prestige thing," Moote said. "The people I work for don't want the word to get out."

Estate courses run the gamut from opulent to frugal. In recent years Mark McCumber's and Steve Melnyk's design companies helped build nine holes on Gilman Paper Co. owner Howard Gilman's northern Florida property, surrounded by endangered animals, equine trails and fishing. Kirby designed "a spectacular" five-green, 13-tee course for Gulfstream jets owner Allan Paulson on seven acres in Savannah, built by Wadsworth Golf Construction Co. Brian Silva designed a par-3 hole with a 5,000-square-foot green that can be played from 130 to 190 yards over multiple tees on the property of a Winged Foot member.

But Jim Oasborn, whose Estate Golf in Greer, S.C., installs putting surfaces with artificial grass, said his greens cost between $22 and $25 per square foot to install. And he expects his demand this year to double over 1997, citing demand from developers who "can now offer an amenity that was not available before, particularly with the level of performance the greens are at."

Usually given 130 or so acres of land to create regulations golf courses, the designers of these estate courses nevertheless have a soft place in their hearts for them.

"It looks really sharp," said Silva, who worked with Winged Foot superintendent Bob Alonzi on the member's practice hole. "I would kill for what he has in his backyard now. I would be proud to put it on any golf course."

Built on 1-1/2 acres, it contains one green — pear-shaped like those at Winged Foot — with a bunker on one side and grassy hollow on the other. The green is bentgrass and was built close to U.S. Golf Association specs. The tees directly line up with the green, but the tee to the right demands an off-angle shot.

"You can make one green play as if it's a number of different holes," Silva said. "From the regular tee you can role the ball on. But on the right you'd have to hit a cut shot."

Jones recalled a short-game practice area he built for a client in Nantucket, Mass., that boasts two bunkers, a chipping area, 7,000-square-foot green. Guests are invited to a little competition from the various tees, the longest distance being 90 yards.

Carter Morrish, who designs golf courses with his father Jay, vividly recalls the "unbelievable landscaping" on a property upon the cliffs above Malibu to which he added four par-3 golf holes for highly ranked amateur Bill O'Connor. The three greens were designed to be played from both directions and the holes were from 50 to 100 yards long. The design featured rock formations, several sand bunkers and a pond that fronted one green and pooled off a creek.

Oftentimes, the problem with estate courses, Silva said, is "if you don't intensively maintain them, they deteriorate."

"I had a three-hole pitch-and-putt in my backyard and I never took care of it," Silva said. "I had 95- and 100-yard-long holes. I'd rotate mow it as low as possible. But putting greens are very different from your yard."

A lot of times, property owners/golfers find used equipment to maintain their courses, yet...
New book, Microgolf Primer, reveals the ropes for a backyard track

By MARK LESLIE

“Fifty feet or five hundred yards make no difference: the challenge is the same, the reward just as satisfying when the ball finds the bottom of the cup.”

With this in mind, and with his micro-course layout in place, Brian L. McGonegal decided he would share what he had discovered about building and maintaining a backyard 18-hole "micro course." The result: the book The Microgolf Primer: Raise Golf Acres in Yards.

Using a plot of land 65 by 50 feet, McGonegal shaped two greens and 18 teeing stations, affording chip shots from 17 to 50 feet.

Working with writer David C. Enger, McGonegal lists the necessary equipment (amazingly little) and the particulars of creating a green and keeping it and its surrounds in playing condition. Hazards, green contours, angles and distances are all considered in these pages.

McGonegal said his personal Dream Links Microgolf course "is for me the reality of a daydream and a rebuttal to the naysayers."

Saying he has offered avid golfers a challenge and improvement of their short game, he added that a few golfers ever appear intimidated by his course's difficulty.


Estate golf courses flourish

Continued from previous page

Even walk-behind mowers can expensive, Silva said, adding: "You have to spray the green, or use a granular fungicide. It will need some form of top dressing at some point. Because they don't get much foot traffic, don't get necessary top dressing, and are getting cut higher, they can thatch up."

In the case of Rees Jones' client across from the Atlantic Golf Club, who hired his own superintendent, or the Winged Foot member who has a landscape company care for his grounds, maintenance may not be a concern. But even the wealthier people don't always keep up with maintenance. Paulson, for instance, sold his property and the buyer has not maintained the three holes to golf course quality, Kirby said.

Osborn feels he has the answer with his Estate Golf greens, which he has been installing for three years. The artificial turf, he said, puts like real turfgrass and its speed can be set even after it is installed.

The speed of the ball roll can be changed by rolling the green with a sod roller to make it faster or brushing it to slow it down. "Our average is nine to 10 [Stimpmeter speed]," Osborn said.

Osborn said a 4,000-square-foot artificial green "will accept a 190-yard shot."

“We try to build it within the undulations you would get on a normal green," he added. "We don’t want to get into wacky golf. The majority of our customers are low-handicap golfers and they want the true green. We give them uphill, downhill, sidehill and straight putts."

Furman University agreed, hiring Estate Golf to help build its new women's golf facility.

But most backyard courses are still built by single homeowners and apartment complex developers.

"Instead of a pool, they put in a green in the backyard," Osborn said. "You can have a hard time selling a house with a pool, but not with a green. That's the hottest amenity."
Q&A: Lohmann
Continued from page 39

Four years of development, I'd like to go a little farther and spread the word that members of the ASGCA are the best... If you can do that, you will satisfy the needs of all the golfers in the area. I have seen a lot of public golf courses that hold tournaments that are very successful, and it's because of the creativity of the architects who added multiple tees, the option of where to land the ball on the fairways, options on the greens for multiple pin placements, bunkers in different areas to guard different portions of the greens, and swales and dips and small berms to challenge the golfer to play a shot to a certain part of the fairway or green.

How many people think you need 150 acres for a golf course? You never know. Fitting the course to the site is the most important thing in developing a really good golf course.

It's also our challenge to design a course that can be maintained to the point where people say, "I like the beauty of this course as well as the challenge and the creativity in the design."

GCN: There is so much renovation work going on, and it is a specialty of yours. How important are renovations to the golf industry as a whole?

BL: Tremendously important. One of the reasons for the big renovation boom is the competition from the new golf course developments. We've seen so many times where members at older courses have fiddled away on little things to try to improve their course and really have not done much. Some new developer comes to town who is going to build an upscale course, and the old club turns around and does a major renovation. They needed it 20 years ago, but now they finally do it because of the competition. There are courses in Chicago where we battled it out in forward tees for ladies, but some of those old, traditional courses have a solid member-

Continued on next page

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Dr. Don Scott, Purdue University, 1985

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Brown Patch

Dr. Pat Sanders, Penn State University, 1984

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Continued on next page
Continued from previous page

**Q&A: Lohmann**

Continued on page 47

**BL**: Yes, I think so. And it begins with everybody seeing the golf course and how special they are. They’re on the covers of magazines, along with the best new course lists. Newspapers call and ask about our new golf courses. They don’t ask about courses we built 15 years ago.

When you renovate an old course it becomes a new course and becomes competitive.

If you’re looking at a golf course that doesn’t have to worry about competition, the one thing that starts people thinking about doing a renovation is if there is a maintenance problem: poor drainage, poor turf, too many trees. Once they look at that problem, they think, “Now let’s take a look at everything.”

Do a lot of bunker projects. People feel the size is fine and the location is fine, but it needs new sand. It’s too soft or too firm or doesn’t drain.

**GCN**: What, specifically, do most clubs want done to facelift their courses?

**BL**: The number-one thing is the putting green. If you have a superintendent who can take care of the greens, whether clay soil aerified and top dressed over the years, or brand new sand-based, their priority is to get a green that is firm, smooth, fast and true. A good superintendent can maintain quality old-style greens.

Members, then, feel the greens are fine but the green surrounds (bunkers and grass around the greens) are poor. You can make a major difference in the look of a golf course by changing the green surrounds. We do a lot of work not changing putting surfaces, but reshaping the surrounds, redoing the bunkers, perhaps lowering the area around it to give it the feeling of an elevated green. Members think we changed the whole course, but we didn’t.

That gives you a big bang for your buck, a good-looking product. Also, you can change its playability and maintainability.

We also get a lot of call for multiple tees, and for adding a tee at a different angle of attack. Another factor that is so important is management of the markers on the tees. A lot of people shove the red markers all the way to the back and the blue markers all the way to the back and never change them. I say, move those markers, putting the white back to the blues on some days when the wind is at your back or the course is playing fast, or moving the blues forward if it is a slow-playing day, or moving the markers from the left tee to the right tee to get a different look at a golf hole.

These are things the designer considers when setting up the golf course.

**GCN**: Do your designs have a...
Lohmann design solution benefits city & private club

LOVES PARK, Ill. — The interaction between municipalities and private country clubs therein is generally limited to tax collection. However, with help from Lohmann Golf Designs, the City of Loves Park and Forest Hills Country Club have together killed two birds with one stone.

Based in nearby Marengo, Lohmann Golf Designs (LGD) has overseen construction of three retention ponds at Forest Hills that improved playability at the course while also providing much-needed stormwater detention capacity for the city of Loves Park.

"Forest Hills had a major drainage swale running across the entire golf course," explained Jay Wille, the LGD senior architect who oversaw the project. "During any substantial rain storm, flowing water would run through the swale, causing unsightly erosion, unplayable conditions and continual maintenance problems. As it happened, the city also needed to expand its stormwater confinement capability. We were able to provide a dual solution."

LGD and Wille designed a series of three ponds that served the city's stormwater needs while, at the same time, improving the layout's playability and aesthetics. Further, the swale was essentially submerged by piping it underneath several fairways.

"Those holes look far more attractive now," said Wille, "and they're not nearly so soggy."

Soil generated from the pond excavation was used to build several new tees, a new practice range and target green. Indeed, the practice tee was substantially enlarged, while extensive new mounding now screens the range from an adjacent road and tennis courts.

Q&A: Lohmann

Continued from page 45

"More often than one might think, municipalities and private clubs have compatible goals when it comes to land use," said Bob Lohmann, founder and president of LGD and its sister construction company, Golf Creations. "Jay thought of that dual benefit for Forest Hills up with an exquisite design solution. But the city and club deserve equal credit for their willingness to recognize common ground."

LGD worked closely with the engineering firm — Hanson Engineers of Rockford — to ensure the integrity of the golf course was not compromised.

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Wes Powers at his Lanark Links Par-3.

Pitching the game to Kids

By MARK LESLIE

ALMOND, Wis. — Three days after opening Lanark Links on April 4, Wes Powers and his wife Jan had already donated 2,000 free passes to coaches and athletic directors in the area, and had committed Tuesday afternoons to Amherst High School’s fledgling golf team.

“It’s our way of giving back to the community,” as well as attracting clients, Wes Powers said. A machine operator since 1990 at Sentry World’s Stevens Point course, Powers said: “They were charging $80 a round and I thought there was a niche for a real affordable short course, which would be appealing to families and new people to the game.”

Filling that niche is Powers’ pitch-and-putt layout that can be played for $5 for adults and $3 for students and senior citizens. Its 18 holes vary in length from 67 to 120 yards, with two sets of tees and complete with 20 sand bunkers and the coup de grace: bentgrass greens.

“The high school team loved our greens. They came through the winter very well,” said Powers, adding: “My focal point in building the course was country club-quality greens.”

The course is fully irrigated and has a practice putting green. Now the builder/owner/superintendent, Powers said he built a lot of miniature golf-type features into the course. “We just want families to

GateWay National is so close to the inner city that the Gateway Arch is within sight throughout most of the course.

Gateway National eyes inner city

By MARK LESLIE

ST. LOUIS — When Gateway National Golf Links opens May 1, this once-flat, featureless, desolate land will be “like faith: reclamation of a lost soul. This is reclamation of lost property.”

So said Keith Foster, who designed the 18-hole daily-fee course in Madison, Ill., five miles from downtown St. Louis, featuring a links style he calls “a major departure from golf in the Midwest.”

In addition to reclaiming the property, which in the early 1900s was a huge stockyard, Walters Golf Management intends reclamation of human proportions as well. Working with Madison Mayor John Hamm and Urban League President Jim Buford in St. Louis, the company will offer events exposing urban youth to golf, according to Vice President Jeff Smith.

Walters Golf Management, whose President Dennis Walters is a past PGA of America vice president, owns or operates eight golf courses in the St. Louis metropolitan area and “has always had a good working relationship with John Hamm and Jim Buford,” said Smith. “Through them, we will make programs available to inner-city youths who otherwise wouldn’t be available because they can’t travel 15 to 20 miles to the county course to participate.”

Walters Golf will “try to carry on the concept that The First Tee is laying the groundwork for,” said Smith, referring to the program which is reaching out to youths and others through golf facilities around the country.

At the same time, superintendent Scott Reynolds, who recently worked at Muirfield Village and New Albany Country Club, is investigating working with Sunshine Mission in St. Louis to develop a program with inner-city men who are trying to rebuild their lives.

Walters Golf will even reclaim caddying by implementing a caddie program, Smith said.

Meanwhile, Foster has designed a track he said “is very much a departure from golf in the Midwest.”

Beginning with a dead-flat 200 acres, he moved about 600,000 cubic yards of earth and “created an environment that is very links-like. Here is St. Louis most golf

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GOLF COURSE NEWS

CIRCLE #152

CIRCLE #153
DEVELOPMENT

Prairie Bluff to involve juniors

CREST HILL, Ill. — When Lockport Township Park District's Prairie Bluff Public Golf Club opens in July, there will be more to the facility than its Andy North- and Roger Packard-designed 18 holes.

A Junior Golf Club and Little Junior Golf Clinics will be integral elements to the operation — offering a comprehensive lesson program to help introduce young golfers to the course and teach them proper etiquette and care of a golf course.

The Junior Golf Club’s members — 12- to 15-year-olds with golf experience — will volunteer to assist with the bag-drop area, replacing spikes, repairing divots and ball marks, and other assignments. They will be trained by Prairie Bluff staff and, in return, receive range tokens, t-shirts and free rounds of golf based on the number of hours volunteered.

The Little Junior Golf Clinic will introduce 7- to 12-year-olds to golf. Using shortened clubs that will be provided if needed, students will learn the fundamentals of the golf swing.

Packard and North, a two-time U.S. Open champion, fashioned a 6,857-yard course that traverses seven lakes and incorporates 40 sand bunkers over 237 acres of rolling terrain. It will sport bentgrass from tee to green, with prairie grasses in several out-of-bounds areas to accent the prairie-style theme.

A June 27 family day will predate the facility’s grand opening in July.
Dallas — Calling it one of the most innovative “win-win” alliances created between a local developer and a city government, AterView Development, Inc. has chosen the city of Rowlett as the location for the next golf course to be designed for the firm by Graham & Panks International. It is normally incumbent upon developers to finance such projects. But, here the city took an aggressive role to ensure the course’s site selection by issuing bonds to finance the venture and establishing a public improvement district (PID) to facilitate the course until the bonds are repaid.

WaterView Development and Gateway Nat’l

Continued from page 47

Graham & Panks see the mutually beneficial aspects of the arrangement. “It’s a real win-win situation for all the entities involved,” said David Graham, Senior Tour golfer and president of Graham & Panks.

Rowlett Mayor Buddy Wall agreed, saying: “As residential developers, WaterView will enjoy the advantage of adding a golf course to their list of marketable amenities; future home owners get the inherent values of buying in a golf course community; the city and its retailers will enjoy increased revenues from the new homes built and the families that will live and shop locally; and the public in general and the city of Rowlett in particular get a world-class golf course.”

Currently under construction, the WaterView Golf Course will be a 18-hole, 7,050-yard course with bentgrass greens and white sand bunkers. Scheduled to open to the public in the fall of 1999, the 220-acre course will also boast a three-hole junior-level course, clubhouse, pro-shop, food/beverage facility, driving range, and putting and chipping practice area. Approximately 1,560 homes will be built over the life of the surrounding residential community.

City issues bonds, creates public improvement district to attract course

Golfers and local officials in the Charlotte area were particularly interested in the ongoing development of the new course. “It’s a good concept,” said one golfer. “It will provide a good opportunity for all ages and skill levels.”

The course will feature a par-72 layout with bentgrass greens and white sand bunkers. Scheduled to open in late 2000, the course will be the only public golf course in St. Louis with bentgrass from tee to green.

Foster mimicked the old-style bunkers of Scotland and Ireland with high fescue faces. “The scale of the golf course is magnificent,” Foster said. “You can see great distances. On 13 or 14 holes you can see the Gateway Arch.”

“Keith has done a fabulous job,” said Smith, who is looking forward to a May 1 opening. Gateway National will be the only public golf course in St. Louis with bentgrass from tee to green, he said.

The par-71 layout stretches from 5,187 to 7,168 yards. The signature hole, Smith said, is the 10th, a 317-yard par-4 with a large wood-faced bunker square in the middle of the fairway and a tied-walled burn that runs directly in front of the green.

“You either drive over the trouble or lay up short,” he said.

Meanwhile, the Foster-designed Persimmon Woods in St. Louis is expected to open June 15 with a sold-out membership.

“There are so many daily-fee golf courses in St. Louis, this bucks the system,” Foster said. “It’s private, but affordable private for average folks who love golf. For most private clubs, it’s a social scene, tennis, pool, etc. This one, every member loves golf.”

The stand-alone golf club was developed by an investors led by Gregg Eisenberg.

Lanark Links

Continued from page 47

have fun and not feel the pressure of a large course,” he said.

How has the response from the community been?

“It’s early and a lot of people are doing yard work, but those who have come out have liked it,” Powers said.

Golf Course News
The first golf boom came during the 1970s. The 1980s were "the most recent heyday," he said, "with golf going crazy from one end of the region to the other. A lot of it was a spin-off of the dramatic success the Japansese were having. I don't think there was a corner of Asia that golf did not infiltrate at that time — from Vietnam to Cambodia, even Burma.

"Coupled with a growing environmental debate, this hopefully short-term glitch in the economy has brought a halt to things in Asia."

While Malaysia is considered "the strongest of the Asian Tigers right now," China appears the one country where golf construction is continuing relatively strongly, Poellot said. "We have a dozen projects in China, and six are under contract and proceeding."

Buoying the Chinese building wave is competition between provinces to attract foreign businesses.

"They feel that to attract foreigners they need amenities like a nice development with a golf course, a place for them to live and feel comfortable," he said. "They are building golf courses in some of the most remote parts of China. As a consequence, the game is picking up development among the Chinese."

He claimed some of the courses being built in China are "as good as anything in America in terms of playability and championship caliber."

Although Poellot has not done business in Australia or New Zealand, he rated other nations: • Indonesia is "an ugly picture" that could experience a serious civil war, he said. The country has "a serious problem that is more than economic. It is political. There is so much cronyism. President Suharto's sons run the banks, and nieces and nephews run the development companies. Until free enterprise hits that country, it will be a continuing problem."

The situation there is further complicated because its large, indigenous, mainly Christian Chinese population is wealthier and seems to be weathering the storm better than the native, mainly Muslim Indonesians. "They are at each other's throats," Poellot said. "If things don't improve I could see a serious civil war there... It has gotten into an Islamic-Christian confrontation as well, with Muslims attacking Christian churches."

• Thailand is "still seriously depressed."

• The Philippines have slowed down and developers have taken a wait-and-see attitude. "There is every reason to believe that those who weather the storm there will come back well and as strong as they were before," Poellot said. "But I think a lot of people getting financially beat up through this period may never recover."

• In Hong Kong the anticipated fatal fallout from China's takeover hasn't materialized. Indeed, Poellot said Hong Kong residents who haven't had any land, have moved off the island to places, including China, where they can have more space.

"They are buying nice land on theContinued on next page
Grand Casino Tunica: From Mississippi Riverbed to 18 holes

Grand Casino Tunica's The Cottonwoods Golf Club, designed by Hale Irwin and Stan Gentry of Hale Irwin Golf Design, opens for play on May 11. Sitting on 200 acres of the resort's 2,200-acre property, Cottonwoods was once riverbed on the Mississippi that has been reshaped to rolling hills and elevated plateaus.

The course measures 7,000 yards. The casino hauled over three million yards of dirt to the area, adding 18 feet to land that was once below the Mississippi River water line. Grand Casino Tunica also added a lake to its existing family of waterways. The fully sodded course includes thousands of trees, bushes, and regional flowers; three lakes; and 80 sand traps.

Over half of Cottonwoods' holes border on water, including an island green. The golf course's drainage system and grassing plan allows for winter play. The course boasts bentgrass greens, Bermudagrass tees and rough and Zoysiagrass fairways.

An island green is indicative of water's role at Cottonwoods.

Design 3 starts job


A group of investors led by Richard Kent chose Design 3 of East Lansing to master plan the 18-hole championship course and 54 home sites skirting its perimeter.

The 254-acre site is "very diverse, offering golfers a variety of terrain, orchard and water," said architect W. Bruce Matthews III. The 6,700-yard, par-72 layout has nine holes playing through rolling orchards and six holes adjacent to water.

Domres Construction of Manistee is the general contractor.

Poellot on Asia

Continued from previous page

golf courses, which they never could have done in Hong Kong," he said.

- Japan has "some homework to do yet," he said. "They are certainly better than they were a few months ago. They are taking the right steps, but there are still a lot of cobwebs to clean out of some of the corners: graft and improprieties in economic circles. People keep being discovered as being involved in kickbacks and other inappropriate behavior. They have discovered that the iceberg is a lot deeper than they first thought."

"They are beginning to realize that if they want to get back on-stream, they have to do some purging before too long — more than superficially. They need to cut taxes and they need to get the people fired up."

Regarding the role the International Monetary Fund (IMF) might play, Poellot said he wishes administrators "could even he stronger than they have been.

"In a way it's disheartening to see the IMF throw all this money into a country. There are so many companies in so many countries that are suffering because of the Asian crisis. They ought to be given a little boost-striping. Let the IMF help the little companies and resolve the problem from the grass roots up, rather than from the upper end, where it inevitably gets mismanaged."

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YARMOUTH, Mass. — Using compost and sewage sludge in the root-zone mix, Ault, Clark & Associates is designing a nine-hole addition to Bayberry Hills Golf Course in the geographic center of Cape Cod. Not only are seven of the nine holes being constructed on the recently capped landfill, but the manufactured loam/topsoil being spread is a recipe that includes native sands, yard-waste compost and sewage sludge. The course will be irrigated with high-quality effluent from a neighboring septic treatment facility.

Ault, Clark is a sub-consultant to the engineering firm Camp Dresser & McKee. This links-style addition will feature bentgrass tees, greens and fairways, rolling mounds and depressions, large flowing greens, native grasses, and stone outcroppings, offering a windswept alternative to the existing tree-lined course. With four sets of tees, the course will stretch from 2,500 to 3,500 yards.

Meanwhile, Ault, Clark and PGA Tour pro Curtis Strange have been retained by the city of Portsmouth, Va., and Golf Business Advisors to provide design remodeling services to Bide-A-Wee Golf Course. The course was originally developed by PGA Tour Hall of Fame member Chandler Harper in the mid-1950s.

The renovations include rebuilding all tee and green complexes, expanding the practice range, shaping subtle mounds and depressions, new fairway and waste bunkers, additional ponds, new irrigation, and inclusion of a complete system of golf car paths. Also scheduled for construction is a new clubhouse, pavilion, maintenance area and additional parking.

Meanwhile, in Chesapeake, Va., Ault, Clark is designing a 27-hole course at Cahoon Plantation, a driving range and putting course.

Rees Jones’ first Texas golf project begins

HOUSTON — The Redstone Group, a Houston-based integrated financial services group, has broke ground on a private, 36-hole golf club, which will feature two courses designed by Rees Jones. The project, named The Houstonian Golf Club, is located in Ft. Bend County, and is Jones’ first design project in Texas. Redstone, which owns and operates Houstonian Hotel, Club & Spa in Houston, plans to operate one course as an exclusive club, and the second as an amenity to hotel guests and Houstonian Club members.

Project manager Jim Hardy of Golf Services Group of Houston said The Houstonian Golf Club will be comparable to such other Rees Jones projects as the Atlantic Golf Club in Bridgehampton, N.Y., and Ocean Forest Golf Club in Sea Island, Ga.

"Rees is a marquee name in golf course development these days," said Hardy. "His approach is lauded by golfers who have passion for the classic type golf experience. This project is a big coup for Texas."

Jones was selected to redesign the Congressional County Club in Bethesda, Md., for the 1997 U.S. Open, and has also redesigned the Country Club in Brookline, Mass., Hazeltine National Golf Club in Minnesota, and Baltusrol's lower course in New Jersey.

According to Jones, the Houstonian Golf Club will possess a multi-theme style of design with clearly defined shot-making objectives, and a variety of sand, grass and water features. He believes the selection of the site is crucial, and that it serves as a canvas for the creation of the design. At the Houstonian Golf Club, Jones will blend the site's potential with a variety of sand, grass and water features.

"The ultimate measure of success is building unconstrained courses that have enough variety and character to retain the golfer's interest round after round. I strive to build my courses to stand the test of time," said Jones.
Bernard Names CEO

LEDYARD, Conn. — Don Carpenter, formerly the president of Quaker Ridge Golf Club and most recently the senior vice president, has been named chief executive officer of Bernard Golf, a publicly traded golf management company. In addition to operating the two Foxwoods Resort Golf Courses, the company manages a total of 12 golf properties, Bernard Golf will look to construct new golf facilities.

Carpenter formerly served as senior vice president and chief executive officer of Bernard Golf, the managing entity for the joint venture golf courses, Foxwoods Golf & Country Club at Boulder Hills and Foxwoods Executive Golf Club in Lindenbrooke. Carpenter formerly served as senior vice president/director of operations during a 13-year tenure with American Golf Corp., and most recently was executive vice president/chief operating officer for National Fairways, a Connecticut-based golf management company. In addition to operating the two Foxwoods Resort golf properties, Bernard Golf will look for other golf-related opportunities including acquiring existing courses and constructing new golf facilities.

Family Golf Declares Stock Split

MELVILLE, N.Y. — Family Golf Centers, Inc. has declared a 3-for-2 stock split on its common stock to be paid as a 50 percent stock dividend on May 4 to shareholders of record as of April 20. As of March 26, Family Golf Centers had 12,997,846 shares of common stock outstanding. “The stock split was declared in recognition of Family Golf Centers’ continued profitable growth and to allow for broader shareholder participation and improved liquidity in the trading of shares of Family Golf Centers,” said Dominic Chang, chairman and chief executive officer of Family Golf Centers.

Golden Bear, ESI Strike Club Operation Pact

NORTH PALM BEACH, Fla. — Golden Bear Club Services, a full-service golf course management company, has entered into a licensing agreement with Executive Sports International (ESI), granting ESI the right to conduct business under the Golden Bear brand name.

ESI assumes responsibility for managing existing Golden Bear Club Services facilities, as well as procuring new business.

Golden Bear Club Services has nine facilities under management — Muirfield Village Golf Club in Dublin, Ohio; Country Club at Muirfield Village in Dublin; Golf Club of Purchase in Purchase, N.Y.; Laurel Springs Golf Club in Atlanta; Golden Bear Golf Club at Hammock Creek in Palm City, Fla.; Old Works Golf Course in Anacoda, Mont.; Classic Golf Resort in New Delhi, India; and two Florida properties under construction — Twin Eagles Golf & Country Club in Naples and the Golden Bear Club at Keene’s Pointe in Orlando.

“This provides us the ideal platform on which to leverage the power of the Golden Bear name and grow our business,” said Michael Zmetrovich, vice president of ESI and head of the new division.

Environmental Golf Purchases Sandpiper

SANTA BARBARA, Calif. — Environmental Golf has acquired Sandpiper Golf Course through an alliance between Environmental Golf, Golf Trust of America, Inc. and The Santa Barbara Club Resort and Spa. Golf Trust of America has purchased the property and Environmental Golf and The Santa Barbara Club Resort and Spa have entered into a long-term lease.

Sandpiper Golf Course is situated on the Santa Barbara coastline with commanding views of the Pacific Ocean and Santa Ynez Mountains. Designed by William Bell in 1972, Sandpiper is one of only four oceanfront golf courses along the coast of California.

We believe the opportunity of combining Sandpiper Golf Course with our existing, neighboring golf course, Glen Annie Golf Club, will provide a unique destination of golf for players of all skill levels. It is our ultimate intention to provide a world-class golf experience in Santa Barbara,” said Mike Dingman, EGI’s Director of golf.

Rinizetti Takes on New Position

By PETER BLAIS

NEW ROCHELLE, N.Y. — Wykagyl Golf Course’s Stephen Rinizetti isn’t the general manager. He’s better. He’s the director of sports and facilities, putting him in charge of everything to do with sports at Wykagyl — golf, bowling, paddle tennis, tennis, pool and outings.

“I never wanted to be a general manager,” Rinizetti said. “I’m not interested in food and beverage. I’m not interested in being at the club for the New Year’s Eve party or Thanksgiving Day dinner. I’d rather be home with my family [including wife, Angela and two boys aged 18 and 1 month]. The general manager and food and beverage manager have to be there... My goal was to be in a position that I had more control of what I was responsible for, putting out a quality product.”

His position allows him to do just that. This year, for instance, Rinizetti decreased the number of outings from 28 to 15 while increasing the fee to outing organizers. The result will be that outing revenue remains the same, but the quality of the course will improve for members because there will be less outside play.

How did Rinizetti get to this something-better-than-GM position?

When Wykagyl’s general manager resigned roughly a year ago, the board opted to look inside before opening the position to outside applicants. The board decided he had the talent in-house to operate the club and came up with a departure from the traditional general manager structure.

Rinizetti had aspirations to be more than a superintendent. The executive chef and club accountant also wanted more responsibility. So, Wykagyl gave Rinizetti the title director of sports and facilities, renegotiated a three-year contract and put him in charge. The executive chef became the director of food and beverage and the accountant director of administration. The three are equal in title, although, because of the scope of his activities, Rinizetti said his benefits exceed the other two.

Rinizetti’s grandfather was a club pro for 60 years and always had the utmost respect for superintendents. “But he lured me to the maintenance side of the game,” Rinizetti said. “It made me more valuable to the club... My goal was to be in a position where I could be consulted about the value of outings, in operations when he enrolled at the University of Connecticut at age 23. “There were...”

Rinizetti’s original goal was to become an agronomist with the U.S. Golf Association, but he went on to earn a master’s from Quaker Ridge Superintendents. “But he lured me to the maintenance side of the game,“ Rinizetti said. “I always figured he’d be the head man at a professional tournament venue.

“It gave me the opportunity to display what I could do on a national scale,” he said. “It also allowed him to stay in touch with other professionals in the golf industry, including Golf magazine, which is the presenting sponsor; JAL, which sent him to Japan to see how courses were maintained there last year; and the PGA, whose golf advisors were on Wykagyl weeks before the event.

Rinizetti has always taken a pro-active stance at his courses. “I always figured the more I knew about the total operation the more valuable I’d be to that club and the more marketable I’d be if I had to move on.”

So he involved himself in clubhouse construction projects, pool activities and golf outings. “I made it known that I wanted to be invited to those activities. After awhile it became a matter of routine for others to ask me if I wanted to get involved in this or that or to ask my opinion. It made me more valuable to the club because I had a grasp of the entire operation. That and having the confidence of the club, the more I understood about the value of outings, increased play, the economic impact of the pro.”

Contrary to what many believe, most superintendents welcome golfers to their courses and input from the club pro. “Why would a great chef cook a wonderful dish...”

Continued on page 58

Environmental Golf’s Sandpiper GC, also a management firm listing found on pages 54-58.

Big Apple Classic, fulfilled one of Rinizetti’s major goals, to be the head man at a professional tournament venue.

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Contrary to what many believe, most superintendents welcome golfers to their courses and input from the club pro. "Why would a great chef cook a wonderful dish..."
Management firms and their courses

American ClubServ
Wading Bird G&CC Bradenton FL
Venice G&CC Venice FL
American Golf Corp.
Desert Lakes GC Bullhead City AZ
Tatum Ranch GC Cow Creek AZ
Kokopelli Golf Resort Gilbert AZ
Arrowhead Cl Glendale AZ
Glen Lakes GC Glendale AZ
Legend at Arrowhead Glendale AZ
London Bridge GC Lake Havasu AZ
Superstition Springs Mesa Williams GC Mesa AZ
Stonecreek GC Paradise Valley AZ
El Caro CC Phoenix AZ
Villa de Paz GC Phoenix AZ
Arcadia CC Scottsdale AZ
Continental GC Scottsdale AZ
Apostle Golf Club Apalachee AZ
Arcadia GC Arcadia AZ
Heather Ridge CC Aurora AZ
Tilden Park GC Berkeley CA
Chula Vista GC Bonita CA
Camilla Springs Camilla CA
Spanish Hills G&CC Camarillo CA
Dominguez GC Carson CA
Biswel Park GC Chico CA
Canyon Oaks CC Chico CA
Eastlake CC Chula Vista CA
Oakhurst CC Clayton CA
Desert Dunes GC Desert Hills Srg Davis CA
Dove Canyon GC Dove City CA
Encino/Bobina Encino CA
Escondido CC Escondido CA
Memorial GC Fountain Valley CA
Coronado Cl Fullerton CA
Fullerton GC Fullerton CA
Scholl Canyon GC Glendale CA
Knollwood GC Granada Hills CA
Meadowlark GC Hunt. Beach CA
Seal Beach GC Long Beach CA
Indian Wells Resort Indian Wells CA
Rancho San Joaquin Irvine CA
La Mirada GC La Mirada CA
Lake Forest GC Lake Forest CA
La Jolla GC La Jolla CA
Mickie Grove Gl Lodi CA
El Dorado Muni GC Long Beach CA
Heartland GC Los Angeles CA
Recreation Park GC Long Beach CA
Skyline GC Los Angeles CA
Chester Wash. Los Angeles CA
Mountaintop CC Los Angeles CA
Westchester CC Los Angeles CA
Summitpark CC Milpitas CA
California Del Mar National City CA
National City GC National City CA
Blacklake GC Nipomo CA
Blacklake Golf Resort Nipomo CA
Oceanside GC Oceanside CA
Monterey Golf Palm Desert CA
Palm Springs GC Palm Desert CA
Mesquite GC Palm Springs CA
Brookside GC Phoenix CA
Mountain Meadows Mountain View CA
Los Verdes GC Rancho Palos Verdes CA
Tee Estates CC Redondo Beach CA
Franklin Canyon GC Rodeo CA
Tamarisk GC Santa Barbara CA
Bartley Cavanough Sacramento CA
Maloloy/Williamson Sacramento CA
Mission Trails GC San Diego CA
Riverwalk GC San Diego CA
Tecolote Canyon GC San Diego CA
San Leandro GC San Leandro CA
American Golf Corp.
Santa Clara GC Santa Clara CA
Wood Ranch GC Simi Valley CA
Wood Ranch GC Simi Valley CA
Skipper GC Skipper CA
Lomas Santa Fe GC Solana Beach CA
Lomas Santa Fe Exec Solana Beach CA
Lake Tahoe GC Lake Tahoe CA
Thomson Creek GC Thornton CA
Sunset Hills GC Thousand Oaks CA
Upland Hills GC Upland CA
Vista Valencia GC Valencia CA
Yorka Linda GC Yorka Linda CA
Eagle GC Broomfield CA
Applewood GC Golden CO
Arrowhead GC Littleton CO
Piney GC Parker CO
Golf Creek GC Hartford CT
Kenneys GC Hartford CT
Blue Mountain GC Berkshire EN
Addington Court GC Croydon EN
Gams Hill Estate GC Hampshire EN
Pawleys Island GC Pawleys Island SC
MILL Green GC Perthshire EN
Amer. Golf Opr Kent EN
Cotgrove Place Nottingham EN
Sunbury GC Shipton EN
Milford GC Surrey EN
Pyro Gc Surrey EN
Celebration GC Celebration FL
Arrowhead GC Davie FL
Baymeadows GC Jacksonville FL
Summerfield Crossing Evergreen FL
Sabal Palm GC Tamarac FL
Crescent Oaks G&CC Tarpon Springs FL
Blue Water GC Winter Park FL
Brookstone CC Acworth GA
Alfred Holmes GC Atlanta GA
Bobby Jones GC Atlanta GA
Brown's Mill GC Atlanta GA
North River GA Augusta GA
Goshen Plantation Augusta GA
River's Edge GC Fayetteville GA
Bacon Park GC Savannah GA
Bradshaw Farm GC Woodstock GA
Pine Langley GC Langley WA
GC of Illinois Algonquin IL
Eagle Brook GC Geneva IL
Ruffled Feathers GC Lemont IL
Tanglewood GC Naperville IL
Mission Hills CC Northbrook IL
Sugar Ridge GC Lawrenceburg IN
Dub's Drear GC Kansas City KAN
Hollands Golf/Supper/Hughescenter KS
Dale Park GC Overland Park KS
Tellis GC Wichita KS
Shenandoah GC Baton Rouge LA
Hunt Valley GC Hunt Valley MD
West Winds GC New Market MD
Drover GC Oak Hill MD
Chandler Park GC Detroit MI
Palmer Park GC Detroit MI
Roosevelt GC Detroit MI
Raccham GC Hunt Woods MD
Hillyard Cl Jackson MS
The Woodlands Wayne MI
Links at Northpark Ramsey MN
Fresh Meadow Hillside MI
Columbia CC Columbia MO
Royal Meadows GC Kansas City MO
Forest Park GC St. Louis MO
Canal Shores GC Gurnee IL
Revolution Park GC Charlotte NC
American Golf Corp.
Charles T. Myers GC Charlotte NC
Powellhurst GC Charlotte NC
Kennistras Park GC Charlotte NC
Reynolds Park GC Winston-Salem NC
Brigantine Golf Links Brigantine NJ
Rancocas GC Willingboro NJ
Paradise Hills GC Alberqueque NM
Tanoan GC Alberqueque NM
Sierra Nevada GC Genoa NV
Las Vegas Nat'l GC Las Vegas NV
Painted Desert GC Las Vegas NV
Wild Horse CC Las Vegas NV
Arrowhead CC Las Vegas NV
Clearview Park GC Bayside NV
Fellows Point Rock Brax NV
Van Cortlandt GC Bronx NY
Dyker Beach GC Brooklyn NY
Mansion Ridge GC Middlebty NY
South Shore GC State Island NY
La Tourrette GC Staten Island NY
Silver Lake GC Cincinnati OH
Oak Hills CC Grove City OH
Brandywine CC Springfield PA
Heavenerwood CC Spring Hill PA
Bent Tree CC Sunbury PA
Collins Park GC Toledo PA
Developer GC Toledo PA
Ottawa Park GC Toledo PA
GC of Oldhoma Broken Arrow OK
Meadowsbrook CC Okolona City OK
Pumpkin Ridge GC Cornelius OR
Crestview CC West Linn OR
General Washington Audubon VA
Hickory Heights CC Biltmore VA
Golden Oaks CC Fleetwood VA
Monticello CC Hershey VA
GC of Hershey/South Hershey VA
Hershey Hotel CC Hershey VA
Spring Creek CC Hershey VA
Shoemakers Hill CC Monroeville PA
Stone Ferry, Links at Hollywood PA
River Oaks Myrtle Beach SC
Forest Crossing GC Franklinton TN
Gettysvue CC Knoxville TN
Maxwell Mun Mtn GC Abilene TX
Bryan GC Bryan TX
Indian Creek GC Carrollton TX
Riverchase GC Coppel TX
Longwood GC Cypress TX
Longview Lake GC Longview TX
Diamond Oaks CC Fort Worth TX
Woodhaven CC Fort Worth TX
Z Braze GC Garland TX
Oakridge CC Garland TX
Crestview GC Grand Prairie TX
Bee Creek GC Houston TX
World Houston GC Houston TX
Lake Houston TX Huffman TX
Walden/14 Houston TX Houston TX
Willow Fork GC Katy TX
El Dorado CC McKinney TX
Mesquite Mtn GC Mesquite TX
Bermworth GC Montgomery TX
Presentation Rockwall TX
Pecan Valley GC San Antonio TX
Silverhorn GC San Antonio TX
Sage Creek GC San Antonio TX
Sage Hill GC San Antonio TX
Oceanview GC Norfolk VA
Resort GC Virginia VA

ClubLink’s Greyhawk CC in Cumberland, Ontario, Canada.

American Golf Corp.
Honey Bee GC Virginia Beach VA
Old Town Golf Club Williamsburg VA
Lake Wilderness GC Maplevale WA
Capitol City GC Olympia WA
Bear Creek CC Woodville MI

American Skiing Co.
Sugarloaf GC Kingfield ME
Killington Resort Killington VT
Mt. Snow GC Snow VT
Sugarbush GC Sugarbush VT

Arnold Palmer Golf Management
Dakota Dunes CC Golf Shores VA
Sierra Grande GC Carson CA
Strawberry Farms Orange County CA
Taquitz Creek Palm Springs CA
Whittier Narrows CC Rosemead CA
Harding Park San Francisco CA
Lincoln Park San Francisco CA
Presidio GC San Francisco CA
Tower Ridge Avon CO
Oronoco Creek Stratford CT
Silverthorn CC Brookville FL
Bay Hill Club Orlando FL
Spencer T. Olin GC Alton IL
White Hawk CC Kildeore IL
Kildeore Hotel & CC, Kildeore IL
Bayside GC Wichita KS
Crofton CC Crofton MD
Millbrook GC Hackettsville NJ
Four Seasons Buffalo NY
Briarwood CC Hingham NY
Tan Tora CC New Tonawanda NY
Empire Harbour GC Niagara Falls NY
Memphis Nat'l CC Memphis TN
University Ridge CC Madison WI

Arvida Company
Jesmond Lakes Golf Memberships

Bally Casper Golf Management
Back Creek GC Middletown DE
Fairfax Norfolk GC Centreville VA
Grove Farm GC Lighthouse MD
Four Streams GC Beallsville MD
Rocky Point Essex MD
Links at Challedon Mount Airy MD
Green Hill Y&CC Quakertown PA
Chantilly Manor CC Rising Sun MD
Longview GC Timeonium MD
Graystone GC Whitlehall MD
Diamond Ridge Woodland MD
Kennebec Highlands CC Augusta ME
Canbury GC Cranbury NJ
Centennial GC Oak Ridge TN
Stoneleigh GC Round Hill VA

Brassie Golf Corp.
Guenther/Myrtle Beach NC
Guenther/Laurel Kyle SC
Guenther at Curtis Park Fredericksburg VA

Brightstone Management
Golf Hill GC Ocean Springs MS
Riviera Harbor GC Bay City MI
Northcille/CC Cibolo TX
Texas National GC Willis TX

Buena Vista Hospitality Group
LPGA International Daytona Beach, FL
PGA/Natl Resort Palm Bch Gardens FL
Rocky Gap GC Rocky Gap MD
Puerto del Rey San Juan PR

Carefree Resorts
The Boulders Resort Paradise Valley AZ
Catalina Valley Ranch Carefree AZ

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### Mgt. Companies

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### ISS Golf Services

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### Granite Golf Group

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### Greenlink

CC of Franklin

Old Naccher CC

H. G. Properties LLC

Crimson Ridge GC

Bear Slide

Twin Bridges GC

Ironhorse GC

Salt Creek GC

Stonehenge GC

Hyatt Hotels Corp.

Regency Aruba

Regency Gr. Cayman

Dorado Bch Resort

Regency Girona

Regency Dallas

Regency Hill Country

In Celebration Golf Management

Arizona Traditions

Coyote Lakes GC

International Golf Group

Wampumoa GC

Zephyr Springs GC

Southern Hills GC

Persimmon Ridge GC

Radiant Greens GC

International Golf Management

Highland GC

Lake GC

Browns Ck GC

No. Course/Pelican

So. Course/Pelican

Golfview G&R

The Hideaway

Bella Vista GYC

Kissimee GC

Poinciana G&R

Leisure Lakes GC

Highland Fairways

Admiral Lehigh North

Mirror Lakes GC

Habitat at Valparaiso

Aquarina GC

Sand Point GC

Ridgeway Country Club

SunAir GC

Leisure Lakes GC

Admiral Lehigh North

Palmetto GC

Cypress at Palm Aire

Oaks at Palm Aire

Pines at Palm Aire

Sabals at Palm Aire

The Savoanna Club

Barefoot Bay

Tarpon Springs GC

Lakes at Sandridge

Viera East GC

Golfview G&R

The Hideaway GC

SunAir GC

Leisure Lakes GC

Admiral Lehigh North

Polatka GC

Palm Aire Resort Spa

IRI Golf Group

Sepulveda GC

Lost Creek GC

Elm Grove GC

Los Rios GC

Ridgeway GC

Troon Golf's Turnberry Hotel in Ayrshire, Scotland.
Is it just us, or does a course without dollar spot seem like a much happier place?

Remember, BAYleton® fungicide is still the most trusted dollar spot control and tank-mix partner around. So after being cursed at, walked on and beaten with clubs every day, your course can still be beaming. For more information, contact Bayer Corporation, Garden & Professional Care, Box 4913, Kansas City, MO 64120, (800) 842-8020, http://usagri.bayer.com

Bayer

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GOLF COURSE NEWS

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That brand is Terra®. With 14 different blends, we've got you covered on golf course fairways, roughs, non-play areas, lawns, landscapes, sports fields, parks, right-of-ways and commercial areas. The best of hearty, attractive bluegrass, perennial ryegrass and fescue varieties — specially blended to provide top performance. Plus, they're backed by in-depth research, agronomic expertise and timely delivery. Terra's high-quality seed and excellent selection of turf care products make Terra the one-stop shopping place for your turf needs.

Talk to your Terra Professional Products representative today.
RIVERDALE BRINGS CLARK ABOARD

GLENWOOD, Ill. — Riverdale chemical has named Curtis Clark as marketing manager where he will be responsible for all marketing and advertising activities. Most recently, Clark was director of marketing and sales for Troy Biosciences. Previously he worked as sales manager and marketing manager for American Cyanamid’s turf and ornamental group.

COLORADO LINING CHANGES NAME

PARKER, Colo. — Colorado Lining International continues to grow by offering a diverse product line to a variety of market segments including waste management, wastewater, golf course lakes and streams, landscape and agricultural, on a worldwide basis.

HOWARD JOHNSON’S APPOINTS MITCHELL

MILWAUKEE — Howard Johnson’s Enterprises Inc. has announced the appointment of John Mitchell as the chief operating officer. The company’s primary reason for the prestigious deal, "A key closer was the central control system, SitePro." Ian Forbes was happy to confirm this.

LASCO ADDS BOWDEN TO TEAM

BROWNSVILLE, Tenn. — Lasco Fluid Distribution Products has named Rick Bowden its new human resource manager. Bowden has more than 20 years experience in personnel management, employee relations, training, and safety with GW Composites, Emerson Electric-Motor Division, General Tire and Rubber Co. and Hall Printing Co. of the Mobil Corp.

GROWTH PRODUCTS HIRES WALKER

WHITE PLAINS, N.Y. — Growth Products Ltd., manufacturer of liquid fertilizers and natural organics, has announced the addition of Rick Walker, as its new technical sales representative for the southeastern region of the United States. Walker has been associated with the golf industry in the southeast for the past 17 years as a golf and landscape superintendent.

BRIEFS

Toro adds St. Andrews to irrigation list

By Trevor Ledger

BLOOMINGTON, Minn. — Toro Co. has landed the contract to be the exclusive irrigation provider for all five championship courses and the nine hole course at St. Andrews Links, Scotland.

The $2.3M contract will see Toro providing the control system and sprinklers with the piping and installation due to go out to tender during May 1998.

St. Andrews Links Manager, Ian Forbes, is excited at the prospect. “I am looking forward to getting our hands dirty installing these systems. Up to now the irrigation at St. Andrews has been has been bought piecemeal.”

According to Forbes, St. Andrew's present system evolved over 30 years and is reaching the end of its useful life. “It's a hybrid system,” he said. “St. Andrews realized that its irrigation needed updating in order to maintain its position as one of, if not the, most famous golf courses in the world.”

With the Millennium Open scheduled for St. Andrews in the year 2000, the stakes could not be higher.

A committee was formed to investigate the available options and, after extensive research and presentations, the Toro Company was chosen.

Toro’s International Director of Marketing, Phil Burkart, identified a primary reason for the prestigious deal. “A key closer was the central control system, SitePro.”

And Forbes was happy to confirm this. "Like the extra capacity SitePro gives us to store and manage our irrigation system and other types of information. Keeping track of fertilization rates is a good example. In the past this has typically been kept by individuals in their heads.

Continued on page 62

Smithco seals “speed boss” patent

By Michael Levans

WAYNE, Pa. — Smithco Inc. has recently secured full patent protection for its “speed boss” operational speed governor system for its bunker rakes, technology the company introduced last year.

Installed as a standard feature on all the company’s gasoline, diesel and electric bunker rakes, the “speed boss” control system for bunker rakes governs the speed of the unit during raking.

When the raking implement is lowered into the sand, the system takes over and automatically limits the operational speed, which is adjustable and pre-set by the superintendent.

“As soon as the rake as

Continued on page 62

CORVALLIS, Ore. — Seed Research of Oregon (SR) recently announced that its has formed an alliance with United Horticultural Supply’s Atlantic Division for the distribution of the complete SR product line.

UHS will be covering the western two-thirds of Virginia, Maryland, Delaware, Pennsylvania, New Jersey, New York, and all of the New England states. Also included in this alliance are Sweeney Seed Company, King of Prussia, Pa., and Pro-Seed Turf Supply of Chantilly, Va.

This alliance now offers complete sales, service and distribution of the Seed Research grass seed products throughout the entire region. The SR turfgrasses are being used extensively by a wide range of customers, including landscapers, sports turf managers and lawn care companies.
SUPPLIER BUSINESS

Eco Soil plans to acquire micro irrigation distributor

RANCHO BERNArado, Calif. — Eco Soil Systems Inc., an irrigation and drainage supplier, announced that it has entered into an agreement in principle to acquire Agricultural Supply, Inc., a distributor of micro irrigation products in Southern California and Mexico.

The acquisition, subject to final closing conditions, is expected to occur at press time. Agricultural Supply, which has two operations in Southern California and three in Mexico, has annual revenues of approximately $18 million, according to William Adams, chairman and chief executive officer of Eco Soil Systems.

According to Adams, "This represents our first acquisition of a distribution company that targets the agricultural markets and will add 18 salespeople to our existing group of four marketing people. Agricultural Supply serves more than 45,000 commercial and residential irrigation customers in our target markets and offers ESSI an immediate new market opportunity for our proprietary products. The infrastructure of people, equipment and locations will solve many of the logistical challenges we faced to support our current base of business."

Terms were not disclosed.

John Wells, president of Agricultural Supply, will join ESSI as general manager of its new agricultural distribution division.

"The introduction of Eco Soil's proprietary products into Agricultural Supply's existing product mix will substantially enhance the value delivered to our existing customers," said Wells. "Additionally, the merger should facilitate the bundling of products and services to the agricultural industry."

LABEL CHANGES

ROHM & HAAS GAINS APPROVAL

PHILADELPHIA, Pa., March 13, 1998 — Rohm and Haas Company has received approval to change the Eagle label, reducing the recommended application rate of the fungicide.

The company said the rate change makes the use of Eagle more cost-effective without compromising its ability to protect golf course tees, greens and fairways against dollar spot and other diseases, including powdery mildew, rusts, necrotic ring spot, spring dead spot, summer patch and Zoysia patch.

The new labeling reduces the application rate for the product from 0.6 to 0.5 ounces per 1,000 square feet, with a 14-day application schedule.

PBI/GORDON ANNOUNCES CHANGE TO TURPERSAN

KANSAS CITY, Mo. — PBI/Gordon Corporation has announced two new label changes for Turpersan Herbicide Wettable Powder. Turpersan is now labeled for Bermudagrass suppression into bentgrass golf greens and for application to roadside slopes and other areas via hydrosowing or other hydraulic seeders.

In addition to smooth crabgrass and large crabgrass, the company said that Turpersan controls barnyardgrass, downy brome and foxtails (yellow, green and giant) in turf.

TANGENT, Ore. — The Barenbrug USA and Pebble Beach Co. have formed an alliance.

The agreement provides for all Pebble Beach Co. golf course properties to use Barenbrug varieties. Pebble Beach's courses include Pebble Beach Golf Links, Spyglass Hill Golf Course, The Links at Spanish Bay, and Del Monte Golf Course.

Barenbrug UK has also confirmed an agreement with St. Andrews Links Trust of Scotland to provide Barenbrug European varieties.

SAND BARRENS GOLF COURSE, NEW JERSEY

When your greens are seeded with L-93, golfers will go through almost anything to reach them.

At Sand Barrens Golf Club, you'll find 25 acres of sandy waste standing between you and the greens. But once you get past the sand, you're rewarded with the greenest, most uniform putting surfaces ever created. But once you get past the sand, you're rewarded with the greenest, most uniform putting surfaces ever created.

As a new course, the Sand Barrens needed a hardy, dense turfgrass that would establish and green-up quickly. That's why they chose L-93, a hardy, dense turfgrass that would establish and green-up quickly. That's why they chose L-93, a hardy, dense turfgrass that would establish and green-up quickly.

So it requires less fungicide in certain conditions than most other creeping bentgrasses. Its upright vertical growth and aggressive establishment helps prevent spike marks. And it's been ranked #1 overall best performing creeping bentgrass variety for the past two years.

So the next time your greens, tees or fairways need seeding, give L-93 a try. So the next time your greens, tees or fairways need seeding, give L-93 a try. So the next time your greens, tees or fairways need seeding, give L-93 a try.

"L-93's grow-in performance surpassed all of my expectations. Its quickness of establishment and upright growth habit are quite impressive."

Steve Malinowski, Golf Course Superintendent The Sand Barrens Clermont, NJ

Call Lofts Seed
Toll-free at 1-888-LOFTS CO
www.turf.com

Lofts Seed
Where Great Grass Begins

CIRCLE #127

L-93 vs. COMPETITION

Overall Turfgrass Quality Ratings: 9 = Ideal Turf

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Turfgrass Quality Ratings: 9 = Ideal Turf

LSD = 0.2
Page 8
Golf Car Market: This is no time to get lazy

By Michael Levans

While there isn't a revolutionary breakthrough changing the golf car this year, there is one interesting statistic that is sure to turn up the heat in the golf car market. According to the National Golf Foundation (NGF), there are over 900 courses under construction, the most ever since the NGF started counting.

So if you thought the Big 3 were fighting it out for market share over the past years, you haven't seen anything yet. The ensuing months promise all out war.

"We're seeing a burst in growth," said Tom Wright, vice president of North American golf car sales for Club Car. "From talking to other people in related fields, like turf, there's going to be a lot of activity coming down the road. That's probably the function of a good economy. Things are looking pretty good."

And with that growth the industry will undoubtedly see Club Car, Yamaha and E-Z-GO sales representatives racing to these new course developments to ink lease deals before the first shovel of dirt is turned. If they're not, said Ron Skenes, manager of communications and media relations at E-Z-GO, they're simply not doing their jobs.

"If you miss the business the first time in the golf car business you're essentially out for three to five years," said Skenes. "If you miss the business the first time you're out for three to five years." Ron Skenes, manager of communications and media relations at E-Z-GO, says it's just that simple.

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Lesco incorporates major boost to IT systems

ATLANTA — Atlanta-based CST Inc. today announced that Lesco, a manufacturer and distributor of commercial turf care and golf course products, has licensed CST Jacada to provide Java-based graphical client access for its information systems that link six production locations, sixteen distribution centers, in excess of 320 store locations, and a direct sales force.

The addition of Jacada to Lesco’s information system will provide easy-to-use graphical access to a variety of information and business transactions located on its AS/400 system for its distributed sales locations that include 235 drive-through convenience stores as well as its direct sales force and Lesco Stores-on-Wheels, a fleet of trucks serving the golf course market.

“The adoption of CST Jacada fits our development strategy to deploy ‘Best-in-Class’ hardware and software to create an information infrastructure that will help us archive superior customer service,” said Wayne Murawski, vice president and chief information officer, Lesco. “Jacada permits LESCO to gain greater enterprise access to information residing on our existing AS/400 without major disruptions to our business. We can then more easily reengineer our processes, organization assignments and computer systems,” Murawski said.

CENTURY RAIN EXPANDS IN FLA.

MADISON HEIGHTS, Mich. — Century Rain Aid, a wholesaler of irrigation supplies, announced an expansion in Florida with the acquisition of two local distributors, Atlantic Irrigation and AWF.

The four-store acquisition gives Century a total of 17 branches throughout the state, announced Mike Stein, Century regional vice president. Stein said the company has plans to open additional Florida branches in 1998.

Smithco

Continued from page 59

Smithco

Continued from page 59

That works fine until the individual leaves. With SitePro we can build all of that into our system so well always know."

Forbes said he'd first witnessed the possibilities of SitePro while on a trip to Pinehurst, N.C. The system to be installed at St. Andrews will not have the Satellite Positioning option apparent at Pinehurst due, largely, to the differing habitats.

"The decoder boxes needed for Satellite Positioning could be hidden in the trees at Pinehurst," said Forbes. "We couldn't hide them at St. Andrews so we have gone for the radio option."

The system enables the head greenkeepers to travel the course with a handheld radio control and turn on individual sprinklers where they are needed. Thus, the greenkeeper controls and creates optimum water supply and a permanent record of irrigation activity that allows for precise water management.

With such a high-tech, expensive irrigation system will St. Andrews have its character altered with an increased running surfaces. A good irrigation system is an insurance policy and should be used sensibly on a links course."
Toro secures exclusive with Wentworth Club

By TREVOR LEDGER

VIRGINIA WATER, Surrey, England — Wentworth Club has just committed itself to a five-year exclusive contract with Toro for all its irrigation and machinery requirements.

Chris Kennedy, golf courses manager at the unique tournament venue (it is the only club that hosts two European tour events) said was clear as to why Wentworth has been painted Toro red.

"We have three Toro irrigation systems installed and 70 percent of our machinery was Toro anyway. It is far easier to carry spares for just one manufacturer so it makes sense to have all the machinery from one source."

David Cole, sales manager for Lely U.K., Toro's distributor, confirmed the arrangements. "Wentworth was looking to embrace machinery as well as irrigation with one single supplier. They (Wentworth) spoke to almost all of the machinery suppliers and decided on Toro."

What does this mean for the companies who have the remaining 30 percent of the machinery at Wentworth? "All non-Toro equipment is to be taken off site and a large fleet of replacements will be installed in two phases," said Cole.

The first phase of equipment was delivered in April with phase two starting April 1999.

"No doubt the increased buying power such an exclusivity brings will enable the Surrey Club to negotiate a good deal, nevertheless new machinery does not come cheap. At £700,000 for the equipment contract alone, it is unsurprising to hear that Cole is pleased to cement an existing relationship with such a unique tournament venue."

"As more and more companies attempt to consolidate and get their foot in the door at countless golf courses, exclusive machinery and irrigation deals are likely to become commonplace, or at least less rare. Notwithstanding that fact, Toro have a prestigious feather in its cap having landed Wentworth and St. Andrews in the same month."

Turf & Garden expands into sod production

CHESAPEAKE, Va. — Turf and Garden, a division of Todd Farm Equipment, Inc. has expanded into the sod growing business.

The company’s newest venture, “Southern Belle Turf Farms,” located in Southampton County, Va., sits on a 209 acre tract of land along the Blackwater River.

Steve McCullock, a 12 year sales veteran at Turf and Garden, member of the board of directors of Todd Farm and former golf course superintendent, has been named Farm Manager.

David Rhodes, president, said, "Sod production is a natural fit in our business. We have the turf and irrigation expertise in-house, our sales and marketing arm are in place, and our existing customer base includes golf courses and lawn care companies. The obvious need was for the land, and now that dream is reality."

"The farms will produce bermudagrass and turf type tall fescue sod."

Jake distributor makes ‘hands-on’ possible at Penn State

UNIVERSITY PARK, Pa. — The Penn State University turfgrass program provides students with the opportunity to use state-of-the-art turf maintenance equipment — thanks to the efforts of companies like equipment distributor Krigger & Co., of Gibsonia, Pa., and Jacobsen Division of Textron in Racine, Wis.

During the 1997 summer and fall season, 43 Penn State turf students used equipment provided by Jacobsen and Krigger & Company to maintain research plots and enhance their education in turfgrass science and turf maintenance. The equipment included a Jacobsen Greens King V triplex greens mower, Greens King walk-behind greens mower, LF lightweight fairway mower and Aero King verticutter-seeder.

"We are committed to supporting the education of turf students wherever we can," said Jacobsen vice president of quality and customer support, Tony Saiia.

Penn State’s turf research facilities draw students primarily from the Turfgrass Science baccalaureate program, plus the Turfgrass Management two-year program and Landscape Contracting baccalaureate program.

FROM THE COVER

Rain Bird/ AGC

Continued from page 1

Bird distributors are currently putting AGC personnel through one- and two-day orientation sessions.

"It’s no secret that exclusive agreement with management companies is increasing industry wide as management company breadth increases. This, said Wendi Abrams, Rain Bird’s national sales manager, could make things easier for a supplier’s sales force.

"Equipment purchasing decisions are being made by the management companies, not the individual courses," said Abrams. "So it certainly helps us when we’re dealing with one group of decision makers over many, many courses."

"With the American Golf arrangement we’re obviously interested in the financial aspects of the agreement, but more importantly we’re interested in being involved with a company that, we believe, created that market and leads that market."

Abrams likens AGC and other large course management companies to the Wal-Mart and super-store scenarios. It’s about volume.

"Mass-merchandisers re-created the market for other manufacturers," said Abrams. "We feel that’s what American Golf is doing to golf. They push us to stay cutting edge and keep our cost structure down. In turn, that keeps us sharper and more competitive."

Zeneca launches Web site

WILMINGTON, Del. — Zeneca Professional Products has made available a new information vehicle for the turf and pest control markets with the introduction of its website at www.zenecaprofprod.com.

Visitors to the site can access information on the entire Zeneca professional products portfolio, which includes its turf and ornamental and pest control product lines.

The site features comprehensive information for each product, including efficacy information, handling and application recommendations, mode of action, fields of use and trial data.

ATTAINING NEW HEIGHTS

• Custom Design
• Full Custom Design
• Wetlands Crossings
• Vehicular Bridges
• Timber Shelters

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Bring out the best in your turf with our crabgrass control products. We offer a wide variety of formulations and active ingredients to enhance your high-quality turf and to control tough crabgrass and other annual grassy weeds. Count on Howard Johnson's for consistent products and reliable results, every time.

1-800-298-4656
Lesco introduces Penn G-2

Lesco, a leading manufacturer and marketer of turf products, has introduced Penn G-2 for putting green surfaces. Penn G-2 is a creeping bentgrass offering an exceptional putting surface especially where heat, humidity and the potential for disease are significant. It has been specifically developed to be maintained at very low cutting heights and has exhibited excellent tolerance to heavy traffic from golfers. Absence of grain and the above qualities easily provide longtrue puts. For more information on Penn G-2, contact 800-321-5325. CIRCLE #201

New Products

Andersons ready with Tee Time

The Andersons have introduced Tee Time 16-2-6 or- ganic plant food with 50 percent Nutralene and Nature Safe. Tee Time value is designed to develop strong turf that resists stress from traffic, disease, and environmental extremes. The combination of Tee Time ingredients and Nature Safe strikes a de-sirable balance between turf safety and good growth response. The unique formulation process used for Tee Time 16-2-6 produces a homogenous, fairway sized product suitable for broadcast applications. In keeping with today’s environmen-tally conscious superinten-dents, this product can be used for all types of turf when applied at recommended rates. Its dual nitrogen sources become available over several months time following application.

The natural sources of blood meal, feather meal, potash and phosphoric provide for an unusually complete natural turf nutrition application which will provide excellent long term turf quality. For more information, contact 800-253-5296.

CIRCLE #202

Simplot blends Superturf

The J.R. Simplot Company, manufacturer of the Best family of fertilizer formulations for the golf course and professional turf industries, has intro-duced SuperTurf. Competitively priced, SuperTurf is engineered to deliver the superior results commonly associated with controlled-release fertilizers for approximately the same cost as quick-release blends.

Designed to last up to three months, SuperTurf combines Best’s Turf Supreme—the leading homogenous N-P-K fertilizer west of the Rockies—with the proven performance of Polyon polymer and Trikote polymer/sulfer-coated urea prills to produce a 55 percent controlled-re lease, 25-5-5 product. The three components work in concert to produce a fertilizer that is both long-lasting and highly predict-able.

For more information, contact 209-858-2511.

CIRCLE #203

Par Aide spruces up distance markers

Par Aide’s new, cast aluminum, fairway distance markers deliver high visibility, long term durability, and easy maintenance while helping players increase their accuracy at distances of 100, 150 and 200 yards. Molded form cast aluminum, the disk-shaped markers complement a course when appropriately placed on both sides of the fairway. An offset spike mounts markers flush with the turf. Replacement markers and special distance markers are also available. For more information, contact 888-893-2433.

CIRCLE #204

REWARD Herbicide. Works Against Weeds in 24 Hours.

REWARD Herbicide brings precision and speed to your weed control program.

- Works faster than other commonly used landscape herbicides
- The least expensive non-selective herbicide
- Can be used in grounds maintenance, landscape and aquatic areas
- Broad-spectrum—broadleaf, grass and aquatic weed control
- Easy on surroundings
- User friendly
- Low use rates
- Reduces inventory

For more information, contact your authorized Zeneca Distributor, or call Zeneca Professional Products Toll Free at 1-888-617-7690.

www.zenecaprofprod.com

Golf Course News
Hurdzan/flat pipe

Continued from page 15

pretty harsh thought I would admit, but not without a fair amount of truth.
We are living in a period of rapid technological innovation and application that is trending toward a pattern of life that is more naturally sustainable. This period has no foreseeable end and the pace will only quicken as we learn more about the complex world in which we live. Hence it is an individual decision to either grow or not, but to frown on a new idea or concept — to me, signals being past your prime.

For all of those reasons I am surprised that flat tile in greens would generate controversy — stimulate thought perhaps, but not generate controversy.
Build a test green by first sending off your rootzone material to a certified lab to be sure it meets some performance standard or selection criteria. Then build a test plot with about 1/2% slope as you would in a golf green, divide the green with an impermeable barrier, install round tile on one-half and flat tile on the other, with each system having its own sampling pit to catch leachate — then make a decision.

This is actually where the opportunity comes in. For Golf Course News and ourselves to work in some way with Redgate and the City of Rockville. How could we partner to distribute these marshals training videos and publicize this program? Our issue is not the production but building a solid distribution network.

Furthermore, we are going to be conducting a lot of research in partnership with golf courses and the National Golf Foundation. Redgate, for instance, is very interested in working with us on some of the problems they face.

Bottom line, our goal is not to be adversarial. Your article, I'm afraid appeared to portray what your group was doing or how to manage play on the course — let alone how to talk to people.

Through our training program, a marshal will be taught how to quickly observe a group and then strategically engage with them in a positive way to speed up play. The program will, even more importantly, teach marshals how to manage and maintain play in the first place!

Many times marshals are the ambassador of a golf course. Other than the guy that took your money and the kid at the concession stand, you might not meet any other staff at the course. Therefore, it's in the interest of the golf course that marshals are well trained, personable and good shepherds.

Once we are successfully educating golfers, then we want to help golf courses to train their marshals on how they can enforce these rules effectively.

—Graham Whatley

Jake’s SandScorpion ready to strike

Jacobsen has introduced its new SandScorpion bunker and infield rake to provide a convenient walk-through deck with generous leg room. Jacobsen also designed the operator position for 360 degree visibility while keeping the operator away from sand and debris. A tilt steering wheel allows customizing the wheel position for individual comfort and peak productivity. Steering requires minimal effort. Customers can purchase an additional battery tray, which holds six 8-volt batteries, to extend operating time. The SandScorpion Electric operates an average of up to six hours per charge in most conditions.

For more information, contact 414-637-6711.

CIRCLE #205

Specialized Leveling for the Turf Industry

Laserturf offers a highly specialized service available directly to all sectors of the sport turf industry. As an established company with a proven name, we are continuing to develop our national network — offering:

- Time Saving
- Cost Effectiveness
- Quality Service
- Limited Franchises

Available in Select Areas
Offer By Prospectus Only.

CIRCLE #156

Water Soluble Fertilizer

Bring out the best in your turf with our water soluble fertilizer. Our turf grade is available in a variety of analyses and is designed for light, frequent application and maximum nutrient control. It is compatible with control products and dissolves with minimal agitation. Count on consistent products and reliable results, every time.

CIRCLE #151
Is golf getting greener?

By TODD MILLER

Since our first conference, there is now a much better understanding of how golf courses and the environment can be compatible. Aiding in this better understanding is the work of a national committee of golfing and environmental interests. It has worked to: Organize two national conferences that served as a catalyst for discussing golfing and environmental issues; prepared Environmental Principles for Golf Courses in the United States that provides a framework for how golf can co-exist with a healthy environment; and drafted performance measures and a collaboration guide that should assist in the use of the principles. Membership on this national committee is diverse. It includes representatives of the U.S. Golf Association, the Golf Course Superintendents Association, the U.S. Environmental Protection Agency, National Wildlife Federation, NC Coastal Federation, and others. The Center for Resource Management, based in Salt Lake City, has coordinated the work of this project.

The committee made substantial progress by advocating environmental principles for planning and siting of golf courses, design, construction, maintenance, facility operations, and golfer education. Golfers and environmentalists involved in this effort agree that there are two basic ways to prevent environmental damage from golf courses.

First, golf courses must be properly planned, sited, and designed. They acknowledged that the presence and extent of some types of sensitive environments may render certain locations unsuitable for a golf course.

Second, once the golf course is designed, it must be constructed, maintained and operated based upon local environmental conditions. Even golf courses that are well constructed, managed and operated can have unacceptable negative environmental impacts if they are located in the wrong place.

Over the last five years, I have been extremely impressed by the commitment of golf course superintendents to minimize the impact their courses have on the environment. I’ve also had the opportunity to work with some of the leading golf course designers in the country.

They have demonstrated to me that good design can avoid environmental damage. The initiative shown by many leaders in the golfing industry could serve as a role model for other industries once tangible environmental results are demonstrated. But translating the environmental principles into real environmental protection is still a formidable task, particularly since we have made no progress improving the process by which sites are selected for new courses in coastal North Carolina.

For example, a golf course currently under construction in...
Brunswick County illustrates the need for better siting, design and construction standards. This course was sited and designed. The magnitude of this attraction is described in the following article.

Is golfing greener?

Wilmington Morning Star

GOLF COURSE NEWS

Requirements:

- Bachelor's degree in agronomy, marketing, horticulture or management or a related field required.
- Excellent written and verbal communication skills as well as demonstrated analytical and research capabilities are desirable.
- Experience in marketing management desirable.
- Excellent written and verbal communication skills as well as demonstrated analytic and research capabilities are needed for successful performance in this position.
- Equivalent combinations of education and experience may also be acceptable.

The Milwaukee Metropolitan Sewerage District seeks a professional to manage its Milorganite marketing department. Requirements: BA in agronomy, marketing, horticulture or soil science with emphasis in turfgrass management or a related field required. Experience in marketing management desirable.

Golf courses attract associated real estate development. The magnitude of this attraction is described in the following article.

Shapers Wanted

Golf Course Construction Shaper Needed. Must be willing to travel. Fax resume and date available to 616-547-7009.

Marketing Manager

The Milwaukee Metropolitan Sewerage District seeks a professional to manage its Milorganite marketing department. Requirements: BA in agronomy, marketing, horticulture or soil science with emphasis in turfgrass management or a related field required. Experience in marketing management desirable.

Shapers Wanted

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June
15-27 — Harvard University’s Golf Course Institute in Boston. Contact 617-495-1680.

July

August
1-4 — Georgia GCSA Summer Conference in Augusta. Contact Karen White at 706-769-4076.

September
7-10 — Responsible Industry for a Sound Environment annual meeting in Palm Beach, Fla. Contact 202-872-3860.

October

November
1-3 — International Irrigation Expo in San Diego, Calif. Contact 703-573-3551.
1-3 — Georgia GCMA annual meeting at St. Simons Island. Contact Karen White at 706-769-4076.
4-6 — Penn State Golf Turf Conference in State College, Pa. Contact 814-863-3475.
9-12 — West Virginia GCSA Turf Conference and Show in Morgantown, W. Va. Contact Robert Maguire at 304-243-4154.
9-13 — New York State Turf & Grounds Exposition in Syracuse, N.Y. Contact 800-873-8873.
13-17 — Professional Lawn Care Association of America Annual Conference in Nashville, Tenn. Contact 800-458-3466.

December
7-10 — Ohio Turfgrass Conference in Columbus. Contact 614-760-5442.
8-10 — Georgia Turfgrass Show in Atlanta. Contact 770-975-4123.
10-12 — Rocky Mountain Regional Turfgrass Association Conference in Denver. Contact 303-770-2220.

* For more information contact the GCSAA Education Office at 800-472-7878.
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Golf Course Marketplace

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FROM THE COVER

CCA/PGA ETC
Continued from page 1

PGA ETC owns and manages high-pro
file courses in England, Sweden, and Por
tugal which are the sites of international
ly prominent golf tournaments. In Eng
land, PGA ETC owns a 50-percent interest in the Woburn Golf Club near London, the home of the British Masters, as well as two other tournament courses near London, Collingtree Park and Stockley Park.

The PGA ETC-owned property in Sweden is the home of the Scandinavian Masters.

Leslie comment

Continued from page 14

Gamble used to use the Good House
keeping Seal of Approval,“ said Bob Swift,
general manager of Indian River Club in
Vero Beach, Fla., one of seven fully certi
fied Audubon Signature golf facilities.

“What’s really ironic,” said superinten
dent Tim Hiers at Collier’s Reserve in
Naples, Fla., “is, you hear somebody say,
‘We don’t have the money to join [Audubon golf programs].’ They’re re
ally saying: ‘We don’t have the fortitude,
desire or intent to do what is right.’

Upon hearing that his design of The
Classic at Madden’s had won third-best
New Upscale Public Golf Course in 1997,
superintendent Scott Hoffman said: “My first reaction was that I was really happy for Brian [owner Thuringer], that it worked out. Not to sound like I’m not grateful, but when I look at the ratings, how do you rate all these golf courses? It’s like rating your kids: Which is best? There are a lot of great courses out there. We were fortunate. It’s good for our area.”

Carter Morrish’s pay from Bill
O’Connor for designing three holes on
the cliffs overlooking Malibu in 1997? (See story page 39)

“My deal with him was no charge,” Morrish said. “He was to take me to play Rivera, Bel Air and Los Angeles Country Club.”
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