Past presidents speak up
Former GCSAA presidents offer insights, advice on eve of International Conference and Show

Development abroad
GCN’s monthly international report focuses on Asian and European soil

Engelke breaks bentgrass care mold
By Mark Leslie
Palm Beach Gardens, Fla. — With his sights keen on growing the cool-season bentgrass into the Deep South, Dr. Milt Engelke has broken the mold of turfgrass care and developed a regimen he feels will, once and for all, make his dream come true. He already points to success here. Working with Old Marsh Golf Club superintendent Steve Ehrbar, the Texas A&M professor said, “We feel strongly that we will be okay [with the regimen].” What does it entail?

- Lean water management, irrigating every fourth day.
- Frequent flushing.
- Watering, not syringing.
- Keeping the nutrition level up in the summer.

COURSE MAINTENANCE
Gray leaf spot devastates grasses
Preserving records an historical imperative
Superintendent salaries on the rise

COURSE DESIGN & DEVELOPMENT
1998 U.S. course openings near record
Nebraskans have golf course raising
Practice facilities run the technological gamut

COURSE MANAGEMENT
brecaddies, Marriott team for better golf
PGA, Palmer go back to school
EITs and golf scrutinized

SUPPLIER BUSINESS
Scotts reshuffles distribution
Pursell expands facilities
E-Z-Go exec analyzes Asian market

Meditrust to sell off Cobblestone Golf Group
By Peter Blais
Del Mar, Calif. — As part of a major reorganization, financially troubled Meditrust, a Massachusetts-based real estate investment trust, plans to sell Cobblestone Golf Group of Del Mar. Cobblestone’s management, headed by Chief Executive Officer Bob Husband, is among the half-dozen finalists in the bidding to acquire Cobblestone.

Meditrust, which bought Cobblestone in late 1997 for $241 million, said the reorganizational changes were necessary to improve its balance sheet and its ability to service debt on 44 of its 56 golf courses. As a result, Meditrust decided to sell the golf courses not included in the reorganization. The company plans to begin the sale process this month.

ABT: Changing the paradigm one phase at a time
By Michael Levans
Henderson, Nev. — Adhering to its coolly-calculated, three-phase business plan — acquisitions, integration and transformation — AgriBioTech Inc. (ABT) has single-handedly changed the seed business over the past three years.

As 1999 shifts into gear, the company is ready to jump into its integration phase, the second step in its ultimate goal of “consolidating and transforming the turfgrass and forage seed sector in the United States.”

meditrust, a massachusetts-based real estate investment trust, plans to sell cobblestone golf group of del mar. cobblestone's management, headed by chief executive officer bob husband, is among the half-dozen finalists in the bidding to acquire cobblestone. meditrust, which bought cobblestone in late 1997 for $241 million, said the reorganization changes were necessary to improve its balance sheet and its ability to service debt on 44 of its 56 golf courses. as a result, meditrust decided to sell the golf courses not included in the reorganization. the company plans to begin the sale process this month.
Penn A-4 creeping bentgrass succeeds at Cypress Lakes

“We just couldn't keep grass on this green before. I'd worry about keeping the players happy, but now I sleep better at night with Penn A-4 bentgrass.”

“We planted Penn A-4 in the fall of 1994, '95 and '96. We faced very poor grow-in conditions, including two hurricanes, and were still able to open for play eight weeks after seeding all three years. Willie and I have a very limited budget to work with, and have heard the hype about increased expense and labor involved with managing newer bent varieties. With Penn A-4, we've found this simply isn't true. The exceptional putting surface we have obtained here at Cypress Lakes more than outweighs any additional effort on our part. It's a relief to know we have superior heat tolerance working for us in the south, and on this green in particular where nothing seemed to grow next to our namesake cypress lake. We maintain a 0.125" cut throughout the summer, which makes for a truly consistent year-round putting surface with no adverse affect on plant health. We believe that Penn A-4 will continue to perform for our 18 greens here at Cypress Lakes, and we thank the team at Tee-2-Green for introducing it to us.”
WASHINGTON, D.C. — The methyl bromide phase-out deadline was extended to 2005 by language included in the omnibus spending bill passed by Congress in October, which President Clinton was not willing to veto. The measure pushed back by four years the 2001 phase-out date for the agricultural fumigant. The new deadline matches the phase-out date for other developed nations and allows more time for scientists to develop effective and economically viable alternatives.

DETROIT — Toll Brothers has acquired 381 acres in Northville Township, Wayne County, a northwest suburb of Detroit, that will be home to Northville Hills Golf Club, a country club community consisting of 650 single-family homes on an 18-hole Arnold Palmer Signature golf course. It will be built and owned by Toll Brothers.

NACO, Ariz. — The newly expanded Turquoise Valley Golf Course opened recently. The $1 million project includes a nine-hole addition, upgraded putting green, and renovation of the original nine holes.

1998 U.S. course openings continue strong

JUPITER, Fla. — The United States enjoyed another banner year for golf course openings in 1998, according to the National Golf Foundation's (NGF) final tracking report. A total of 448 new courses came on line, the second-highest figure ever. This also marked the fourth straight year the number of completions topped 400. The record of 468 was set in 1996. Approximately 35 percent of the courses built in 1998 were additions to existing facilities. An indication of things to come is reflected in the 1,069 courses still under construction as of December 31. NGF data indicates 500 of them are likely to open this year, which would be a new record.

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Source: National Golf Foundation

Four RTJ II staffers open own course architectural firm

PALO ALTO, Calif. — Once there were the "Four Horsemen," then there were three, and now there are none. Robert Trent Jones II Golf Course Design's lead project architects — Don Knott, Gary Linn and Bruce Charlton — left the firm to form their own company, effective Jan. 15.

Their departure followed about 18 months after Kyle Phillips left one of the world's most ballyhooed stables of architects, a group Robert Trent Jones Jr. called "The Four Horsemen." The four worked together for 15 years. Their departure follows on the heels of the dissolution of Jones's construction division, Greenscape Ltd., on Dec. 31.

Jones, known for his attention to environmental concerns in golf construction, said he will not replace the trio, but will instead downsize his company and concentrate on designing a limited number of quality courses per year. He will retain Ty Butler, a young architect with the company, and work with projects that have "high-quality people and high-quality golf aspirations," he said.

Vice President of Operations Steve Schroeder, also left RTJ II to work with the new Knott Linn Charlton Designs.
R.I. developer converting poultry farm into course

HOPKINTON, R.I. — The new owners of Chickadee Farms here are planning to turn the 125-acre former poultry farm into an 18-hole course. Plans even call for converting the old hen houses into a clubhouse and pro shop. The developers received preliminary approval recently from the Hopkinton Planning Board. But before course construction can begin, the developers must also meet Department of Environmental Management regulations and apply for a change in the current zoning classification. The Hopkinton area currently has two other golf course projects under development at Fenner Hill and Brushy Brook.

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Available in 22, 25 and 30 horsepower 4WD models, the Kubota F-60 Series also comes in a 25 horsepower 2WD model. So if you're looking for a front-end mower that handles like a dream, see your authorized Kubota dealer today.

Environmentalists oppose track

CRANSTON, R.I. — Environmentalists are protesting plans to turn 269 acres of Curran Reservoir land into a municipal course.

According to the Providence Journal Bulletin, Families Opposed to Ruining Environmental State Treasures (FOREST) are urging the city and the state not to disturb the area. In 1995, citing the expense of maintaining the park, the Department of Environmental Management approached the city of Cranston about developing the area.

Outgoing Mayor Michael Trificante agreed to take over the land, but only if it didn't cost the city any money. He then commissioned the golf course plan and a feasibility study that found a golf course could actually make money for the city.

The final development decision will be up to the incoming mayor and city council.

New municipal links on Mich. planning boards

BROWNSTOWN TOWNSHIP, Mich. — Fritz Enterprises based in Taylor, Mich, has applied for a wetlands permit that could lead to the development of a municipal golf course and a 165-home subdivision.

Approximately 200 acres of the 435-acre site would be turned over to Brownstown Township for the development of a golf course. Infrastructure and course construction costs are estimated at $15 million and could be funded by the Brownstown Downtown Development Authority.

About 63 acres of the site are designated wetlands and Fritz has pledged to create an acre of wetland for each acre of disturbed wetland affected and 1.5 acres of wetland for each acre of untouched wetland affected.

Approval of Fritz's application is pending.

Golf and horses team up in N.J.

BEDMINSTER, N.J. — Golfers and equestrians are teaming up here to preserve green space at Hamilton Farm.

The Daylar Group, based in Middletown, Conn., purchased the farm from Beneficial Corp. in September and plans to leave 100 acres for the United States Equestrian Team and use the rest of the land for an exclusive golf club.

Hurdzan and Fry are designing the 18-hole and par-3 courses. The design calls for bridle paths to be interwoven throughout the golf site.

Hurdzan and Fry are designing the 18-hole and par-3 courses. The design calls for bridle paths to be interwoven throughout the golf site.

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To learn more about Primo, call 800-395-TURF for the name of your Novartis Sales Representative. Or visit our website at www.cp.us.novartis.com
Controversy stymies Detroit's Humbug Island plan

DETROIT — Controversy is swirling around Humbug Island, where the developer Made in Detroit has proposed construction of 350 houses, golf course and marina.

While the plan has the support of government and business leaders, it has drawn wide criticism from conservation groups and recently a lawsuit from the Michigan Department of Environmental Quality over protection of nearby Humbug Marsh.

The lawsuit alleges that the developers illegally cut down brush in a state conservation easement on the 400-acre island that is reportedly the last surviving marsh on the American side of the Detroit River. Made in Detroit has since submitted a new construction proposal.

Golf in World of Oz park

DE SOTO, Kan. — California-based Oz Entertainment is pushing forward for the development of the Wonderful World of Oz theme park complete with a golf course, water park, hotel and movie studio.

The company originally planned to build on a site in Kansas City, Kan., but is now negotiating to develop the project on the 9,000-acre Sunflower Ammunition Plant in De Soto.

However, the $618 million project faces major obstacles in the eyes of many financial and industry experts. In order to break even, they project that the park will have to draw 2.1 million people per year to a facility that is more than 200 miles from Kansas City.

Oz Entertainment is currently working with the Kansas Development Finance Authority to finance the project.

Wis. developers may have half year wait ahead

VERONA, Wis. — Madison Golf Development Group's plans to build a 27-hole course here may be on hold for as much as six months while officials rewrite the town's land-use plan.

In addition to the course, the 970-acre project will include 42 houses and a clubhouse.

The planning problem exists because the land sits on the Verona-Montrose township line and will require rezoning in order to move forward. Madison Golf officials are reportedly willing to wait until town officials complete the work.

Geese flocking to Illinois links

WILLOWBROOK, Ill. — In a recent report, the DuPage County Environmental Commission documented local concern over the nuisance created by Canada geese, which are reportedly wreaking havoc at area golf courses, schools and parks.

According to the commission, the best way to combat the problem is to stop creating habitats that geese favor — such as the large areas of mowed grass leading up to open ponds featured on many golf courses.

The commission is planning an upcoming conference to discuss solutions to the problem.

Kroeger plans par-3 course

ROCKFORD, Ill. — Rick Kroeger, president of Kroeger Worldwide, a golf construction and consulting firm, is planning a nine-hole, par-3 course here in his hometown.

The proposed course will be aimed primarily at beginning golfers.
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Celebrities fight over Dye course in Miami

MIAMI, Fla. — Residents of Miami’s exclusive enclave of Fisher Island are faced with a tough decision on what to do with 40 undeveloped acres: add nine more holes of golf, or build 315 more condominium units? The issue has caused quite a rift between the usually cordial residents of the island, who include corporate executives and celebrities such as Mel Brooks and Oprah Winfrey.

Suzanne Bosze has enlisted P.B. Dye to draw up expansion plans for the golf course, which would become a par-68 layout and cost an estimated $3 million. Bosze estimates the addition would generate another 500 memberships at $150,000 apiece. However, developer John Melk, who recently acquired the land, is against the golf course proposal and is pushing for the construction of more condos. Existing condos on the island fetch $1 million apiece. Melk expects to break ground by late spring, barring further controversy.

EXECUTIVE TRACK UNDER CONSTRUCTION IN SO. FLORIDA

DADE CITY, Fla. — Developer Chris Burdge is hard at work on the $3 million Hidden Creek Golf Club being built on 128 acres west of Zephyrhills. Three holes of the 18-hole, par-63 layout have already been rough shaped and, weather permitting, the course is due to open this summer. High Tech Golf, along with builders and designers Jimmy Croom and Rich Osborne, have tackled the short-course project which will feature numerous bunkers, treacherous water hazards and heavy mounding.
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CIRCLE #1204 / GCSAA BOOTH #361
Ariz.'s scaled-down Grayhawk project on schedule

SCOTTSDALE, Ariz. — Grayhawk Development has announced plans for a 27-hole golf course and a residential community on approximately 935 acres of desert land north of Scottsdale.

The site has previously been eyed by other developers, but city officials as well as neighborhood groups have effectively killed other proposals because development plans called for too many home sites.

This time around, however, both neighbors and the planning commission are in favor of the scaled-down development, which will feature only 250 homes. Grayhawk will be applying for a golf course use permit this spring.

Dallas residents fight course renovation plan

DALLAS — City officials are facing a fight from local residents who oppose plans to refurbish and upgrade the city-owned Tenison Park Golf Course.

After the city council approved a $5 million contract, residents filed a lawsuit protesting plans that call for the razing of more than 250 trees. They are also outraged the city plans to double fees at the course.

The city maintains the course improvements will benefit the entire park. They promise that increased revenues generated from a premier golf course will be pumped back into the park's operational budget.

The city is appealing the injunction.

New 18-hole Texas facility contemplated

MANSFIELD, Texas — Developers Gary Brown and Larry Beard are proposing a major golf development here that would be the area's first public golf facility.

Brown plans to turn the city-owned, 322-acre site into an 18-hole course, with upscale homes, apartments and retail components.

City officials are excited about the growth potential of the $6 million project. Under the agreement with the city, Brown and Beard would operate the golf club for 30 to 40 years, after which it would be turned over to the city.

Couples, Nicklaus at work in Texas

HOUSTON — Sunrise Colony Co. has unveiled plans for Royal Oaks Country Club, an 1,100-home private community situated in the Westchase district of Houston. The project will be built on the site of the defunct Andrau Airpark. Native Houstonian Fred Couples will design the 7,000-yard, par-72 course. Completion of the first homes and the opening of the course are anticipated by late 1999.

Nearby, in The Woodlands, Jack Nicklaus is designing the Club at Carlton Woods. The Nicklaus course is part of a planned exclusive gated community named after Texas course designer Carlton Gipson, who died last year. The $5 million layout is scheduled to open in fall 2000.

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Hills, Graves and Pascuzzo all busy in Golden State

LA HABRA and YORBA LINDA, Calif. — The lack of public golf facilities for residents here will soon be addressed. Westridge Golf Club in La Habra is expected to open in June 1999, and the Black Gold Golf Club in Yorba Linda expects to begin construction this month.

The 18-hole, 6,500-yard, Robert Muir Graves and Damian Pascuzzo-designed Westridge Golf Club sits on a former oil field and is being built by Environmental Golf of Calabasas, Calif., which will also own and manage the facility. Arthur Hills has nearly completed the design work on the 6,900-yard Black Gold Golf Club that sits in the foothills adjacent to Chino Hills State Park. The high-end municipal course is slated to open in September 2000.

Diamond Valley opens first track

RIVERSIDE, Calif. — The first phase of the Diamond Valley Golf Club is nearing completion, with the first 18 holes of the planned 36-hole layout due to open in mid-January.

The $10-million course, built by Yen Ping Group, Inc. of Pasadena, Calif., is a public course and country club. Construction on the second, and mostly private 18-hole course, will begin in the first quarter of 1999 and will include a larger clubhouse with banquet and meeting facilities. The courses are part of a 107-residential development located in the sparsely populated hills east of the Domenigoni Valley reservoir.

Oaks impede new TPC layout

VALENCIA, Calif. — The Newhall Land and Farming Co. received planning commission approval recently for its 800-acre Westridge project that will include a PGA Tournament Players Club course and 1,700 homes.

However, since the approval, the Sierra Club has filed an appeal stating the development would harm rare oak savanna. The county board of supervisors has also agreed to review the project’s conditional-use permit that allows for the removal of 147 oaks.

The battle to preserve this oak savanna from development has been raging since 1992.

San Diego links taking shape

DE LUZ, Calif. — Work has begun on the 18-hole Cross Creek Golf Course here in the hills west of Temecula, Calif., 45 minutes from San Diego. Clearing is underway as brush, trees, and trash are removed in preparation for construction.

More than 300 trees will be removed during construction, but developers are planning to replant around 800 trees on the completed course.

The par-71 layout is routed through dense areas of sycamore and oak trees and offers vistas of nearby avocado and citrus groves.

Cross Creek is slated to open in spring of 2000.

RENICATION PLANNED FOR LOS ANGELES COURSE

LOS ANGELES — The Los Angeles Recreation and Parks Department plans to renovate the heavily played, 49-year-old Rancho Park golf course. The $6-million improvement program includes upgrading the driving range and existing irrigation system and rebuilding all 18 greens. Work could begin by spring 1999.
Three more courses possible for Southern California

ONTARIO, Calif. — Sierra Lakes Golf Club broke ground in October and rough grading is underway on the 18-hole, 6,700-yard Ted Robinson-designed layout. The course will be a part of a 2,000-residence, Lewis Homes development. The project is due to be finished in October 1999.

Two more projects are underway in the Ontario Inland Valley area. The city of Chino is in negotiations with the state of California for lease of 120 acres of land adjacent to the Ayala Golf Center. Plans call for a 6,600-yard, 18-hole course.

Additionally, Harvest Development Co. is awaiting approval from the city of Chino Hills for the proposed Oak Crest Golf Club.

Atlanta’s Cherokee T&CC receiving major facelift to 36-hole complex

BY PETER BLAIS

ATLANTA — “We’ve got everything torn up,” said former GCSAA President Randy Nichols of his home course, Cherokee Town & Country Club here.

The original 36 holes, designed by Willard Byrd and Joe Lee, are in the midst of a $14 million renovation project overseen by Tom Fazio, said Nichols, Cherokee T&C’s director of golf maintenance.

Nichols closed down 18 holes in November 1997 so work could begin. Another nine closed in September 1998 and the final nine in mid-October. All 36 holes were out of play until the first 18 to go under the plow reopened in November.

In addition to the 36-hole renovation, cart storage is being relocated under the parking lot behind the clubhouse and a new course maintenance building is under construction.

“Since the last [GCSAA] conference, I’ve only missed four days here,” noted Nichols of his schedule since last February’s Anaheim show. “We were working 12 to 13 hours a day during the summer. We’re down to 10 now.”

The grand opening of all 36 holes is scheduled for November.

“This warm, dry fall has really helped us out,” Nichols said. “A couple small rains have slowed us down a bit, but nothing has stopped us yet. We’re putting down about 80,000 square feet of sod a day.”

Cherokee’s course crew is laying the sod, installing the irrigation, completing the landscaping and removing trees. Medallist Golf is the course contractor.

“Fazio’s been here himself probably eight times and has a representative who tries to get here every week,” Nichols said.

Nichols said the members have been very understanding and patient during the two-year disruption.

“They went out and bought a lot of tee times at two real nice public courses,” he said.

HILTON ACQUIRES TORREY PINES RESORT

LA JOLLA, Calif. — Hilton Hotels Corporation announced the purchase of the Sheraton Grande Torrey Pines December 29 from Torrey Pines Hotel Associates for a reported $82.5 million. The renamed Hilton La Jolla Torrey Pines sits adjacent to the world renown 36-hole Torrey Pines Golf Course.
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  Only strobilurin chemistry available that delivers highly effective systemic activity.

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  Displays a low-risk toxicological profile for reduced risk to environmental resources.

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  Applied at low use rates with longer spray intervals.

• **Improves Turf Quality**
  Enhances the thickness and color of turf without stunting or plant growth regulator effect.

**Turf Quality (Index 0 – 10)**

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LETTER TO THE EDITOR

On behalf of the entire Renaissance Village team, thank you for the wonderful two articles in your October issue. I must tell you, that of all the coverage we have been fortunate to have had in the past 18 months, you better than anyone captured the essence of Renaissance Village and what we are trying to do.

To have our labor of love be featured in your industry-leading publication is a real boost to our efforts and our credibility. I wanted you to know your reportage has already generated positive feedback and offers of help from several of your subscribers. We are most appreciative of the excellent relationship you maintain with your readers and Golf Course News on the leads you generated as well as subsequent developments surrounding Renaissance Village. We have long recognized that we will not build this project by ourselves, that it will take the combined efforts of literally hundreds of others. Thank you and your publication for being one of the early believers in our project and in our product, two things we are presently—the same things I have always believed in and worked toward achieving. I look forward to sharing with you and your readers the many successes yet to come.

Father Leo Rev. Leo F. Armbrust
Renaissance Village Inc.

NOTES FROM THE UK

Time to consider a better women's course

B y B r i a n G r i f f i t h s

T he Marylebone Cricket Club's (MCC) change of heart in admitting women members recently might well lead us to question the notion of gender media interest in the status of women golfers.

In the United Kingdom the Equal Opportunities Commission (EOC) businessees have already been poking their noses into the Royal & Anthorness Club. The Golf Consult International.

Golf is pushing towards a greater good

D e v i l s and our society over the last decade have evolved in opposite directions, it seems. The golf industry is an engine driving toward more equality, morality and unity, while society has been steered by politicians and activists toward dissension and immorality.

Ten years ago, Ronald Reagan was president of the United States. The general public felt good about America, its future and its president. The Berlin Wall had fallen and Russia was about to collapse. The U.S. was held in high esteem in most other countries of the world. In the little world of golf, the industry was peddling along at 200-odd new golf courses each year. Player figures were relatively stagnant. The fiasco over Butler National's white-only policy had not yet surfaced. Generally, golf was in a happy mood.

Ten years ago this month, Golf Course News published its first issue and I attended my first International Golf Course Conference and Show. I recall my first two interviews:

• with Alice Dye concerning her efforts to get golf course developers and architects to build "forward" tee boxes to make the game more playable for women, youths and older players; and

• with golf architect Jeffrey Brauer regarding the pros and cons of adding an entire course, since Tom Fazio was doing just that for the first time at Shadow Creek Golf Club outside Las Vegas.

They seemed innocent-enough interviews, but look at them more closely. It appears now that Alice's push (or was she using a high-powered marketing director of a mammoth game-changing trend that has turned into an adventure of innovative, energetic programs and learning facilities to pull youths, women and other beginners into the game of golf.

Though sodding golf courses was unheard-of at the time, Brauer's insights proved — perhaps even prophetic. The long-term savings related to sodding a course often more than negate the short-term savings related to seeding. But with sodding, a golf course can open quickly and speed up return on investment. Having greatly picked up steam, this method appears to have coincided with the acceptance that, yes, golf can be as much a profitable business as it is a game — a business that can stand without housing, and therefore one that can open to the general public rather than just the wealthy.

Golf as a game, meanwhile, has even gained in stature, perhaps because it stands in stark contrast to the world in which it must exist. Players abide by the rules, everyone being equal. There are no shades of gray. Here's a novel idea for some of the folks in the White House.

Gamemanship has to do with a contest of skills, not who can "spin" the facts to make themselves look good and their enemy evil.

Golf's history is so strongly laced with tales of ethics that they rule — that is, RULE — the game and influence modern players. Compare them to the "ethics" of the world in 1999.

Ten years ago, there existed no Audubon Cooperative Sanctuary Program for Golf Courses. Today, thousands of golf courses belong to the system, more are being added every month, and builders and architects have labored with environmentalists to forge a set of rules by which they will work with and for ecology. This is a great thing.

Golf Course News

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By BOB LOHMANN

Serving as president of the American Society of Golf Course Architects (ASGCA) is a bit like visiting the observation deck atop a skyscraper. You can’t miss the big picture, but your best thinking invariably follows the long elevator-aided descent, when both feet are planted firmly on the ground.

As my term winds down (John LaFoy will succeed me in March), I’m better able to evaluate what we’ve been able to accomplish over the past 10 months, and what architects can do to strengthen golf in the coming years.

The dominant topic has been “growth.” Everyone in our business talks about growing and instigating golf by making its courses and the game itself more accessible to youngsters. But what should architects do with their influence? We can work in concert with allied organizations, but how can golf course designers help attract young people into the game and keep them there?

After all, we can lay out learning centers, short courses and practice holes, but developers and municipalities — our clients — ultimately make the decision whether to build these alternative facilities.

Here’s the crux of the issue: When it comes to creating facilities that attract and serve junior golfers, it’s the chicken or the egg. Which comes first?

Does the developer approach the architect and say, “You know, I’d like to have a 3-hole short course in addition to the 18 you’re designing.”

Or is it the responsibility of the course designer to say, “You know, if we use this routing plan, we’ll have room to include a 3-hole short course, as well.”

When I took office last year, I called on my colleagues to put their money where their mouths are. Last April in Los Angeles, I told my colleagues that it’s our job as golf course architects to make sure developers and municipalities understand the value of creating these alternative facilities, which allow juniors and novices the opportunity to learn the game in fun, low-key environments.

We have a dual role: designer and advocate. With influence comes responsibility; this is part of our responsibility.

Well, I’m happy to report this message is taking hold — not because it was my idea or because ASGCA members do whatever the president says, but because it’s good business. If provided a comfortable learning environment, new golfers are more likely to become habitual, green-fee-paying golfers.

Today’s youth are nothing if not brand loyal; they will play where they’re comfortable, where they learned the game. Further, if a facility provides a place for kids to learn, parents will certainly be predisposed to play there.

ASGCA Associate Member Tom McBurnie had made these realities clear to at least one his clients. Tom is in the process of renovating the Algonquin Golf Course in St. Andrews, New Brunswick, Canada. The current facility includes a regulation 18-hole course and an executive nine-hole layout. Tom is condensing these 27 holes down to a single 18, with the extra room, he’s adding a state-of-the-art practice facility that will accommodate an expanded teaching program.

In the stand-alone category, Ault, Clark and Associates have long been in the forefront of this phenomenon. According to partner Tom Clark, the firm has designed 15-20 dedicated practice facilities during the last five years; half a dozen have been built, including Fair Oaks Golf Park in Fairfax with its putting green, chipping area, and 9-hole chip-and-putt.

After seeing the success of Fair Oaks and another Ault, Clark facility — Hunter Mill Golf Park, located on the access road to Dulles International Airport — the Fairfax County Parks Authority developed yet another, Oakmarr Golf Complex in Oakton. Ault, Clark’s two 27-hole practice facilities in Myrtle Beach — the night-lit Cane Patch and Midway learning centers — each do 1,500 rounds a day and out-earn their sister regulation courses.

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Bob Lohmann is president of Lohmann Golf Designs and its sister construction division, Golf Creations; both are based in Marengo, Ill. Lohmann is sitting president of the American Society of Golf Course Architects; his term expires in March.

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NO SOLUTION IN SIGHT

By DR. ERIC K. NELSON

The 1998 gray leaf spot epidemic on perennial ryegrass and tall fescue has raised this previously little-known turf disease to a high level of respect from golf course superintendents and other turfgrass professionals who have witnessed its devastating effects.

Those responsible for developing turfgrass specifications for new golf course construction or renovation projects should be aware of the risk of planting straight perennial ryegrass, or seed mixtures where it predominates, and adjust future recommendations accordingly.

Since “Pennfine” perennial ryegrass was first released under Plant Variety Protection status in the early 1970s and the subsequent proliferation of hundreds of new cultivars, some turf managers have been lulled into believing that perennial ryegrass is easy, inexpensive and invincible as a permanent monostand of turf.

CGCS to honor Gordon Witteveen

MISSISSAUGA, Ontario — The Canadian Golf Superintendents Association (CGSA) has nominated Gord Witteveen for the John B. Steel Distinguished Service Award for 1998. The award is given to those who have made an outstanding contribution to the advancement of the profession of the golf course superintendent.

Witteveen fits the bill. He was one of the founders of the CGSA and has been active in all facets of the organization for the past 30 years. Witteveen was also one of the first editors of Green Magazine and continues to write a column called "HISTORY OF PROBLEMS".

Traveling the wildlife highways

By RON DODSON

In our daily human lives, we travel to a variety of places for a variety of reasons — to work, the grocery store, meetings and social gatherings, and to and from our homes. Some of us even travel from place to place on a golf course — down the fairways by cart or by foot from tee to green. Depending on the purpose of our travel, we use different modes of transportation and different routes.

Wildlife travels as well. Instead of sidewalks, roads and highways, they use their own network of paths and trails. Like humans, their routes depend on the purpose and destination of their travel. They may travel from a thicket of woods to find a pond or stream for water to drink. Depending on the purpose of our travel, the grocery store, meetings and social gatherings, and to and from our homes.

N.J. Turf Assn. honors Al’s Dodson

SELKIRK, N.Y. — The New Jersey Turfgrass Association’s distinguished Environmental Steward Award was presented recently to Ron Dodson, president of Audubon International, in Atlantic City at the Trump Taj Mahal.

This award is presented to people or organizations who have performed distinguished service demonstrating dedication to the protection of the environment and preservation of eco-systems. In addition to the award, Dodson’s name will appear on the Master Plaque in the Turf Building at Rutgers University, New Brunswick, among such notable past recipients as Robert Shinn, commissioner of the New Jersey Department of Environmental Protection; Judy Bell, former

BRIEFS

BRANCH GEORGIA’S SUPER OF YEAR

COLUMBUS, Ga. — Don Branch of Green Island Country Club here has been presented the Georgia Golf Course Superintendents Association’s 1998 Superintendent of the Year Award. He received the honor at the annual Georgia Golf Hall of Fame banquet.

MACCS ELECTS MAIBUSCH

BATAVIA, Ill. — The Midwest Association of Golf Course Superintendents has elected Robert Maibusch president of the association. Maibusch is the superintendent at Hinsdale Golf Club in Clarendon Hills. Maibusch succeeds outgoing President Kevin Czerkies of Sportsman’s Country Club in Northbrook. Vice president for 1999 is Don Ferreri, superintendent at Seven Bridges Golf Club. Brian Bossert of Bryn Mawr Country Club was elected secretary-treasurer. Elected to two-year terms as directors were Kevin DeRoo of Bartlett Hills Golf Club and Greg Thalmann of Fox Run. Dan Anderson of Fox Valley Golf Club was elected to a one-year term. Current directors with one year remaining are Luke Strojny of Poplar Creek Golf Club, James McNair of Orchard Valley Golf Club and Fred Behnke of Mount Prospect Golf Club.

CASINO MAGIC IN SILVER PROGRAM

A caption in the November issue of GCN identified Casino Magic in Bat St. Louis, Miss., as being a Audubon Gold Signature project. It is a Silver Signature project.

MAGCS ELECTS MAIBUSCH

Columbus, Ga. — Don Branch of Green Island Country Club here has been presented the Georgia Golf Course Superintendents Association’s 1998 Superintendent of the Year Award. He received the honor at the annual Georgia Golf Hall of Fame banquet.
Gray leaf spot devastates

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The devastation caused by gray leaf spot has now caused many university professors and turfgrass agronomists to avoid recommending straight perennial ryegrass or tall fescue for many turf situations. Unfortunately, the warnings and revelations came too late for several superintendents who reportedly lost their jobs due to extensive damage to their perennial ryegrass fairways.

The crisis will stand as another harsh lesson about long-term reliance on mono-species turf stands. Turfgrass managers should be prepared to rapidly identify gray leaf spot and deal with it appropriately.

SYMPTOMS

The first symptoms of gray leaf spot are small oval leaf lesions that appear “water-soaked” and then turn a grayish tan hue bound by a darker band. Often, the lesions are mistaken for early stages of brown patch or other leaf spot diseases, so microscopic exam or laboratory culture for signs of the fungus may be necessary for confirmation of gray leaf spot.

During humid weather, grayish mycelia and conidia (spores) may be seen on gray leaf spot lesions. Eventually on a larger scale, 2-to 3-inch-diameter patches of chlorotic (light green) and twisted leaves appear in the turf. Whole plants may eventually be killed, leaving dead patches which enlarge and coalesce with additional waves of infection.

DISEASE DEVELOPMENT

Gray leaf spot has the same potential for devastating turf as Pythium blight. However, gray leaf spot spreads more readily and apparently over a broader range of conditions. It can strike from May through October. Last year, some courses in Virginia were still seeing secondary infections from gray leaf spot in October. Under the right environmental conditions, including high heat and humidity, this fast-moving disease has been reported to wipe out entire perennial ryegrass fairways in as few as 48 hours.

The gray leaf spot fungus produces microscopic conidia (spores) which are easily spread across the turf by wind currents, water splash, surface drainage patterns, maintenance equipment, or anything else that tracks across the turf. Conidia then germinate where moisture is present on leaves for an extended period. Resulting fungal hyphae then infect the leaves and sheaths of the grass plants. Soon, millions of new conidia may be produced by the fungus and spread further across the golf course or geographic region as they were this year.

TURF SUSCEPTIBILITY & RESISTANCE

Gray leaf spot develops readily on perennial ryegrass (Lolium perenne) and tall fescue (Festuca arundinacea), two species which, taxonomically, are closely related. In fact, some of the current turf-type tall fescues had actually been hybridized with perennial ryegrass during their breeding history in efforts to develop their finer leaf texture.

According to University of Maryland ratings of gray leaf spot damage among perennial ryegrass turf stands from New York to North Carolina and west through Oklahoma and Nebraska, gray leaf spot was one of the top stories shared by many turfgrass agronomists. The October annual meetings of the American Society of Agronomy and Crop Science Society of America in Baltimore, gray leaf spot was one of the top stories shared by many turfgrass agronomists.

FALLOUT FROM THE EPIDEMIC

Pythium blight. However, gray leaf spot spreads more readily and apparently over a broader range of conditions. It can strike from May through October. Last year, some courses in Virginia were still seeing secondary infections from gray leaf spot in October. Under the right environmental conditions, including high heat and humidity, this fast-moving disease has been reported to wipe out entire perennial ryegrass fairways in as few as 48 hours.

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Gray leaf spot devastates

Continued from page 21

Dr. Eric Nelson is the senior technical agronomist for Facklin Golf From 1989 to 1996 he was director of turfgrass research for Medalist/ Northrup King. A 1981 graduate of the University of Rhode Island in turfgrass management/plant science, he has taught at Penn State, where he performed his graduate studies, receiving his Ph.D in 1990 in turfgrass breeding, agronomy, and bentgrass tissue culture.

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Gray leaf spot

Continued from previous page

There is a wide range of susceptibility and none were completely resistant.

Rutgers University recently reported that tall fescue cultivars exhibit a range of susceptibility and also reported that all of the perennial ryegrasses they tested were susceptible.

Jacklin Seed is now screening new germplasm for improved resistance in the hope that we may develop more resistant cultivars. The important message is that all current cultivars of perennial ryegrass appear to be susceptible to one degree or another.

Compoundng the gray leaf spot problem, we know that perennial ryegrass and tall fescue recovery from infestation is poor due to the thoroughness of kill and the non-spreading growth habit of both species. Therefore, even with curative fungicide applications, the turf will need to be inter-seeded for rapid recovery, unless there are resistant species such as Kentucky bluegrass or strong creeping red fescue present that can spread and fill the voids.

TURF SOLUTIONS

To our knowledge, there are no field reports of gray leaf spot damage on Kentucky bluegrasses, fine fescues or bentgrasses. Therefore, where they are adapted, these species provide the best recommended alternatives or complements to straight perennial ryegrass or tall fescue. Complete renovation or regular inter-seeding of existing stands of perennial ryegrass or tall fescue with resistant species are good economic and environmental solutions to the gray leaf spot problem in existing stands.

JacklinGolf has developed protocols to assist in conversion of perennial ryegrass stands to other species. Copies of these recommendations are available on request.

References:


1998 Progress Report of the National Turfgrass Evaluation Program perennial ryegrass trials. USDA, Beltsville, Md.

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Wildlife highways

Continued from page 21

may travel from turfgrass areas of a golf course to tall grass areas where they find protection from predators. In a sense, these are wildlife highways and they are essential to its survival.

The fundamental reasons for much of human and wildlife travel is the same. All living things need food, shelter, water and living space to survive, and we often have to travel to different areas to find those fundamental components.

Wildlife moves around a lot to satisfy basic needs. Although golf courses may provide some habitat requirements, they may not satisfy all the needs of a specific species. So some wildlife may need to move beyond the boundaries of the golf course.

For example, in a rural setting, a golf course lake or pond may provide water and space for Canada geese, but a nearby farmer's field may serve as food source. The Canada geese don't care whose property satisfies which needs.

The challenge for golf course managers is to understand that their courses are part of a larger habitat and the wildlife highways on their course may go beyond their boundaries.

Look around a golf course. Where does wildlife travel? Which of the habitat components are they looking for? What components might they find on or beyond the course?

Answering these questions will help golf course managers not only solve conflicts between human and wildlife use on the course, but to enhance the habitat for wildlife.

Besides the wildlife highways, let us not forget the recreational value for humans. Remember that the history and tradition of the game of golf is rooted in nature.

If we're not interested in the natural part, why not turn the golf course into a football playing field with artificial turf?

Compare that image with a golf course with tall grasses, or a wildflower meadow, or stands of old trees interspersed with turfgrass. It is the contrast between the intensively maintained areas and natural areas of the golf course that is striking.

Somehow, the more golf courses become "managed" with more and more turfgrass, the less interesting, less challenging and the less satisfying they become.

Ron Dodson is president of Audubon International, headquartered in Selkirk, N.Y.

N.J. Assn. honors Dodson

Continued from page 21

Dr. Richard Caton, executive director of the N.J. Turfgrass Association said, "The benefit to the environment and protection of our eco-system provided by these programs is enormous."

"The USGA's support has been invaluable in establishing the ACSS as the cutting edge of environmentally responsible golf course maintenance," Dodson said, "and the N.J. Turfgrass Association's recognition of our efforts is a testament to the commitment to environmental stewardship demonstrated by the turfgrass and golf industry."

NJ. Assn. honors Dodson

Continued from page 21

president of the U.S. Golf Association, and John Stossel, news correspondent.

The award was presented to Dodson for "his vision and pioneering efforts in the development of Audubon International's programs," including the Audubon Cooperative Sanctuary Program (ACSP). The ACSP educates and encourages people to become actively involved in protecting and enhancing wildlife habitats and conserving natural resources on properties where they live, work and recreate.

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Historical preservation for superintendents is vital

By TERRY BUCHEN

WILLIAMSBURG, Va. — The historical preservation of everything a golf course superintendent does, both now and in the future, is extremely important — not only for its influence on the world of golf, but for the professional historical record as well.

Witness the vast amounts of books, manuscripts, letters, reports, records, photographs, videos, equipment, et al that have been donated to the Golf Course Superintendents Association of America's (GCSAA) Historical Preservation Committee. They have been given by superintendents and their families, both young and old, living and deceased.

The exhibit of old equipment memorabilia has been on display at GCSAA headquarters for many months, which makes superintendents proud of their roots. This vital committee needs superintendents' further help and support to continue on with the many pieces of archival material still needed and wanted to make this "museum" the biggest and best in the superintendents' community.

A logical next step is to have a GCSAA Hall of Fame for living and deceased superintendent pioneer legends, to further capitalize on the many great advances that have been made in the profession. The GCSAA Hall of Fame could fill a void between the Distinguished Service Award and The Old Tom Morris Award by rewarding all of the superintendents who have been legendary in the highest form of professionalism that has existed since the association was founded in 1926.

Entering the Hall of Fame would be no easy task as any future inductee would have to earn it, plain and simple, by being nominated to the highest standards set forth during their entire career. The Historical Preservation Committee and, ultimately, the Board of Directors, would approve nominations.

Every good deed done by a superintendent would have to be well documented. And the Historical Preservation Committee would set the highest standards. The many state golf association halls of fame are starting to recognize superintendents who have contributed greatly to the game of golf. Why not have one for superintendents to honor their own?

There are many good golf chat rooms on the Internet. An especially good one is www.traditionalgolf.com, which has a Golf Architecture and Design Forum. It is very lively, provocative and lots of serious and humorous fun for anyone who simply views its many daily postings, or who is a full-blown participant. Along with this architecture forum are a few home page short-cut listings for timely information on selected golf courses anywhere. There is even a Rules of Golf Discussion Group for any level of participation imaginable. Superintendents will also have fun on this one.

One of the many great ideas in golf course management comes from Florida, where a few select facilities have on-course employees' restrooms. Many courses do not allow their employees to use the men's and ladies' restrooms out on the course, so a third unisex restroom is added for employee use only. It saves a lot of time going back and forth to the turf-care center to use the facilities and is a good idea that will hopefully catch on.
Flagstick storage in unused ceiling space

By TERRY BUCHEN

PARAMUS, N.J. — Irrigation technician Dave Zollinger turned wasted space into valuable storage at The Ridgewood Country Club here, at the same time solving where to store flagsticks for the 27-hole facility.

Zollinger’s “brilliant idea,” said superintendent Todd W. Raisch, “was to store all of our spare flagsticks on the horizontal and sloping ceilings, which is totally out of the way from any of our activities.”

Zollinger bought enough fishing pole holders at a local store to handle all the flagsticks. Each unit can hold six flagsticks. The holders have a foam-type slit so when the circular part of the flagstick is pushed all the way in it snaps into place.

Not only do the fishing pole holders work well, they are inexpensive, Raisch said.

“Storage space is always of paramount importance,” he added, “and it is always fun trying to use storage space properly in all of the miscellaneous areas throughout our maintenance building complex.”

Zollinger’s idea must have been a blast.

Swayze, Burris create turf, tree consulting firm

HOUSTON — Jack Swayze and Mike Burris have formed Swayze-Burris, Terra Turf Trees, LLC.

Swayze’s association with the Houston green industry began in 1970 after graduation from Stephen F. Austin State University with a bachelor’s degree in forestry. Since then, he has been involved in the residential, commercial and golf-related tree and landscape business in Texas. He recently spent several years in the golf landscape and tree management business with projects locally and internationally.

A 1974 graduating of Oklahoma State University, Burris’ golf course superintendent career started on the East Coast and brought him in the early 1980s to Texas, where he has been involved with a number of Houston area golf courses. He is a past president of the South Texas Golf Course Superintendents Association and president of the Bermudagrass Research Foundation.

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Percent of Diseased Bentgrass

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<thead>
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<th>Treatment</th>
<th>Turf Quality Rating</th>
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<tr>
<td>Untreated</td>
<td>4.88D</td>
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<tr>
<td>Alette 80WG + Daconil Ultrex</td>
<td>7.27AB</td>
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<tr>
<td>Alette 80WG + Fore 80WP</td>
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<tr>
<td>Alette 80WG + Fore 80WP</td>
<td>6.93B</td>
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Treatments made every 14 days; ratings taken 71 days after first treatment. Quality ratings based on 1 - 9 scale. Numbers followed by same letters are not statistically different.

Source: Martin, Clemson University, 1996

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WHIPPING GREEN
INTO SHAPE
A member of the grounds crew at Jamaica's Try all Coun-
try Club whips the greens to rid the putting surface of the earth-
worm casts prior to cutting the grass. Since it is soil-like, the worm
cast material is similar to top dressing, allowing golfers to putt over a
relatively smooth surface.

ISS organizes employee training
POMPANO BEACH, Fla. — As part of its effort to enhance employee skill levels and customer satisfaction, ISS Golf Ser-
vices has created a special training cen-
ter for assistant superintendents, accord-
ing to company literature.
The classes, which will be held at the Pompano Beach Municipal Golf Course, will emphasize 'training the trainers' and increasing the skills and knowledge base of the ISS training team.

"Even though many of our assistant superintendents have four-year degrees, they don't necessarily know how to train people to operate landscape equipment," said Paul Hickman, division vice presi-
dent for ISS Golf Services. "This program gives them a very formalized and struc-
tured review of how equipment should be used."
The first two sessions, held in 1998, emphasized the diverse skills needed to maintain turfgrass in sports settings, par-
ticularly golf courses and professional baseball fields. Topics covered equipment operation, field calibration of chemical sprayers, and the anatomy and physiol-
ogy of turfgrass.
Sessions include classroom activities in a specially renovated construction trailer, followed by outdoor demonstra-
tions. For instance, the turfgrass classes led by ISS agronomist Keith Kirchoffer in-
cluded a review of literature, followed by an actual demonstration of healthy and stressed turfgrasses.
"We are making a concerted effort through our Associate Development Pro-
grams (ADP) to standardize the way we do things throughout the company," Hickman said. "The combination of class-
room and hands-on experience is work-
ning well for us. And everyone who attends has to turn in a review and critique of the program."

N.C. Turf Council
awards scholarships
Seven North Carolina turf students were awarded scholarships from the Turfgrass Council of North Carolina for the 1998-99 school year.
The students were chosen by interview, from the turf school in North Caro-
ilia, including North Carolina State Uni-
versity, Catawba Valley Community Col-
lege, Sandhills Community College, Way-
ne Community College and Brunswick Community College.
North Carolina State University stu-
dents were awarded a total of $4,000, including the Anthony Angelichio Me-
memorial Scholarship and the TRIMS Soft-
ware International, Inc. scholarship.
The recipients were Grant Leonard of
Chapel Hill, who plans to graduate early in December with an associate degree in
turfgrass management.
Also, Allan J. McNally of Durham, who
plans to graduate early in December with
a four-year degree in turfgrass manage-
ment; and Matthew C. Sandberg of
Marshville, who plans to graduate with an associate degree in

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Texas A&M research: 4-day water cycle beats every day or two

By MARK LESLIE

COLLEGE STATION, Texas — Research by a graduate student at the Texas A&M campus here points out that golf course superintendents, even with sand-based greens, may want to consider watering only once every several days.

"I think some turfgrass managers have the misconception that on a well-drained green, overwatering or frequently watering is not bad," said Dr. Richard White, who oversaw the graduate research conducted by John Jordan during 1997 and 1998.

Jordan tested with nine varieties of bentgrass, watering one set of plots daily, another set every other day, and a third set every fourth day. He discovered that the best overall quality of the bentgrass always occurred when irrigating every fourth day.

White said that 1998 was one of the hottest years on record, and 1997 was even more difficult because of high humidity.

"The real killer in much of the South is high humidity as well as high temperatures," he said. "I'd rather grow bent at 100 to 105 degrees air temperature at 30- to 40-percent humidity (like it was in 1998) than at 90 to 95 degrees and 70- to 80-percent humidity (as it was in 1997)."

White said that while the greens watered every fourth day became dramatically harder over the four-day span, the turf was healthier.

Less water and moisture means less disease and fewer pests.

One major difference Jordan noted in 1997 was the amount of algae.

"Where we watered daily or every two days we had a lot of algae," White reported. "In the four-day irrigation we only had a smattering of algae. Even with a very old and algae-susceptible variety, we only had 10 percent covered by algae."

 Asked about the decision to use a four-day cycle, White said it was simply guesswork. But, he added, grass can remain healthy over a much longer period without water.

"Within a USGA [U.S. Golf Association] green, there could be 2-1/2 to 3 inches of available water in the 12-inch soil profile. If grass is growing 1/4 inch a day, you're looking at a 12-day supply of water."

But that assumes the turf has a 12-inch root system, something not typically present in a frequently watered green, he added.

Indeed, Jordan found that from the first of June through August, the root systems in frequently watered plots decreased slightly, while those in the four-day treatment tripled and, in fact, had five times more roots.

Perhaps the most startling discovery came from a study in 1998 measuring the soil oxygen and CO2 levels.

"We teach — and I anticipated that — that as the greens are sand-based or U.S. Golf Association-type, not "push-up" greens. Ehrbar is still determining exactly what he must do to maintain his bentgrass, saying his plan "is not black and white. Every course is unique and different and we're building [the program] as we go. It's day to day. We monitor the grass."

"But our feeling is, in the summer without water, we get it. By the same token, if it needs water we will water it. In the wintertime there are times we can go over four weeks without giving it any water. But when summer comes we're lucky to go three to four days because the heat is up, evapotranspiration is up and the plant is pumping more water."

Engelke attributes the success of this Deep South experiment partially to the grasses themselves.

"The new genetics give you the edge," he said. "Those three [192, Crenshaw and G2] are the most heat-tolerant bents of which we had sufficient seed. But these new varieties will grow at higher soil temperatures, and especially at soil tems that are at proper gas balance. You have to keep oxygen and CO2 in balance. If they get out of balance, that will impact the development of the plant. And that is influenced more by irrigation scheduling than anything."

It takes a special club to make the program work, said Ehrbar, adding: "The less play, the better off you are. And your members have to be prepared to pay for it."

"It scares me to death," added Engelke, "that anybody thinks they can do this without understanding the agronomics. If you don't, you won't make it." Dr. White agreed.

"This is not something to jump into one day," he said. "It takes planning and forethought. And the time to start this is not the middle of the summer. Start it when conditions are near optimum for the development of the plant. And that is influenced more by irrigation scheduling than anything."
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A Golf Course Superintendents Association of America (GCSAA) analysis of member compensation and benefits indicates significant increases in both, due largely to job experience and education levels.

Two survey instruments, which did not vary notably, were distributed to GCSAA members in 1995 and again in 1998. Overall, the salaries for golf course superintendents increased 8 percent (from $49,269 to $53,205) during the three-year period.

Certified golf course superintendents (CGCS) with more than 20 years' experience commanded the most significant salary increase on average, at 17.9 percent (from $56,618 to $66,774). The certified designation recognizes the achievement of high standards of professionalism through education and experience. Those certified members, regardless of experience, gained 10.4 percent in compensation in the same time span. In total, certified superintendent salaries average 27 percent higher than those salaries of superintendents who are not certified. Fifty percent of all GCSAA members earn more than $50,000 annually, while 15 percent earn more than $75,000.

The median response to the 1998 survey profiles a superintendent with 10 years' experience gained at two different golf facilities, with 6.73 years at his/her current position. That compares with the 1995 survey of 12 years' experience with a current position average of seven years.

As also observed in 1995, the average age of superintendents is 40 years old. In 1998, superintendents managed budgets and payroll of $500,000 (median national response) and averaged 15 direct reports.

“The marketplace is extremely responsive,” said GCSAA Board of Director and Career Development Committee Chairman Tommy Witt. “What it is telling us is No. 1, a GCSAA golf course superintendent's value is increasing, and No. 2, employers recognize the merits of having a certified golf course superintendent managing the physical asset of a facility.”

The salary survey also reveals that superintendents report to a variety of managers/employers. Leading the list is the general manager (26 percent), green committee (22 percent) and owner (19 percent). Those employers also display widespread support of GCSAA activities, with 96 percent paying association dues, 91 percent providing funds of seminar/trade show fees plus travel and 89 percent footing the bill for GCSAA superintendent chapter dues.

YOUR GREENS MAY BE PERFECT.

Less watering better for bent

Continued from page 29

in frequent watering we'd see an elevation of CO2 and a reduction of oxygen. We did not,” White said, “which particularly surprised me because we had an insignificant amount of root system at that depth.

"It flies in the face of things we have taught and believed. When we watered every fourth day [on plots with roots extended deeper than 6 inches], the next day we saw a decline in oxygen level. First, I think, because there was more water and a slowing diffusion level because we have thatch in that soil. Second, because there was a greater root mass and root activity below the 6-inch depth, and biological respiration is one of the things necessary to lower oxygen."

White said he feels the four-day water cycle "will help wherever you're growing bentgrass, particularly in the South and transition zone."
New web service for superintendents offers mass buying power

AUSTIN, Texas — Golf course superintendents will soon be able to tap into a new web service called GolfSolutions.com.

GolfSolutions.com was developed by a team of golf-industry professionals for superintendents worldwide. GolfSolutions.com will put dozens of resources at the fingertips of superintendents, reducing the time it takes to accomplish everyday tasks such as obtaining real-time weather information, planning daily schedules and ordering any supply their course requires from vendors offering discounted prices, 24 hours a day.

Additionally, the web service will enable superintendents to research the latest advances in their industry, and communicate online with colleagues and others in the golf course maintenance field.

Prior to the unveiling of GolfSolutions.com at the Golf Course Superintendents Association of America (GCSAA) Show in February, the web service will be tested by 15 superintendents and 15 vendors. At the show, superintendents will have a chance to view a demonstration of GolfSolutions.com's Basic Services. Subscribers to GolfSolutions.com Basic Services, available at no charge, will receive an e-mail address, and will be able to purchase online from hundreds of vendors and then track the status of those orders.

Subscribers will also have access to chat rooms and selected news services. GolfSolutions.com is structuring agreements to partner with a variety of companies that will provide additional benefits to members. One partnership will be with GCSAA chapters throughout the country. The chapters will be able to post their newsletters at no charge on GolfSolutions.com, and free access to the newsletters will be offered to subscribers of the web service.

GolfSolutions.com's Premium Services, offered for a fee, will be available in July. They will include all of the basic services, plus added abilities to create targeted vendor lists (personal catalog), create and distribute requests for proposals, participate in auctions, peruse industry trade publications, manage annual budgets, and use a convenient scheduling database. Additional features are currently being developed.

GolfSolutions.com was developed with the input of superintendents to enable them to harness the internet to create new ways of doing what they do best — keeping their courses in top form," said John Mueller, president of the web service. "GolfSolutions.com can't cut greens, but it can help superintendents do a hundred other equally important jobs."

Orangebrook CC's Klitz cited by GCSAA

HOLLYWOOD, Fla. — Robert G. Klitz, general manager with Orangebrook Country Club/Golf Hollywood here, has earned two environmental management specialist certificates from the Golf Course Superintendents Association of America (GCSAA) for completing specialized programs for golf course development and storage, disposal and recycling.

GCSAA addresses the environmental impact of golf course maintenance by offering specialized training through its Environmental Management Program (EMP).

Programs in the Golf Course Development specialization address issues ranging from environmentally aware design to wetland and wildlife management on golf courses. Design, preconstruction, construction and renovation are a few of the topics reviewed in these seminars. Because there is a growing responsibility in golf course management to help preserve natural resources through safe chemical handling and establishing recycling practices, the storage, disposal and recycling specialization addresses the trend to conserve, maintain and reuse.
POMPANO BEACH, Fla. — Palm-Aire Country Club has named Fred Granger director of golf course maintenance. With 94 holes of golf (five courses plus a four-hole practice loop), Palm-Aire is the second-largest golf operation in one location in Florida.

From 1993 until recently joining the Palm-Aire team, he was director of golf course maintenance at Turnberry Isle in Miami. A certified golf course superintendent, Granger holds degrees in ornamental horticulture and in business management.

For the first decade of his career, Granger was superintendent at the private Laguna Hills Golf Club in Southern California. From there he spent four years in Vero Beach, working on the two courses at Grand Harbor with golf course architects Pete Dye and Joe Lee.

LA QUINTA, Calif.—PGA West has appointed Eric von Hofen as golf superintendent, responsible for the Arnold Palmer, Jack Nicklaus and Tom Weiskopf private courses.

In January von Hofen oversaw preparation and supervision of the Bob Hope Chrysler Classic, which took place on the Arnold Palmer Private Course. He helped open the new Greg Norman Course in December.

Prior to his appointment, von Hofen was the golf course and grounds manager at the Naples ( Fla.) National Golf Club. He has also been superintendent to PGA National Golf Club in Palm Beach, Doral Golf Resort & Spa in Miami, and John's Island Club in Vero Beach.

A graduate of Ohio State University's Agricultural Technical Institute, von Hofen is a Class A member of both the South Florida Golf Course Superintendents Association and the Golf Course Superintendent Association of America.

FOUNTAIN HILLS, Ariz.—Communities Southwest has hired Mark Burchfield as golf course superintendent at Augusta Ranch Golf Club in east Mesa. Burchfield was educated at Riverside Community College as well as the Mundus Institute, School of Golf Course Management. He comes from Shalimar Country Club in Tempe, where he served as director of the Golf Division for Rain Bird, he was responsible for the engineering, marketing, sales and manufacturing of golf course irrigation products for worldwide distribution.

Bescoby is a graduate of the University of California-Davis and Arizona State University.

AUGUSTA, Ga. — The Club at Jones Creek has hired Tony M. Brown as superintendent. A superintendent with more than 16 years experience, Brown holds a bachelor of science degree in horticulture and turfgrass from Clemson University. He has earned the designation of Certified Golf Course Superintendent from the Golf Course Superintendents Association of America and has served on that organization's National Publications Committee in addition to being active in state and local industry organizations.

A native of North Augusta, S.C., Brown and his wife and their two children have relocated to Augusta from Clemmons, N.C., where he was the superintendent at Salem Glen Country Club.

CALABASAS, Calif. — Eric Bescoby has been appointed to the new position of director of golf maintenance for Environmental Golf.

Bescoby will manage the business unit dedicated to maintenance at the firm's contracted courses and will begin efforts to increase the overall golf maintenance business.

Prior to joining Environmental Golf, Bescoby was associated with Rain Bird Sprinkler Manufacturing Corp. for 11 years.
Moving on

Continued from previous page

as superintendent. Prior to his stint at Shalimar, Burchfield worked at, and served as a member of the construction staff at The Raven Golf Club in Phoenix.

HILLSBOROUGH, N.J. — Trent J. Inman has joined the new Royce Brook Golf Club as the head superintendent. Inman will supervise the overall maintenance and conditioning programs for the golf courses, including overseeing the grow-in phase of the rescue on the West Course and native wild grasses on the East Course, as they continue to mature following their opening last May.

A Purdue University graduate, Inman was the assistant golf course and property manager at Caves Valley Golf Club in Owings, Md.

BLOUNT COUNTY, Ala. — Mark Langner has been hired by Limestone Springs, Ltd., to be superintendent at the community's new 18-hole golf course designed by former U.S. Open champion Jerry Pate.

Langner holds a degree in agronomy, with specialization in turfgrass management, from Mississippi State University.

Prior to accepting the position at Limestone Springs, he was head superintendent for the east course at Birmingham Country Club.


For the past two years, Scamehorn has been the superintendent at Lost Key Golf Club in Perdido Key, Fla. Prior to that, he was the assistant superintendent at Falcon’s Fire Golf Club in Kissimmee, Fla. Both clubs are managed by Western Golf Properties, Inc.

A Purdue University graduate, he has nearly 10 years of experience, including managerial roles at Pebble Beach and The Vintage Club. He also holds degrees in psychology and art history from the University of Minnesota.

Cook offering short courses

NEW BRUNSWICK, N.J. — Cook College’s Office of Continuing Professional Education is offering short courses to help people enhance their knowledge and business opportunities in the green industry.

The “Advanced Topics in Professional Grounds Maintenance” series will offer “Turf Diseases,” scheduled for Feb. 10, and “Managing Turf and Landscape Weeds,” scheduled for March 17-18. Both classes will meet from 9 a.m. to 3:30 p.m. on the Cook/Douglass Campus here.

The “Advanced Topics in Professional Grounds Maintenance: Turf Diseases” short course will help refine diagnostic skills. This one-day program explores disease management issues in landscape turf, while introducing advanced concepts in turfgrass pathology. Topics will include troubleshooting problems in landscape turf; the impact of the turf microclimate on disease; fungal classification and identification; fungicide selection and use; biological control issues; and turf diseases that may have been missed.

The “Advanced Topics in Professional Grounds Maintenance: Managing Turf and Landscape Weeds” short course will help landscape professionals learn to manage common and difficult weeds in the tri-state area. Many costly and unsightly weed problems can be avoided — or at least minimized — with a little planning and knowledge. Participants will develop their own weed-control program, which will address specific weed problems they routinely encounter.

For more information or to register, please call the Office of Continuing Professional Education at 732-932-9271.
Building long-lasting sod-wall bunkers like in the Old Country

By TERRY BUCHEN

ARCADIA, Mich. — In keeping with the links-type theme of Arcadia Bluffs Golf Club overlooking Lake Michigan here, course architects Rick Smith and Warren Henderson have incorporated many sod-wall sand bunkers with excellent results.

"In our sod-wall bunker design — drainage behind, below and around — the almost vertical stacking of sod is paramount for their long-term survival," said Henderson. "As long as there are very good drainage characteristics, the sod will last a long time and will not have to be replaced every two to three years."

Crews are using a locally grown bluegrass sod cut the normal 18-inch width and thickness for all the sod walls. The bottom row is laid approximately 6 inches above the bottom of the bunker soil subgrade. A 1-inch layer of soil is laid on top of each row and then the next row of sod is laid upside down, alternating back and forth (green side up; green side down, etc.) in the process.

As this occurs, the next row of sod is laid slightly back, keeping as vertical as possible while laying it back towards the existing soil slope, Henderson said.

"All of our surface drainage around the sod-wall bunkers does not allow any water to get behind the sod wall," said Tim Furness, president of Furness Golf Construction, Inc., which is building the course. "This keeps the sod from getting too wet so it will not rot-out very fast at all."

Furness crews also are adding conventional 4-inch perforated ADS-type drain tile and gravel, in a herringbone design, to the bottoms of each bunker on 15-foot centers, or less.

"In maintaining our sod-wall bunkers, we have used a string-line trimmer, with the head flipped upside down, to mow the turf as closely as possible," said course superintendent Paul Emling. "Our maintenance goal is to try to keep the turf relatively short, so the individual rows and seams can be easily visible.

"If we did not do it this way," he added, "the turf would grow together and the rows and seams would not be visible, which would take the dramatic effect of the entire principle of building a sod-wall bunker, i.e. to be as vertical as possible while still affording a well-played shot."

Emling will experiment in various ways to achieve the look and playability that the owners and designers want. He may try using growth retardants; determining how different irrigation practices affect certain bunkers; overseeding with clump-type grasses such as sheeps and hard fescue; and blowing off excess sand from golf shots.

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MetGCSA honors PGA’s Robson with Reid Award

GARDEN CITY, N.Y. — The Metropolitan Golf Course Superintendents Association (MetGCSA) has presented the 1998 John Reid Lifetime Achievement Award to Met PGA Section Executive Director Charlie Robson, citing him as "a tremendous advocate for golf course superintendents."

Robson has "never forgotten to recognize the superintendent's efforts," said MetGCSA Awards Committee Chairman John O'Keefe. The award is reserved for individuals who have "demonstrated a knowledge of, and commitment to, the game of golf and the science of golf course management."

A graduate of Washington and Lee University, Robson has guided the Met PGA since 1972, overseeing its growth from one employee and an annual budget of $80,000 to six full-time and six seasonal employees and an annual budget of $2.5 million. A Manhattan native, he lives in Garden City with his wife, Deidre, and three children.

Meadow Brook Country Club superintendent John Carlone, who has worked with Robson, told MetGCSA's Tee to Green that what "makes him [Robson] so remarkably good at what he does" is his ability to look at golf from everyone's perspective — the golf pro's, club manager's superintendent's and member's.

Exhaust system improves safety

BY TERRY BUCHEN

VASTERAS, Sweden — Swedes have long been leaders in environmental preservation while providing employee safety. Partial proof of this is found at Surahammars Golfklubb here, where an overhead exhaust system removes fumes from the shop area when the arc-welder or acetylene torch tanks are used in the maintenance building.

"Breathing fresh air is such a concern that it is a federal law in Sweden that an exhaust fan like we have in our shop area must be used at all golf courses and similar shop areas in other type industries," said course manager Bo Borg.

The 100-millimeter-diameter exhaust hose is flexible, so it easily can be moved to just above where the welding or torch work is being accomplished. The hose in connected to a 2-horsepower electric motor, which exhausts the fumes through a 75-millimeter-diameter metal stove pipe up through the roof, Borg explained.

The hose is approximately 3 meters long and can be moved in a 180-degree area along one wall in the shop, he said.

GCSAA REACHES 19K MEMBERS

LAWRENCE, Kan. — Continued strong growth in the Golf Course Superintendents Association of America (GCSAA) has pushed the association's membership total to more than 19,000, according to figures processed by the Member/Chapter Services Department.

Since January 1994, GCSAA membership has grown 46 percent (up from 13,000), representing all regions of the nation, and 65 foreign countries and all categories of membership. "This sustained and strong growth confirms that golf course management professionals value membership in the association," said GCSAA President George Renault III, certified golf course superintendent at Burning Tree Club in Bethesda, Md.

"The golf course maintenance industry faces constant change. Therefore, those who pursue such a career must have the resources that allow them to perform at a high level. It is GCSAA's goal to provide its members the education, representation and information necessary to achieve success."

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CIRCLE #137/GCSAA BOOTH #4472

38 February 1999
Aerial shot of Orlando, site of the International Conference and Show.

Orlando: More than booths and classrooms

By MIKE JAMISON

ORLANDO, Fla. — The Golf Course Superintendents Association of America Conference & Show has an impressive lineup of workshops and seminars, and an expo full of exciting new companies and established successful businesses.

But even the most dedicated of attendees can spend only so much time increasing knowledge, sharpening job skills and gathering information on new products and services.

Then there must be time for fun, especially in Orlando, the world’s No. 1 vacation destination.

The entire world knows about “the worlds” — Disney World, Sea World and all the other major attractions in the area. And they are certainly worth consideration when deciding how to spend your free time.

But there are other, less-traveled places to visit and interesting things to do.

Continued on page 44

Past presidents offer insights, advice

By PETER BLAIS

ORLANDO, Fla. — When incoming President Dave Fearis picks up the gavel for the first time at February’s International Conference and Show in Orlando, he will be following in the footsteps of 62 other men who have led the Golf Course Superintendents Association of America to the prominent position the association enjoys today.

The golf industry has changed dramatically since Colonel John Morley was voted the association’s first president back in 1926. The men who have followed him have been in a unique position to observe the changes in the golf industry.

We contacted as many of the GCSAA’s former and soon-to-be-former presidents as possible and asked them two questions:

• What is the biggest change you’ve observed in the golf industry during your career?

• What single piece of advice would you give to incoming President Fearis?

Following are their responses:

George Renault — 1998 — Director of golf and grounds, Eagle’s Creek Country Club, Naples, Fla.

Biggest change: “The effort to increase awareness of what the superintendent does within the industry and with the golfing populace. We have a lot more work to do. It’s understood at the better clubs. Everyone’s got to sell themselves and we’re trying to give them the tools to do it.”

Advice for Dave: “Just be yourself and let your instincts guide you. Don’t read too much into anything.”


Biggest change: “In my 25 years, the No. 1 thing is the increase in the demand for quality at golf courses. Superintendents are held to such a high standard that they are expected to maintain day in and day out. One of my first clubs was a 54-hole complex where we were mowing tees at 1 inch, fairways at 1-1/4 inches because the ryegrass looked good. We weren’t concerned as much about playability or what the golfer thought. Now that’s completely reversed where sometimes we force mowing heights down because of what the golfer expects day in and day out.”

Advice for Dave: “Enjoy the ride and hold on tight. He’s going to be so busy.”

Continued on page 42

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GCSAA 70th International Conference and Show Schedule

Monday, February 8
6:30 a.m.-6 p.m. — Conference and Seminar Registration Open
8 a.m.-5 p.m. — Conference Seminars
8 a.m.-5 p.m. — Focus on the Military Seminar
5-6:30 p.m. — Military Networking Reception

Tuesday, February 9
6:30 a.m.-6 p.m. — Conference and Seminar Registration Open
8 a.m.-5 p.m. — Conference Seminars

Wednesday, February 10
6:30 a.m.-6 p.m. — Conference and Seminar Registration Open
8 a.m.-5 p.m. — Turfgrass Field Seminar
5-6:30 p.m. — Opening Session

Thursday, February 11
6:30 a.m.-6 p.m. — Conference and Seminar Registration Open
6:30-7:30 a.m. — Chapter Delegates Breakfast
7 a.m.-Noon — President's Dinner Show Voucher Exchange Booth Open for Early Bird Voucher Holders
8 a.m.-2:30 p.m. — Certification Examination
8 a.m.-5 p.m. — Conference Seminars
8 a.m.-5 p.m. — Media Room Opens
9 a.m.-Noon — Science for the Golf Course Session

Friday, February 12
6-7 a.m. — Innovative Superintendent Breakfast
6:30 a.m.-6 p.m. — Conference and Seminar Registration Open
6:30-7:30 a.m. — Chapter Delegates Breakfast
7:30-8:30 a.m. — Certification Luncheon (by invitation)
12:30-1:30 p.m. — Certification Business Meeting
2-5 p.m. — International Society of Arboriculture Session
2-5 p.m. — National Golf Course Owners Association Session
2-5 p.m. — Greens & Grassroots Program
2-5 p.m. — Super Users Forum
3:30-6 p.m. — Educational Session: Bentgrass Management: Made in the Shade
3:30-6 p.m. — Educational Session: "Stuff That Could Make a Difference"
5-6 p.m. — GCSAA Networking Reception

Saturday, February 13
6-7 a.m. — Innovative Superintendent Breakfast and Roundtable Discussions
6:30 a.m.-6 p.m. — Conference and Seminar Registration Open
6:30-7:30 a.m. — Chapter Delegates Breakfast
7-8:30 a.m. — Innovative Superintendent Session
8-10 a.m. — American Society of Golf Course Architects Session
8-10 a.m. — Fifth Annual Collegiate Turf Bowl Competition
8 a.m.-Noon — Annual Meeting and Election of Officers
8 a.m.-5 p.m. — Conference Seminars
8 a.m.-2:30 p.m. — Certification Re-examination
9 a.m.-5 p.m. — Trade Show
10 a.m.-Noon — American Zoysiagrass Association Zoysia Forum
10 a.m.-Noon — Club Managers Association of America Session
10 a.m.-Noon — Irrigation Association Session
10 a.m.-Noon — National Golf Foundation Session
10 a.m.-Noon — Student Forum: Student-to-Student
11 a.m.-1 p.m. — Chapter Managers Workshop
11:30-1 p.m. — Friends of the Foundation Meeting/Reception
Noon-1:30 p.m. — Student Chapter Lunch (by invitation)
1-5 p.m. — Conference Seminars
2-4 p.m. — Student Seminar: From Student to Superintendent
2-4 p.m. — Chapter Newsletter Editors Forum
2:45 p.m. — Educational Session: The Cutting Edge of Golf Course Management
4:45 p.m. — Student Mixer

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Ewoldt wins 1999 Leo Feser Award

ORLANDO, Fla. — Certified golf course superintendent Don Ewoldt of Sand Creek Country Club in Chesterton, Ind., will be presented the 1999 Leo Feser Award Wednesday, Feb. 10 at the Opening Session of the Golf Course Superintendents Association of America’s (GCSAA) 70th International Golf Course Conference and Show here.

The annual GCSAA award honors the best superintendent-authored article, published in the association’s monthly magazine, Golf Course Management. The winner’s name is engraved on a plaque for display at GCSAA headquarters in Lawrence, Kansas.

GCSAA’s Publications Committee selected Ewoldt’s article, “The Restoration of Sand Creek,” which was published in the February 1998 issue of the magazine. The piece detailed Ewoldt’s experiences as project manager for a one-month restoration effort to stabilize eroding creek banks. He also included nearly a dozen photographs of the process.

“We can relate to those articles and I always turn to the superintendent-written articles first,” he said.

“With this, if someone else is doing the same type of project, they can call me and I can pass on what I know.

“Winning the award is very gratifying. But I didn’t write it to win the award.”

A GCSAA member for 12 years and a graduate of Iowa State with a bachelor’s degree in agronomy, Ewoldt has been at Sand Creek Country Club since 1993. He also has been named a chapter winner for the 1999 Environmental Steward Awards and is actively involved with community activities including the Audubon Cooperative Sanctuary Program for Schools.

The award honors Leo Feser, a pioneer golf course superintendent and a charter member of GCSAA. Feser is credited with keeping the association’s official publication alive during the Great Depression.

Past presidents

Continued from page 39

You don’t realize the full scope of being president until you’re there. I was out of town last year for a three-day weekend and when I came back, I had 40 voice messages. I don’t even know 40 people. Sometimes it can be overwhelming. But it’s a great experience.”

Bruce Williams — 1996 — Director of golf operations, Los Angeles CC.

Biggest change: We’ve gone from the Arnie’s Army era to the Tiger Woods phenomenon, during which we’ve seen golf on television and the development of golf for the masses. Coupled with this, we have a population that is very mobile. Back in the 1930s and 1940s, you played your own course and maybe another one here or there. But today, people on business or vacation travel worldwide and they have higher levels of expectations than ever before. Pat the superintendents on the back. The standards and level of golf course maintenance have risen not only for private courses, but for public and resort venues, too. That’s challenged superintendents to provide outstanding course conditions every day their courses are open. The winner is the golfer, who is enjoying playing conditions on public courses that were only available on private courses 20 years ago.

Advice for Dave. “Manage your time effectively. The demands for your time are on you from all different angles and you have to give justice to family, place of

Continued on next page
employment and the association. It's a challenge to budget your time properly. The one thing people are always surprised about is the huge time commitment during that one year. It jumps 30 to 40 percent. When you're president you get the normal mailings, but you may get an extra 20 pages of faxes a day, 10 to 12 phone calls from people who want to talk to the man at the top. Your time commitments to family and job don't change. I remember the time commitment when I was president being another 20 hours a week...We end up taking it away from family and personal time.

Gary Grigg — 1995 — Head superintendent, Royal Poinciana Golf Club, Naples, Fla. Recently completed a 36-hole Art Hills renovation of the original design and is building a new maintenance facility.

Biggest change: "Turf students need to take more business courses than they used to. This is not as technical a business as it used to be in terms of agronomy and horticulture. It's shifting toward business, employee and risk management. I used to spend most of my time on the golf course. Now it just feels good to occasionally get out there."

Advice for Dave: "The thing David's got going for him is that he's been at his club for a lot of years and has the total support of his club. If you don't have the total, 100-percent support from your club...The club usually comes first and the family comes second. It should be the other way around, but the two get intermingled."

Gary Grigg

Joseph Baidy — 1994 — Director of courses and grounds, Turning Stone Casino Resort, a 27-hole Rick Smith design in Verona, N.Y., being built by the Oneida Indian Nation and scheduled to open its first nine holes in August, 1999.

Biggest change: "I've been on golf courses since 1950. The playing conditions, equipment and demands on the golf course superintendent have all changed greatly. The profession demands a more professional management style and greater knowledge of the environment."

Advice for Dave: "Keep an open mind and try to project what the needs of the membership will be."

Randy Nichols — 1993 — Director of golf maintenance, Cherokee Town & CC in Atlanta. The 36-hole facility is in the midst of a Tom Fazio-designed renovation.

Biggest change: "The increased level of maintenance and the demands put on the golf course superintendent to provide tournament-level playing conditions almost every day."

Advice for Dave: "Listen to the membership and be cognizant of serving all the members."


Biggest change: "Increased expertise of superintendents, enhancement of a very professional approach to the golf business, and increased recognition of the impact golf course maintenance/management has on the total golf industry."

Advice for Dave: "Enjoy your year as president as much as possible."

Stephen Cadenelli — 1991 — Course and clubhouse manager of Cape Cod National Golf Club, a Brian Silva design that opened last June in Brewster, Mass.

Biggest change: "The heightened expectations of golf course maintenance on a daily basis. Course managers have always sought to improve things. But at the same time, with technological advances and our own knowledge, we're providing conditions that just 20 years ago were unheard of on a daily basis. The tremendous exposure of televised golf and the conditions those courses provide for a short period of time create a level of expectation that any course at most any time should be perfect. But there is a lack of understanding of what it takes to do"
Touring Orlando
Continued from page 39

• There are numerous themed dinner shows throughout the tourist area. You can see horses prance, knights fence, magicians disappear and Miss Kitty’s girls dance while you chow down on the house specialty. The locals’ favorite is Sleuth’s Mystery Dinner Theater, where you are asked to solve a mystery that is played out before you while you enjoy a four-course meal.

• Themed restaurants abound as well. You can dine with the stars at Planet Hollywood, the jocks at All-Star Cafe, the rock stars at Hard Rock, or my personal favorite, the good ol’ boys at Race Rock right there on International Drive.

If you would rather escape the tourist dining for a night, try these local favorites: a delicious steak with a great view at Houston’s in Winter Park or one of the unique dishes at Bistro Cappuccino in Lake Mary.

Another favorite restaurant for locals is Pebbles. One location is at Church Street, which offers plenty of night life after the food is served.

• Pointe Orlando has everything going for it, including location. It is just across and down the street from the Convention Center, and if eating, drinking, dancing, shopping and mingling are in your plans, you need look no further.

• If you are looking for elbow-to-elbow socializing in a lively, loud and singles sort of atmosphere, try Bahama Breeze on International Drive. You’ll get plenty of all of the above, and it also serves decent food.

• Care to see just how big of an effect a six-month lockout can have on the best athletes in the world? Attend an Orlando Magic basketball game and see just how low the NBA can go. As a goodwill offering to disgruntled fans, each team is selling 500 tickets per game for $10 each. Better seats are available at higher prices. Games are played in the Orlando Arena downtown, and usually begin at 7:40 p.m. Could be good for laughs, if nothing more.

• Many of you are coming from cities that have International Hockey League teams. Orlando is no different. The Orlando Solar Bears play an exciting, fast-paced style, and are always in contention in the Eastern Conference. Tickets start at $6 and are easy to come by. The Solar Bears also play in the Orlando Arena.

We’ll keep the pesticide industry from...
Past presidents

Continued from page 39

that in terms of financial sources and the differences of one course from another."

Advice for Dave: "Enjoy the time. It's very special and will go by very quickly."


Biggest change: "Many new players don't really know the etiquette of golf and don't have an understanding of the game. Their expectations are much greater. They want Augusta National-like conditions all the time. And they tend to play in competition with one another rather than trying to simply meet the challenge of the course."

Advice for Dave: "I've told every president since I was there to enjoy yourself and include your family. Your job is to represent the profession as it relates to the golf course industry."

Dennis Lyon — 1989 — Manager of golf, City of Aurora, Colo., which has six courses with one under construction, Murphy Creek, a Ken Kavanugh design scheduled to open in 1999.

Biggest change: "Government regulation and the practicing superintendents' level of expertise have increased tremendously. With the two courses we've built in the 1990s, we got involved in wetland mitigation, the U.S. Army Corps of Engineers, and the Environmental Protection Agency. I'm not saying that's bad; there is just a lot more concern with the environment that we have to accommodate. We know how far we've come on the professional side in terms of growing grass. But we've also come a long way on the managerial side, in terms of people management, diversity and the bottom line."

Advice for Dave: "Carry the message of GCSCA as far and wide as possible and enjoy yourself."


Biggest change: "Superintendents have moved toward lightweight mowing on fairways. We've always done that on the greens, but now you're even seeing it on fairways. The demand for green speed has really gone off the wall. The greens on many of these older courses just weren't meant to support the speeds you're seeing today."

Advice for Dave: "Enjoy it, but don't get too tied up in it. There is life after the GCSAA presidency."

Donald Hearn — 1987 — Head superintendent, Weston (Mass.) Golf Club.

Biggest change: "The lowering of cutting heights. Twenty-seven years ago we were mowing our fairways twice a week at 1-inch height; now we're at three times a week at 5/8-inch. Tees and aprons were twice a week at 3/4-inch; now we're three times a week at 7/16-inch. Greens were four days a week and now we're at six."

Advice for Dave: "Don't listen to anybody. Make your own decisions. You'll make some mistakes, just like we all did. If you try to please everybody, you'll please nobody."

Riley Stottern — 1986 — Head superintendent, Casa Blanca Golf Club, Mesquite, Nev.

Biggest change: "The advances in computer technology in terms of business operations, irrigation and communication have changed the superintendent's role significantly."

Advice for Dave: "Take care of GCSCA and its members, but watch out for and take care of your family first. That's not easy, but it's very important."

Continued on page 90
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The industry agrees, Furness Golf Construction near-perfect

By MARK LESLIE

CHARLEVOIX, Mich. — Fourteen years ago Tim Furness stood with a rake in his hand seeding a golf course in Asia. On Feb. 12 he will stand to receive a plaque declaring his company the Best Golf Course Small Builder of the Year for 1998.

Some might have guessed this about Furness, since he was, one, driving tractors on the family farm in Elkton at the age of 5 and, two, swinging a golf club at the age of 6.

Furness himself said: "When I started my company I knew we had the talent and ability to build great golf courses. Did I think I would be Small Builder of the Year? That would have been in my wildest dreams. But the last couple years, certain people — like Art Hills, who’s probably the most frank guy you’ll ever meet — have been praising us and we started to think, ‘Maybe we are good.’"

Indeed, Furness Golf Construction, Inc. received near-perfect ranking from the developers, architects and superintendents on the three projects it completed in 1998. The principals were queried on such areas as meeting deadlines and budget, sufficient personnel and equipment, quality of work, and project supervisor. Of a possible score of 80, Furness finished at 79.2.

Furness Golf Construction will receive the Golf Course News-sponsored award in Orlando, Fla., at the banquet of the Golf Course Builders Association of America. The annual award was determined following a survey of architects, developers and superintendents involved in projects completed in 1998 by the 27 builders who were nominated. The Small Builder Award is chosen among companies that built fewer than four 18-hole golf courses during the year.

Furness was followed in the survey by Turf Drain Inc. of Novi, Mich., with a score of 78.17, and Quality Grassing & Services, Inc. of Lithia, Fla., at 77.48. In 1997, Quality Grassing won the award, followed by Turf Drain.

Just seven years ago, Tim Furness and brother Chris formed the company, rented an 850 John Deere bulldozer and an 862 John Deere scraper, and shaped a nine-hole golf course for an old friend.

"It was just the two of us," Tim recalled. Now there are 60 employees.

A 1984 Michigan State University (MSU) turfgrass graduate, Tim Furness attributes his success to his seven years working under Perry and Pete Dye in Asia and to his current crew, especially brother Chris, vice president of the company, and Senior Project Manager Pete Bohn.

"If I had to say who would I owe the most, it's Perry Dye," said Furness, who Dye hired right out of MSU and put to work in Japan. "He is the one who had faith in me and put a lot of responsibility on me as a very young man. He gave me confidence and taught me a lot."

From Pete Dye, Perry’s father, Furness learned creativity, he said. "Creativity can't
Niebur  
Continued from page 46

tacting colleagues, and helped land Niebur a job as a shaper with Greenscape. "I went from Malta, Mont., being a cowboy, to building a golf course [Salt Creek in Dana Point, Calif.] on the ocean and thinking, 'I've really been missing out on life,'" Niebur said.

Although six months later he was laid off, and got a job working for Cotter in Wadsworth's Southwestern region. "John [Cotter] is the best," Niebur said.

"I admire him more than anyone else in the golf construction business. The way he ran the show and treated me..."

After three years with Wadsworth, Niebur joined golf course builder Stan Aldridge in Lake Orion, Mich., and they created Aldridge-Niebur in 1986. They remained partners until 1991 when Niebur went on his own.

Always having an entrepreneurial spirit, Niebur enjoys running his 150-person company, which swells to 250 in the summertime.

"The thing I like is, every day is a different day," he said. "You wake up and you're going to be working in New Jersey or Southern California. Plus, we're building something people will enjoy for many, many years. And whenever you take people there, it's fun. The owners really appreciate the product. And there's a lot of satisfaction in that. They end up thinking we're the greatest guys in the world. Ten years later they treat you like you're an owner."

Niebur attributes the company's success to his employees, especially brother John, a general superintendent and vice president; general superintendent Frank McGraw; Chief Financial Officer Greg Bartold; and Chief Operations Manager Dyric Snyder.

"I like the employees advance or take on more responsibility," Niebur said. "Also, sometimes I get focused too much on keeping it going and getting more work, but my guys are focused on building a great golf course. They feel the course is a part of them. Together, we make sure quality comes before profit."

Since he can't be on each site every day, Niebur said, "You need good employees, or you can lose control easily and they will do things that will get you in trouble."

Niebur pointed to the other finalists and all companies that are perennially near the top of the Best Builder Awards, saying: "Being in the top three, year after year..."

Furness  
Continued from page 47

be taught," he said, "but they were really good about letting shapers use our creativity. I discovered my creativity working with the Dyes. And the fact we were able to be creative in the field with Pete has reflected in our work with other people. It's helpful on everything we do."

When Furness left Dye Design in 1991 he was supervising multiple jobs in the Pacific Rim. Now, America, and in particular Michigan, is his stage.


One of the company's current projects is the much-anticipated, Rick Smith-designed Arcadia Bluffs standing high above Lake Michigan. An agronomic consultant working on that project said of Furness Golf Construction: "They're the best. They do terrific work."

"Their [Furness'] work went exceptionally well," said Gordon Marmion, PGA professional and director of golf at the city-owned Fieldstone Golf Club. "They did a lot of extras, especially when it came to drainage. We came close within budget, which is not easy in these circumstances, especially working with municipalities."

A supplier in Michigan wrote: "I can't express to you enough how enjoyable it is to have builders like Furness doing business with [us]. Knowing full well we will be paid in full within terms is a comforting fact."

Furness cited his employees for these accolades.

"First of all, I wouldn't be here if not for the people working for me," he said. "I can't say enough about my shapers, project managers, the people in the office, our mechanic who keeps the equipment running every day. They're a fantastic group who I wouldn't trade for anything."

About Chris Furness and Bohn, he said: "They are both very talented. Pete and I started together with the Dyes on the same project. He joined Chris and me as a shaper and his abilities allowed us to expand to the second crew. I'm very fortunate to have
DANVERS, Mass. — WMSJ Co. Inc. has selected George Golf Design, Inc. to construct a three-hole practice facility and upgrade the existing driving range complex for Sun 'N Air golf facility. The facility will consist of three par-3 holes of 110, 200 and 170 yards, a combination of natural and artificial grass tees, and a short-game area which allows the practice of all shots within 50 yards of the hole. The third hole features a 6,000-square-foot green grass tee, and a short-game area for putting. This addition will provide an upscale golf-practice and learning facility to the Boston area. Construction is under way by Quality Grassing & Services of Lithia, Fla. “This facility will provide the opportunity to teach every shot in the game,” said course architect Lester George.

GEORGE GETS MASS. JOB

PLAYER INKS APPALACHIAN PROJECT

MOUNTJOEPE, W. — Gary Player Design has been signed to design an 18-hole course as part of an extensive development near Beckley by Sun Mountain Enterprises, Inc. The project will include a hotel, outdoor amphitheater, conference center, driving range and residential components. The Sun Mountain property is situated in the Appalachian Mountains. The Player team was given the chance to study more than 2,000 available acres before it settled on the most dramatic 400 acres. The holes will be situated in and wind their way through valleys, featuring elevation changes of up to 100 feet. The design also will include numerous lakes and bunkering in Player’s design characteristic. Construction of the lighted driving range is underway and the golf course is set to break ground in March. Sun Mountain Resort course opening is planned for July 2000.

ASGCA OFFERS DEVELOPMENT BROCHURE

CHICAGO — A free booklet, Golf Course Development Planning Guide, from the American Society of Golf Course Architects (ASGCA) is helpful to anyone taking the first steps to develop a new golf course. The 16-page brochure, with full-color illustrations and photography, covers all the key components involved in a new course project. To get a free copy, people should send a self-addressed, business-size envelope to the American Society of Golf Course Architects, 221 N. LaSalle St., Chicago, Ill. 60601.

GOLF COURSE NEWS

AMP: Examples from California

By DR. ROBERT ABBOTT

The theoretical concepts behind Adaptive Management Planning (AMP) are not difficult since it is essentially the same experimental method taught at all good universities. The difference is that AMP is a management strategy based on information derived through experiments designed within the context of social/economic policy constraints. Putting AMP into practice is much more challenging than an experiment back in the nursery area for a new fertilizer on your favorite strain of turfgrass.

AMP tends to involve people from a variety of disciplines, and a considerable expenditure of energy and money. The real virtue of the AMP approach is that it enables superintendents and developers to move beyond the gridlock, head-butting, red-in-the-face frustration of the regulatory community. AMP elevates the interactions and communications into a let’s-talk-it-over mode, so that they all can come up with answers.

But AMP is also very exciting because of the rewards of solving a tough problem, and achieving real understanding through a community effort that tends to create long-term professional relationships. Here in Northern California there are many examples of AMP at golf courses. Two striking examples are observed at Pebble

Dyes designing 4th in Dominican

BY PETER BLAIS

LA ROMANA, Dominican Republic — Architects Pete and Alice Dye are building their fourth course here at the Fanjul resort, home of Casa de Campo (Teeth of the Dog), one of the Dyes’ best-known layouts.

Alfios de Chevon, which means high above the (Chevon) river, began construction a year ago and is scheduled to open by fall 2000. It will be the third Dye-designed resort course here, joining Casa de Campo and The Links. Casa de Campo opened in 1971 and hosted the world amateur championship in 1974. La Romana Country Club, also a Dye project on the resort grounds, is a private layout.

Despite the devastating effects of last fall’s Hurricane Mitch, course work quickly resumed. The green pads were under construction in early January, according to Alice Dye.

“We didn’t have rain, like Puerto Rico,” Dye remembered of Mitch. “We had much higher winds. They were clocked at 225 miles per hour. It denuded all the trees.

AMP: Examples from California

GOTHENBURG, Neb. — In Nebraska, “community” takes on a whole new meaning. And “community-owned golf course” does not necessarily mean “municipal golf course.” Such is the case at Wild Horse Golf Club here, where more than 200 people not only hold shares in the course but probably also got down and dirty building it.

I tell you what: These [Nebraska] people work together to help each other out,” said Dan Proctor, who co-designed Wild Horse with partner Dave Axland of Bunker Hill Golf Course Design and Construction. “If somebody needs something, they go and help them. Local people did most of the tilling. After their work, they’d bring a tractor over to the site. Some

Nebraskan neighbors build together

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Adaptive Management Planning
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Beach and Squaw Creek golf courses. There are undoubtedly many other examples around the county. I would like to hear about them.

THE PEBBLE BEACH PLAN
Ted Horton, at Pebble Beach Co., has managed a classical example of an AMP program. The Links at Spanish Bay is built directly adjacent to the ocean, with a thin strip of coastal dune sand along the oceanfront. The coastal dune native plant community is fragile and many species are listed as threatened or on the endangered species list. The Spanish Bay Resource Management Plan and California Coastal Commission dictated that the Pebble Beach Co. do everything within its power to restore and protect the native plant community around the perimeter of the course.

The public-policy directive was being put into place even without a clear understanding of what would need to be done in terms of agronomic practices to achieve the objective of a sustainable coastal dune plant community. Continuous monitoring revealed that the plants were not holding up well in the sand that was used. This is where the creativity came into play. They did not just give up, but planted other native species of the coastal scrub community that were also considered species of special concern. The coastal scrub plants have done much better, but they are also fragile.

Monitoring revealed that even a few people walking on the dunes had very lasting impacts. So they adapted again and put in a wooden boardwalk along the dunes to contain and delimit the foot traffic on dune sands.

THE LAKE TAHOE PROBLEM
Michael Carlson, superintendent at the Resort at Squaw Creek near Lake Tahoe, Calif., is also actively involved in an adaptive management type of program. Lake Tahoe is often considered the crown jewel of the Sierra Nevada Mountains. Water quality is a matter of tremendous concern to local residents, the tourism industry and the regional water quality control boards.

For decades, heroic efforts have been made to prevent nutrient loading and eutrophication. Squaw Creek runs right through the Resort at Squaw Creek Golf Course, which flows into the Truckee River. The original design work stipulated a very limited set of fertilizers and no pesticides. Weeds are controlled by burning and mechanical removal.

One of the results of a management regime with very limited fertilizer options, was the progressive increase in the amount of clover on the golf course. Clover flourished because it does not require nitrate-based fertilizer inputs. Now the resort is running experiments on test plots to determine if spot spraying with herbicides will result in any of the pesticide entering the groundwater or surface-water runoff.

Ground-water quality is monitored regularly and a six-member Technical Review Committee evaluates the results. The programmatic emphasis is on monitoring, the experimental approach to problem solving, and working smoothly with a regulatory committee that reflects an articulate public’s concerns for the environment.

This is the second in a three-part series about Adaptive Management Planning. Readers with questions, comments or other examples of AMP are encouraged to communicate directly with Dr. Abbott, who will incorporate these into the final article of this series. Readers may contact Dr. Abbott at: Strategic Environmental, 9 Constitution Dr., Corte Madera CA 94925; 415-924-9261; abbco@worldnet.att.net

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Nebraskan neighbors unite

Continued from page 49

didn't even own shares; they just wanted the course built."

Axland and Proctor hired one person to help with the course shaping. If they needed equipment or labor, Proctor said, "We'd ask one of the board members. If we needed a large tiller they'd go find it. If we needed 10 guys to clean weeds out of the bunkers, they'd organize a crew."

The result?

Wild Horse has a lot of the character of a famous course which sits just 10 miles away: Sand Hills Golf Club, a track designed by Bill Coore and Ben Crenshaw which was named Best New Private Golf Course in 1995.

While Sand Hills' trademark is a number of natural "blowout bunkers," Wild Horse had only a couple natural blowouts. So Axland and Proctor added about 60 more.

They moved only 5,000 cubic yards of dirt on the project, taking earth from the clubhouse site to build up the greens complexes. A look of rugged, native grasses imparts a major element to the course's character.

"This is a wonderful piece of ground. It is like a section of Sand Hills broke off on this 400 acres," said Proctor, who, along with Axland, worked with Coore and Crenshaw as shapers for Sand Hills and on California's famed Riviera Country Club, among others.

A look of rugged, native grasses imparts a major element to the course's character.

"I won't be so conceited as to say it's in the class of Sand Hills," Proctor said, "but, in Nebraska, there's nothing other than Sand Hills you could compare it to."

The cost, too, is hard to beat.

Even with a top-of-the-line irrigation system, the course cost only $1 million to build. The clubhouse and maintenance complex will cost approximately another $400,000.

Raising the money was another "community effort" in this town of 3,500.

A small band of Gothenburg residents decided to build an 18-hole course in the town, then bought the land. They sold 40 of the 51 large house lots around the perimeter of the property, raising nearly a half million dollars. Then they sold nearly 1,000 shares in Wild Horse at $500 apiece. Another $1 million.

Gothenburg State Bank helped out with the financing and, early in the process, a dentist Dr. Jim Haver, signed a $150,000 note to keep the project alive.

True to its community character, when Wild Horse opens in the spring it will charge $25 greens fees, $40 for a family membership, $350 for individual memberships, $175 for students, and annual cart fees of $175 per family. An initiation fee of $500 is payable over five years, according to Director of Golf Robert Wehnes. This type of fee is foreign to Wehnes, a Southern Californian and past member of Riviera Country Club.

Wehnes plans to open the back nine in March and the full 18 holes in April or May.

"They will get so much outside play that they can keep it affordable for the local people," Proctor predicted. "People play a lot of golf in Nebraska and when they hear of a good golf course, they go to it. This is a very fun course to play."

Wehnes agrees. Robert is the son of the late Bill Wehnes, an honorary life member of the PGA who first backed Arnold Palmer and whose slope and rating process was adopted by the U.S. Golf Association.

Having grown up playing the links of Riviera, Pine Valley, Merion and other famous tracks, Wehnes said: "I understand good golf courses and grasses. And this is a great golf course. It needs a few years to mature, but I love the contour of it. You will not have a flat lie on any of the fairways. The greens are a nice size. And Josh [superintendent Josh Mahler] has done a great job, along with Dan and Dave, getting this course together."

The par-72 track covers 5,000 to 6,798 yards over four sets of tees, with some holes having up to six tee boxes.

The facility includes a 17,000-square-foot practice putting green, full driving range and practice chipping green with a bunker.

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RANGES, practice facilities pioneer advanced new era

By Bob Spiwak

If you believe golf originated with Scottish shepherds whacking rocks into rabbit holes with their crooks, it makes sense to assume that driving ranges began earlier. Before the rabbit "scraps" were considered targets, the herdsmen probably hit the rocks in no particular direction.

How things have changed.

The range of today runs the gamut from a primitive field with (perhaps) yard markers, through facilities like that in the movie "Tin Cup" to multi-tiered technological marvels which are heated in winter, or cooled and misted in hot climates. For a constant climate, there are immense air-supported domes.

The facilities have a variety of automated features such as automatic ball washers and dispensers that place the ball on the tee for the golfer. There are a few which, from the time the new balls are unloaded, they are never again touched by human hands until time for discard.

There are aqua ranges where the targets float in the water as do the balls. One of these, The Islands Golf Center in Anaheim, was noted Top Driving Range in California and third best in the nation by Sports Illustrated.

Most operators prefer a more accurate name for their facilities and justifiably: They are not merely for hitting balls anymore. There are golf centers, which along with the range, offer instruction, chipping areas, bunkers, putting greens, putting courses and even full-sized, par-3 and regulation courses as part of the facility. Others, some called Family Entertainment Centers, offer everything from batting cages to Go-Kart tracks to augment the golf facilities. And, when the golf or other entertainment is over, some feature restaurants to entice the family to stay a little longer.

Like golf courses, range ownership covers the spectrum from private ownership to giant corporations with chains of facilities around the country or world. In a study conducted by The National Golf Foundation comparing the period 1994 to 1995, the upscaling of these venues is clear. Installation of a retail shop was up 20 percent, club repair 22 percent and club rentals nearly doubled. There were 20-percent jumps in practice putting greens and short-game practice areas. Teaching professionals on staff increased from 34 to 60 percent in that four-year period.

The name Hank Haney is known to most golfers as one of the shining stars among golf teachers. Haney owns three facilities in the Dallas area. "Teaching," says Haney, "is kind of our big thing." At his McKinney, Texas, facility, for example, 10 instructors are on staff. "Our pros just teach, and that alone is going to make it better than at a golf club. They don't have to wear as many hats as a club professional," Haney says. "There's not a golf course that has practice facilities as good as ours.

Two of his three ranges have nine-hole courses, and after or during lessons, students can take their education from the tee line to actual playing conditions and be monitored by the instructor.

The industry has grown to the extent that it has its own association, The Golf Range Association of America (GRAA). Founder and Executive Director Steve di Costanzo started the organization in 1992 and soon after began publication of Golf Range & Recreation Report magazine. ("Recreation" was dropped from the name in 1998.)

di Costanzo was working for a Japanese-American magazine when he met a man who owned one of Japan's largest multi-tiered ranges. This person expressed surprise that few mega-ranges were being built in the United States, di Costanzo saw the opportunity and in 1991 took a sample range newsletter to the PGA Merchandise Show, concentrating on exhibitors associated with ranges. At this time most ranges were privately operated, although the future was being ushered in the New York area where the first bi-level ranges were coming on line.

His newsletter well received, di Costanzo left his job and formed GRAA with its companion 16-page newsletter. At the end of the first year, 100 ranges belonged to the association. Now, six years later there are over 700 worldwide.

Asked about the growing number of members and success of the range business, GRAA vice president Mark Silverman asserts: "It's really not about golf. It's about land. The land is being banked and a range is the best income producer for the property at a given time." Silverman cited a range operator to whom he spoke on this subject. "The range was prosperous, so I asked him what he would do if IBM came in to build a plant and made him an offer. He told me he'd have the place emptied in three hours."

Be that as it may, ranges throughout the nation and around the world are growing in number, size, in modern conveniences and increased creature comfort and service to their patrons. This, in turn, has spawned support industries: individual club makers to massive ball delivery systems, a variety of methods to heat the tee line (and expand the season) and the opposite, which cool the lines in the desert.

Balls by the thousands of dozens are used and later discarded. The largest-selling shirts in ranges around the country are made by Ashworth. At one, they cannot keep Nike merchandise on the shelves.

Ranges have gone upscale. There were no Big Berthas to rent at Tin Cup.
Dove Valley Ranch opens
CAREFREE, Ariz. — The upscale Dove Valley Ranch Golf Course opened here Nov. 18.
The Robert Trent Jones Jr.-designed course features an abundance of saguaro cacti, mesquite trees and a variety of desert wildlife as well as 6.3 acres of lakes.
A special aspect of Dove Valley Ranch's construction involved RBI Golf's effort to revegetate one-third of the golf course which used to be an old berm. All existing vegetation on the site was moved to this and other undisturbed areas of the course.

Dyes in Dominican
Continued from page 49
But four months later, all the leaves are back."

The Dyes are familiar with the effects of hurricanes, having designed the Ocean Course at Kiawah Island, S.C., which was in the direct path of Hurricane Hugo during construction in 1989. "We never got the instant regrowth there that we got here. We had to nurture those trees. They were so badly salt burned, they just wanted to die," Dye remembered.

Altos de Chevon sits on 200- to 300-foot bluffs overlooking the river. One nine leads south toward the river, with vistas of the sea in the background.
The second nine turns north, affording views upstream toward the inland mountains. "It’s an absolutely magnificent piece of ground," Dye said.
The major construction challenges have been removing rock and obtaining topsoil, Dye explained. "There is no topsoil on 50 percent of the site, so you have to take it from where it is to where it isn’t," she said. "This whole country has plenty of rock. The rocks range in size from a thimble to a baseball, but there are so many of them."

Special permits were required to cut any trees since simply removing trees is illegal. "They don't want to make the same mistake Haiti did, cutting down all the trees and having mud slides," Dye said.

Plans are to use paspalum as the major grass on greens and fairways, making it possible to use salt water for irrigation, Dye said. "That [using paspalum] will revolutionize this entire area," she said. "Obtaining irrigation water is a major problem throughout the Caribbean."

The Dyes' younger son, P.B., is designing a course farther east in Punta Cana. "Oscar de la Renta and Julio Iglesias are involved in that one," she said.

Desert Willow opens 2nd
PAM DESERT, Calif. — The Desert Willow Resort's much-anticipated second golf course, Mountain View, opened in October and is being billed as a kinder, gentler golf experience than the existing Firecliff layout.

Hurdzan/Fry designed the 6,913 yard Mountain View course along with PGA Tour professional and design consultant, John Cook. Their goal with Mountain View was to create a "companion course" for Firecliff which is a decidedly tougher desert golf course.

With that in mind, the Mountain View course uses the desert as more of a backdrop than a prominent design feature. This allows for wider fairways and makes the course more accessible to the high handicap golfer.
The course, which has spectacular views of the Santa Rosa mountains, also has a couple of unique design features.

On the 6th and 9th holes, there are several rock elements, some over 20 feet high, which were created from casts to form replicas of the ancient Indian Canyons.
The course finishes in dramatic fashion on the 18th, a dogleg, 538-yard, par 5 which features a green flanked by a waterfall and a stream.

Desert Willows Resort is a public golf facility owned by the City of Palm Desert and managed by Kemper Sports Management.
Nicklaus' finishing touches ready Four Seasons track

LAKE OF THE OZARKS, Mo. — Jack Nicklaus has made final adjustments to his first design in Missouri, the 18-hole track at Four Seasons Resort here.

Expected to open in summer 2000, the course will be the showpiece of Four Seasons' new waterfront golf community, Porto Cima. Nicklaus' vision is to create a course that enhances the natural landscape and is challenging and enjoyable to all levels of players. Multiple tee boxes, generous landings and dramatic vistas will contribute to the course's distinctiveness.

"The golf course has a lot of variety. It's a great piece of property, and we're having a lot of fun with it," Nicklaus said. "If you had to rate this property on a scale of one to 10, it certainly would rank close to a 10."

Doc O'Neal's Golf World

BY ANDREW OVERBECK

WESTFIELD, Ind. — When John "Doc" O'Neal hatched his plan for a premier multi-faceted golf training facility he knew exactly who to call on—longtime friend Pete Dye.

The two have collaborated with golf architect Tim Liddy to create "Doc O'Neal's Golf World" an 80-acre site that will include a 22-acre driving range, an eight-acre short game range, an indoor training center and a 9-hole bentgrass course designed by Dye. "The primary intent of this facility is to provide a top-notch instructional facility dedicated to quality and service," said O'Neal, who conceived the project.

The planning for the facility was exhaustive. O'Neal visited over 50 driving and practice ranges across the country observing layouts and service. "This practice range will have good targets and visuals—actual fairways to hit onto, bunkers to cross, greens to hit—you just won't be out there on the range hitting airballs," said O'Neal. "When you hit a ball you will see it land every time, it will actually mean something to them."

The driving range will be 500 yards deep, double sided and have two separate fairways with four target greens each. The short game range will be a separate facility with a 15,000 sq. ft. putting green, a 6,500 sq. ft. chipping green, and an 8,000 sq. ft. bunker green.

The greens will have varied undulations, the chipping green will have different heights of grass, and there will be several different bunker depths.

"You will be able to practice almost every shot," said O'Neal.

There will also be a 70 yd long half-wedge area to practice short approach shots. Unlike the conventional driving range, golfers will pay by the hour instead of paying by the bucket. "They'll just walk out and see balls stacked up waiting for them," explained O'Neal.

O'Neal decided that a short 9-hole golf course would complement the training facilities. "I wanted Tim and Pete to design a traditional looking golf course, one that was scenic but approachable, one that juniors and women golfers could feel comfortable playing," said O'Neal. "After all, to a kid, a 280 yd par 4 is quite a monster."

The course will have five par fours and four par-3's and will be all bentgrass.

However, the training facility doesn't end outdoors. The club house will feature a video instruction area, an indoor bunker and chipping green, a golf fitness center run by Methodist Sports Medicine, and a repair and merchandise center.

O'Neal plans to spend the winter recruiting at least eight golf pros to staff the facility. The club house and indoor facilities are due to open in June of 1999 and the outdoor ranges in August of 1999.

The 9-hole course is slated to open in spring of 2000.
Mistwood Golf Course opens

ROMEOVILLE, I11. — Mistwood Golf Course, a par-72 layout measuring 6,727 yards from the back tees, has opened in this southwestern Chicago suburb. Designed by Plymouth, Mich.-based Raymond Hearn Golf Designs, it recaptures a site encompassing an abandoned quarry, floodplain and a 65-acre lake — a site whose land use has proven problematic to the community for years.

"We tried to view existing site liabilities — on-site flooding, scarred landscape from the sand and gravel quarry — as features that could eventually be turned to the course's advantage," said Hearn. "Unlike some designs — where the objective is simply to 'let the course happen' according to the contours of the land — Mistwood's holes really had to be created."

With input from the Baarstad Family, Hearn's design manages to mitigate flood plain problems around two creeks running through the property. The quarry remains and lake are incorporated as design elements that add visual appeal and challenge commensurate to the five sets of tees. The back two sets often require forced carries over these obstacles, whereas the front three, the most forward of which plays to 5,231 yards, do not.

At Mistwood, Hearn's employed pot bunkers, grass swales, deep fescue rough, closely trimmed aprons, and a sod bunker.

SunCor, Irwin team on major expansion

PHOENIX — SunCor Development Co. has announced that it will expand the golf facilities at Palm Valley in the West Valley to include an 18-hole executive course, a lighted nine-hole pitch-and-putt course, and a lighted practice facility. Hale Irwin will design each component.

The new facilities will complement the existing Arthur Hills-designed 18-hole championship course at Palm Valley Golf Club and provide a greater variety of golf-related amenities to the West Valley.

All three developments will be built on the west side of Litchfield Road, opposite the existing Palm Valley clubhouse. The clubhouse itself is being expanded to better accommodate the new facilities.

"Golf is tremendously popular in this community, with a lot of that interest coming from the young families and seniors who live in the area," said Jay Ellingson, vice president of development for the Palm Valley master-planned community. "This expansion project will enable us to provide a variety of fun, high-quality playing options for players of all ages."

Further, Tom Patrick, vice president of SunCor Resort & Golf Management, said: "Growing the game through the promotion of junior golf is a major goal of Palm Valley, as well as all of SunCor."

The 18-hole executive golf course, which will be known as the Lakes Course, is scheduled to open in late 1999. It is being developed on 127 acres and will measure 4,755 yards from the back tees. It will feature six far-4s and 12 par-3s. Additionally, the golf course will be extensively landscaped using cottonwoods, palms and pine trees.

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Colbert team gets first development off the ground

By Michael Levans

KANSAS CITY, Mo./SPRING HILL, Kan. — Colbert-Burns & McDonnell (CBM), a unique partnership created as a one-stop-shop for affordable, accessible golf design, has completed its first project in Spring Hill, Kan.

For a city of 2,300 people, CBM helped secure financing; Jim Colbert and Finger Dye-Span (FDS) did the design; Burns & McDonnell handled permitting issues and are currently executing course construction; and when the course is open in 2000, CBM will manage the course.

"Spring Hill is a near-perfect example of what CBM was designed to do," said Jim Colbert, PGA Senior Tour player, founder of Jim Colbert Golf Design and Development and public golf advocate. "It starts with a city or a county that has bonding capabilities, access to ground and water and has the political know-how to get a golf course project done. We then take the golf development from A to Z, right to the management of day-to-day operations."

"Spring Hill's annual budget is $2 million," said Larry Lundine, CBM's director of project development. "We executed a $9.8-million bond issue. The proceeds from the course will go to pay off the certificates with no tax dollars utilized." CBM estimates it will cost $7.5 million to purchase the land and build the course.

"Our golf courses aren't necessarily going to be downtown locations," said Colbert. "Chances are, they'll be in neighborhoods nearby where there's ground available."

This means that CBM could eventually think it would take a year and a half to get one of these projects done because you start from ground-zero," said Colbert. "But it's taking close to two years." According to Lundine, CBM will be doing three to six projects in 1999.

CBM got off the ground in November 1996, when Colbert decided to get involved in relationship that could offer a community the whole "ball of wax." He decided to team his design and operation expertise with Kansas City-based Burns & McDonnell, an international engineering, architecture and consulting firm.

"You have Jim Colbert with 30 years of operating and developing public golf courses. You add that to Burns & McDonnell, a 1,100-person engineering and project management firm, and you have CBM," said Larry Lundine, CBM's director of project development. "Historically, a city would have to do 15 or 20 RFPs, one for clubhouse architect, one for the environmental permitting, one for the civil engineer, one for the course design, another for the financing. We have all that in-house.

"For example, we have a number of projects in the environmental permitting stage right now. I walk down one floor and we have a team from our staff of environmental permitting people who I can talk to get updates. So the right hand always knows what the left hand is doing."

But even with these in-house capabilities, CBM is finding that it's tough to cut the pre-construction red tape. "We originally thought it would take a year and a half to get one of these projects done because you start from ground-zero," said Colbert. "But it's taking close to two years."

According to Lundine, CBM will be doing three to six projects in 1999.
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Continued from page 49

grapes, or is some of it justified?

TW: Some of it is very justified. They make a good point if their comments are directed toward those who don't spend any time trying to be involved in the business, trying to learn what it takes to design, to administer during site visits through construction and the final project. In other words, if the pros are basically putting their name on a course. But there are some exceptions to the rule. There are some who make it a priority in their life and put it ahead of playing tournament golf and do spend as much time or even more time than those who are critical of the pros. Consequently, they put their heart and soul and effort into it.

I would argue the point against pros/designers. In past history, there hasn't been anyone who has not played the game at a pretty high level who has designed many great courses. I'm talking about a lot of great players who originally designed the old courses. Harry Vardon, Jack Neville, George Crump, Tom Fazio was a near-scratch player. Pete Dye is a very good player. I just don't see how you could not be a pretty good player and design. I think they have a tremendous advantage over somebody who isn't a good player. If they spend time learning their homework and get involved in every detail that it takes throughout construction and site visits and into grassing — start to finish — and still can hit a 4-iron 2 feet from the hole, they should be a better designer because of their experience of seeing those who have played the game at its highest level on the greatest courses over the whole world.

GCN: Which Tour player/designers are committed, do you think?

TW: [Ben] Crenshaw, Jack [Nicklaus], Jerry Pate. And John Fought is very committed to it. There may be some I haven't thought of. But for the most part they are signing their name on the dotted line.

GCN: Some complain that certain Tour pros design courses to fit their own game. Is that a tendency you struggle with?

TW: I think anybody would tend to put some favoritism in their course that came from the stronger parts of their game. That's human nature. That's something that you have to be extremely aware not to overdo.

The other thing — and I'm not defending [Jack] Nicklaus — is, that's the way he sees it. That is his canvas. That was also what he was hired to do. That owner hired Jack and liked his golf courses and liked the power of marketing Jack can get.

GCN: What makes a golf course a great golf course?

TW: Test of time. Only one factor. A great golf course doesn't just happen instantly. Courses, to me, only become great when they've hosted significant championships. The players in the game at that tournament know whether it's a great test of golf.

GCN: How would a Shadow Creek fit into that category, then?

TW: Until Shadow Creek hosts something significant like the Nevada State Open, you can't call it "great." I've played it twice and it is a wonderful course. But "great?" We've overused that term. I have a hard time with these rating panels and dealing with the selection and the criteria of the members of these panels. I don't totally agree with it. Granted, it's a way to get publicity. I think they'd be better off listing them alphabetically.

Tom Watson made a terrific comment and I always keep it in mind. He said conditioning is important, but it is not the most important factor. If a golf course has to be in perfect condition for you to execute a well-placed shot and get excellent results, then the course is designed wrong. Tom named a course and said if it isn't in the finest condition how could you play it effectively, because you're always hitting over something to land it correctly.

GCN: You once said the best courses since the late 1930s will be built in the 1990s. It's 1999. Has that prediction come true?

TW: Yes. And I think it will continue because, starting about 1990, the pendulum has definitely swung back toward traditional designs — golf courses that mirror the strategic qualities, beauty

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Q&A: Weiskopf
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GCN: Will you name a few?
TW: The first that comes to mind is Sand Hills [in Mullen, Neb.]. That's a very, very good example. Where I coming from is, if they’re not maintainable, they’re not playable.

GCN: Then what do you think of, say, the PGA West Stadium Course?
TW: It's spectacular. The imagination that Pete Dye put into that piece of ground and the results are as creative as you could imagine. It's memorable. It is truly a good player's golf course. But it's difficult to maintain and is not for the average player and his enjoyment.

GCN: What are the top three points in your design philosophy?
TW: Beauty, variety and, most importantly, the margin for error on and around the greens. Beauty comes from bunker styles, bunker locations on the golf holes. Bunkers, to me, are threefold. They are used either strategically, directionally, or as "saving" bunkers. Variety I mean in two ways: variety of shots that are required; and variety of the golf holes.

About margin of error: I don't put a lot of contour in my greens because of the green specs. I protect myself because of the subtle rolls I put in. Then they can get the greens as fast as they want and they are still playable. I design for a lot of pitching and chipping and places to play safe around the greens. I'm a fan of bump and run.

GCN: You talk of water and the overuse of it. What do you think of it?
TW: I try to stay underneath six holes having water. The worst thing in the world is to lose a golf ball.

GCN: Differentiate your design philosophy for public versus private courses?
TW: On a private course, you're allowed more flexibility and versatility. And you can be much more illusionary and penal — simply because a shot is only blind once in a golfer's memory and they adjust their game to avoid the difficult situations. Whereas on a public or resort course they may be there only one time, and you want to be very straightforward and not conceal things visually — no hidden bunkers. The greens are bigger, the challenges less severe and demanding.

I always remember a statistic: There are 26 million golfers in the U.S. That's anyone who plays six rounds of golf in their season. Ninety-two percent do not break 90. That's assuming they all know and abide by the rules. One half of one percent break 80. That's why I believe the design philosophy has to consider a margin of error most of the time.

GCN: What "problems" exist with modern courses that have not returned to traditional design?
TW: I think if the old architects were alive today they probably wouldn't design things much differently than we do. The problems are simple: The complement of residential communities internally within the golf course system. The hardest thing to deal with is the sewage and drainage systems, the traffic system. On the old courses, they all had peripheral housing, virtually void of any internal housing. But, we have to string these courses out to maximize frontage for residential lots. We have houses between every green and tee and eliminate one of the enjoyments of the game, comfortably walking. [Alister] Mackenzie and these other guys would use more mounding to conceal bad visual impacts — like cart paths, roads, or pump houses.

Another problem is the environmental impact today. Environmental constraints are unbelievable. All these great old courses are so gorgeous with wetlands. They violated so many of the things we can't do today. You can't even get approvals for properties that once were never a concern.

The third thing that's difficult is the availability of great land for golf. If you look at all the old courses, and a lot of them are plantations like Oakmont and Oak Hill, they were void of trees. They had good choices of land. Architects today are doing a doggone good job of trying to go back in time. They've tried all the things in the '60s, '70s and '80s and those things are not quite as
DESIGN AND DEVELOPMENT

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accepted today. They get tired of hearing about all these old great courses, so they feel, "Let's try to copy those again."

If you look at guys who played in the '60s and '70s, they all tried to swing like Jack Nicklaus. They had that reverse C, that slide through the ball, because Jack was the greatest and we wanted to play like him. Then Curtis Strange and Nick Faldo came along, and dominated the game; and they went back to the old Sam Snead-Ben Hogan swing. The straight left side; you eliminate the slide because the equipment has changed, too. But the swing changed dramatically in the '80s and '90s.

Likewise, the three guys who had the greatest impact on architecture in modern times were Robert Trent Jones Sr., Pete Dye and Jack Nicklaus. Unbelievably contrasting styles. Everything is a copy or recopy from Day One, and Dye and Nicklaus were getting all the work, getting all the recognition, and everybody in the business said, "Let's copy Pete, let's do the mounds, the deep bunkers, the pot bunkers, the links-type look. Then they realized in the '80s it was still not as popular still as what was done in the first 30 years. And we've all gone back to the old '30s style. Even Pete has modified his stuff. Jack has modified his stuff.

It's just like the golf swing. They thought it was right because they were getting all the work, getting all the money, getting all the demands.

GCN: We were discussing the Tour players and how much time they spend on a design project. How much time to you spend on site?

TW: I quit playing. I gave up my career. I was 40 and fourth all-time leading money winner, behind Jack Nicklaus, Lee Trevino and Tom Watson. Architecture was what I wanted to do. It was a change of vocation. It was a change of lifestyle. Even though I was involved with the game, it was a totally different lifestyle. I started working for people. I always wanted to try it. And I always knew that if it didn't work I could go back and play. That's a nice option, isn't it? Fortunately, my first course with Jay, Troon, won the best new course. The best courses I've done took a lot of time: Loch Lomond and Double Eagle. So I had time to make decisions and challenge myself.

The best courses I've ever been involved with were those I had more than enough time to make the right decision on. Most of the time today, you

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thing for young guys starting out: to get enough courses, with some variety, for people to see. I didn't even think of the Senior Tour coming along.

As far as time on site is concerned, I have never been on a job where I have been less than twice a month, minimum. It usually takes eight to 10 months of construction time. I always walk the site with the ownership before accepting the job. I want to know the ownership and their philosophy. And the marketplace they are in has to balance the scale with the site. I'm not going to work on a terrible site knowing the ownership doesn't have the money to make it a good site.

GCN: You mentioned the Senior Tour and you're 56 now. Any plans?

TW: I'm going to play a little more. But I will never allow my golf to overtake my commitment and responsibility to my owners. I still believe that I would not be the designer that I am without having the opportunity to have been a professional golfer and to play golf competitively on the great courses of the world. I look at that list of best courses and there are very few I haven't played. Also, back then, they had time on their side. The interest clock is running so hard and fast now that we don't have the time to look at

things and dwell on them, for the most part. They had two to three years to design a course. The two best courses I've done took a lot of time: Loch Lomond and Double Eagle. So I had time to make decisions and challenge myself.

The best courses I've ever been involved with were those I had more than enough time to make the right decision on. Most of the time today, you

Continued on next page
Q&A: Weiskopf
Continued from previous page
never start on schedule. We give
the owners a schedule, and it's
always start two to three
months later than we should
have. And then you're hastily
doing things.
So many things have changed.
Go back to the turn of the cen-
tury when they were playing with
the gutta percha ball and wooden
shafts. And look at the contrast of
the era of Mackenzie and
A.W. Tillinghast and [Donald]
Ross and [C.B.] Macdonald, and
what they had to use to construct
tings with — mules and plows
and they played over and around
things. We play through things.
We just eliminate things today.
That's because lawyers were in-
vented, everybody wants to sue
what they had to use to construct
things. We play through things.
Weiskopf: Tell us about your staff.
TW: Dave Porter has been my
senior designer the last five years.
He has engineering and agron-
omic degrees and was a superin-
tendent at Pebble Beach for three
times. Tony Heckenkemper of
Tulsa, Okla., does our working
drawings. Judy McCray is my sec-
retary. And we use three consult-
ants: Larry Rodgers, who does
the irrigation design; Troon North superintendent Jeff
Spangler, who is our Western ag-
ronomic consultant; and Terry
Buchen, who is our Eastern con-
sultant.
GCN: How many courses do
you design per year?
TW: Four to six.
GCN: You were partners with
Jay Morrish for 12 years. Has it
been strange competing for jobs
with Jay?
TW: I don't know if it has hap-
pended. We never told who we're competing against.
But I can tell you this: I learned
a tremendous amount from Jay
Morrish. When I worked with
him, we got along great and ac-
complished some wonderful
things. We had the same ideas and complemented each other
very well. But there will never
be another one [partner] for me.
GCN: If you had to hire some-
body else to design a golf course
for you, who would it be?
TW: Pete Dye, no doubt. He has
the most imagination and creativ-
ity of anybody's work I've ever
seen. And we're only limited
by our imagination in most cases.
Pete takes a bad piece of prop-
erty that is void of character,
that has no strategic value to
work with — like big trees, rock
outcroppings, ravines, drainage
channels, streams and lakes —
and turns it into something won-
derful. When I play a Pete Dye
course I look at it strategically
and have never questioned the loca-
tion of streams, lakes and bunk-
ers relative to the shot he is ask-
ning the player to negotiate. He
always has them in the right place.
Pete's unbelievable. I wouldn't
even think of anybody else but
him. But it will cost me in con-
struction costs. You know what I
mean. If I've got the extra $1
million or so, Pete's who I want.
GCN: What is your favorite
Weiskopf design?
TW: Loch Lomond [in Scot-
tland], by far. It is an unparal-
leled piece of property. You
wouldn't find a property like that
anywhere in the world. It's on
the most famous landlocked lake
in the British Isles. It's at the base of the mountain range with
the Scottish Highlands, 180 de-
gress around it. It has 500-
to 700-year-old deciduous hard-
woods, 10 or 11 different species
that are from 3 to 6 feet in diam-
er, it has a 50-foot elevation
change and it has a marsh, peat
boggy wetlands, and two trout
and salmon streams that run
through the property. And 800
acres to put the golf course where
it should be, with no houses.
GCN: Has this vocation lived
up to your expectations?
TW: What I have found out
about this business that is very
interesting, fulfilling and intrig-
ing is the fact that you have to
really keep your eyes and ears
open because you're working for
someone else and using their
money and reputation — not that
yours isn't important, too. You
have to be on the job a lot. It's a lot
more difficult than people think.
It's exciting, ever-changing. There
are land mines that continually
need to be dodged. And solutions
have to be the right solutions. So
you have to depend on a lot of
people. That's what keeps me go-
ing. I think I'm as enthusiastic
now as when I did my first course.
Dallas — ClubCorp and Golden Bear International, which recently formed a partnership to build, own and operate Jack Nicklaus signature golf courses around the world, will develop their first joint venture project in Dahlonega, Ga., just one hour north of Atlanta.

The newly formed joint venture is developing the signature Nicklaus links and related club facilities at BirchRiver, a new 1,043 mixed-use development. The layout will be semi-private when it opens in the summer of 2000, with plans for it to become fully private as the BirchRiver community matures.

“Our joint venture with Golden Bear is the perfect merging of operational expertise and superb design capabilities, which, combined, will deliver some of the finest golf experiences in the world,” said Dave Richey, vice president of development at ClubCorp. “We know this project at BirchRiver is only the beginning of a highly successful partnership.”

The new course at BirchRiver will be situated in the picturesque Chestatee River valley, surrounded by mountain views and known for its past and present opportunities to pan for gold. The course will play across the river five times, and will feature a showpiece island green to challenge golfers. Other amenities will include a finely appointed clubhouse, swimming pool, tennis court, pro shop, and dining facilities.

“Over the years, we have teamed with ClubCorp on several notable projects, such as the Jack Nicklaus/Jack Nicklaus II signature course at the Aspen Glen Club (Colo.), the Golf Club at Indigo Run on Hilton Head Island (S.C.), and the Melrose Course at Daufuskie Island Club & Resort (S.C.),” said Ira Fenton, president of Golden Bear Financial Services. “Under our new formal joint venture, we look forward to creating many more memorable links to be enjoyed by golfers all over the world.”

The BirchRiver community is being developed by Habersham Investment & Developer Corp., an Atlanta-based residential and mixed-use developer, in partnership with Owens Valley Farm, L.P. North Palm Beach, Fla.-based Golden Bear International is a privately owned company controlled by the Nicklaus family. It is involved in golf course design, residential community development, golf equipment and the production of televised golf events.

Currently, ClubCorp affiliates oversee 176 golf courses and annually prepare 14 million meals served in approximately 700 dining rooms. In addition, more than 20,000 Employee Partners are expert in the care of nearly 500,000 members and 250,000 guests who are warmly welcomed at ClubCorp properties each year.

Northeast Golf schedule full

The Northeast Golf Co. will begin 1999 with a diverse range of projects on the boards or under construction, including two new facilities scheduled for completion; Skyview Golf & Country Club (CC), an 18-hole, par-72 layout cut within the rocky terrain and open meadows of Sparta, N.J. and Strykers Glen, in Lopatcong, N.J., a 27-hole, daily-fee course featuring an 18-hole, 6,900-yard championship layout and Old Aggie, a nine-hole short course. Also in design are Colts Neck CC and Cannon Farms in Monmouth County, N.J.

Master planning and renovations are ongoing throughout the Northeast, including work on the 72-hole Bergen County, N.J. Golf System, Cedar Hill CC in Livingston, N.J., Sterling Farms in Stamford, Conn., Agawam Hunt in Providence, R.I., and Pleasant Valley in Sutton, Mass.

Rain Bird’s Central Control Systems

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See the Rain Bird central control systems at the GCSAA Golf Show in Orlando, Booth 2161.
CASTLE ROCK, Colo. — When officials in this small town set out two years ago to build a quality, affordable course for town residents, they hired a resident.

They hired Jim Engh, whose first U.S. project, The Sanctuary, was Golf Digest's choice as 1997 Best New Private Course.

The 6,800-yard, par-72 Red Hawk Ridge was completed last summer, although the town has elected to hold off on its opening until April to allow for a longer growing period.

While Castle Rock, with 16,000 residents, lies just 25 miles south of Denver, its setting along the Rocky Mountain Front Range offered several prime course sites. Situated in the seat of Douglas County, the United States' fastest-growing county per capita, the Castle Rock course is expected to help fill the relative void of high-quality, affordable golf in south metro Denver.

The town had the luxury of choosing from four sites for its course. Engh developed a 12-point evaluation system for the selection process, ranking each piece of ground on elements like topography, general character, playability, location and construction cost.

"It was fun developing a system to evaluate the different sites," Engh said. "Rarely do you get that many quality options."

Engh's Red Hawk Ridge in tradition of Sanctuary

While it didn't win every category, the Red Hawk Ridge site emerged as the top choice, with its highest marks coming in topography and location. U.S. Home Corp. dedicated to Castle Rock the rugged 200 acres for the course as part of its 600-home development project.

The course features panoramic views of the Rockies to the west, and the 14,000-foot-high Pikes Peak to the south. Its natural character is rough terrain, scenic ridges and native stands of mature scrub oak.

Topographic constraints have kept homes from being built on the last five holes, and cart paths were designed within the grading plan to maintain reasonable slopes.

"Most of the site's topographic changes and valleys already met the proportions for what the golf course needed," Engh said. "We were able to use the valleys as a starting point for a lot of the holes."

The course sets up for public play, with generous fairways bordered by distinct, native-grass rough typical of the southern Front Range. The brown hues of the native areas are preserved using a costly yet water-efficient perimeter irrigation design.

Red Hawk's difficulty, however, comes from its terrain, with a 400-foot elevation change. The landscape helped dictate the design, allowing much of the site's natural foothill characteristics to remain intact.

Most of the holes play downhill, including the 190-yard, par-3 No. 14. It's built along Red Hawk's highest bluff, playing down to the green carved into a steep hillside, and lined with a ribbon bunker on the front left. Special attention was given to the design of the hole, in keeping with Castle Rock's development regulations.

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Red Hawk Ridge

Continued from page 63

ations, which are aimed at preserving natural ridge lines.

While working in Colorado's foothills, detailed documentation in extreme areas is essential. And the Red Hawk Ridge contractor, RBI Golf Inc. of Littleton, made sure not to stray from Engh's plans in the field.

"We knew Jim expected us to build to exactly what he had on the plan, particularly the elevations," RBI Golf President Rich Maher said. "On most courses it isn't as critical. But with Jim's documentation, and on a site like Red Hawk, the elevations need to be precise. Knowing exactly how much dirt to move takes the guesswork out of the process."

After moving 810,000 cubic yards of soil, laying $300,000 in sod and installing USGA greens, concrete cart paths and the $900,000 irrigation system, the project came in under the town's $3.2 million budget.

The construction period of March through September 1997, however, was not without snags. Record rainfall in July and August stymied construction crews, and RBI Golf workers spent a good portion of the summer battling continual erosion problems.

"RBI did an exceptional job working in the difficult conditions," Engh said, praising project supervisor Craig Robbins.

And then in March, the project's lead shaper, Dave Breckheimer, was killed in a car accident. One of the top shapers in the industry, Breckheimer had played a key role in building the nearby Sanctuary. A memorial for Breckheimer will be placed near the No. 8 green.

The course's modified double-loop layout allowed U.S. Home more frontage for its development, and drainage and other design features were incorporated into the design plan to accommodate the development's future construction.

"I think Jim really understands how to balance the economic constraints and needs of a development with the aesthetic and design considerations that go into building a golf course," U.S. Home Colorado Division President Jeff Whiton said.

Western Golf Properties has been chosen to manage the course. Although the fee structure has not been set, Hugh Edgman of Western Golf said he thinks the town will have no problem meeting its objective of providing a premiere, affordable golf experience to its residents.

"The design is far superior to what one normally thinks of in a municipal course," said Edgman, whose firm manages more than 90 courses. "It feels more like a private or high-end daily-fee course. The views are outstanding, and I think it will appeal itself to all calibers of players."

South Hadley picks Maurer

SOUTH HADLEY, Mass. — A team headed by the Howard Maurer Design Group has been selected to provide golf course design and permitting services for a new 18-hole golf facility to be built by the town of South Hadley.

Construction on the course is scheduled to begin in the spring on a 240-acre town-owned property off Alvord Street.

Members of the design team include Maurer; Mike Toohill of ENSR of Northboro (environmental and permitting services); Pat Sheridan of Tighe & Bond of Westfield (project engineers and surveyors); Brian Vinchesi of Irrigation Consulting and Engineering of Pepperell (irrigation system design); and Dr. William Torello, director of the Turf Program at the University of Massachusetts in Amherst.

The Maurer design team is in the process of permitting the golf course. According to Maurer, "The course will be around 6,700 yards and will include full practice facilities. We are trying to use the natural features of the land to their fullest extent. There is a fantastic mix of uphill and downhill holes. Some holes will have spectacular views of Mt. Tom."

In addition to the South Hadley Golf Course, Maurer has the first nine of 18 holes under construction at Templewood (Mass.) Golf Course. Templewood's opening is slated for late summer.
Builders Assn. to honor Beard

For the second time in five years, the Golf Course Builders Association of America has tapped an educator to receive its annual Don A. Rossi Award, which honors "individuals who have made significant contributions to the game of golf and its growth."

Dr. James Beard, author of several basic texts and reference books on turfgrass management as well as hundreds of scientific papers and technical articles, will receive the award at the GCBAA's Annual Awards Dinner in Orlando, Fla., Feb. 12.

Last year's honoree was Arnold Palmer. The only other educator to receive the Rossi was Dr. Joseph Duich, retired professor of turfgrass science at Penn State University, who guided the development of the "Penn" varieties of hybrid bentgrass. Duich was honored in 1995.

"Anything that is good for the game is good for those of us who create its venues," said Jim Kirchdorfer, president of ISCO Industries, of Louisville, Ky., and chairman of the GCBAA Rossi Award Nominating Committee.

"And Dr. Beard has been very good for the game of golf. He has greatly influenced the academic research that has given us the materials and techniques that literally make it possible to build golf courses on sites that would have been unthinkable a generation ago."

Beard, now president and chief scientist of the International Sports Turf Institute in College Station, Texas, is best known for his work during a 17-year career as a professor of turfgrass science at Texas A&M University. He founded the Institute when he retired from the university.

While at College Station, he developed and guided research programs in stress physiology and culture, shade adaptation and wear tolerance, among others. His 658-page text, "Turfgrass: Science and Culture," has been a standard reference work since it was published in 1973.

His latest major work is the second edition of "Turf Management for Golf Courses," scheduled for release early in 1999.

Even with more than 600 published titles to his credit, Beard sees himself first as an educator. While at Texas A&M — and Michigan State University before that — Beard taught undergraduate courses as well as mentoring 46 graduate students. He now lectures on turfgrass all over the world. Texas A&M honored him as Professor Emeritus of Turfgrass Science in 1993.

ALBERTVILLE, Minn. — Pilot Land Development Corp. has announced that construction of Cedar Creek Golf Course is complete and the track will open for play in the summer.

Located 30 minutes west of Minneapolis, Cedar Creek Golf Course and Residential Community is the first golf course development for Pilot Land Development Co., located in Ham Lake. Kent Roesler and Don Jensen of Pilot Land spearheaded a planning effort that included housing and road layout, golf course design and wetlands mitigation.

The course, designed by Garrett Gill and Paul W. Miller of Williams, Gill and Associates, Inc., of River Falls, Wis., takes advantage of the natural attributes of the site to appeal to a wide range of golfers.

A wide variety of unique golf holes were created contrasting natural areas to bentgrass greens, tees and manicured bluegrass fairways. Numerous bunkers and water hazards establish the course routing and place a premium on accuracy at Cedar Creek.
Norman's Tiburón opens in Naples

NAPLES, Fla. — The Greg Norman-designed golf course at Tiburon, a resort destination community developed by WCI Communities, has opened. “The course at Tiburon will be unique to the Naples area because Greg Norman's design provides for a variety of contrasting elements,” said David Fry, senior vice president of amenities at WCI, “such as stacked sod wall bunkers and the use of a tangerine-colored coquina sand in the waste bunkers. The course will contain no roughs, with the highest turf being maintained at a fairway height of one-half inch. The golf course landscape plan has incorporated the use of indigenous plants in an effort to create expansive areas of native habitat bordering the fairways.”

Construction on an additional nine holes is scheduled this year. Tiburon, Spanish for "shark," is a master-planned resort community. In addition to the golf course and club, there will also be the Tiburon Golf Academy.

Golf pushing toward greater good

Continued from page 18 contrast to our ill-educated vice president and his weird concept of nature.

Ten years ago, technologies like Global Positioning Systems and laser earthmoving were far from the game of golf. Today they are here — and even instrumental in the operations of some facilities and some course builders. Out in the world, top-secret technology is being "sold" to foreign governments for campaign contributions.

The golf course is the great equalizer. There is no rich and poor on the golf course — just the best striking of the ball. Compare this to the political rancases and government policies that only tear apart Americans based on their income and social status.

Not to be lost in this reflection is the immense and amazing effect that Tiger Woods has had. Many have rightly compared his impact with that that a young Arnold Palmer had on many of us as we watched that new contraption called a television set. Kids of all kinds — black, white and yellow — have flocked to courses from Alaska to Argentina after being stirred by the play and charisma of this young man.

The good part of the decade that we have published is that golf has embarked on an upward spiral in which the game has thrived; more than one golf course per day has opened for four straight years; it has become the popular game of choice; daily-fee courses make up around 85 percent of new facilities; more and more kids are being taken off the street by new First Tee-type programs; and, yes, all seems well with the world.

The bad part of all this is that, as we approach the Year 2000, we in the golf industry must approach it while living in a world that operates under a far different value system. My hope is that we all attempt to walk daily above the muck and not get dragged into it.

Remember that old kids' song, "This little light of mine..."? Yah, that's me singing, man.

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“We chose Providence for its outstanding performance all over the U.S. and particularly in the Northeast. We established greens in the hot, dry summer of '95 and they have performed beautifully. Our new practice putting green was open for play eight weeks after seeding. My membership is very pleased with the quality of our putting surfaces.”

Bob Miller — The Golf Club of Purchase • Purchase, NY

“Providence has performed as expected; with its upright growth characteristics, fine leaf texture, uniform density and color, it has truly been a winner for us. Since the day we opened, our customers have loved the consistency and smoothness of our putting surfaces.”

Pat Shaw — The Bog • Saukville, WI

“This is my fifth grow in and my first with pure Providence greens. It's a very fine, upright turf. Slightly slower to establish because of our cold and rainy fall, but now that we are maturing it's showing its true colors to be a great putting surface.”

Gregg Radak — The Reserve Vineyards and Golf Club • Aloha, OR

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CIRCLE #158/GCSAA BOOTH #3243
Niebur
Continued from page 48
year, means more because it says I'm consistently building quality golf. "In this economy I could do twice the amount of work. But I want to be consistent. The almighty dollar can get in the way really quick in this business."

In the meantime, developers are demanding more and more from builders, Niebur said.

"The fact is, there is a lot of competition, so the standard has gone up," he said. "And I think there are a lot more management companies, more consultants, and people are more knowledgeable than 10 years ago."

Time deadlines are at the top of the list in higher demands, Niebur said.

"The schedules have gotten so much more difficult," he said. "We're starting jobs later and they want them done ahead of time."

He alluded to a 36-hole project that was to begin construction in New Jersey in late January, on which the developer wants a finished product by Sept. 1. "That would have been a two-year job not long ago," he said. "But we've taken jobs that were bid as two-year projects and completed them in a year."

To whom, specifically, does he owe his success?

"I owe it to my Dad, for his taking a risk and building a golf course in Montana. It wasn't for the money. If he had not done it, I have no idea what I'd be doing today."

Meanwhile, Niebur Golf is diversifying, having constructed some commercial buildings and breaking ground on a golf course in Fayetteville, Ark., which the company will own.

His choice of golf course builder?

"I think Niebur would be appropriate," he laughed.

Furness/
Fieldstone
Continued from page 48

Fieldstone offers four different teeing areas with course length ranging from 4,932 to 7,002 yards. Typical of Hills' architecture, the landing areas are spacious, but an abundance of mature trees and strategically placed natural areas come into play.

The par-five, 524-yard 6th hole best represents the challenges presented by the Fieldstone layout. From a tee box surrounded by trees, drives must lay up to a wetland and a second marsh area confronts golfers as they hit their approach shots into the green.

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See the Rain Bird central control systems at the GCSAA Golf Show in Orlando, Booth 2161.
Lohmann
Continued from page 19

The success of these practice facilities, stand-alone and those attached to daily-fees, has begun to affect the private club mindset. Over the past 18 months, my firm has renovated and significantly upgraded practice facilities at nine separate private clubs in five states. Academies and learning centers won’t solve golf’s access problems, of course. Many challenges remain before us. In the coming years golf needs to remain sensitive to supply and demand. The industry must proceed carefully when developing upscale public courses, for instance. A course must fit the needs of its community; I’m troubled by the glut of posh “country clubs for a day” and the dwindling number of newly developed, affordable daily-fees. Before a project breaks ground, golf course developers must pay closer attention to demographics: How many golfers live in this area? How often do they play? How much are they willing to pay? It’s a disservice to build yet another upscale course in an community crying out for affordable golf. And not everything in this world relates to the big picture. I’m proud of several specific ASGCA projects we’ve been able to complete during my term:

- The First Tee Program: Here’s another worthy effort to increase access. I’m proud to say ASGCA was one of the first organizations to lend its full support.

- An Environmental Approach to Golf Course Development: An updated version of this landmark piece, first introduced in 1992, was published earlier this month. We continue to trumpet golf’s environmental credentials, and this effort continues to bear fruit. An official of the U.S. Environmental Protection Agency recently deemed golf a “model industry in the environmental conscience.” He was referring to the positive steps we’ve taken to design, build and maintain golf courses in concert with nature. This is a solid indication that non-golfers are beginning to understand how courses enhance the environment.

- Suppliers Directory: ASGCA’s fledgling clearinghouse of supplier information — published for years as a big, bulky binder — has finally been introduced on CD-ROM. This is important for our members because it’s simply a better, more efficient way to sort through reference information. The golf industry will also benefit as ASGCA will soon offer the CD-ROM, previously a members-only item, to the entire industry.

Last year, I remember Past President Alice Dye telling me the best was yet to come for golf. At first, I thought she meant my presidency. But then I realized she was referring to, among other things, the numbers: Golf is growing in every area, outpacing all major sports in the United States. Player participation, once flat, has surged to almost 27 million — growing by 25 percent during the 1990s. Early returns indicate that more than 400 courses opened for play in 1998. The PGA Tour has never been more prosperous. And College Sports News Daily recently reported that NCAA golf scholarships are available in more schools than football scholarships — and that “competition for recruits is menacing.”

Young people are finding that golf can provide avenues for success that previously existed only for those with professional ability. Golf is a beautiful game. It’s important to take stock and evaluate the statistics, including course development rates, number of rounds played, dollars spent on the sport, tournament attendance, television ratings and other indicators of growth. However, we must not let the number crunching and trend setting blind us from what has kept golf in the hearts of players worldwide — an elegant simplicity and accessible tradition unparalleled in modern sport.
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* Under Work: A-Addition; N-New; R-Renovation; T-Tip Renovation; G-Golf Course
* Under Type: D-Daily fee; P-Private; R-Resort
* Under Status: O-Open in 1998; P-Planned; U-Under construction
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**DESIGN & DEVELOPMENT**

**Raymond Hearne Golf Design**

- **Arizona**: Tucson, Mesa, Phoenix, Yuma
- **California**: San Diego, Los Angeles, San Francisco, San Jose
- **Colorado**: Denver, Colorado Springs, Fort Collins
- **Connecticut**: Hartford, New Haven
- **Florida**: Orlando, Miami, Jacksonville
- **Georgia**: Atlanta, Savannah
- **Hawaii**: Honolulu
- **Illinois**: Chicago, Naperville
- **Indiana**: Indianapolis, South Bend
- **Iowa**: Des Moines
- **Kentucky**: Louisville, Lexington
- **Louisiana**: New Orleans
- **Maine**: Portland
- **Massachusetts**: Boston
- **Michigan**: Detroit, Grand Rapids
- **Minnesota**: Minneapolis, St. Paul
- **Missouri**: St. Louis, Kansas City
- **Mississippi**: Jackson
- **Montana**: Helena
- **Nebraska**: Lincoln
- **New Mexico**: Albuquerque, Santa Fe
- **New York**: New York City
- **Ohio**: Columbus, Cleveland
- **Oklahoma**: Oklahoma City
- **Oregon**: Portland
- **Pennsylvania**: Philadelphia
- **South Carolina**: Charleston
- **Tennessee**: Nashville
- **Texas**: Houston, Dallas
- **Utah**: Salt Lake City
- **Washington**: Seattle
- **West Virginia**: Charleston
- **Wisconsin**: Milwaukee
- **Wyoming**: Cheyenne

**Renaissance Golf Design**

- **Arizona**: Phoenix, Tucson, Scottsdale
- **California**: San Francisco, Los Angeles, San Diego
- **Colorado**: Denver, Colorado Springs
- **Connecticut**: Hartford
- **Florida**: Orlando, Miami
- **Georgia**: Atlanta
- **Hawaii**: Honolulu
- **Illinois**: Chicago
- **Indiana**: Indianapolis
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- **Ohio**: Columbus
- **Oklahoma**: Oklahoma City
- **Pennsylvania**: Philadelphia
- **South Carolina**: Charleston
- **Texas**: Austin
- **Ukraine**: Kyiv
- **Virginia**: Richmond
- **Washington**: Seattle
- **Wisconsin**: Madison
- **Wyoming**: Cheyenne

**Robert Associates & Robbins & Associates**

- **Alabama**: Montgomery
- **Alaska**: Anchorage
- **Arizona**: Phoenix, Tucson
- **Arkansas**: Little Rock
- **California**: Los Angeles, San Francisco
- **Colorado**: Denver, Colorado Springs
- **Connecticut**: Hartford
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(The information contained in this chart was obtained from architects responding to a Golf Course News survey used to determine the Golf Course Builder of the Year.)
Ownership dispute threatens Mimosa Leisure Estate

BY ANDREW OBERBECK

CLARK FIELD, the Philippines — Controversy is swirling around the ownership of the Mimosa Leisure Estate here which was seized Dec. 14 by the Clark Development Corp. (CDC), the state-owned entity that had leased the land to Mondragon Leisure & Resorts Corp. (MLRC).

MLRC, the company that developed Mimosa, reportedly owes the CDC 427 million pesos ($10.9 million) in rent and 4.8 billion pesos ($123 million) to Filipino banks. Citing violation of contract, the CDC terminated MLRC’s lease and seized the assets of Mimosa’s 540-acre site which include a 36-hole Nelson, Wright, Haworth-designed golf course, a Holiday Inn hotel, villas and a casino.

MLRC officials protested the seizure and won a temporary restraining order on Dec. 15 from a regional court which bars the CDC from taking over the property. CDC president Rufo Colayco disputed the restraining order saying that it had no effect because the CDC was already in possession of the property. In response, Colayco deployed CDC security forces and members of the Philippine National Police’s Special Action Forces to guard against potential violence.

MLRC claims that Colayco’s actions superceded ongoing contract negotiations between the two parties and that the seizure was an irreparable injury to the company. In a Dec. 21 motion to the Court of Appeals, MLRC contended that the seizure of Mimosa could cause bank creditors to call on their loans and thereby precipitate the collapse of MLRC. MLRC also emphasized that the CDC only has

Continued on page 94

One of the two Nelson, Wright, Haworth-designed courses at the Mimosa estate.

CCA battles over club contract

HONG KONG — CCA Management Co. Ltd. based here won the first round of its court battle Dec. 10 against the Sand River Golf Club of Shenzhen, China, but the judge reserved a ruling on damages.

CCA was seeking $2 million in damages from Sand River for terminating its 10-year contract which began in 1995. Sand River ended the contract after only 10 months because in that time five CCA managers had resigned. The club claimed that there was an oral agreement that they could end the relationship with CCA if another manager left, a claim that CCA denies.

A judge in the Court of Instance stated that although the constant turnover of management staff had been damaging to Sand River it did not amount to a breach of contract by CCA because they had no way of guaranteeing that another manager would not leave the club. The judge noted that CCA’s damages claim was inflated and that he hoped the two parties could settle the matter without further litigation.

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Projects in China, Philippines roll into 1999

BY ANDREW OVERBECK

CHINA

• KUNMING, Spring City Golf and Lake Resort — Spring City celebrated its official grand opening Nov. 30. The 18-hole Jack Nicklaus-designed Mountain course has been open for play since January 1998 and the second 18-hole Robert Trent Jones II-designed Lake course is due to open in the first quarter of 1999.

• SHENZEN, Mission Hills — The Jumbo Ozaki course is now open for play full time. The course has been tested from the start, playing host to the last leg of the Johnnie Walker Super Tour in November and the Volvo Asian Matchplay and Hugo Boss Foursomes in December. The Nick Faldo course is still under construction and proceeding quickly according to new superintendent, Danny Potter. 13 holes are now grassed with closed turf zoysia and the whole course is due to open for play in early 1999.

These new courses, in addition to the existing 36-hole Nicklaus course, bring the hole total at Mission Hills to 72 — the most extensive project in China to date.

• SZECHUAN PROVINCE — Heritage Golf will be constructing the 18-hole Chongqing Golf and Country Club which is set to be completed in late 2000.

INDONESIA

• BINTAN — Over 200 tourists en route to golf courses and resorts on Bintan Island south of Singapore were turned back Dec. 21 by a group of 200 to 300 local demonstrators protesting low resettlement compensation for their land.

The protesters sat in the road leading from the ferry terminal blocking traffic for over two hours forcing some 150 incoming tourists to return to nearby Batam Island and Singapore.

This is the second such protest in as many months as villagers continue negotiations with PT Buana Megawisatama, the Indonesian firm dealing with the land resettlement for the island’s Bintan Beach International Resort.

• JAKARTA — Golf course construction in Indonesia has ground to a halt with many golf projects in an indefinite holding pattern. However, according to some golf course builders in the region the advantages to building at present are great.

"With the economic crisis, local costs in rupiah did go up, but that was offset by the massive devaluation," says Paul Blackadder, a project manager with Pacific Golf. "On the Klub Golf Cengkareng project in Jakarta we saved $38,000 on fuel costs, $250,000 on equipment hire, and we were able to slash our cement, PVC, electrical cable, and labor cost budgets."

With local costs bottoming out, the advantages for foreign investors appear to be abundant.

THE PHILIPPINES

• BAGUIO, Camp John Hay — The Nicklaus re-design is well on its way to completion and the opening date is scheduled for May of 1999.

• CAVITE, Forest Hills — The Environmental Compliance Certificate for the Arnold Palmer layout is nearing completion and construction will be commencing in the beginning of 1999.

• TAGAYTAY, Tagaytay Highlands — The two Midlands courses are due to begin construction in January 1999. The 36-hole addition will sit below the existing 18-hole Highlands course and will be accessible via an imported tramway.

According to Del Ray, Calif.-based designer, Richard Bigler, these two courses will be infinitely easier to build than the first course and “when we get all three of them done I don’t know of any place in the world that will be set up quite like that.”

SINGAPORE

The Warren Golf and Country Club designed by Nelson & Haworth is under construction in northwest Singapore. The
Wright finds golf in the Garden of Eden

By ANDREW OVERBECK

PRASLIN ISLAND, the Seychelles — As ASGCA member Rodney Wright has designed his way across the Pacific Ocean, he has moved from one island paradise to another. But Wright's latest adventure has brought him to one of the ultimate island locations in the world — Praslin Island which is a part of the Seychelles archipelago in the Indian Ocean, 1,000 miles off the coast of Africa.

In comparison to other island locations that he has worked over the last 25 years, Wright said the Praslin site is one of the best. "This site is beautiful. It has much of the drama of Mauna Lani in Hawaii combined with the mystique of Bali Golf in Indonesia. It is a special place."

And Wright is not the only man to be impressed by the island's beauty. When Portuguese explorers discovered the Seychelles in the 15th century, they initially thought they had

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SNC Golf to raise golf's image via design

By TREVOR LEDGER

PARIS — A radical project designed to improve the public image of golf in France is under way just outside Versailles. Fromanger and Adam, the largest golf course architecture company in France, have formed a new company, SNC Golf de St. Marc. The company’s first act was to buy an abandoned site which it had started to work on before the developer went bankrupt.

Partner Mark Adam explained the move: "We purchased the site ourselves, formed the new company and are now using the project as an example of how golf courses can work."

The first phase of the development is to open the first nine holes in the spring of 1999.

According to Adams, this 'phase building' approach is central to Golf de St. Marc's ethos. "When the first nine is finished we will start work on the buildings. The aim is to show that, financially, golf courses can work. Phased investment, [one outlay at a time], is very important in this respect. In effect we are putting our money where our mouths are."

Such a move is unique in France, a country where golf remains anonymous to all but a few.

Between 1990 and 1993, 102 golf courses were built in France. Last year there were two and, come the end of 1998, another two could feasibly be completed.

In fact, since 1993 only 26 further courses have been added, which is a very low figure for a country which enjoys fairly inexpensive land costs and boasts a nation of sports lovers.

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Let's cut this short

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*HIEP data available upon request. Based on 1997 report.
Too often women's courses are ill-thought out and lacking the due care required to make them fun to play. Frequently, the women's courses are merely an afterthought. As both old and new courses become necessarily more commercial, the question of the woman golfer takes on a heightened financial significance.

For the first time women golfers are a serious and expanding demand sector that promoters and clubs ignore at their peril — considering that women represent almost 30 percent of all golf demand. Historically, women have hardly mattered in golf (Catherine of Aragon, wife of Henry VIII was rebuked for wasting time at golf in 1523). Such pioneers were a rarity until the turn of this century and the growth of the railways helped the nascence of the first golf boom, when women began to take seriously to golf and have done so ever since with this trend accelerating in recent years.

Many women's golf clubs played on club and public courses but very few women's clubs controlled their own facility. Even fewer survive. However, two of these survivors are distinguished exceptions: they both own and manage their courses and celebrated their respective centenaries in the early 1990's.

The handbooks, published to celebrate their centenary years give a fascinating insight into women's golf over the last 100 years. The spotlight story: The Wirral Ladies Golf Club (1894); The Formby Ladies Golf Club (1896).

As established women's courses, both are relevant guides for others as we approach the new millennium. Nevertheless, even with purpose built courses, the obstacles for women entering golf are still daunting, just as with anyone else but more so.

Purpose built, one-stop schools with beginner handicap courses where all facets of golf can be learned in order to achieve a handicap card would be a help to all beginners today. Content courses could not be replicated on club courses because the end result would be too difficult, thus spoiling the all important pleasure element of a round of golf. In the US, there appears to be a preference for women's club course of around 5200 yards, par 72; just 79 yards shorter than the mean of our two centenary courses.

Some recent evidence of the difference between the women's and men's game was highlighted by the tricky negotiations over the 'length allowance' agreed upon at the Praia d’el Rey Cup mentioned earlier.

A difference of 620 yards — 34 yards per hole — was adopted. In contrast, the difference between the Solheim and the Weetabix cards and the two centenary courses is 64 yards per hole.

So, what might a fair length allowance be in club events? Against a new average length of 6,000 yards for men's courses in Britain, the calculation throws up the figure of 800 yards.

This 44 yards per hole may be a fair benchmark from which to negotiate prior to club events involving men and women. Perhaps this insight might encourage women to look critically at their own courses to see whether they can be made more interesting and fun to play, never mind improving the chances of beating up the men.

There is at least a precedent for such a course of action. Some years ago a new project on continental Europe was blessed with a mischievous architect who designed a much easier course for the women than that played by the men. Ever since then the annual matches against the ladies have seen the men getting soundly trounced on almost every occasion.

Although the owner was furious and helpless, the women members have loved the designer ever since.
Forecaddies making a comeback at Marriott

By John Torsiello

An innovative forecaddie program at the Seaview Marriott Resort in Galloway, N.J. has been such a success that the company is considering expanding the program to other Marriott-owned courses.

Rob Bartley, director of golf at Seaview, located near Atlantic City, said the feedback from golfers playing the resort’s two courses—The Pines and The Bay Course—has been “98 percent positive” in the program’s first year.

The unique aspect of Seaview’s caddie program is that the service is mandatory, making it one of the few resorts where golfers must be accompanied by a forecaddie. Bartley said Seaview’s program was patterned after a similar program at Cœur D’Alene Resort Golf Course in Idaho.

The price of a forecaddie is included in a golfer’s greens fees. Tips—the club recommends at least $10 per bag—are encouraged.

“The forecaddie program has been a way for us to differentiate ourselves from other courses in the area,” said Bartley. “It’s been a huge success in its first year. We think of our forecaddies as on-course concierges. No other employee spends as much time with the customer as they do. There is certainly a potential that it can be molded to other Marriott facilities.”

Brendan Lenihan, director of guest services at Cœur D’Alene, said that resort’s mandatory forecaddie program, now in its eighth year, has been popular among golfers.

“I think the program has been successful because it is mandatory and not optional. I don’t know if it would work if golfers had a choice,” he said.

Lenihan said forecaddies have positively affected speed of play at Cœur D’Alene.

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UCA, Palmer join forces to build network of U.S. university clubs

By Andrew Overbeck

COLUMBIA, S.C. — University Clubs of America (UCA) and Arnold Palmer Golf Management have formed an exclusive joint venture to develop and operate university and college-affiliated golf clubs across the United States. The UCA-Palmer collaboration began Oct. 21, with its first course here at the University of South Carolina.

According to E. Linwood Johnson, President of UCA, this partnership will be the first step in a major expansion for UCA, which builds customized golf courses and themed clubs to suit the needs of individual colleges and universities, which in turn offer memberships exclusively to their alumni and university supporters. Terms of the partnership state that all participating clubs will bear the UCA brand and be managed by Palmer Golf.

“UCA’s resource is club design, marketing and its ability to cater to the needs of individual universities,” said Peter Nanula, president and chief executive officer of Palmer Golf. “They’re niche experts. This partnership brings together the best

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K-State’s management program draws students

MANHATTAN, Kan.—Kansas State University’s golf course management program is up and drawing attention from not only students, but from other universities as well, said Jack Fry, associate professor of horticulture, forestry and recreation.

“Our golf course management program is the first of its kind to shift emphasis to business and other academics. Most other programs just offer the traditional turfgrass management program,” Fry said.

Offered as a new option under K-State’s horticulture major, the golf course management program focuses on more than how to get and maintain the optimum playing surface. It also covers all aspects of managing an 18-hole course, including business, hospitality and food-service operations.

“The program was developed with help from experienced golf course superintendents, who emphasized that skills students can develop in business, communications and personnel management are as important as the education they receive in plant and soil sciences,” Fry said.

“The Golf Course Superintendents Association of America (GCSAA) and the PGA Tour are advisers to the program and are working with us in structuring internships and evaluating the program’s effectiveness in educating the next generation of golf course superintendents and facility professionals,” he said.

“Enrollment has been good. We have nearly 40 students, including several students from out-of-state and K-State students who switched their majors when the program became available,” Fry said.

That’s what Jonathan Bakalar did. The junior from Charlotte, N.C., was majoring in business, but switched when the golf course management option became available. “I’ve been playing golf since I was a little kid. I love it,” he said. “I want to be a golf course superintendent or be...”

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REITs and golf: A happy marriage

By LAURENCE HIRSH

The latest factor contributing to the boom in the golf course industry is the Real Estate Investment Trust (REIT). In order to most accurately measure the REIT’s impact on the golf course industry, a little background information is in order.

A REIT is defined by The National Association of Real Estate Investment Trusts (NAREIT) as “a corporation or business trust that combines the capital of many investors to acquire or provide financing for all forms of real estate.” It acts kind of like a mutual fund for real estate. In order to qualify as a REIT under the Internal Revenue Code a corporation or trust must:

- be a corporation, business trust or similar association;
- be managed by a board of directors or trustees;
- have shares that are fully transferable;
- have a minimum of 100 shareholders;
- have no more than 50 percent of the shares held by five or fewer individuals during the last half of each taxable year;
- invest at least 75 percent of the total assets in real estate assets;
- derive at least 75 percent of gross income from rents from real property, or interest on mortgages on real property;
- derive no more than 30 percent of gross income from the sale of real property held for less than four years, securities held for less than one year or certain prohibited transactions;
- pay dividends of at least 95 percent of REIT taxable income.

REITs were created to provide investors with the opportunity to participate in the benefits of ownership of larger-scale commercial real estate or mortgage lending and receive an enhanced return, because the income is not taxed at the REIT entity level. This means that a diverse range of investors can realize investment opportunities otherwise available only to those with larger resources. This opportunity first became available when President Eisenhower signed the real estate investment trust tax provisions into law in 1960. The basic provisions of this law remain unchanged, although there have been a number of improvements to the law over the past 30 years.

The REIT industry has benefited from tax reform initiatives enacted in the 1980s. These initiatives eliminated the incentive of tax-sheltered real estate vehicles and promoted a return to the fundamentals of capital formation and investment in real estate for income and appreciation. A tax change in 1986 allowed REITs to manage their properties directly, and a 1993 change removes a significant barrier to pension plan investment in REITs.

There are more than 300 REITs operating in the United States today. Their assets total in excess of $61 billion. More than 80 percent of these trade on the national stock exchanges:

- New York Stock Exchange - 147 REITs
- American Stock Exchange - 42 REITs
- NASDAQ National Market System - 12 REITs

In addition, there are dozens of REITs that are not traded on a stock exchange.

The first golf property REIT (National Golf Properties) was formed in 1993 by acquiring much of the assets of American Golf Corporation. Since that time five other major REITs have entered the golf course business or been formed to do the same. These include:

- Golf Trust of America (exclusively golf);
- Patriot American Hospitality (hospitality);
- Starwood Lodging (hospitality);
- Meditrust Corporation (acquired Cobblestone Golf Group);
- Presidio Golf Trust (by Arnold Palmer Golf Management Company).

Performance of the Golf REITs can be measured, but with caution because their history is so short. National Golf Properties (TEE) has risen steadily from
Continued from previous page around $20 per share in December, 1994 to a high of $35 in June, 1997 and has since settled back into the $30-$32 range since February, 1998. Golf Trust (GTA) is the only other exclusively golf REIT with any history and it's only about 15 months old being initially offered at around $21 per share and rising to approximately $32 per share as of May 2, 1998. As of January 12, 1999 National Golf Properties is trading just under $28/share and Golf Trust is trading at 26 3/8.

Presidio Golf Trust never got off the ground, becoming a casualty of the volatile stock market in mid-1998 and Meditrust announced plans to sell Cobblestone in late 1998. Reportedly, there are as many as six finalists in the bidding to acquire Cobblestone in a process which should be completed in the near future. GTA and NGP have performed admirably but to date only control a total of 150 courses along with another 100 or less owned by the other REITs. One would assume that with 16,000-plus courses in the United States alone that this is only the tip of the iceberg.

As previously mentioned, REITs are required to return 95 percent of their revenues to stockholders. This comes form the operating leases and rents established partially based on acquisition prices. In a competitive market, this means higher prices and thus, increasing rents to support the acquisition prices. An interesting byproduct of this requirement is that in many instances, existing ownership sells to the REIT and then has the opportunity to 'lease back' the operation. Accordingly, existing owner/managers have the unique opportunity of 'cashing out' and exercise their knowledge of the property, the market and clientele to continue the business growth and continue their opportunity to make a living.

In some cases, this creates a 'partnership' with the lessee (REIT) which may ask the lessee (seller) to accept stock in the REIT as part of the sale proceeds. This can be good or bad, depending on the stock market.

While it may seem that all courses are attractive to REITs, that is not always the case. Most REITs are not interested in proposed construction or in recently opened properties with little or no operating history. REITs are typically interested in properties with positive historical cash flow that can be more accurately projected into the future. This, along with the importance of the potential lessee's ability to meet rental payments would seem to indicate that REITs are typically only interested in properties which are generating positive cash flows, have been well posi-
Meditrust
Continued from page 1

Meditrust's woes began in June, but the company did not fully react to the conglomerate's properties that they accumulated. Husband told the paper. [Several calls to Husband and Cobblestone were not returned]

"We're trying to keep the company here...and we're trying to keep what we've built here," he told the Union-Tribune. [The restructuring] "has nothing to do with the success or failure of Cobblestone." Rather, the decision reflects Meditrust's desire to "return to its roots" and a judgment it would be relatively easy to sell its golf unit.

Cobblestone has nearly doubled in size in the past year. Before the Meditrust buyout, Cobblestone owned 25 courses and facilities with 29 courses. The firm now has 45 properties with 50 courses.

According to the Union-Tribune, Meditrust's woes began in 1997, when it paid $838 million to acquire Santa Ana Cos., which operated under an unusual business format known as a paired-share REIT. The structure allowed Meditrust not only to own real estate, but to also operate businesses through an affiliated company whose shares trade in tandem with the REIT's. Congress outlawed such arrangements in 1984 under provisions of the tax code that let REITs avoid corporate taxes, but a handful of paired-share REITs were exempted under a grandfather provision.

Meditrust and Starwood Lodging, another paired-share REIT, drew congressional scrutiny after each company embarked on an acquisition binge that maximized the special tax benefits of paired-share REITs. The strategy was curtailed after a new law restricted Meditrust and others from using the "paired share" REIT structure to make acquisitions.

Starwood Capital is a private investment company established in 1992. It has a number of subsidiaries, including Starwood Hotel and Resorts, "which is now the largest hotel company in the world," said Troon Golf President John Sauter. One of Starwood's holdings is Westin Hotels. Troon is Westin's exclusive golf course operator.

"We still have a relationship with Starwood Hotels where we manage golf with them on some joint properties," Sauter said. "Some are properties they own. Some are properties we own. Some are third party owned and both Westin and we manage.

Starwood Hotel and Resorts is a paired-share REIT, Sauter explained. Starwood is in undergoing a restructuring that keeps the REIT, but all future business and transactions will be done within a traditional "C" Corporation. "It has to do with some law changes," Sauter said, "that Congress enacted that said Starwood, Meditrust and Patriot — essentially the three biggest paired-share REITs — could no longer operate under that structure."

Starwood has not made as big an investment in the golf business as Meditrust, Sauter said. Starwood owns numerous hotels that have playing agreements with nearby courses owned by others. But Starwood itself actually owns only about a half-dozen courses.

Commenting on the Meditrust/Cobblestone situation, Sauter said, "It wasn't that Meditrust didn't believe in the golf business. It was that they grew really fast and didn't believe in the golf business, too large to manage. When this was a golf business, the three biggest paired-share REITs were not distinguishable businesses that could sell themselves.

"The other reason they [Meditrust] are getting out is that
Forecaddies
Continued from page 77

D’Alene. “Five hours a round is the norm at resort courses. Here, it’s 4 1/4 a round. With forecaddies, we don’t need marshals out on the course. They move play along.”

The Seaview program is run by Caddie Masters Enterprises of Fairfax, Va. Caddie manager Kieran Bell said the forecaddies serve a variety of purposes.

“The forecaddies certainly affect speed of play,” he said. “They have a local knowledge of the course. They go out ahead of the foursome to spot balls so you eliminate a lot of time spent hunting for stray shots.”

Bell said that feedback from players has been positive. The club has rating cards that golfers fill out concerning the performance of their forecaddie and that 90 percent of the ratings have been excellent.

When Seaview went to a cart path only rule on its Pines Course, officials worried about speed of play. The forecaddies have eliminated that fear, said Bartley.

“We were worried that the cart path only rule would add three quarters of an hour to rounds on The Pines Course. But with the forecaddies, the average round has not gone up significantly.”

Bartley said Seaview adopted a mandatory forecaddie program for several reasons.

“We wanted to make the program an added plus for golfers here. And, it just wouldn’t have worked had we allowed golfers to an option. What if the foursome ahead of you didn’t have a forecaddie and you did. It would have made for some uncomfortable moments on the course.”

Seaview toyed with the idea of installing laser yardage finders in its golf carts. “But that just didn’t fit with what Seaview is. We wanted a person dealing with the customer and that’s what the forecaddies do for us.”

Bartley said that while he has fielded some complaints about mandatory use of forecaddies, the vast majority of comments have been favorable.

“T’ve had a few people say they didn’t want a forecaddie because they weren’t comfortable having somebody watch them play,” said Bartley. “But the majority of people have enjoyed the experience.”

Bartley said some 1,200 people were interviewed for the Seaview program with 275 hired.

“The biggest challenge we have is maintaining a consistency among our caddies.”

Hirsh/REITS
Continued from page 79

Businesses) goes in cycles. With such a low percentage of golf courses under professional management, it would seem that there are many opportunities. Can the golf boom go bust? Some say when the economy slows down the leisure dollar will be the first affected. This is tempered by those who note the extended period of time needed to add to the supply of golf courses where there aren’t now enough. Nobody knows. If you are a golf course owner looking to sell, examine any proposals carefully and make sure it’s right for you. If you’re a buyer in the golf course market, plan on competing with ‘the big boys.’

Meditrust
Continued from previous page

they got confusing to the market and analysts. They were initially a health-care REIT, then they started buying hotels, and now they are getting into lodging. They have about $1 billion of assets, including Cobblestone and Santa Anita, to pay down about $255 million in debt, the Union-Tribune reported.

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University clubs
Continued from page 77

University club organization with the extensive resources of the Palmer organization.

According to Paul Degenhart, chief operating officer of UCA, the new relationship with Palmer will help to expand the vision that UCA set out to create with their first club at the University of South Carolina in 1993. "The Palmer partnership will help us expand the number of projects that we can handle by bringing their organizational and operational skills, and financial resources to the table," Joe Redling, chief operating officer of Palmer Golf, is equally optimistic. "This partnership will work because UCA has the credibility and access to the university community, and we share a commitment to exemplary service and quality standards."

Growth of the University Club network is a primary goal for the new partners. Degenhart projects that UCA-Palmer will build 20 courses over the next five years.

Construction is about to commence at another UCA-Palmer project at the Auburn University Club in Auburn, Ala., and letters of interest to construct additional clubs have been signed with Vanderbilt University in Nashville, Tenn., the University of Louisville in Louisville, Ky., and the University of Kentucky at Lexington. UCA-Palmer has a half dozen more projects pending with other schools including the University of Tennessee and Texas A&M.

UCA customizes each club design and operation to meet the specific theme and need of each university client. At each school, UCA integrates campus architecture into each clubhouse design and creates club-specific logos. For example, the theme of the new club at Auburn University will be "a new habitat for tigers" and the golf course is being designed by Auburn graduate and golf course designer, Bill Bergren. Further, UCA creates membership programs that support the particular profile of existing alumni and their geographical dispersion.

Although the University of Louisville club has yet to break ground, the school is noticing the benefits. "This has been a good business decision for the university, we have earmarked the profits to create 22 new scholarships and the response from alumni has been overwhelming," says Tara Singer, assistant vice president for alumni relations.

Horton and fellow students are particularly excited about the internship components of the program. Students are to complete two internships. One will be in turf management at Colbert Hills Golf Course, the 18-hole, PGA-caliber course now under construction in northwest Manhattan. The second will be in golf course management or food service/hospitality operations at a Tournament Players Club or other select courses in the United States.

"The upperclassmen in the program will serve internships on Colbert Hills starting in the spring, probably working on course construction," Fry said.

Scheduled for completion in spring 2000, Colbert Hills also will include a clubhouse, nine-hole teaching course and driving range. The golf course was spearheaded by SENIOR PGA Tour golfer Jim Colbert, a K-State alum. The course is being built through a partnership with the university, PGA TOUR GOLF COURSE Properties Inc. and the GCSCAA. Additional support is being provided by the John Deere Company and Rain Bird. For more information, contact 785-532-1430.

K-State
Continued from page 77

general manager at a country club."

Bakalar says the course management program was one reason he stayed at K-State after his parents moved from Lenexa to North Carolina a few years ago. "It's a one-of-a-kind program," he said.

Erick Horton, a senior from Overbrook, said: "I thought the program would be a great opportunity to get involved in the golf industry. My dream job would be golf superintendent at Augusta National, where the Masters is played." His resume currently includes jobs at his hometown course and at the Manhattan Country Club.

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MILWAUKEE — Howard Johnson’s Enterprises, Inc. has announced the promotion of Joe Ernst to director of commercial sales and technical services. Ernst will be responsible for the management of all commercial sales and marketing for the company. Ernst, who brings 18 years of experience to the job, has been named employee of the year. Jerry Schroeder, previously with the Van Denburg Supply Company, has been named territory manager Western region. Schroeder will be headquartered in Kearney, Neb.

AMERICAN EXCELSIOR’S CABALKA REAPPOINTED TO ASTM
ARLINGTON, Texas — American Excelsior Company, a manufacturer and distributor of erosion control products, including Curlex excelsior blankets, reports that Dwight Cabalka has been reappointed as chairman of the ASTM subcommittee on Erosion Control Systems, D18.25, Sediment and Erosion Control Technology. Created in 1996 with Cabalka serving as its first chairman, subcommittee D18.25 is contained within Committee D-18 on Soil and Rock. According to the International Erosion Control Association (IECA), subcommittee D18.25 is responsible for developing standards for erosion control materials and systems based on the ASTM process.

CARNEY BRINGS EXPERIENCE TO GROWTH PRODUCTS
WHITE PLAINS, N.Y. — Growth Products Ltd. has added Patrick Carney to its staff of technical sales representatives. Carney’s territory will encompass the states of Kentucky, Indiana, Illinois, Iowa, Wisconsin and Minnesota. Prior to his hiring at Growth Products, Carney was a Certified Golf Course Superintendent at Owl Creek Country Club in Anchorage, Ky. The Indiana University Southeast graduate has held similar positions at various courses throughout Indiana and Kentucky.

NATURE SAFE NAMES GARCIA AS NEW REGIONAL MANAGER
COLD SPRING, Ky. — Nature Safe, Natural & Organic Fertilizers has named Vic Garcia as its new regional sales manager. Garcia will be in charge of the Midwest and Northwest regions. He has over ten years experience in the turf industry. Garcia resides in Fishers, Indiana.

**Scotts reshuffles the deck, turns to distributors for golf market**

MARYSVILLE, Ohio — Scotts Company has reorganized its North American Professional Business Group, a move the company said will strengthen distribution and technical sales support, integrate brand management across market segments, and reduce annual operating expenses by approximately $2.1 million. According to Scotts, the savings will be equally split between reduced head count and lower shipping costs.

In mid-December, Scotts’ ProTurf division head count was winnowed from approximately 100 to 40 employees, a reduction of 60 percent. In turn, Scotts will now sell into the golf market via four independent distributors: Turf Partners, Inc., a subsidiary of Eco Soil, in the Midwest and Northeast; BWI Companies, Inc. in the Southwest and Southeast; Wilbur Ellis Company in the Pacific Northwest, and Western Farm Services, Inc. in California.

“We’ve maintained some of those people for the Tech Rep group to work with the distributors,” said Kristen Bibby, Scotts’ manager of its investor relations office. “So there will still be tech reps, but it will be a Scotts tech rep, working with a sales person from the distributor.”

Scotts is retaining a field sales force and field-based technical group to provide distributors with product training, address questions from customers, and maintain involvement in university trial work. The reorganization consolidates several prior divisional marketing, sales management and customer service, into a single group staff. In addition to cutting costs, the consolidation integrates brand management across all customer segments in the Professional Business Group for the first time. Scott Todd will lead the new Turf and Ornamental Organization. Most recently Todd was vice president of the horticulture division within Scotts’ Professional Business Group.

**Toro teams with ProShot**

MINNEAPOLIS, Minn. — Toro has added a critical piece in its efforts to solve the technology puzzle with the inking of its alliance with ProShot Golf, a provider of GPS-based information and communication products to the golf industry.

According to the agreement, Toro becomes an equity partner in ProShot and will share engineering expertise and gain access to its distribution network. ProShot will assist in the integration of GPS technology into Toro equipment and provide support to the golf course owners, managers, and superintendents.

The goal, said Toro, is the development of a modular, desk-top-based, course-wide decision-support system for turf and irrigation. “ProShot has taken a practical application within our market, tracking golf carts, and they’ve made that work,” said Debra Bly, new technologies marketing manager for Toro’s Turf Technology, an internal think tank consisting of agronomists, engineers, plant nutritionists and marketing people designed to cross the boundaries of Toro’s professional business group. “We can take that and build on it instead of trying to build on other applications we’ve looked at in other industries.”

“GPS just happens to be one of the technologies you might use to help solve customer problems,” said Dana Lonn, director of the Center. A first step, said Lonn, could be the integration of ProShot’s GPS technology with Toro’s GIS-based T-Map, the electronic map utilizing Toro’s irrigation control. "With T-Map we can tell the superintendent where the sprinkler heads are because they don’t move around," said Lonn. "Now the ProShot component will allow us to track things that are moving around the course. You can bring that information back via radio, real-time, with bi-directional radio link to all those machines. You can now move data out from the central computer onto the golf course then move it from the course back to the central." Today that technology is used primarily for cart location and player interaction with the clubhouse. Lonn suggests that the information could be used for things such as tee times for the course versus the clubhouse for example. Continued on page 87
Pursell expands plant capacity, all markets on the move

By MICHAEL LEVANS
SYLACAUGA, Ala. — Pursell Technologies Inc. (PTI), the supplier of the Polyon fertilizer coating technology, has quadrupled the capacity of its existing plant that handles production for the company's golf, agricultural, horticultural and consumer market segments.

According to David Pursell, president and chief executive officer of PTI, the company has added higher-capacity equipment, enhanced existing equipment and constructed new rail lines and shipping facilities as part of the expansion.

"In the first and second quarter of the year, the spike of need shoots up," said Pursell. "Since we're supplying all of these markets, we need to handle large volumes of product. You can handle it two different ways: through capacity or through storage/inventory. You want to maximize your inventory turns, so if you have a lot of capacity you can run your inventory 'just-in-time' and ship it out the door. If something doesn't move you just have to sit on inventory for a long time."

Although this recent re-investment is directly linked to the growth of all its market segments, its been Pursell's consumer business that has seen the biggest spike.

"On the consumer side, Pursell Industries [a separate company that manufactures for the consumer side] has formed a partnership with Bayer, which is getting ready to enter the U.S. lawn and garden market. Pursell Industries has inked an exclusive supply agreement to handle all of Bayer's controlled release," said Pursell.

To help pave the company's entry into this new segment, Bayer plans on spending more than $20 million on consumer advertising.

"With consumer, golf and our other segments growing, we have to keep up with the demand of Polyon. So, instead of going to a new location and building a new plant, we decided to reinvest in the site we have. We have one plant that we're pumping all this product through. The more product you put through, the lower your cost becomes," said Pursell.

The company's next plant will probably be built on the West Coast in the next 18 months, Pursell added.

In other Pursell news, the company is getting ready to ink arrangements with distributors and formulators in the European golf market. "We've been a little more reactionary than proactive on the European front," said Pursell. "The golf side is growing over there, but slow release, except in horticulture, is truly in its infancy."

China looking more green

GUANGZHOU, China — China's turf business is expected to grow by 40 percentage points annually over the next few years according to a study by Han Liebao, head of the lawn research center of the botanical college at China Agriculture University.

Growth projections are based upon the increasing number of golf courses, airports, highways and parks that are being built. Han estimates that China currently needs around 300,000 tons of grass seed annually.

Local planters are working hard to meet the demand and are reaping the benefits. A square meter of sod can generate up to 5,000 yuan ($600) which is two to three times more income than a comparable crop of rice.
Lofts donates to Peter Selmer fund

NEW BRUNSWICK, N.J.—Dr. Richard Hurley, executive vice president of Lofts Seed, recently acknowledged the company’s commitment to turfgrass research at Rutgers University by presenting a check in contribution to the Peter Selmer Lofts Scholarship Fund.

The check, which totaled $575,000, was presented to Dr. Bruce Carlton, Executive Dean, Cook College/Rutgers University. This represented royalties paid to Rutgers on the 1997 production of Lofts Seed varieties that were developed in cooperation with Rutgers University.

Since 1982, Lofts has paid a total of $6,389,251.28 to the Rutgers University in support of their leadership in turfgrass development.

Century Rain takes Koonz Sprinkler

MADISON HEIGHTS, Mich.—Century Rain Aid, a wholesaler of landscape irrigation and landscape specialty products, has announced the purchase of the turf irrigation division of Koonz Sprinkler Supply, a major New England distributor.

Koonz Sprinkler Supply was founded in 1965 by Bill Koonz, Sr., who expanded the company to seven locations throughout New Jersey and eastern Pennsylvania. The branches are situated in Berlin, Egg Harbor Township, Rochelle Park, Springfield, Toms River and Wall Township, N.J., and Westchester, Pa.

Koonz Sprinkler Supply was among the oldest and best-known regional distributorships in the U.S. Under the terms of the acquisition agreement, Koonz will continue to operate Koonz Golf Supply, a Rain Bird golf distributorship in Springfield, N.J.

Century has expanded operations on the East Coast over the last year and has acquired or opened ten new locations throughout Connecticut, Massachusetts, New Jersey and Pennsylvania.

Century Rain has acquired or opened more than 40 branches in 23 states and Canada in the past two years.

BASF forms TopPro Specialties

RESEARCH TRIANGLE PARK, N.C. — BASF Agricultural Products Group and Micro Flo Co., a subsidiary of BASF, will join their specialty and professional products businesses to form TopPro Specialties.

“By consolidating complementary product lines for turf, pest control operators [PCOs], horticulture and homeowners,” said BASF Group Vice President Hans J. Loose, “we can serve our customers more effectively.” According to Micro Flo President Buddy Formby, “For the first time, BASF and Micro Flo will specifically dedicate field sales staff to the turf and ornamental business segment.”

TopPro Specialties began operations Jan. 1, and will have its headquarters in Memphis, Tenn.

YAZOO/KEES TO ACQUIRE HCC’S DIG-IT

JACKSON, Miss. — Yazoo/Kees Power Equipment has signed a letter of intent to acquire HCC’s Dig-It tractor and towable backhoe products, the Huskie utility vehicle product line and the Power King product line.

Manufacturing of the three lines will be moved to the 166,000 square foot Yazoo/Kees facility and corporate office location in Jackson.

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CIRCLE #152/GCSAA BOOTH #593
Asian market perspective: E-Z-GO’s Dan Boling weighs in

Dan Boling is manager of Asian sales for E-Z-GO. Based in Singapore, Boling recently oversaw equipment contracts with two courses in China and a further two in India. As an insider of the Asian golf market, Boling was recently in conversation with Golf Course News’s Trevor Ledger.

GCN: What is your perception of the state of golf in Asia right now?

BOLING: This economic crisis has affected all sectors in the golf industry. As an insider of the Asian golf market, Boling was recently in conversation with Golf Course News’s Trevor Ledger.

GCN: Do you have a timeframe in mind?

BOLING: My opinion is that we haven’t really hit bottom yet in some of the countries. I think that may happen around the first part of next year, and that will be a period of what I consider “flat line.”

After that point, it should start to work its way back up and I would hope that would happen some time around the end of 1999.

GCN: You have just closed two deals in India and two in China. Are these the major markets in Asia right now?

BOLING: India, of course, is just coming on board. China did so a couple of years ago. China is now only second to Japan as a market for golf cars in Asia.

GCN: What happens next for E-Z-GO in Asia?

BOLING: We know this crisis is part of a cycle. We are in it for the long run and have developed new models which have considered specific design features for the Asian market.

I think that with the overall economic situation, the customers will remember who continued to service them instead of abandoning the region.

GCN: Do you foresee the success of E-Z-GO in Asia being used as a springboard for other members of the group such as Ransomes or Jacobsen?

BOLING: Already my office here is combined with different divisions of Textron. Although we are in different parts of the industry we are able, due to sharing an office, to look at each other’s different types of business.

GCN: With the devaluation of many currencies in Asia, are the management companies taking advantage of cheaper property prices?

BOLING: It seems as though they might well be waiting for the market to hit rock bottom. A lot of people are looking and I would say, yes, there will be some purchases by foreign investors but I don’t think the market has flat-lined yet.

GCN: When that low point is reached how do you see the new market emerging?

BOLING: I think that it will be a more cautious and mature market, but Asians love golf.

As a matter of fact, what most people aren’t talking about is the fact that the golf courses are getting more play than they ever have.

Obviously the rates are cheaper now and, although we are not seeing much consumption, there are enough golf courses in Thailand, for example, to allow people to get on a golf course quite easily.

Although the market is being hit by the economic situation, I think everyone agrees that golf is actually growing. There is still very positive growth in parts of the industry we are able, due to sharing an office, to look at each other’s different types of business.

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Continued from page 1

United States.” In its wake, the small, independent seed companies, which once dominated the market, are left to ponder the idea of selling. Those that remain independent could eventually be relegated to the sidelines, jumping into the game only to fill the gaps ABT has left uncovered.

“They are a force,” said Turf-Seed’s Tom Stanley. “They probably have half of the forage and turf market under their control. We just have to find our niche and be one of those companies that do well in niche markets. Whatever crumbs are left over we’ll be there to pick them up.”

“Consolidation of the industry isn’t really that bad,” said Tom Pape, vice president and general manager of Seed Research of Oregon. “Hopefully what will happen is that the margins will improve in our industry, taking some of the smaller brokers out of the picture.”

ABT Acquisitions: Since January 1995, ABT has acquired 33 companies in the sector, and has three pending acquisitions it expects to close soon. As a result of the acquisitions, ABT is now the sixth-largest seed company in the world and the largest forage and turfgrass seed company with $475 million in annualized net sales. Some of the familiar names that have been acquired by ABT include Loft’s Seed, Germant, W.L. Research, E.F. Burlingham & Sons, Olsen Fennell Seeds, Seed Corporation of America, Green Seed, Willamette Seed Company, Peterson Seed Company, Kinder Seeds, Zajac Performance Seeds and Van Dyke Seed.

ABT has acquired other seed and seed-related businesses that focus on and serve golf course superintendent’s in the West and Southwest: Las Vegas Fertilizer and Garden West Distributors.

“ABT’s acquisition plan called for building a large vertically integrated company with a national platform in production, distribution and research and development [R&D],” said Dr. Johnny Thomas, ABT’s chairman and chief executive officer. “We are proud of all our acquisitions because they share our vision and each bring strong components into our platform.”

Deere/Skid Loaders
Continued from page 83

ness unit. “As we place more emphasis on commercial and golf and turf products to increase sales overall, skid steers will be a major part of our focus,” said Robert Lonn, vice president of marketing.

Lonn said the 770 skid steer, built by John Deere in Moline, Ill., will offer the same durability and reliability that customers have come to expect from John Deere products.

It’s like buying a home computer system,” said Lonn. “You buy the base and you’ll be able to plug in what you want.”

Toro’s Dana Lonn

As far as its goals are concerned, ABT management said it planned to first achieve a 45-percent market share; second, reach $500 million in sales by 2000; and third, acquire an industry-leading elite germplasm and R&D position. The company said it’s two years ahead of its original plan in achieving the first two of these goals, and has achieved the third.

“We want to create the kind of R&D-based seed company that brings improved products to the market so that customers’ needs are served,” said Thomas. “Our products of the future will be in all likelihood more profitable, because of our R&D investment in them, but we believe our customers will benefit. We want to bring the R&D and biotechnology revolution and all the good things that it means to turfgrass users in the United States.”

“It has changed the way our industry will operate forever,” added Seed Research’s Pape.
Cornish and Graves: It’s all here

GOLF COURSE DESIGN
GEOFFREY CORNISH AND ROBERT MUIR GRAVES

By MARK LESLIE

Golf Course Design by old friends and colleagues Geoffrey Cornish and Robert Muir Graves is golf's equivalent to those PBS shows — you know, Bruce Springsteen and Friends, or Plug-in-a-Bigtime-Name and Friends.

Two elder statesmen of golf design, Cornish and Graves, have basically taken their traveling road show (presented in the far corners of the continent from Harvard University westward), spiced it up with chapters from various other experts of note, and squeezed it all into 446 highly informative pages.

You want to know about "The Game and the Course"? It's here, explained in seven chapters. Many landscape architecture instructors, he said, "find they must devote a few weeks to course design because their students will often encounter a golf course in their future master plans. Many of these instructors attend our seminars and have used our notes but apparently needed a textbook."

Cornish and Graves, who between them have designed hundreds of courses in North America, start at the beginning: the history of golf and golf course design. Then they take us through the steps, whether they be broad-based (planning the course; selecting the site and routing the course; designing a golf hole; planning major changes and practice facilities; building the course) or specific (drainage, irrigation, turfgrass selection). Finally, they cap it off with the business side of the industry (financing, permitting and monitory, even training the golf course architect).

What they are not expert in, they have called on their "Friends" for assistance. Here's Audubon International President Ron Dodson contributing on planning the course; Kenneth DeMay, FAIA, on planning adjacent real estate; architect Bill Amick on short courses and Cayman golf; James McBarrett on irrigation; Dr. Norm Hummel in United States Golf Association (USGA) agronomists John Foy and Jim Moore on grassing the course; USGA Green Section National Director Jim Snow on turfgrass selection; and architects Desmond Muirhead and Thomas Marzoli on design.

Here's W. Gary Paumen, with Richard H. Elyea, Virgil Meier, Dean Mosdell and Christine Faulks contributing on construction methods, equipment and commodities from the builder's viewpoint. And National Golf Foundation Vice President Richd Norton writing on golf course financing; L.A. Group

Continued on page 90

You'll never have to mess with straw again. PennMulch's patented green pellets are enhanced with superabsorbent polymers and starter fertilizer. Here's how it works. As soon as water is applied, PennMulch® expands to retain moisture in the seed bed, providing 36% better seed establishment than straw. Plus, it's easy to spread, weed-free and won't blow away. PennMulch is ideal for golf construction, overseeding and divot repair, multi-use sports field repair and lawn areas. For a performance and cost comparison, call your Lebanon Turf Products Distributor. Or 1-800-233-0628.
Bombardier NV ready for fairways, roadways

The Bombardier NV Neighborhood Vehicle is an environmentally-friendly and quiet mode of transportation. What makes the vehicle unique is that it's designed for the fairways and the roadways. In "golf" mode, the Bombardier NV Neighborhood Vehicle reaches a top speed of 15 mph (to help it comply with golf course standards). In "drive" mode, for off the course, the Bombardier NV reaches a maximum speed of 25 mph, providing drivers with a fun and sporty vehicle for getting around town.

The Bombardier NV is great for the golf course and the country club, and also for trips to the store or visiting friends in the neighborhood. For more information, contact 888-638-5397.

Circle #201

Chipco releases price-per-day chart

To determine the cost-effectiveness of a current fungicide, green industry professionals must determine the price-per-day of control by assessing the product's spectrum of disease control, length of fungicide residual and need for tankmixes or additional fungicide applications.

That is why the Chipco division of Rhone-Poulenc developed the Chipco Signature and Chipco 26GT price-per-day pocket chart.

Rhone-Poulenc realizes that those in the turf and ornamental industry make tough decisions everyday. Choosing a fungicide is one of them. And, the majority of decision-makers focus on the answer to two questions.

• How effective is the product at combating disease and promoting plant quality?
• What is the cost of achieving that control and quality?

The effectiveness of a fungicide can be determined through word-of-mouth, reading up on product research or simply learning from one's own experiences. However, properly weighing the information, calculating and comparing the cost for that control is more difficult that it would first appear. For more information, contact 919-870-5718.

Circle #202

Flowtronex PSI introduces OTIS III

Flowtronex PSI has launched a new generation of easier-to-use, more "intuitive" and informative pumping system operator terminals. The product, OTIS III (Operator Terminal Information System), allows end-users to set pump parameters and monitor performance data such as flow, pressure, motor rpms and pump station events such as alarms and system shutdowns. This new version of OTIS displays significantly more data, simplifies data access and takes some of the guesswork out of operation.

The new product also allows the user to scroll down through up to 32 lines of data. In previous versions of OTIS, the user could not automatically scroll down to access additional, related data on the screen, but rather had to type commands that range from pressing one button to a series of buttons. With more display space, there are fewer abbreviations in the data. Bruce Weir, Flowtronex PSI chief engineer, noted that terms and usages on the display now identically match those in the operating manual, lessening confusion on the part of the user.

OTIS III is compatible on stations which have the same PLC (programmable logic controller) as today's models. Earlier stations use another PLC which is not currently compatible. Stations with PLC from another manufacturer are in the minority. For more information, contact 214-357-1320.

Circle #203

The Rainmaker Sol2 Generator

The Rainmaker Sol2 Generator increases water permeation and color, provides effective weed control, prevents algae blooms, reduces fertilizer application costs, increases water use efficiency, is environmentally-friendly and quiet, is easy to use, and is self-contained. For more information, contact 619-430-4700.

Circle #204

Zip Abrasive back in golf market

The Zip Abrasive Company, manufacturer of abrasives for over 75 years, announces the return of its Reel Sharpening/Back-Lapping Compound to the golf course market for 1999.

Not since the mid 1980s has Zip Reel Sharpening Formula lapping compound been available to this market. Zip Lapping Compound has always been in high demand because it performs its many metal finishing applications noticeably faster and with superior results.

With the current growth in the golf industry Zip Abrasive is reintroducing its patented Reel Sharpening formula of lapping compound and has set aside production to meet the expected demand. After 75 years Zip's unique effectiveness sets it far above the other compounds currently available. For more info, call 216-426-0707.

Circle #205

How to Contact Us

For more information, contact 414-276-4656.

CIRCLE #206

Howard Johnson's launches HJCT-2

Howard Johnson's Enterprises Inc. has launched their new premium golf course line of products featuring "HJCT-2." Howard Johnson's Coated Technology with TR2 is a patented coating process for nitrogen and potassium. Thirteen layers of ultra-thin coating protect the nutrients from moisture and temperature more effectively than the thicker, less accurate coatings. This polymer-based coating technology will provide greater control over turf color, growth and quality. For more information, contact 414-276-4656.

Circle #206

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Past Presidents
Continued from page 45
Eugene Baston — 1985 — Superintendent and maintenance director, Anyang Benest Golf Club, Ryonggi-Do, South Korea. Also lives part of the year in Georgia.

Biggest change: "The advent of the new grass varieties and advances in light Grassy maintenance equipment over the past 10 years. The breeding programs with the bentgrasses, particularly in the Southeast, have yielded more tolerant bents. It's still not easy to grow bentgrass down here, but it's easier than it was."

Advice for Dave: "Develop a sense of humor and a thick skin. Seriously, the association is going in the right direction. Most of all, he should encourage everybody to keep up with the advances in the industry, particularly in terms of computer usage."


Biggest change: The advances in technology, which will probably even accelerate. Keeping up with everything is even more difficult than it used to be.

Advice for Dave: "Be aware of the whole spectrum of superintendents, not just certain segments like the private club industry. Every superintendent, from the smallest Mom-and-Pop operation up to the most exclusive private club has certain needs. Be aware of them and try to tailor programs to meet those needs."


Biggest change: "The quality of the turf is the biggest change. Fairways today are the same quality as greens were in the 1950s. Bunkers are often manicured to the point where they are no longer hazards."

Advice for Dave: "Continue to build on the excellent educational tools that GCSAA provides to its members and the public. The superintendent today is an integral part of the management team and needs business skills along with agronomic knowledge. However, this advanced technology must be combined with the basic fundamentals and common sense so necessary for all good keepers of the green."


Biggest change: "People play and see many more courses than they used to, so we end up being compared to Augusta National and places like that. People are demanding more because they've seen more. They are also playing more. We used to have very few midweek players. Now it's not unusual to get 150 to 200 rounds midweek at what is a very private club. We've doubled our crew size in the past 25 years to keep up with the demands."

Advice for Dave: "You've got to decide on the 16th green what Augusta National and family and club top the list. You have to juggle the traveling and demands of being president of this association, while not forgetting about family and your job. Many guys have found that they've had to move on to a new job shorty after being president.

Dave's a sharp guy and should do very well."


Biggest change: "A superintendent's tenure at a course isn't as long as it used to be during my dad's and my time. Make a few mistakes today, and you are out of a job. Job security is not what it used to be. There is a great group of your well-educated people out there looking to get head superintendent jobs, but they don't have a lot of experience, and that concerns me."

Advice for Dave: "GCSAA should recognize that we are the international leader in golf greenkeeping. We should embrace and enlarge that community feeling that we (US and Canada) are the leaders."

Charles Tadge — 1979 — District superintendent for the Hamilton County Park District, Cincinnati, Ohio.

Biggest change: "Technology, with all the computerized irrigation systems and the Global Positioning Systems. There are things you can do now that you wouldn't have ever thought about doing years ago. So it probably doesn't make for less work, but it does make it easier to accomplish things."

Advice for Dave: "Keep on top of membership services and keep providing good things for the members."


Michael Bavier

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CORNISH/GRAVES
Continued from page 88
members on using a team approach to planning and construction monitoring and architect Mark Mungeam (a Cornish protege) on training an architect.

Loaded with photographs and drawings, this book could be to those interested in designing a golf course today what Cornish and Whitcomb's "The Architects of Golf's" was to people interested in golf course design yesterday.

Golf Course Design, 446 pages, hardcover, $54.95, published by John Wiley & Sons, Inc., distributed through major bookstores and through foreign channels in Asia, Australia and Europe.

GOLF COURSE NEWS
February 1999

Good Doctor
Continued from page 88
when they would install irrigation on the great links of the British Isles.

• Regarding narrow fairways because "grass is too good for bad golfers! And narrow fairways destroy the harmony and continuity of the game, causing a stifled and cramp stamped style, destroying all freedom of play and creative shotmaking. And isn't that the whole joy of the game? Creating shots and making bold recovery plays?"

• Regarding green committees, "Many have ruined my fairway by planting trees like rows of soldiers along the fairways and turning once beautiful properties into jungles."

• Regarding length, "No other game has the diversity of playing fields golf has, yet I have seen many courses ruined in an attempt to extend them to so-called 'championship' standards."

During a diatribe against "the disturbing trend" toward stroke play in competitive events, MacKenzie says "The very best of modern design work is more consumed with the scientific side of construction than artistry, he says: "The result will be a generation of courses that will be seen for what they really are: expanses of green grass, trees and water, merely for soaking the ball around and nothing else."

For his part, the narrator declares of Augusta National: "There was virtually nothing left of the Doctor's original design at Augusta other than the routing and a couple of bunkers."

And he tells MacKenzie he can't ask Augusta National's greens committee "if the fool who built the 16th green was drunk and blind."

Well, the Good Doctor gets his site for a final golf course — a property on the ocean in San Diego with grassed-over dunes, sandy soil and undulating land.

The rest is yours to read. Look for folks you know. (For instance, I found Dan Proctor and Dave Axland, identified only as Dan and Dave, two of the world's great shapers)."

There are others, believe me. One in particular that the likes of me would hazard a guess at.

Tell me, who is Bill Mario? Let me know who you believe he is through fax (207-846-0657) or e-mail (milesie@golfcoursesnews.com).

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Landscapes Unlimited, Inc. (LUI) will be conducting interviews at this year’s 1999 GCSAA Annual Convention in Orlando, FL (February 11, 12 & 13, 1999). LUI has career opportunities available for candidates with golf course construction experience and/or college/technical school graduates wanting to start a career in the golf course construction industry. Qualified maintenance oriented mechanic positions are also available in several regions of the United States.

Starting salaries range from $25,000 to $65,000. Compensation is based on experience and/or level of education. Benefits include:
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We invite you to contact Landscapes Unlimited to schedule a time to interview with us while you’re in Orlando. Please contact Melissa Geider at LUI at 888-650-3722 or 402-423-6653 to schedule your interview. Melissa can also be reached via email: Melissa@landscapesunlimited.com

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REQUEST FOR PROPOSAL

The City of Somersworth, New Hampshire, desires to lease for a period of several years a piece of real property located on Rt. 108, Somersworth, New Hamp-shire, for the expressed purpose of develop-ing an 18-hole daily fee golf course.

The Parcel is currently known as the Lily Pond Parcel. The City of Somersworth, New Hamp-shire, requests proposals from parties inter-ested in developing such a facility and operat-ing it under the lease and other contractual agreements made in the best interest of the City of Somersworth.

The purpose of the lease offering is to identify qualified parties interested in forming a part-nership with the City of Somersworth to de-velop a daily fee public golf course in the City. The role of the City shall be to provide the land, design and permits in return for financial considerations from a private developer who will cause the facility to be constructed and operated under terms of a lease agreement.

Copies of the Request for Proposal are issued by the City of Somersworth with proposals due by 5 p.m., March 15, 1999. To receive a copy of the RFP, contact:
Daniel R. DeAntis
Director of Development Services
157 Main Street
Somersworth, NH 03878
(603) 692-4262

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- USGA/Georgia GCSA Spring Seminar in Cincinnati. *
- GCSAA seminar on Turfgrass Ecology in St. Louis Park, Minn. *
- GCSAA seminar on Problems and Solutions: Using Annuals and Perennials in the Golfscape in Gaylord, Mich. *
- GCSAA seminar on the Golf Course Management Short Course in Blacksburg, Va. Contact Dave Chalmers at 540-231-5797.
- Florida State University Turfgrass Conference and Trade Show in Tallahassee. *
- Club Management and Habitat Conservation in Orlando, Fla. *
- Florida State University Turfgrass Conference and Trade Show in Tallahassee. *
- GCSAA seminar on Managing Golf Course Tires in Orlando, Fla. *
- NYSTA Southeast Regional Convention and Show in Orlando, Fla. *
- GCSAA seminar on the Golf Course Management Short Course, Contact 607-255-1792.
- NYSTA Southeast Regional Convention in Suwanee, N.Y. Contact NYSTA at 800-873-8873.
- Indiana-Illinois Turfgrass Short Course in Willowbrook, Ill. Contact Bev Bratten at 765-494-8039.
- GCSAA seminar on Maximizing Turfgrass Disease Control in Albany, N.Y. *
- GCSAA seminar on Maximizing Turfgrass Disease Control in Albany, N.Y. *
- Western Pennsylvania Turf Conference & Trade Show in Monroeville. Contact 814-863-5475.
- GCSAA seminar on Environmental Considerations in Golf Course Management in Bloomington, Ill. *
- GCSAA seminar on Budgeting and Forecasting in St. Louis. *
- March 4 — Club Managers Association of America 72nd World Conference on Club Management and 22nd Annual Exposition in San Francisco. Contact Bridget Gorman at 703-739-9500.

**March**

1 — GCSAA seminar on Wildlife Management and Habitat Conservation in Sioux Falls, S.D. *

2 — GCSAA seminar on Protecting Natural Resources on the Golf Course in Gaylord, Mich. *

2-4 — New England Regional Turfgrass Conference and Show in Providence, R.I. Contact 401-848-0004.

3 — GCSAA seminar on Problems and Solutions: Using Annuals and Perennials in the Golfscape in Gaylord, Mich. *


8 — GCSAA seminar on Causes, Detection and Management of Localized Dry Spots in Birmingham, Ala. *

8 — GCSAA seminar on Managing Turfgrass Root Systems in Birmingham, Ala. *

8-9 — USGA/Georgia GCSA Spring Meeting in Dalton.

9 — GCSAA seminar on Strategies for Managing the Turfgrass System in Valley Forge, Pa. *

9 — GCSAA seminar on Turfgrass Ecology in St. Louis Park, Minn. *

10 — GCSAA seminar on Financial Management in St. Louis Park, Minn. *

16 — GCSAA seminar on Turfgrass Ecology in Cincinnati. *

17 — GCSAA seminar on Maximizing Teamwork in Manchester Center, Vt. *

18 — GCSAA seminar on Protecting Natural Resources on the Golf Course in Palm Desert, Calif. *

**For more information contact the GCSAA Education Office at 800-472-7878.**
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Mimosa Leisure Estate

Continued from page 73

rights to Mimosa’s outstanding rent—not to their assets. MLRC reiterated that they have no intention of abandoning a project in which they have invested over 5 billion pesos ($128 million).

At press time, the CDC had offered to compromise with MLRC on the condition that they raise an additional 2 billion pesos ($51 million) to ensure that they can finance further development of the estate. The compromise was offered by the CDC after they rejected MLRC’s counter offer to pay back 275 million pesos ($7 million) in back rent.

MLRC joins the ranks of other Asian companies that have faced financial trouble after investing heavily into real estate and then getting burned by the regional financial crisis that has caused recession and increased borrowing costs. MLRC’s operating cash flow is only 51 million pesos ($1.3 million) while their outstanding debt is 5.2 billion pesos ($133 million). Mimosa has been fighting the economic decline for the past year, watching its value fall from 5.2 billion pesos ($133 million) to less than 750,000 pesos ($19,000). As is the case with other real estate, Mimosa has been suffering serious losses.

Talbot-Weiss. “France is not a priority for us at this point,” he said. “We focus on the Seychelles.”

The reasoning behind this apparent stagnation is multifaceted, said Adam. “A large share of the golf courses in France are not profitable and are a drain on resources.”

The golf courses themselves do little to dispel this image, said Adam. “Overall, the quality of golf courses in France is extremely high. Yet most of these courses are operating at only 30 percent of their potential. The current players are happy to keep it this way and nobody is encouraging tourists at all despite the comparatively cheapness of playing. The average price for a round of golf on a weekday is around £15.”

The lack of an effective marketing strategy from either the Government or the Tourist office is puzzling considering the potential. Despite the poor public image of the game in France, there are more native golfers than there are to be found in Spain or Portugal—two countries that are renowned for golf tourism.

Asian projects roll into 1999

Continued from page 74

new layout, which replaces the existing nine hole course built by the British army in the early 1960’s, is being constructed by Heritage Golf and is due to be completed by the end of 1999.

VIETNAM

PHAN THIET, Phan Thiet Golf Club — The messy commercial dispute between Thai builder, Bangplee, and Phan Thiet Golf, owned by US-based Danao Holdings, may be resolved soon. Bangplee Golf Course Construction has been fighting for compensation in the amount of $1.05 million ever since Danao fired them from the Phan Thiet job in 1994. Sources say there is a strong battlefield between Phan Thiet and Bangplee and has visited and revised the local courts as well as the court of appeals in Ho Chi Minh City and the supreme court in Hanoi without resolution.

The local and appeal courts have awarded Bangplee damages, but Phan Thiet has refused to honor the decision claiming that since Bangplee doesn’t have a construction license in Vietnam, the deal is void. So far, the higher courts in Hanoi have agreed with them helping to stave off the seizure of Phan Thiet’s assets. To Phan Thiet’s relief, President Tan Duc Luong has since ordered that the matter be immediately resolved.

SAIGON — The Saigon South development zone close to downtown Saigon netted over $23 million in total foreign direct investments and VND 27 billion (approximately $2 million) in domestic investment in 1998 including a licensed golf course project to be developed by Phu My Hung Corp.

SNC to raise golf’s image

Continued from page 75

found the Garden of Eden. They were apparently aware of the native palm tree, the "Coco de Mer," which bears a football-sized fruit that is strikingly similar to a woman’s lower torso.

But that hasn’t distracted Wright from the task at hand — his work on the first international-standard golf course in the Seychelles.

The layout of Wright’s 18-hole design at the five-star Lemuria resort is tentatively rated par-71 and will be a work in progress. "We will let the site dictate the final par and tee positions," said Wright. "The ocean front location and the fragile nature of the coastal environment, great care will be taken not to force more golf on the site than it can comfortably support," said Wright.

Wright worked with consultant French golf professional, Marc Ferry, to finalize the design. The Lémuria course will feature some unforgettable holes. The 459-yard, par four, eighth is destined to become the "postcard" hole according to Wright. The elevated tees will be scattered among huge, naturally occurring red mangrove trees and looking over a tidal mangrove forest to the freeway which will stretch out along the Grande Anse Kerlach base.

Construction of the first nine holes is scheduled to be completed in November 1999.
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