Hurricane Floyd leaves its mark on Carolinas

By PETER BLAIS

WILMINGTON, N.C. — Hurricane Floyd and the heavy rains that followed in mid-September left numerous courses submerged and forced many to close for a month or more.

Floyd came ashore here Sept. 13. The Wilmington area was hit full force by the hurricane, but escaped the worst of the floods, according to Joey Hines, head pro at Cape Fear Country Club.

"We got 33 inches of rain, but never flooded to the point many other courses did," Hines said. "Anything from Wallace to Kinston to Greenville was badly flooded. The perimeter roads leading into and around Wilmington were washed out. But Wilmington did not have real bad floods."

Continued on page 13

Development management new to the golf industry

By MARK LESLIE

PALM DESERT, Calif. — From the blades of grass on the golf course to the depth of the sewers on the streets of a development, Winchester Development Co. controls what it does as no other company does. Indeed, Winchester is a new breed of company, defining a previously undefined niche: development management.

"We know where everything goes on a golf course project," said Craig Bryant, co-managing partner with John Shaw of Winchester, which has offices here, in...
Outsourcing
Continued from page 1
example, going to bulk fertilizer
applications means that the crew
doesn’t have to spend time un-
loading bags and filling up
spreaders or putting it out.”
Outsourcing not only helps to
streamline operations but it also
helps keep capital expenses to a
minimum.

“Instead of paying $10,000 to buy
an aerifier, clubs are more than
happy to budget $2,000 a year to
acquire the greens,” said Buchen.

Time is money, according to
Tim Anderson, superintendent
at Prestwick Country Club in
Frankfort, Ill.

“I could buy a Vertidrain and a
Hydroject machine and over time
and I may save money,” said
Anderson. “But the bottom line is
that the contracting company can
come out with three tractors and
three Vertidrains and in one day
get through the whole course. It
would take me a whole week.”

Matt Taylor, director of golf
course operations at Bonita Bay
East in Bonita Springs, Fla., also
uses outsourcing to handle sev-
eral tasks that were at one time
eating away at his manpower
hours. Taylor employs contract
maintenance to handle fire ant
bait, mosquito insecticide and
fertilizer applications and has
been pleased with the results.

“It is cost-effective and the ef-
ficacy is improved,” said Taylor
of the aerial fire ant bait and
mosquito insecticide applica-
tions. “We just started this year
with the wall-to-wall fertilizer
applications. When I first looked
at it I was dead set against it,
because I’m already paying for
the labor and I’ve got a 160-gal-
lon sprayer. But since the bulk
fertilizer truck has 40-foot booms
and greater capacity, it gets done
twice as fast.”

For these reasons, bulk fertil-
izer applications and other spe-
cialized services have become
more popular.

Elwood, Ill.-based Tyler En-
terprises, a manufacturer of cus-
tom-blended fertilizer, rolled out
its first bulk fertilizer applica-
tion truck this fall and has been
overwhelmed by the response
from area golf courses.

“We started the service in Sep-
tember and we are fully booked
through the end of November,”
said Bill Davis, sales manager for
Tyler Enterprises. “We’re already
ordering a second truck.”

According to Davis, superin-
tendents are getting into bulk
fertilizer applications not only
because it saves time but be-
cause it is more accurate. “We
map the course in GPS as we
apply, showing exactly how
much has been applied and where,”
said Davis. “At the end we can give
the superintendent a read-out of
the course. It takes the hit and
miss out of the way.”

For Anderson this is definitely
a plus.

“The truck can tell you how
much went out where and can
correct for mistakes as they ap-
happen to budget $2,000 a year to
acquire the greens,” said Buchen.

Time is money, according to
Tim Anderson, superintendent
at Prestwick Country Club in
Frankfort, Ill.

“I could buy a Vertidrain and a
Hydroject machine and over time
and I may save money,” said
Anderson. “But the bottom line is
that the contracting company can
come out with three tractors and
three Vertidrains and in one day
get through the whole course. It
would take me a whole week.”

Matt Taylor, director of golf
course operations at Bonita Bay
East in Bonita Springs, Fla., also
uses outsourcing to handle sev-
eral tasks that were at one time
eating away at his manpower
hours. Taylor employs contract
maintenance to handle fire ant
bait, mosquito insecticide and
fertilizer applications and has
been pleased with the results.

“It is cost-effective and the ef-
ficacy is improved,” said Taylor
of the aerial fire ant bait and
mosquito insecticide applica-
tions. “We just started this year
with the wall-to-wall fertilizer
applications. When I first looked
at it I was dead set against it,
because I’m already paying for
the labor and I’ve got a 160-gal-
lon sprayer. But since the bulk
fertilizer truck has 40-foot booms
and greater capacity, it gets done
twice as fast.”

For these reasons, bulk fertil-
izer applications and other spe-
cialized services have become
more popular.

Elwood, Ill.-based Tyler En-
terprises, a manufacturer of cus-
tom-blended fertilizer, rolled out
its first bulk fertilizer applica-
tion truck this fall and has been
overwhelmed by the response
from area golf courses.

“We started the service in Sep-
tember and we are fully booked
through the end of November,”
said Bill Davis, sales manager for
Tyler Enterprises. “We’re already
ordering a second truck.”

According to Davis, superin-
tendents are getting into bulk
fertilizer applications not only
because it saves time but be-
cause it is more accurate. “We
map the course in GPS as we
apply, showing exactly how
much has been applied and where,”
said Davis. “At the end we can give
the superintendent a read-out of
the course. It takes the hit and
miss out of the way.”

For Anderson this is definitely
a plus.

“The truck can tell you how
much went out where and can
correct for mistakes as they ap-
happen to budget $2,000 a year to
acquire the greens,” said Buchen.

Time is money, according to
Tim Anderson, superintendent
at Prestwick Country Club in
Frankfort, Ill.

“I could buy a Vertidrain and a
Hydroject machine and over time
and I may save money,” said
Anderson. “But the bottom line is
that the contracting company can
come out with three tractors and
three Vertidrains and in one day
get through the whole course. It
would take me a whole week.”

Matt Taylor, director of golf
course operations at Bonita Bay
East in Bonita Springs, Fla., also
uses outsourcing to handle sev-
eral tasks that were at one time
eating away at his manpower
hours. Taylor employs contract
maintenance to handle fire ant
bait, mosquito insecticide and
fertilizer applications and has
been pleased with the results.

“It is cost-effective and the ef-
ficacy is improved,” said Taylor
of the aerial fire ant bait and
mosquito insecticide applica-
tions. “We just started this year
with the wall-to-wall fertilizer
applications. When I first looked
at it I was dead set against it,
because I’m already paying for
the labor and I’ve got a 160-gal-
lon sprayer. But since the bulk
fertilizer truck has 40-foot booms
and greater capacity, it gets done
twice as fast.”

For these reasons, bulk fertil-
izer applications and other spe-
cialized services have become
more popular.

Elwood, Ill.-based Tyler En-
terprises, a manufacturer of cus-
tom-blended fertilizer, rolled out
its first bulk fertilizer applica-
tion truck this fall and has been
overwhelmed by the response
from area golf courses.

“We started the service in Sep-
tember and we are fully booked
through the end of November,”
said Bill Davis, sales manager for
Tyler Enterprises. “We’re already
ordering a second truck.”

According to Davis, superin-
tendents are getting into bulk
fertilizer applications not only
because it saves time but be-
cause it is more accurate. “We
map the course in GPS as we
apply, showing exactly how
much has been applied and where,”
said Davis. “At the end we can give
the superintendent a read-out of
the course. It takes the hit and
miss out of the way.”

For Anderson this is definitely
a plus.

“The truck can tell you how
much went out where and can
correct for mistakes as they ap-
happen to budget $2,000 a year to
acquire the greens,” said Buchen.

Time is money, according to
Tim Anderson, superintendent
at Prestwick Country Club in
Frankfort, Ill.

“I could buy a Vertidrain and a
Hydroject machine and over time
and I may save money,” said
Anderson. “But the bottom line is
that the contracting company can
come out with three tractors and
three Vertidrains and in one day
get through the whole course. It
would take me a whole week.”

Matt Taylor, director of golf
course operations at Bonita Bay
East in Bonita Springs, Fla., also
uses outsourcing to handle sev-
eral tasks that were at one time
eating away at his manpower
hours. Taylor employs contract
maintenance to handle fire ant
bait, mosquito insecticide and
fertilizer applications and has
been pleased with the results.

“It is cost-effective and the ef-
ficacy is improved,” said Taylor
of the aerial fire ant bait and
mosquito insecticide applica-
tions. “We just started this year
with the wall-to-wall fertilizer
applications. When I first looked
at it I was dead set against it,
because I’m already paying for
the labor and I’ve got a 160-gal-
lon sprayer. But since the bulk
fertilizer truck has 40-foot booms
and greater capacity, it gets done
twice as fast.”

For these reasons, bulk fertil-
izer applications and other spe-
cialized services have become
more popular.

Elwood, Ill.-based Tyler En-
terprises, a manufacturer of cus-
tom-blended fertilizer, rolled out
its first bulk fertilizer applica-
tion truck this fall and has been
overwhelmed by the response
from area golf courses.

“We started the service in Sep-
tember and we are fully booked
through the end of November,”
said Bill Davis, sales manager for
Tyler Enterprises. "We're already
ordering a second truck."
IGM adds World Woods to portfolio

LAKELAND, Fla. — International Golf Maintenance, Inc., (IGM) has reached a multi-year, multi-million-dollar agreement with World Woods Corp. to provide maintenance services at its three courses. It is the largest volume maintenance agreement ever executed by IGM.

Designed by Tom Fazio in 1993, the World Woods complex is a combination of three courses: Pine Barrens, Rolling Oaks, and the Short Course. Pine Barrens is rated 75th in Golf Digest’s annual ranking of “America’s 100 Greatest Courses.”

Outsourcing

Continued from previous page

The smartest lenders in the golf business have hatched a new name.

NationsCredit is now Bank of America Commercial Finance. The smartest lenders in the golf business, our Golf and Recreation group, have hatched a new name. We’re the same knowledgeable experts, now able to serve you better, thanks to the power and the resources of Bank of America. Sure, our name might be a bit longer these days, but so is the list of services we can offer.

Mid-Atlantic/Northeast, Rick Nehoroski 978-777-8560 • Arizona/Pacific Coast, John Seeburger 949-442-4356.

Texas/Mountain States, Steve Sparks 775-832-4447 • Southeast/Midwest, Debbie Suppa 770-643-7788.

The smartest lenders in the golf business have hatched a new name.