Winter Prep
Reports from across the country as well as an in depth look at how a Canadian course battles elk

New Product News
Six pages of new products from wetting agents to utility vehicles

Water crisis looms in S. California
By JOEL JOYNER
SANTA ANA, Calif. — Radical changes in California water policy could leave Southern California golf courses in “a world of hurt,” according to agronomist Mike Huck, of the U.S. Golf Association’s Green Section. From his base here in the southwest region, Huck has been tracking a complicated battle between environmentalists, farmers, municipalities, government officials and others over the future of water distribution in the Golden State. Indeed, the unfolding situation portends such dire consequences that one water-resource specialist, engineer Dana Ripley, is urging that Southern California

Dramatic new Dragon course opens in remote ‘Lost Sierra’
By DOUG SAUNDERS
CLIO, Calif. — The surging economy has been the catalyst for numerous golf-driven real estate developments around the country. Every region has seen the creation of new golf courses, including some areas where you would least expect it. A prime example is Gold Mountain, located in this tiny hamlet in California’s Sierra Nevada mountains. Here, in a town of 200 located in a county that has only one stop light, is a 1,300-acre development situated on a two-lane mountain road overlooking ranch land, the Feather River, a solitary railroad track, and the towering Sierra peaks. Is this where you want to retire? Why not, is the philosophy at Gold Mountain. The developers, Dariel and Peggy Garner, have made their mark in such various business ventures as marketing wood by-products overseas, developing banking software, and growing specialty vegetables. Their diverse interests and imagination lead them on a search for a natural setting, a place to settle down. They stopped looking when they found this remote area of Northern California known as the Lost Sierra.

“Were we trying to find a place that we could retire to, but we found was a place of such solitude and natural beauty that we felt we should share it with others,” explained Peggy Garner.

Going East: Simplot buys Lange-Stegmann, to extend POLYON deal
By ANDREW OVERBECK
BOISE, Idaho — Simplot Turf and Horticulture (Simplot T&H) continues its eastward march with the acquisition of the professional product line from St. Louis-based fertilizer manufacturer Lange-Stegmann. The deal includes the Lange-Stegmann production facilities for its professional products in the golf, landscape and lawn-care markets. The financial terms of the agreement were not disclosed. Located on the Mississippi River, the newly acquired production facilities provide Simplot T&H with efficient intermodal distribution service to a large segment of the United States east of the Rocky Mountains.

“This allows us to move east,” said Bill Whitacre, Simplot T&H president. “The mountains are a natural barrier for our operations in the West. The Lange-Stegmann facility has a phenomenal location right on the Mississippi and has access to an intermodal barge terminal. The efficiency of having that location right in the heart of the United States is really an opportunity for us.”

Simplot T&H will also add Lange-branded greens-grade and

Safety-minded lawyer urges ‘mulligan’ ban
By JAY FINEGAN
NEW YORK — “NO MULLIGANS!” If there is one sign that every golf course should prominently display, it would be “mulligan” bans. This is even more pressing in the New York metropolitan area, where many of the nation’s top golfers live and play, according to lawyer Robert D. Lang, who has drawn fresh attention to the dangers of errant shots.

In a recent cover story in the New York State Bar Association’s (NYSBA) Golf & Tennis magazine, Lang cites numerous personal injury cases in which errant shots struck golfers, caddies, spectators and even motorists. Among the potential defendants, he said, are the golfer who hit the shot, the course or club owners if a suit alleges negligent

Continued on page 11
Continued on page 18
Continued on page 22
Continued on page 35
Continued on page 36

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Penn A-4 at Tiffany Greens

If a new course hopes to host a major tournament, it'll have to plant one of the great new bents. Penn A-4 is the right choice for Tiffany Greens and our changeable Kansas City climate.

Tiffany Greens was destined to be first class all the way—from its perfect location and Robert Trent Jones II design to the choice of Penn A-4 creeping bentgrass for greens. Now that word is out we have the truest, most consistent greens in the area, golfers flock to this semi-private course. We mowed the greens 10 days after seeding, and took the height down to 0.125" in a matter of weeks. Penn A-4 established quickly, and maintains deep roots year-round. Since we opened the course in April 1999, green speed is a consistent 9.5 with no stress during high heat index days.

Penn A-4 doesn't require any extraordinary maintenance procedures. Anyone who wants smooth, fast greens has to do the same amount of maintenance. I verticut and topdress twice a month and spoon-feed fertilizer.

My uncle Junior was a superintendent, so I grew up on a golf course. I worked for him 8 years, and have been a superintendent myself for another 19 years. He taught me that greens were like the motor of a car—the most important part—and when the motor was good the car was good. The motor's great here at Tiffany Greens. To host a PGA Senior Tour event in our first year is an honor, a privilege, and a compliment.

Mark Pierce, Superintendent
Tiffany Greens GC
Kansas City, MO
John Q. Hammons Development

"If a new course hopes to host a major tournament, it'll have to plant one of the great new bents. Penn A-4 is the right choice for Tiffany Greens and our changeable Kansas City climate."
Study finds golf a $1.6-billion industry in Massachusetts, second only to California

By JOHN F. LAUERMAN

BOSTON — Golf officials and business owners from around Massachusetts are trumpeting the results of a recent survey that places the golf industry among the top money-makers in the Commonwealth.

The analysis, commissioned by the Massachusetts Golf Association (MGA) and the Association of Massachusetts Golf Organizations (AMGO) counts the sport's gross revenues at $1.6 billion, equal to that of the state's hotel and lodging industry, and slightly ahead of trucking and warehousing, personal services, and the paper industry.

"I was surprised, excited and encouraged," said MGA executive director Tom Landry. "I thought we'd be fortunate to be at $1 billion."

According to economic analyst Rick Norton of the National Golf Foundation (NGF), who conducted the study, Massachusetts comes in a surprising second in total golf output, trailing only California.

Cold little Massachusetts a golf hub? Here's why: manufacturing accounts for 11 percent of Massachusetts' estimated gross receipts at $1.6 billion, equal to that of the state's hotel and lodging industry, and slightly ahead of trucking and warehousing, personal services, and the paper industry.

According to the MGA/AMGO study, golf course frontage increased home values by 15 to 30 percent in comparison with similar properties away from courses.

And, Gowan pointed out, golf is frequently an important money maker for municipalities. In the Cape Cod town of Dennis, two golf courses annually net close to $900,000 for the town on $2.6 million in gross receipts.

"We hope the state realizes they have a hidden jewel here," said James Craigie, president and CEO of Spalding Worldwide. "When you rack up the total benefits, the economic effect is pretty substantial."

"In fact, the study showed that golf had four or five times the economic benefit per acre compared to any kind of subsidized farming," Gowan said. "Golf is not a one-time sale; it's an economic engine that builds on itself."

Today, golf is the fourth biggest industry in Arizona, Gowan said, and a large part of the state's real estate marketing efforts. Golf is a home-seller in Massachusetts, too. According to the MGA/AMGO study, golf course frontage increased home values by 15 to 30 percent in comparison with similar properties away from courses.

But just as important has been the game's growing popularity among people of all ages and income levels. The survey showed that 11 percent of Massachusetts' estimated 700,000 golfers come from households with annual incomes of less than $25,000 and 13 percent of the state's golfers are under 19. According to the study, golf courses and ranges took in $477 million, while service companies and retailers accounted for another $180 million.

60 COURSES UNDER CONSTRUCTION

Meanwhile, the Massachusetts golf course business is burgeoning. Course construction has become a year-round, $30-million business. Sixteen courses have opened in the state over the past two years and more than 60 courses are under construction, about half of which are slated to open in the next year.

Next spring, construction will begin on a $20-million course designed by Arnold Palmer in Norton. Historic Plymouth is developing into a northeastern version of Scottsdale, with several courses by high-profile designers — Jack Nicklaus, Rees Jones and Jack Nicklaus, Jr. — slated to open in the next five years.

All three courses will be part of the Pinehills residence and resort, a $700-million development that will include a 250-room Marriott Hotel.

"We'd like to educate some of the lawmakers and regulators that golf is big business and a big component of the state's economy," said the MGA's Landry. "Another hope is that with 230 daily-fee, resort and municipal facilities, the state might allocate money to the Massachusetts Office of Travel and Tourism to help promote the game."

The positive economic effects of golf have not always been recognized. Arizona Golf Association executive director Ed Gowen recalls that in the late 1980s, the state's farm industry tried to show that golf courses were an economic liability.

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"We hope the state realizes they have a hidden jewel here," said James Craigie, president and CEO of Spalding Worldwide. "When you rack up the total benefits, the major sports teams only help the eastern part of the state, but golf's benefits are statewide. We don't have a team, like the Red Sox or the Patriots, but we do have one heck of a business, and we've all seen how big it can be."
European course architects finally united under single banner

GUILDFORD, Surrey, England — The merger between Europe’s three leading golf course architect organizations was finally ratified in London in July. The British Institute of Golf Course Architects (BIGCA), the European Society of Golf Architects (ESGA), and the Association Française des Architectes de Golf (AFAG), have merged under the title of the European Institute of Golf Course Architects - EIGCA.

EIGCA now represents the vast majority of qualified and experienced golf course architects throughout the continent of Europe - from Spain to Scandinavia, from Iceland to Italy.

The EIGCA intends to pursue the goals developed by the former British Institute, including: enhancing the professional status of the profession, developing the role of education and increasing the opportunities for its members to practice in countries throughout the world. The EIGCA is recognized by the Royal & Ancient Golf Club of St. Andrews and the English Golf Union and is hoping to draw on support from all golf federations throughout Europe as well as pan-European organizations.

The head office is at Merrist Wood House, Worplesdon, in Surrey, with a second office in Vienna, Austria. The Institute has appointed a new executive officer, Julia Green, to be based at Merrist Wood. Gerlinde Jahn will continue to front the Vienna office, a post which she held for the European Society of Golf Architects.

David Williams was elected president of the Institute, with Peter Harradine installed as vice president. Elected to the council were: Simon Gidman, Ken Moodie, Rainer Preissmann, Alain Prat, Mark Adam and David Krause.

Williams expressed great thanks to all those who had put considerable effort into the lengthy merger negotiations over the past five or six years. In particular he mentioned the members of the “working party” — largely represented by the new council — who finalized all the legal and other details of the merger over the past couple of years.

LinksCorp buys Pebble Creek

BANNOCKBURN, Ill. — LinksCorp LLC has purchased the Pebble Creek Country Club in Taylors, S.C. Located just 15 minutes from downtown Greenville, Pebble Creek is one of the area’s top private club facilities. The club features two 18-hole championship golf courses, both designed by architect Tom Jackson. The club also features a large driving range, full practice facilities, complete swim and tennis complex and a full-service clubhouse.

“We already own Willow Creek Golf Club [in Greer] and we have been looking to expand our presence in the Greenville-Spartanburg market,” said Gary Binder, LinksCorp’s senior vice president of operations. “We are planning to make significant improvements to the golf courses and clubhouse as well as offer membership programs that meet the needs of our current and future members.”

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Golf Course News

Get the latest word on grub control from:
Daniel Potter, Ph.D.  David Shetlar, Ph.D.
University of Kentucky  Ohio State University

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• Download FREE software that allows you to participate in CyberSummit 2000
• Access an on-demand rebroadcast of CyberSummit 2000 for 3 months after the event

MONDAY, NOVEMBER 13, 2000 @7 PM EST
China's water woes

Continued from page 3

Club and Shenzen Golf Club, agreed. "Water for irrigation in China is a major issue," he said. "In southern China rainfall is very important during the wet season and storage lakes need to be as large and as well-sealed as possible."

At JMP's new course at Yalong Bay on Hainan Island, developers are rebuilding an existing reservoir to store irrigation water. "There are five months out of the year that are dry, so we have a fluctuating lake edge," said Hollinger. "We had to design a series of terraced paddies along the holes that we can grow crops on as the water recedes during the summer."

Many courses, having been denied access to city water supplies, are now being forced to drill wells. "As the local governments are taking a more active role in the approval process," said designer Neil Haworth, "[courses] will need to use deep wells to go down into the ground water as a source. Our Snow Mountain course [in Li Jiang] will tap into underground glacier rivers."

However, elsewhere in China, the government has put restrictions on the use of well water. "We put down water wells at Sand River," said Alexander. "But the government restricted their use."

PASPALUM

In response to the government restrictions on well-water use, Alexander was forced to use a mixture of salt water and well water for irrigation purposes. "This is one of the reasons that we chose paspalum," he said.

Paspalum is ideally suited to these situations because it can tolerate salinity.

According to Hollinger, with the water situation worsening paspalum is going to become the turfgrass of choice in China. "It is only going to get worse," he said. "Not only because you don't get the quantity you need, but because the condition of the water is just awful. That is why a lot of designers, including ourselves, are going to the paspalums. It tolerates not only the salt from the sea water but also the salts from the polluted water."

DEVELOPMENT SLOWDOWN?

Whether the growing water crisis in China will lead to a slowdown in golf development in the near term remains to be seen, but it is certain to eventually limit the amount of golf courses the country can sustain.

"I think as time goes by," said Hollinger, "you are going to find courses half built because the water isn't there. That will create some upheavals."

Golf Property Analysts opens North Carolina office

ARAPAHOE, N.C. — Golf Property Analysts (GPA), a national golf-property consulting and appraisal firm based in Harrisburg, Pa., has established an office here in North Carolina to serve the Southeastern market, according to GPA president Laurence A. "Larry" Hirsh.

"The growth of golf, the Southeast's burgeoning economy and strong residential and resort development have increased demand for the types of uniquely specialized services we can provide," said Hirsh. "The office in North Carolina will help us respond more effectively to this regional demand, which we have served in the past. As our practice in the Southeast continues to grow, we plan to establish a Florida office in the not-too-distant future."

Alan M. "Mac" Harris, a native of Greenville, N.C., now represents GPA from the Arapahoe office. An eight-year associate with the firm, Harris is a certified general real estate appraiser and is licensed as a broker in North Carolina, South Carolina and Pennsylvania.

Established in 1980, GPA's parent firm - Hirsh Valuation Group - engages in commercial, industrial, investment and recreational real estate property consulting and appraisal. Hirsh Valuation Group offers specialized services relating to golf, aviation and marina real estate properties.

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Prevent or cure with season-long control. Unmatched irrigation flexibility. Effective grub and lep control with an award-winning environmental profile. Only MACH 2 truly gives you the best of all possible worlds.

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And don’t worry about watering MACH 2 in immediately. Unlike other products, MACH 2 can wait 2 weeks or more for you—or mother nature—to water it in without degradation of the active ingredient.

Always read and follow label directions.
Jay Finegan, editor

Over the golf industry for a living provides a unique perspective on presidential politics. Take, for example, the election next month. We all know about the issues that George W. Bush and Al Gore keep hammering at—education, free drugs for the Medicare crowd, “saving” Social Security and so on. But where is the fire and brimstone about other, even bigger problems?

In a page one story this month, new associate editor Joel Joyner reports on an alarming development in Southern California. A water crisis is unfolding there that ultimately will threaten the ability of golf courses to irrigate their layouts. Somehow, the game will survive in California, and browned-out fairways probably aren’t the stuff of a national debate.

But deeper in the story lies a related fact that deserves to be front and center in the election dialogue. It is this: California’s population, already at some 33 million, is expected to jump by 15.4 million more people—in the next 20 years! If California follows the national trend, virtually all of that growth will stem from immigration.

Twenty years isn’t very long to add nearly 50 percent more people to a state that already has big-time worries about its water supply (not to mention its traffic congestion). How much more dire will the water situation become when all these new arrivals start turning on the taps?

And while we’re on the subject, what is the plan for the U.S. population? Sure, we could use more golfers, but do we want to keep booming indefinitely until we surpass India and China? If California grows to 48 million people in 2020, who’s to say it won’t hit 70 million in 2050, or 120 million in 2100? The implications could be crazy anymore. And it’s not as if California is the only place in the country with population growth and water supply are on a collision course. Florida comes quickly to mind.

Why is it that Bush and Gore are silent on this issue? Water is an essential resource that’s growing more precious every day. The old idea of towing icebergs down from the Arctic won’t seem so crazy anymore. And it’s not as if California is the only place in the country where population growth and water supply are on a collision course. Florida comes quickly to mind. Why is it that Bush and Gore are silent on this issue? Water is an essential resource that’s growing more precious every day. The old idea of towing icebergs down from the Arctic won’t seem so crazy anymore. And it’s not as if California is the only place in the country where population growth and water supply are on a collision course. Florida comes quickly to mind.

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Is that too much to ask? Not for you, it isn’t. On November 13 at 7:00 PM EST, you can log on to our web site—www.golfcoursenews.com—and take part in a live, interactive webcast. This will be the first event of its kind for our business. Two experts will be at the ready to sift the information and present the distillation. You can ask questions live either by phone or online. If you can’t log for the live event, you can see the presentations and questions whenever you want for the next 90 days. You can ask questions and the speakers will try to respond to you.

I expect lots of questions. When the Environmental Protection Agency required a labeling change on chlorophylls earlier this year, it eliminated one of the grubs control measures favored by superintendents. Daniel A. Potter, Ph.D., University of Kentucky, and David Shettel, Ph.D., Ohio State University, will provide an overview of the most recent developments in their fields during the first 30 minutes. A question-and-answer period will follow when the audience can have direct contact with the presenters. Both professors are leading researchers in grub control.

Content will include important industry developments—such as the increasing popularity of preventive grub control and the potential role of emerging chemicals. You will see a live, on-screen window of the speakers; a second window will show their visual aids. By clicking to a third window, you can submit questions for the speakers before, during, and after the event.

An audio-only version of the live program can be accessed by calling a toll-free number (800-427-6791). Callers can submit questions for the speakers via the telephone connection as well.

I will moderate the webcast, along with Cindy Code, my counterpart at Lawn & Landscape, a magazine for lawn care professionals. MACH 2 turf insecticide is the third professional. I envy you. Later this year I must sit through a weekend of seminars to renew my flight instructor certificate. A webcast would be so much more comfortable and efficient.

I think I’ll write to Mr. Gore.

Joynor joins GCN staff

The Golf Course News team just grew one. We’re pleased to announce that Joel Joyner has come aboard as associate editor. Joyner is a 1995 graduate of the University of Miami in Coral Gables, Fla., where he majored in photographic journalism and minored in history. Returning to his native Maine in 1997, he taught history and English in public schools and later held a position in administration at the largest hospital in the state.

"I enjoy working on a variety of individual projects, and I'm always eager to experience anything new and exciting," he said. Having written a novel (about a 12-year-old boy's experiences in school), as well as a collection of poetry, writing is practically second nature for Joyner.

A golfer since age nine, he's finishing work on a four-part video series called Golfing With Gene. "It captures an annual golfing trip a few of us 'Maine-iacs' take to Myrtle Beach, S.C.," he said. "The coastal city is often known as the grubs control all at once.

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We want to hear from you

Letters to the editor are an integral part of GCN, so let your voice be heard. Send all correspondence to: JAY FINEGAN, EDITOR GOLF COURSE NEWS 106 LAFAYETTE STREET PO BOX 997 YARMOUTH, ME 04096 FAX: 207-846-0657 jfineganan@golfcoursenews.com

Joel Joyner

Improving the Internet and grubs control all at once

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Ski resorts adding golf courses for four-season success

By DAVE IRONS

VAIL, Colo. — Recent ski resort expansions are as likely to include golf courses as ski lifts, and the list of architects is a who’s who of the trade. Greg Norman. Tom Fazio. Jack Nicklaus. Robert Trent Jones Jr. All have courses already completed or under construction at ski resorts — and more can be expected.

At first glance the numbers may not seem to add up, but a bit of digging reveals a synergy between golf and ski resorts that can spell the difference between failure and success. Simply put, ski resorts need a huge bed base to operate, and if that bed base can be put to four-season use the benefits are obvious.

Spread the cost of the beds over four seasons and increase revenue accordingly. Turn a seasonal staff into a year-round staff, at least with key people. That’s simple enough, but a major ski area can accommodate 10,000 skiers a day and fill the same number of beds. How can a golf course that can handle only 250 a day (maxed out) fill that many beds?

THE INTRAWEST SOLUTION

Some of the most successful resort operations in North America had some answers. One of the most spectacular transformations has taken place at Mont Tremblant, owned by Intrawest. The Vancouver-based real estate firm also owns Whistler/Blackcomb, Stratton Mountain, Mountain Creek, and large pieces of several other ski properties.

In 1999-2000 the resort had close to 700,000 skier visits, and this summer it will host more than 1.2 million visitors. A pair of five-year, $500-million plans have created a modern ski facility and a charming base village, and have attracted major hotel chains including Canadian Pacific, Westin and Marriott. Out of $1 billion dollars Canadian ($650 million U.S.), $20 million for a pair of golf courses and a learning center is a drop in the bucket, but the payoff has been big.

According to Denis Legueux, an Intrawest vice president, golf anchors the summer activities. Last season the two courses accommodated 52,000 rounds and 60 percent of the players slept at the resort. The shoulder-season months, May and June, were heavy in convention business, which filled more beds, with non-golfers also in attendance. While corporate decision-makers often insist on golf at their conferences, many of the attendees and their guests are non-players, so tee times don’t need to match the beds filled.

BOYNE PIONEERED CONCEPT

Actually, the first ski resort to add golf was Boyne USA. The Michigan company commissioned Robert Trent Jones to design The Heather at Boyne Highlands in 1965 as part of its business plan to become a full-service resort.

Today nine courses are in operation in Michigan and a tenth is under construction as part of the Renaissance of Boyne Mountain. In addition to the two ski resorts and three other Michigan properties, Boyne USA owns Big Sky in Montana, Brighton in Utah, Crystal Mountain in Washington, Boyne South in Naples, and more.

Continued on page 21
Introducing the new Toro Workman® 1100 and 2100. Built around Toro's revolutionary Active In-Frame™ suspension, these powerful utility vehicles literally twist over your terrain to provide incredible traction, coupled with an unequalled smooth and stable ride. Designed with a large operator area, multiple integrated storage compartments and an easily customized bed, the Workman can readily be configured to meet your exact needs. You can listen to the same old song and dance. Or you can get a smoother, more productive ride with the new Workman 1100 and 2100. Contact your Toro distributor, visit www.toro.com, or call 1-800-803-8676 for details.
Superintendent salaries now averaging over $57,000

By JAY FINEGAN

KANSAS CITY, Mo. — The average base salary for golf course superintendents rose this year to $57,057, according to a survey by the Golf Course Superintendents Association of America (GCSAA).

Half of all superintendents earn more than $50,000 a year, 25 percent make more than $68,000, and 10 percent pull down more than $88,000. The salaries represent a seven percent increase from the average base salaries in 1998, or an annualized average increase of 3.6 percent.

For assistant superintendents, the average base salary rose to $29,638, up from $27,981 in 1998 by six percent jump. Some 77 percent of assistants are salaried employees; the remainder are paid hourly.

The 2000 "employment profile" by GCSAA also shows an average age of 41 for all superintendents, while the median experience level is 11 years, up from 10 in 1998. The data show that, on average, superintendents take their first position as head super at age 30, with 15 percent of them still in the profession at age 50.

In education, the profile showed that nearly 80 percent of all superintendents hold a minimum of a two-year certificate, an associate's or bachelor's degree, or a graduate degree.

The results of the survey, based on 3,527 responses, show a modest rise in the number of golf facilities run by professional management companies — 14 percent this year, versus 13 percent in 1998. Much of the increase, the report said, appears to have come from an increase in the numbers of relatively small management outfits.

Other findings from the study include these:

- The median budget managed by superintendents is more than $550,000, including maintenance, capital equipment and payroll.
- Nearly 75 percent of survey respondents worked at 18-hole courses, with 41 percent of them private, 38 percent daily-fee and 12 percent municipal.

After wet summer in N.E., supers still battling moss

By JOEL JOYNER

FALMOUTH, Maine — Head superintendent Scott Cybulski at the Falmouth Country Club has been fighting moss growth for a number of years, but this year it has presented "a drastic problem" in Maine.

"The combination of constant wet weather and golfers wanting us to shave the greens down resulted in a lot of high undulated areas going to moss," Cybulski said. "Aggressive aeration and heavy top dressing have suppressed the problem for now, but the weather and level of play restricted our opportunities to top dress earlier this year, which allowed the moss problem to develop.

Cybulski has controlled the moss with a heavy top dressing of an "iron sulfate and straight-up sand" mixture. Metallic-based fungicides have been the traditional method for moss control, but better sense prevailed in eliminating the spraying of mercury, zinc, and even lead (back in the 50s and 60s).

Continued on page 12

Gray leaf spot forces mass regrassing at Philadelphia CC

By JOEL JOYNER


On certain golf courses in the region, turf damage amounted to as much as 90 percent. At the private Philadelphia Country Club, opened in 1930, head superintendent Michael McNulty knows quite well the constant struggle to maintain ryegrass fairways against gray leaf spot.

The club installed ryegrass on its fairways in 1982, and McNulty first noticed gray leaf spot in 1994. "We've been successful using Heritage and Dacoull," McNulty said about the fungicides used to control the problem. But now, ryegrass vulnerability to gray leaf spot has prompted a more financially prudent approach.

As one of the last remaining courses in the Philadelphia region to offer ryegrass fairways, this year will mark the beginning of the club's conversion to bentgrass. The 27-hole layout will regrass nine holes at a time, hoping to complete the first nine by early next spring. For the initial phase, McNulty killed off the rye by gassing it with methyl bromide and by laying down the granular product Basamid on the fairways and tees.

"We're also taking the opportunity to change over our greens to Penn A-1 bentgrass at the same time," McNulty said.
Philadelphia CC regrassing
Continued from page 9

said, "The greens have already come in. We've just started to mow and they look beautiful."

WHITFORD CC ALSO REGRASSED
After experiencing a similar situation at Whitford Country Club, in Exton, Pa., head superintendent Chris Givens is satisfied with their regrassing last year. Using the L-93, Crenshaw, and Southshore bentgrass fairway mixture instead of the previously laid perennial ryegrass, Givens claims the bentgrass has "performed better than I ever thought it would."

The 1998 outbreak of gray leaf spot damaged roughly 75 percent of the turf at Whitford, but the new bentgrass fairways, Givens said, "are perfect - a little brown patch earlier in the season and some dollar spot just starting to show now. But with the type of weather conditions we've had this year, it has worked out well."

Philadelphia's warm, humid summer created ideal conditions for the gray leaf disease to explode, disseminating spores by wind, water, animals, shoes and equipment. Other factors contributing to gray leaf development, typically, are new turf, shaded areas, high nitrogen levels from fertilizers and any other general strain on the grass. The gray leaf spot, also known as "blast," often strikes with an unusual outbreak cycle of every two to three years. It may attack one year, be dormant or mild for the next couple of years, and then destructive the next.

Remembering the 1998 outbreak, courses in the Philadelphia area aren't likely to take any chances with another overwhelming eruption of the blast disease in 2001. They also don't relish the prospect of draining their maintenance budgets in the future with multiple applications of fungicides.

For its conversion to bentgrass, Philadelphia CC brought in Joe Duich, Ph.D., former head of the Penn State turf program. Duich also developed some of the most disease-resistant new bentgrasses available in the turf industry, such as the Penn 'A' and 'G' series for greens. Using grass seed mixtures typically provides some defense against turf disease. Three varieties - L-93, Crenshaw and Southshore - seem to work effectively together in the Pennsylvania area. Disease resistance is the L-93's most distinctive feature, whereas the Crenshaw provides a strong heat tolerance and the Southshore rounds out the mixture for balance.

Though creeping bentgrass is not completely invulnerable to gray leaf spot, it is more resistant to the disease. Using bentgrass in Pennsylvania will also be environmentally beneficial - smaller amounts of fungicide will be required to maintain the attractiveness and health of the course.

Enough is enough for superintendent Michael McNulty at Philadelphia Country Club, who hopes to match the success that Givens has had at Whitford.

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Laser mower debuts in Europe

COLOGNE, Germany - Makers of traditional lawn mowers, Wolf, have developed a mower that makes the use of blades obsolete. Chopping the grass into a fine mulch, maintenance workers will simply be wiping off the "eye" of the laser after each mowing.

The designer has attached the new laser mower onto the chassis of a Mercedes Smart Cabriolet, a two-seat convertible. The machine, powerful enough to be registered for road use, is estimated to cost $30,000. The price is expected to go down as the models go into production, starting in 2002.

AGRONOMIST JIM BAIRD JOINS USGA GREEN SECTION IN NORTHEAST

EASTON, Pa. — Jim Baird, a Ph.D. agronomist, has joined the Green Section of the U.S. Golf Association. He will be taking over for Matt Nelson in the Pennsylvania office and visiting golf courses in the New York and New Jersey area. Nelson will remain with the Green Section as the agronomist for the Northwest Region. This year Nelson will be visiting courses in the Northwest, Northeast, Midwest, and Southwest.

Baird received his undergraduate degree from Colorado State University and his M.S. and Ph.D. from Auburn University. He spent four years on the Oklahoma State University faculty staff and the past three years on the faculty staff at Michigan State University.

AGRONOMIST JIM BAIRD JOINS USGA GREEN SECTION IN NORTHEAST

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Water crisis

courtesies build their own on-site reclamation plants to protect themselves from a water cutoff. "Things are happening at this moment that are just mind-boggling," said Ripley, of Ripley Pacific Company in Pleasanton, near San Francisco.

The background of the crisis can be quickly told. Essentially a desert, Southern California has historically pulled water from the Sacramento River, which flows into San Francisco Bay, and from the Colorado River, which flows into the Gulf of California. Water has been channeled from those sources into the Central Valley, an agricultural powerhouse, and down to Los Angeles, San Diego and other parts of the region.

THE BAY DELTA IMBROGIO

One drastic change involves the Bay Delta program, an $8.6-billion plan to restore the Sacramento River's fresh-water habitat. "What has happened," said Huck, "is that they were taking so much fresh water out of the system that salt water backed up further into the Bay Delta area. They're losing brackish habitat for fish and other wildlife.

"They formed a group called CAL-FED," Huck said, "which is a combination of the federal Environmental Protection Agency (EPA) and the California EPA. They are proposing that a lot of water being diverted through dams and pipelines to Southern California be freed up to flow into the bay and push that salty water back out again."

The plan has touched off a "big uproar" by Central Valley agricultural interests, Huck said, "who fear they won't have enough water to irrigate their crops. But they have the long-term water rights, as we understand it, and it will probably end up being Southern California regions that end up catching the brunt of this."

COLORADO RIVER FIGHT

The Colorado River situation is equally contentious. Nevada and Arizona also draw water from the Colorado, but for years they allowed California to use some of their allotment. With population growth exploding, especially in Nevada, that arrangement appears to be ending.

"There was a closed-door session recently, between California, Nevada and Arizona," Huck said. "Arizona said to California, basically, that it needs to cut back its draw from the Colorado over the next 12 to 15 years. Arizona is afraid that if they continue to let California use their excess allotment, they could end up in court, and the court would say 'Sorry Arizona, you let them use it for so long that it now belongs to them' - like an eminent domain thing."

Consequently, Huck said, Southern California is "positioned right now to be in a world of hurt, potentially, because there's yet another issue with the Colorado River. The federal EPA has mandated that, by a certain date, we are going to have outflow going into the Gulf of California. Currently, it's pretty much a dry streambed by the time it reaches the Mexican border."

Complicating the picture is the stunning rise in California's population, already at about 35 million people. The next 20 years are expected to see 15.4 million new arrivals, primarily from immigration.

"We're growing at a population rate throughout the state that probably cannot be supported by the amount of available water," Huck said. "They are pumping groundwater faster than it's being replaced in most areas, and we're taking more out of the rivers than is good for the environment."

ON-SITE RECLAMATION STRATEGY

Against this grim backdrop, the hundreds of golf courses in Southern California are being encouraged to seek protection. One solution is construction of on-site reclamation plants.

"This is Dana Ripley's idea," Huck said. "He figures you can build on half an acre that would supply you with adequate water. Basically, it would be a little satellite plant that would scalp off water before it goes downstream to the regional reclamation plant."

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BA SF
Moss in N.E.
Continued from page 9

to fight moss invasion. These days, some superintendents spray bleach or dish detergent to desiccate the grass and suppress moss growth.

Noel Jackson, a Ph.D. plant pathologist at the University of Rhode Island, explains that "the mercury fungicides had a good suppression effect on spore germination of mosses. The mercury supplies are now exhausted and the ban against manufacturing them leaves nothing else on the market that has the persistence of the mercury against moss. With the iron sulfate, superintendents get a quick knock down, but it's only a temporary expedient."

**COPPER HYDROXIDE STRATEGY**

Frank Rossi, a Ph.D. horticulturist at Cornell University, is working on a micro-nutrient of copper hydroxide to help prevent moss growth. He has discovered that four applications, two weeks apart in the fall, not only reduced moss populations on the order of 80 percent, but also prevented new moss growth in the plots even after the treatments stopped.

"In the summertime, at higher concentrations, there has been some injury to annual bluegrass," he said. "On the plots we only top dressed and didn't treat, the top dressing obviously made the moss problem worse."

Rossi is now testing "extremely low levels of copper hydroxide that are applied throughout the golfing season. "We are working towards copper being used as a micro-nutrient that not only prevents moss invasion, but doesn't injure the grass," he said.

According to Rossi, superintendents have two possible approaches at the moment. There's the desiccant route, which is probably a variable means for getting control of existing plants," he said. "And there's the nutritional route, where we strive to get suppression and prevention of further moss invasion.

"The desiccant methods will knock back what's there," he said, "but they won't prevent moss from returning. We have a lot of questions about spray volumes, availability, injury, and long-term effect issues. But for now, I think we're on the right track."

For Cybulski and many superintendents in the Northeast, the fight to control moss on the greens goes on. "The most effective procedure would be, ideally, to raise the height of cut on the greens," said Cybulski. "But golfers demand green speed and performance, and that makes moss tough to control."

**Water crisis**

Continued from previous page

"The problem," he said, "is that your older sewage systems are gravity-flow, so the lowest end is the regional plant and at the upper end you have homes, businesses and golf courses. Unfortunately, there aren't water lines to deliver reclaimed water back up to those areas. So Ripley's idea is to build a system that taps into the sewage line - you get the water as it comes downstream. You'd dump the solid waste back in and let that go down to the regional plant. That allows you to claim some of the water. You'd recycle it on-site, and deliver it back to the golf course."

For the time being, that approach would not be cost-effective, according to Huck. "It's not yet perceived that we're into a serious situation in regard to water availability," he said. "But five or 10 years down the road, the guy that builds his plant now will be ready to go, and the other guys might be looking at brown fairways for a couple of years until they could install their own plants."

It remains to be seen how quickly Southern California golf courses react to an emerging crisis. Pat Gross, the Green Section's southwest regional director, isn't optimistic. "The unfortunate thing about golf course owners, whether it be private clubs or public courses, is that they don't pay attention until the water company is going to turn off the tap," he said. "I don't think the awareness is there yet about how these changes are going to impact the industry."
Controlling elk damage key to winter prep in Canadian Rockies

By HAL PHILLIPS

BANFF, Alberta, Canada — Here at Banff Springs Golf Club, winter preparation is complicated by the sexual desires of elk. Autumn is mating season for these 1,200-pound beasts, who congregate in huge numbers on the golf course, a 1926 Stanley Thompson design located in a wildlife corridor pinched between mounts Rundle and Tunnel.

“We’ll have more than 300 elk on the course every day during the fall, whereas we have only 100 or so during the summer,” said Kevin Pattison, head superintendent at Banff Springs. “I have to laugh when I say that; 100 elk would be plenty for most superintendents.”

Come Sept. 1, Pattison and his crew routinely segue into late-season mode. There is dung removal — a daily chore with triple the number of elk on site. In terms of man hours, mowing and grooming the greens goes from a 15-hour job to a 21-hour job, because smoothing elk footprints with dry sand and removing larger indentations with mechanical ball forks take time.

“Every 10 days or so, we’ll have an elk create a waller,” Pattison explained. “What happens is, the bull elk takes his antlers and sticks them into the ground; he rakes them back and forth to sharpen about six feet square. The biggest piece of turf left over is no bigger than the size of my hand! “We pick each of these waller areas clean, rake them smooth and replace the turf pieces as if we were doing a jigsaw puzzle,” he said. “Then we roll it smooth and top dress it very lightly — if you use too much sand, it smothers the plant.”

FENCING IN THE GREENS

As you can see, prepping a golf course for winter here in the Canadian Rockies calls for extreme measures. However, in going to these extremes, Pattison believes he has hit upon several measures germane to any superintendent whose course closes during the winter months.

Traditionally, the elk’s rutting season comes to a close by the end of September, and the course closes to play on Canadian Thanksgiving (Oct. 9 this year). That’s when the real work begins, though in some ways it has already begun.

“To set us up for a good summer season, we start in the late summer before,” Pattison said. “For example, that’s when we take soil tests and adjust our fertility program to correct any inadequacies.

“The first week we close, we will aerate the greens, remove the cores, apply a light top dressing, and apply Milorganite to reduce ice damage,” he explained. “Then we’ll surround every green with special fencing comprised of mesh panels that are 6 feet tall and 10 feet long. This fencing is unique. The panels are self-supporting, so you don’t need to worry about frozen ground or damaging irrigation pipe with stakes. The panels are extremely easy to handle, which is important because we’re in there two or three times a winter to clear snow from the greens.”

Supers getting courses ready for cold weather

By JOEL JOYNER

FAYETTEVILLE, N.Y. — At the Onondaga Golf and Country Club, superintendent Eric Holm has his winter preparation down to a “T” after 15 years on the job. With long winters and a lot of accumulated snowfall here in central New York State, Holm hopes for a “consistent snow cover until January and a nice gradual melt” to begin a new season.

After aerating the greens in mid-September and again in a one-month to six-week period, Holm will begin fertilizing toward the end of October. “As far as top dressing the greens, I used to give them a light brushing late in the year,” said Holm, “but I found I had too much injury. I’ve discontinued that and have had no detrimental effects.” On the course, Holm maintains five wind-exposed greens with “evergreen wind covers” to prevent desiccation.

In early October, Holm uses a “single-rate application of Scotts FS2 on the greens to prevent pink snow mold.” Between the end of November to mid-December, another single-rate application of Scotts FS2 is used on the greens, tees, and fairways. “Generally, when it looks like winter is really bearing down on us,” Holm said, “I also apply Scotts fungicide #5 for protection against gray snow mold.”

“My greens have a great three inches of 100 percent sand top dressing that I’ve added since I’ve been here, so I really don’t have to prepare them for any drainage prior to winter,” said Holm. “We do a...
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Elk control at Banff Springs

Continued from page 13

Pattison believes this methodical snow removal during the winter months is preferable to relying on covers.

REMOVING SNOW FROM GREENS

"We start doing snow removal with hand blowers in February, and we'll leave three to four inches on the greens at that time," he said. "In March we do it again. Then, in April, we take all of the snow right off the greens and monitor them daily to make sure there's no standing water. Once the greens have been cleared and there's no remaining ice on them, only then do we cover them.

"If you do end up with ice," he added, "it's easier to melt it from the bottom up; so as you clear them, the sun heats up the Milorganite pril which floats to the top of the ice. When it gets cold again, the pril goes back down to the bottom, creating a honeycomb — that's perfect because it allows the gas exchange from turf plants to escape."

Pattison deals with certain greens that feature depressions where water traditionally sits or moves very slowly. "In those areas we cut a hole down to the gravel layer with a cup cutter, then we install a PVC sleeve to ensure that it doesn't collapse," he said. "The benefit of this, if you have melting, is the water will move into this low area — now you have a sump, and you can either pump that little sump out, or if it's thawed, the water moves right into the gravel layer and doesn't pond up in the spring."

Off the greens, Pattison will aerate the layout wall to wall following course closure. However, he leaves the cores on these fairways and rough areas.

"In the spring, they disintegrate during the snow melt," he said. "Also, when the wind blows, the cores help retain a thin layer of snow for insulation. This is particular to our situation here, but when elk urinate in winter, this layer of cores also gives the urine a place to pool, which makes for smaller urine spots. We average more than 750 urine spots per fairway. On the 18th fairway this past winter, we had 2,053 urine spots! And they're not just discolored; those spots are dead — too much nitrogen for the plant to synthesize. So naturally we prefer the urine to pool, which minimizes the overall turf kill."

SODDING THE CAULDRON

The signature hole at Banff Springs is number four, a stunning par-3 called The Cauldron. As the moniker suggests, the green is located in a low-lying area, flush against an 9577-foot peak. No amount of winter prep has proved effective at the Cauldron, whose green routinely dies each winter.

The solution? "We strip the sod off and prep it for sodding the day the golf course closes; then we sod it the last week in April. It costs about $6,200 [Canadian] each year to sod that green," Pattison said. "We started this last year and it looks like we'll do it every year from now on."

"In years past, it took forever for the green to come back each spring, and often times it didn't come back, which meant we were sodding it in June. Now we can guarantee that we have a viable putting surface every spring, and it's easier to establish the sod in the spring, before the heat of the summer starts to kick in."

"It's more work, but it's one helluva a team-building exercise for new hires each spring."

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Prepping for cold weather
Continued from page 13

complete blowout of the irrigation system in mid-to-late October, followed by another quick blowout as a precaution against any settling in the low areas.

BRETTON WOODS, N.H. — Superintendent Mark Taylor at the Mount Washington Hotel and Resort knows preparation is essential for the long winter months and heavy snowfall. With 18 holes on the Mt. Washington course and an additional nine holes for the Mt. Pleasant course, Taylor must deal with several grass types and a tough Mother Nature. "We're a May 1st to Nov. 1st operation, but last May we had three snow storms in the first week," Taylor said.

"I'll fertilize in mid to late October with about a pound of nitrogen and a pound of ash," he explained. As far as covers are concerned, "when I first got here, they had seven or eight greens that were covered with these heavy felt blankets. I took the blankets off because it wasn't too healthy underneath. With as much snow cover that we get up here, I don't see any need, except maybe in the spring as a germination blanket."

After deep-tining the greens last year, Taylor "did a snow mold treatment of Chipco and Daconil at the recommended rates and still ended up with snow mold at select areas."

This year, Taylor will use Heritage around the first of October, and a Chipco/Daconil combination during the first of November. Taylor will top dress the greens substantially with a heavy dressing and let them sit. After letting the grass grow some, Taylor will let them "go to bed" at about a quarter inch. Though Taylor will have to occasionally get out there to break up some ice, last year wasn't much of a problem for the course. Cross country skiing trails, however, are always a concern. "We've roped off a number of tees and greens," he said.

MIDWEST

NOBLESVILLE, Ind. — Randy Brehmer, CGCS, at the Fort Golf Resort here, believes his course is "sound and healthy going into winter" after a good summer. Spreading seed in late August to early September, Brehmer begins his preparation for the coming winter months. He applies fertilizer in the late fall, soon after aeration. He places an application on the fairways in October, and treats his greens and tees anywhere between mid-late November.

"We'll deep-tine the fairways during the first week of November anywhere between 10 to 12 inches," he said. "It opens it up more than coring. We top dress our greens during aeration, and then one or two additional times later on."

As for fungicides, Brehmer explains, "we only use them as a curative basis in the spring, and then only on the greens, tees, and approach areas."

GREAT PLAINS

MULLEN, Neb. — Corey Crandall, superintendent at the exclusive Sand Hills Golf Club, has a different approach toward winter's arrival with his "no trees, no water, no out-of-bounds" course. Crandall maintains fine fescue grass in the fairways and bentgrass on greens and tees. "We'll top dress the greens real heavy," said Crandall. "We'll just spread them with snow mold protection and actually cover the tees and greens during the first part of November."

Also during the first week of November, he will blow out the irrigation system. "We have run into problems in the winter, if we have an open, dry winter," says Crandall. "Last year we had to charge up the irrigation system in December and February. It was really dry. Right after we charge up, we blow it right back out."

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The Cuban government is planning to build 28 new golf courses across the country. The goal is to boost tourism by offering new attractions. The government has awarded the construction contract for a new 27-hole Jack Nicklaus-designed golf course to Prestwick Plantation Golf Courses, which will be built in Cape Girardeau, Mo. Construction started recently, and the layout is expected to open in April 2002.

**BRIEFS**

**CUBA PLANS FOR 28 GOLF COURSES**

HAVANA, Cuba — The Cuban government may be Communist, but it's not about to let the Caribbean golf boom pass it by. Rumbos, the state-owned company that manages the Varadero Golf Club, will start building a course in Cayo Coco early next year. Plans put the total number of courses at 28. Cuban revolutionaries Fidel Castro and Che Guevara were avid golfers before overthrowing the Batista government in 1959. Among their first moves was to bulldoze nearly all of the island's golf courses to make way for schools.

**RYANGOLF BUILDING NEW NICKLAUS COURSE**

DEERFIELD BEACH, Fla. — Ryangolf, based here, has been awarded the construction contract for a new 27-hole Jack Nicklaus-designed golf course. The Prestwick Plantation Golf Course will be built in Cape Girardeau, Mo. Construction got under way recently and the layout is expected to open in April 2002.

**Q&A**

**After forty years, Jim Fazio still designing courses worldwide**

SARDINIA, Italy — From a career spanning 40 years, Jim Fazio’s designs can be found throughout the United States and in 10 foreign countries. Growing up in the Philadelphia area he learned the business from the ground up working with his uncle, George Fazio, and brother, Tom. Golf Course News correspondent Trevor Jackson recently met up with Jim to discuss his design philosophy, experiences and ongoing international projects, which include LeMazzone Golf Country in Sardinia, Italy, and the Bahama Club in Freeport, Bahamas.

**Meadowbrook National to open this year**

LAKELAND, Fla. — Meadowbrook Golf Group, Inc., has announced that its new 27-hole resort course in Las Vegas will be called Meadowbrook National Golf Club. The new course, scheduled to open before the end of the year, will be marketed nationally and will become a flagship property for Meadowbrook Golf, which owns or manages more than 100 courses across the country. Meadowbrook National is located about 25 minutes from the heart of the Las Vegas strip. The site adjoins Floyd Lamb State Park and gives unobstructed views of the Sheep Mountains from most of the golf holes. The new golf club is adjacent to the proposed Mountain Spa residential and resort development, but is being developed independently. The new layout features three championship nines designed by golf architect Robert Cupp. Each 18-hole combination will play to approximately 6,900 yards from the championship tees. The 24,000-square-foot clubhouse, designed after a Mediterranean villa, will overlook a lake and the finishing holes for all three nine-hole layouts. Construction of all 27 holes is nearly completed, and the turfgrass has matured to the point where many holes are virtually playable. A company spokesman said the course is expected to be open for play before Christmas, and that reservations are already being accepted for 2001 golf events.

Meadowbrook National is a joint project of Meadowbrook Golf and Apollo Real Estate Investment Fund III. Apollo Real estate is a New York investment firm that also holds a major equity position in Meadowbrook Golf Group, which will operate the club for the partnership.

**Weiskopf’s Ocean Club nears opening**

PARADISE ISLAND, Bahamas — In December, the famed Paradise Island resort, the Ocean Club, will unveil a scenic 18-hole golf course as part of Sun International's $100-million renovation and expansion of the property. Designed by Tom Weiskopf, the Ocean Club Golf Course has been completed and grassed and will be ready for play by year-end. Set on the eastern end of the island, Weiskopf’s par-72 layout takes advantage of the magnificent Bahamian landscape and island crosswinds, challenging golfers' accuracy. Overlooking the Atlantic Ocean and Nassau Harbour.
Fox Hopyard expects partial opening later this year

EAST HADDAM, Conn. — Fox Hopyard Country Club, an elegant Roger Rulewich design, is nearing completion in the gently rolling farmland of southeastern Connecticut. The course is expected to put some holes in play late in 2000, with a grand opening of the entire layout expected early next year.

Located in East Haddam, the track boasts a setting of stone walls, brooks and majestic hardwood trees. Several greensites snuggle up to stone-lined ponds, while others are embraced by woodland hollows.

The layout, surpassing 7,000 yards, is an enjoyable walk, featuring alluring views and centered by a clubhouse perched on a rock outcropping overlooking the course. With wide fairways, a variety of teeing options and framing bunkers to direct play, the course can be enjoyed by golfers of all ability levels, but it will only reward precise and powerful shot-making from the championship markers.

One unique construction aspect at Fox Hopyard is that not a single inch of the course was sodded. Seeding was effectively accomplished using a tackifier that allowed the grow-in to proceed on schedule despite a summer that featured numerous heavy rain storms. On slopes and around greens, EcoAegis was used in the seeding process. This wood fiber mulch includes a fertilizer as well as a tackifier. On flat, open surfaces, the more economical EcoAegis II (a straight wood fiber product) was employed.

In addition to Fox Hopyard, The Roger Rulewich Group currently is working to complete construction of three new 18-hole courses sure to draw critical acclaim: Grande Dunes Resort Golf Course in Myrtle Beach, S.C.; Saratoga National Golf Course in Saratoga, N.Y.; and Wild Turkey Golf Club, at the New Jersey complex that already boasts the Rulewich-designed Ballyowen. Each of these courses is expected to open in 2001.

Also ongoing are several high-profile remodeling projects, including work at Yale University Golf Course in Connecticut and The Dunes in Myrtle Beach, S.C. Work will begin next year on an extensive remodeling project at famed Palmetto Dunes in Hilton Head, S.C.

Rulewich spent much of his summer in Spain, again designing an 18-hole resort course in Castellar, near Valderrama, and continuing with additional remodeling at Valderrama.

Construction in Castellar is expected to begin this year. Plans call for the course to be a par-72, covering more than 7,000 yards. Rulewich emphasized that Castellar, located less than three miles from Valderrama, has its own identity.

Grow-in is underway at Fox Hopyard in East Haddam, Conn. The Roger Rulewich course takes advantage of its rolling farmland terrain and was grassed without using a single inch of sod.

18 OCTOBER 2000
18-hole Virginia course a 'first' for First Tee

By MARK LESLIE

RICHMOND, Va. — When adults tee it up at the new Chesterfield First Tee golf course here, they had better bring their "A" game, or they could still lose a match to their child.

"The longer they hit the ball the more hazards they face," said golf course architect Lester George, who donated his $150,000 to $200,000 design services for this project that was so close to his heart. "I think golf is an awfully hard game to get access to," he said, explaining why and so many others have given time, money and equipment to open the golf and teaching center in Chesterfield County's Iron Bridge Park.

"The Chesterfield First Tee facility was developed as a chapter of a nationwide effort to make golf accessible to youths. "The theory behind First Tee is access. As far as I'm concerned," George said, "golf course architects, pros and others ought to be making golf accessible. Here we have specifically designed the program to do just that.

"Our intentions were to design, first and foremost, for children and beginners - and beginners could mean teens, adults and maybe seniors. That was our design foundation for the course," George explained. "We had people say, 'Why not make it 6,500 yards long and everybody can play it?' We said the object was to build it to scale for a kid, which is in the 4,000- to 5,000-yard range. Ours is 4,650 yards from the back tees. The next set is 4,206, then 3,836, and the forward tees are 3,382. Par is 66.

"Lester George did a fantastic job in laying this out," said head pro Tami Bealert. "We have four sets of tees specifically designed for kids, their talent and ability. A kid 10 years old is not going to smack the ball 300 yards, but maybe 180. This course is designed for an iron [shot] into the green versus a wood.

"If I were to play the same tees as a man, my next shot is going to be further away than the man's shot, and there might be a bunker right in my way. The junior tees are relationally the same," Bealert said. "Here we are moving up the tees 75 to 100 yards and giving each child from 5 to 17 years of age a choice, rather than putting them all up to the ladies' tees like they do at other places, or making them all play from the same tee."

On the Chesterfield course, Bealert added, "the kids can score and make par and feel good about themselves. We don't want to discourage them. The doglegs are set up the same way. Their second shot is a clear shot into the green."

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NOT A KIDDIE COURSE

Visitors have already discovered that 4,650 yards is no kiddie course. "If adults come out and play it, they will have difficulty shooting par because it is demanding," George said. "But the kids will keep it in play because of the lack of hazards for them. I set the hazards up for the adults, not the kids."

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SMALLER TARGETS

George designed the greens to be one-third the size of those on a regulation course, which should help players improve their short games. "Your target is a lot smaller, so there is less
Second Brauer course in Minnesota aims for 'north woods experience'

BY MARK LESLIE

BIWABIK, Minn. — Flush with three years of success with its first golf course, Minnesota's Iron Range Resource and Rehabilitation Board (IRRRB) is adding a second 18 holes to its mix here as it continues efforts to turn the Giants Ridge area into a recreation destination.

"The demand for this caliber of golf course is so high that we decided to go ahead with a second," said IRRRB development director Mike Gentile, who has overseen operations of Giants Ridge Golf Course since it opened in 1997.

Officials had hoped Giants Ridge Golf Course would host about 22,000 rounds by the fourth full year of operation. "We did 22,000 between July 1 and Oct. 15 of that first year," Gentile said. "Last year we did 30,000 rounds and still turned away between 12,000 and 15,000 golfers."

Building on that success, the IRRRB has chosen Giants Ridge course designer Jeffrey Brauer/Golf Scapes of Arlington, Texas, as "the natural choice to do the second course."

"The charge we gave Jeff," Gentile said, "is to build a golf course that will be equal to or better than the first course, difficult as that may be. We want the golfer, when he is traveling from the Minneapolis-St. Paul area, where 90 percent of our golfers come from, to play two rounds of golf at least and get two quality, yet distinctively different, experiences."

OLD QUARRY SITE

Gentile described Giants Ridge Golf Course as "a Minnesota North Woods experience, with a lot of pines, a lot of birches, a lot of boulders and rocks." The second course, tentatively called The Quarry at Giants Ridge, will be built three miles away on rugged topography that straddles former taconite and sand-and-gravel quarries.

Brauer and Gentile said design plans will be complete in August, construction bids will go out in September and construction will be underway by the first part of October. "We will probably be playing golf in two years," Gentile said.

Since Giants Ridge Golf Course opened, the IRRRB has opened a hotel on the property, enticing visitors to stay and play.

Gentile expects The Quarry course will deliver on expectations. "Jeff Brauer uses the land and topography very, very well," he said. "He creates something out there that all levels of golfers, from the rank beginner to the experienced low-handicap golfer, are going to have a great experience."

"The golf course is very fair," he added. "Whereas the existing course is not walkable because of certain environmental constraints we were under, this course will be walkable. We want to attract the State Amateur and Mid-Amateur-type tournaments and so forth to northeastern Minnesota and Giants Ridge."

Jeffrey D. Brauer and his firm, Golf Scapes, have designed 40 golf courses and remodeled 80. Canterberry Golf Course in Parker, Colo., and Giants Ridge are among the best affordable public courses in the United States, while his Avocet Course at Wild Wing Plantation in Myrtle Beach, S.C., was a Golf Digest best new course winner. His Champions Country Club in Nebraska is highly ranked, as is the Brauer-designed TangleRidge Golf Club in Texas.

President of the American Society of Golf Course Architects during its 50th anniversary year in 1995-96, Brauer also designed Colbert Hills Golf Club at Kansas State, which opened in June 2000 as the cornerstone golf course for The First Tee program as well as the first collaboration between the PGA of America and Golf Course Superintendents Association of America.

Continued from page 17

the course offers panoramic views of lush vegetation and cerulean waters. The 17th hole plays entirely along the scenic Snorkelers Cove.

"I feel that the Ocean Club is a perfect location for my first Bahamian project," Weiskopf said. "The classic design of the resort, coupled with the spirit of Paradise Island, creates an ideal backdrop for a golf course that I feel will be memorable, dramatic and a fair challenge to all levels of golfers. My goal is to design the best course in the Caribbean."

Weiskopf, an internationally renowned PGA and Senior PGA professional, has designed 37 courses since 1983 in destinations throughout the United States, while his Avocet Course at Wild Wing Plantation in Myrtle Beach, S.C., was a Golf Digest best new course winner. At a regulation course, the facility includes a full-scale practice range, with bunkers, putting green and a three-hole beginner's course with each hole measuring from 40 to 118 yards. Other features include a pro shop/clubhouse, and a teaching classroom for the Life Skills Program. Grand opening ceremonies will be held on Oct. 23.
Ski resorts adding golf courses

Fla., and Gatlinburg Sky Lift in Tennessee. Boyne general manager Stephen Kircher credits his father and founder Everett Kircher (at 84 still on the job every day) with the idea to give the company a year-round base. The concept was a masterstroke. "The ski industry is tough right now," he said. "We've had three consecutive off winters and those that aren't in four-season operation are going under." Kircher summed up the decision for more golf simply: "You can't build another mountain, but you can build another golf course.

ROCKY MOUNTAIN HIGH END

Out west, golf is taking on even greater magnitude here in the Rockies. Jim Thompson, president of Vail Resorts Development Co., cites golf as critical to high-end real estate sales and attracting major hotels for the ski operations. Vail Resorts owns and operates Vail, Beaver Creek, Keystone, Breckenridge and hospitality assets at Jackson Hole.

Interestingly, the company is building expensive private golf clubs with Tom Fazio and Greg Norman layouts, now under construction at Red Sky, nine miles from Vail. Four hundred memberships will be sold with initiation fees of $100,000, which will pay the $40-million cost. The opportunity to join such a club will add $100,000 to the price of a building lot. As Thompson puts it, "The golf drives the real estate sales and the summer bed base." Hotels also demand golf. Ritz Carlton is building a 240-room hotel here, and it required golf availability for its guests as a condition. The resort gets more needed beds for skiers.

The Red Sky development is based on the Beaver Creek model, where half the tee times go to members and the rest sold at a lower rate. Two club houses will be built, one luxury house and the other smaller for guests. The two groups will rotate daily with members playing one course one day and the other the next. The members have their private club and guests have two fine courses to play.

The Vail model might be stigmatized with such expensive real estate. A development underway at Bachelor Gulch has already sold 56 of its 600 units for homes that will cost over $5 million each. A common cost of building in the area is $1,000 a square foot. The numbers differ, but the three companies all agree that golf is a key factor in developing four-season resort operations, which are an absolute must to keep ski resorts viable. And the multiple resort companies are not alone, smaller mountain companies such as Ragle in New Hampshire now have golf courses, and others are building or considering golf.

In fact, golf may just be the key ingredient in the survival of the ski industry. For some exciting golf, keep your eye on the mountains.

The Links at Outlook

The property on [the east] side of the road began as mostly flat land," said Flynn. "It required several shapes and cuts to give it that flowing Scottish feel that complicates some approach shots.

A welcoming supply of rangers and directional flags are available to assist first-timers here with blind shots, such as the 4th hole, a 475-yard par-5. The bunkers don't pose a real threat here, but a missed tee shot could be difficult to play against the strategically placed obstacles. It may also prove impossible to find a ball, let alone play it, if it lands in the thick, knee-high native grass.

WEST SIDE STORY

The remaining seven holes, 11 through 17, are reached by traveling under the main road by way of a concrete structured tunnel. Playing these seven – the west side holes – demand an entirely different strategy, as they are situated on and around a wooded hill in the more traditional style of a New England golf course.

The west side design required more cuts and excavations, but the outcome appears promising. Reaching the 12th tee on top of the hill, Mr. Roesser returns and admire the strategic shaping Brian Silva has accomplished on the east side. Then it is followed by another impressive panoramic view off the 13th tee that overlooks part of the town of South Berwick. Of course, the tee shot itself is a blind downhill drive on a 361-yard par-4 from the blue markers. After the 11th hole, there are no more water hazards to contend with, but other obstacles present themselves. Course superintendent John Roesser, CC#CS, explained that there's been some erosion that has affected parts of holes 15 and 16 from the unusually heavy summer rains; he added rocks and topsoil to provide drainage. Repositioning of tees is also being considered as a means to reduce erosion effects.

Although the openness of the more traditional links-style holes on the east side of the course warns golfers to take heed of the wind factor in their strategy, the wind also plays a significant role when up on the hill, dictating aiming adjustments.

"We have been in operation only for a short time," said Jeff Maldonis, director of marketing (the course opened in June). "We want the public to notice our exceptional greens and fairways first.

First-time head superintendent

Other features of the course will continue to develop over time. John Roesser also discussed the current development of a new driving range box along the roadside and the planned addition of a practice chipping green and bunker. Providing the weather cooperates, the new driving range should be in operation before the golf season ends here, usually around Halloween.

This is Roesser's first time in a head superintendent position. After college, he served an internship at Pebble Beach Golf Club, the same, in California, and subsequently worked at the Links at Outlook directly from the construction company, Inner Golf, which shaped the course. The southern Maine course is within easy striking distance of downtown, Maine, and Portsmouth, N.H., and is just over an hour's drive from Boston. The Links at Outlook shows promise with its unique design, and given time for enhancements, management hopes to prove the course is indeed "a public course with private club conditions."
Dragon course
Continued from page 1

In the layout, design, and construction of the 472 homesites, the Garners formed an alliance with Taliesin Architects, based in Scottsdale, Ariz. The firm is the continuation of Frank Lloyd Wright's architectural practice. The layout of the project and the homes themselves are created from Taliesin plans that stress Wright's concept of organic designs that connects a structure to its natural surroundings. Roads, homesites and golf course all blend together to form a striking design plan.

DRAGON COURSE MAKES BOLD STATEMENT
To create a golf course that fits this organic philosophy, the Garners interviewed several firms before settling on Robin Freeman, the Hawaiian-based golf architect whose internationally acclaimed designs include Mauna Lani, home of the Seniors' Skins Game.

"Robin Freeman has a tremendous sensitivity to the land. He came here on numerous occasions to make sure the construction of the course would blend in with our overall concept. What he has created is a very bold statement," said Darien Garner.

Freeman's golf course offers five tees on every hole and a rolling serpentine layout that slips over a variety of elevations and changes. The course captures the rugged terrain with intriguing uphill and downhill shots. The large fairways give the golf course a bold and in many ways a very intimidating look. The shape and challenge of the course are summed up in its name - "The Dragon."

After many years of designing golf courses in Hawaii, Malaysia, The Philippines and China, "The Dragon" at Gold Mountain is the first course built in the United States by California native Freeman. He took great care to create an exceptional course here, and his treacherous bunkers and challenging carries form a distinctive signature.

Grass grows in at a 4500-foot elevation presented a challenge, but the much-anticipated layout finally opened in July.

The mountain setting dominates the landscape. Some holes offer spectacular vistas of the Sierra, while others provide the serenity of pine forests. It is a natural feeling that the Garners have worked to preserve by becoming involved with the Audubon International "signature program," which dictates strict criteria to preserve wildlife habitat and monitor course management from the beginning.

FRANK LLOYD WRIGHT CLUBHOUSE

The final blend of the two influences of Freeman's golf course and the design philosophy of Taliesin is the clubhouse now under construction and scheduled to open this year.

The unique, 22,000-square-foot structure is being built from unrealized plans that Frank Lloyd Wright created back in 1924 for a clubhouse at the Nakoma Country Club in Madison, Wis. Now this building is coming to life on the hillside that overlooks the project. Its six teepee-like spires, with a central spire soaring to 60 feet tall, will just add another forceful presence to the entire complex that is "The Dragon" and Gold mountain.

But can this creative blend of mountains, lifestyle, and architecture be enough of a draw to bring prospective buyers to this remote corner of California? The Garners think so, and initial interest bears them out. Though remote, the Gold Mountain project is 50 miles from Reno, Nev., 140 miles from Sacramento, and 225 miles from San Francisco. Even though the nearest big super-market is an hour away, the tradeoff for tranquility draws a certain clientele. If there is truly a market for golf and homesites for the rugged individualist, they have found a way to offer it.

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Nothing Runs Like a Deere®
The Toro Co. has unveiled the Groundsmaster 3500-D rotary trim mower that incorporates Contour Plus floating decks and the Sidewinder cutting system to deliver a precision cut in trim applications suited to rotary mowing. The mower features full floating 27-inch decks and a 68-inch width of cut and an optional 72-inch width of cut for less undulating turf. The Sidewinder system slides the decks 12 inches left or right of center for increased trimming ability and varied tire tracking. The 3500-D is powered by a 35-hp turbo-charged, liquid cooled Kubota engine. For more information, contact 612-888-8801.

The Toro unveils versatile Groundsmaster 3500-D rotary trim mower.

Mowover stakes and pins save time, effort

Reliable Golf Course Supplies announces two new products, the multidirectional Mowover Marking Stake and the Range Distance Pin that utilize a new type of multidirectional flex technology. These new stakes and pins are flexible and can be run over from any direction and immediately return upright without breaking, reducing maintenance time and effort. Available in red, white, blue, yellow, and green, the Mowover Stakes and Distance Pins can be run over by reel mowers, tractors, golf carts and ball picking machines. The stakes and pins are made out of durable polycarbonate. For more information, contact 1-800-274-6815.

Precision introduces improved Cascade Plus wetting agent

Precision Laboratories introduces Cascade Plus, a new, easier-to-use residual soil wetting agent that utilizes the basic technology of the original Cascade molecule to provide more consistent, longer lasting water infiltration and performance against localized dry spot than other residual type wetting agents. Cascade Plus offers an improved environmental profile and empirical trendline for better performance. The result is longer lasting improvements in turfgrass color, quality and stress tolerance. For more information, contact 1-800-323-6280.

Precision introduces improved Cascade Plus wetting agent.

New Gator model ready for tough jobs

The John Deere Worksite Gator is the newest addition to the John Deere line of utility vehicles. Rugged and durable, the 6x4 diesel Worksite Gator is made especially for off-road reliability in worksite and landscape applications. The Worksite Gator offers the same styling options and operational features as the traditional 6x4 diesel Gator utility vehicle, such as a mig-welded unibody design and a fully independent, single A-Arm design that stands up to the bumps and jolts of off-road work. A standard front bumper, surrounded by a front and fender brush guard, provides extra reinforcement and durability. A three-cylinder, 18-hp, liquid-cooled Yanmar diesel engine gives the Worksite Gator high-end torque and increased engine life. Rack and pinion steering makes it maneuverable in tight spots while its heavy-duty front suspension delivers an easy ride on bumpy ground. The unit is equipped with all-purpose tires, allowing it to conquer the rugged landscape of a worksite while treading lightly on natural terrain. For more information, contact 1-800-537-8233.

Stabilize sand traps with Klingstone 40

Green Mountain International introduces Klingstone 40 to the golf course industry. The product is a single component polyurethane liquid which stabilizes sand traps and prevents contamination of bunker sand by the existing soils. Klingstone 40 is especially formulated for sand trap applications. The product is simple to apply. Either pour or pump onto soils and allow a cure time of approximately 24 hours, then reintroduce sand into the solidified shell. The cured product is inert, will not contaminate the soils and will not deteriorate over time. For more information, contact 1-800-942-5151.
Encore Power Equipment adds 52-inch Mid Cut to Prowler mower series

Encore Power Equipment has added the 52-inch Prowler Mid Cut to the Prowler series. They have a dual path hydrostatic drive with zero-turning radius. These are heavy-duty machines, with a 7-gauge steel deck plate, a 10-gauge steel top plate and special deck reinforcement channels. The Prowlers feature a full floating deck suspension to improve cut on rough terrain. The unit uses a PTO shaft to power the blades and features a 5 1/2 inch deep deck. A new blade spindle has eliminated the grease zerk, making the spindle assembly more durable and routine maintenance easier. Engines include gas and diesel, high-horsepower options. For more information, contact 402-228-4255.

WolkBehind

The Hustler line of Hydro WalkBehind mows steep slopes.

The Hustler line of Hydro WalkBehind mows steep slopes. Extra large drive tires and a wide stance provide traction and stability on hillsides. The 18-by 10.5-inch tires float over rough terrain and cutting applications and provide excellent flotation on fine-cut areas. Hustler’s patented H-Bar steering makes these Hydro WalkBehind lawn mowers easy to learn and operate. The units are available in 37-, 48-, or 54-inch mowing widths with 15-hp or 17-hp Kawasaki engines. Options include a standup/sit-down sulky, side-mount catcher, mulch kits, and Gator blades. For more information, contact 1-800-395-4757 or www.excelhustler.com.

The turbo-charged Bobcat 773

The heavy-duty Bobcat 773 G-Series loader is now available. The unit is ideal for high-altitude jobs or other applications requiring extra power. Like other Bobcat G-Series models, the 773 Turbo features a more powerful 56-hp Kubota V2003T engine and an increase in rated operating capacity from 1,750 pounds to 1,850 pounds compared to the standard 773 model. When equipped with an optional counterweight kit, the 773 Turbo has a rated operating capacity of 1,950 pounds. For more information, contact 701-241-8740.
Redexim’s Easy Spread eases topdressing

Redexim Charterhouse announces a new topdresser, the Easy Spread, a one-man operated, self-loading machine that can spread large amounts of material, level out uneven surfaces and improve irrigation for all sports fields.

The Easy Spread offers turf professionals a faster way to topdress. Because it is self-loading, it is unnecessary for the operator to leave the tractor cab, resulting in improved productivity. A simple hand lever controlled from the tractor cab opens the gate of the Easy Spread to its preset stop. The machine can spread up to 80 tons of any granular material a day. The width of the spread is 55 inches, and the capacity of the machine is 21 cubic feet. It also can be used to spread salt for de-icing. For more information, contact 610-225-0761.

Vermeer ready with BC625A

The Vermeer BC625A is a disc-style chipper, geared to meet the needs commercial tree service firms, golf courses, municipalities and public works departments. Safety is optimized by a long 64-inch feed table, providing distance from the cutting action. The discharge chute rotates 240 degrees to direct chips away from the operator. Vermeer’s patented AutoFeed II system means fewer jams and reduced engine stress because it automatically monitors and controls feed roller rotation by sensing engine load. Feeding is easy with the feed control bar located in front of the operator position and a wide chute opening to cut down on trimming and chain saw work. The BC625A is built for maximum cutting performance to handle brush and debris up to six inches in diameter. Three engine options are available, including a 20-hp Honda, a 25-hp Kohler Command, and a 23.5-hp water-cooled Perkins diesel. For more information, contact 1-888-837-6361.

East Penn launches Deka Power Master battery

East Penn Manufacturing Co. introduces the Deka Power Master, a new six-volt, deep cycle golf car battery. East Penn’s engineers have constructed a golf car battery that can comfortably provide the user with two rounds of golf before needing a recharge. The battery’s increased performance is due to the use of a reformulated high density oxide paste and heavier grids. Additionally, thicker plate straps lower internal resistance, expanding the battery’s life potential. A heavy-duty propylene case reduces vibration damage. The case material also has anti-bulging properties which reduce battery fatigue and lower the risk of premature failure from short circuits. The integrated twist-and-release vent cap’s quick fill system enables all of a battery’s caps to be removed in a single motion. This system makes it easier to check and adjust electrolyte levels, reducing maintenance turn around times. For more information, contact 610-682-6561.
Skid steer digger attachment

The new 924H skid steer post hole digger from Worksaver, Inc. mounts directly to skid steer loaders equipped with universal quick attach. The new digger provides better reach over fence lines, shrubs and other obstructions and also provides excellent visibility for the operator. Features include a hydraulic motor that works with systems that deliver 10 to 20 gpm of flow at 1,500 to 5,000 psi. Hydraulic operation allows users to reverse the auger to clear obstructions. Counterweights provide constant balance for true vertical holes. The post hole digger handles augers ranging in size from six to 24 inches. For more information, contact 217-324-5973.

THATCH-AWAY 480 T

The Thatch-Away 480 T features single set of verticutters with tungsten-tipped blades and fan forced action that remove thatch, leaving a groomed and finished green. The verticutters adapt to fit most mowers. For more information, contact 1-800-443-8506.

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**Golf Course News**

**Keep the power flowing**

PulseTech Products Corp. introduces the new AC Solarizier battery maintenance system. It is a patented electronic device designed to prevent the main cause of battery failure — sulfation buildup. Buildup occurs as lead sulfates form on the battery plates during the normal charge/discharge cycles. During this process, some of the sulfates enlarge to the point where they will not accept energy so they stay on the plates. With the plates clean, the AC Solarizier keeps the battery operating at peak efficiency. For more information, contact 1-800-680-7584.
Safety Storage, Inc. announces a new line of standard shelving, separation walls, and other interior furnishings for use in hazardous materials storage buildings and lockers. Safety Storage shelving provides convenient storage, handling, and use of bottles, buckets, bags, and boxes of dry and liquid chemicals and hazardous materials. Shelving is available in flat or spill containment configurations. Separation walls are available for applications where incompatible materials are to be stored in the same building or when it is desired to separate different types of storage and work areas. Shelving and separation walls are fabricated from heavy-duty sheet steel protected by a durable chemical resistant coating. Stainless steel units can be supplied when highly caustic gases are stored, handled, or used. For more information, contact 1-888-474-6348.

Typar Turf Blankets speed the germination and growth of turfgrass making them excellent for golf courses and any area where it is important that turf grows quickly and maintains itself. Typar Turf Blankets are porous to allow sunlight, air, water and nutrients, all essential to turfgrass health, through. For more information, contact 1-800-455-3392.
New Garber spreader

The Garber Seeder Co. introduces a new 3-point hitch spreader. The spreader allows applicators to make short turns without danger of cramping the hitch and converts to a pull-type spreader with its detachable 3-point hitch. Units come in 180- to 360-pound sizes and are made with a heavy-gauge, all-welded steel body and cast-iron axle bearings. For more information, contact 1-800 613-4860.

ZeroTol gets after fungus

ZeroTol algaecide/fungicide for professional turf care is a newly EPA registered product for the broad-spectrum treatment and control of algae, fungi and bacteria on turf and other plant material. ZeroTol's patented chemical technology provides non-residual disease control and treatment for all varieties of turf grasses. Using an oxidation reaction, ZeroTol quickly and effectively kills algae, fungi, bacteria and virus on contact. ZeroTol can be used in the most sensitive environmental areas, including wetlands where residual runoff is a concern. ZeroTol is labeled for the treatment and control of algae, fungi and bacteria on turf. For more information, contact 1-888-273-3088.

Keep things trim with Trimmit

Zeneca Professional Products introduces Trimmit plant growth regulator for turfgrass. Trimmit, with the active ingredient, paclobutrazol, slows grass growth for up to two months after application while enhancing turf color and quality. The frequency of mowing may be reduced by up to 50 percent. Trimmit also reduces the potential for scalping. Trimmit is an effective tool because it reduces growth and competitiveness. When combined with a nitrogen fertilizer, Trimmit provides improved and extended fertilizer performance for up to eight to 12 weeks while improving turfgrass quality versus fertilizer alone. Trimmit is available in a one gallon container. For more information, contact www.zenecaprofprod.com.

Luxacote on the scene

LUXMARK LLC is producing Luxacote - a controlled release fertilizer. Luxacote is a urea prill coated with phosphorus, potassium and micronutrients that will give continuous feeding of N-P-K and micronutrients for up to 120 days. For more information, contact 270-236-4385.

TURF AND SEED

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Golf Club at Westcott Plantation  
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"For us, I really believe the big benefit is the auction site. It's a good way to get movement on products you don't need anymore."  
-Frank Creasy  
Contract Manager  
York Distributors  
Linthicum Heights, MD

"Greentrac brings business from all over to your doorstep. It's like having a solid salesperson on the road, only with no gas expenses."  
-Di Kendzik  
PTS Turf Products  
Independence, MO

"It's made it easier and faster to purchase equipment. I just purchased a long core aerifier. I put down what I wanted, got competitive bids back, and took the one I wanted. It's definitely a timesaver."  
-Mark Colombo  
President  
Mark Colombo  
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**Management**

**SunCor Golf to offer management services**

**BY ANDREW OVERBECK**

**PHOENIX, Ariz.** — After nearly two decades of managing courses developed by its parent company, SunCor Development Co., SunCor Golf is planning to expand operations and offer golf management services to courses in the Southwest.

“We have pretty much stayed within our own business line for many years, but the time has come to grow,” said Tom Patrick, vice president of golf operations for SunCor. “We believe the time is right now to start moving into golf management.”

Patrick plans to develop SunCor Golf’s management team with the help of corporate staff. “We have a philosophy that we can do it ourselves,” he said. Instead, Patrick is emphasizing training and working with existing staff at the new clubs. This strategy will be tested at Phoenix’s Club West Golf Club in which SunCor Golf purchased the controlling interest this past August.

“At your next business meeting, do some retraining. Ninety-five percent of the staff is staying,” he said. “We usually find that most places have really good people, but they just lack direction and need some training. It is really not that difficult.”

SunCor Golf will continue to build one or two courses per year, said Patrick. “We just finished Coral Canyon Golf Club in St. George, Utah, and we start construction at Stoneridge Golf Course in Prescott this month,” he said. Patrick also expects that the company will add only one or two management contracts a year. “We want to be able to do a first-class job,” he said. “And I don’t think you can do that if you grow too quickly.”

SunCor Golf will focus mainly on the Southwest but will not rule out other opportunities. “We will look at Mexico and possibly the Orient,” said Patrick. “We will go elsewhere, but it has to be the right situation.”

**BRIEFS**

**INTRAWEST NAMES MCLAUGHLIN**

**PHOENIX, Ariz.** — Intrawest has appointed James J. McLaughlin to this position he will be responsible for identifying Canadian development and director of business development. In strategic objectives of golf management.

McLaughlin has served as director of the Canadian Golf Tourism Alliance as well as on the board of directors of PGA British Columbia. Previously he was vice president and general manager of golf operations for Westbld Holdings.

**EGOLFCAPITAL.COM LAUNCHES**

**HOUSTON** — Egolfcapital.com, a vertically integrated finance organization offering global financing of golf course capital equipment and golf course projects, is open for business. The company provides golf industry buyers with a turn-key, fully integrated package of project financing, capital acquisition and off-lease equipment disposition. The company is actively providing financing in the areas of golf cars, maintenance equipment, Global Positioning Systems technology providers and project financing. A website for online e-financing will be rolled out in the near future.

**DORAL GOLF RESORT HIRES TWO PROS**

**MIAMI** — The Doral Golf Resort and Spa has named two new head professionals to manage all five golf courses and tournament activities. Scott Davey will work with membership and events and will oversee course assistance personnel and golf shop operations. Andy Green will oversee golf tournament office operations, outside staff and driving range operations.

**CLUB CAR SIGNS WITH INTRAWEST**

**AUGUSTA, Ga.** — Club Car has entered an exclusive five-year national account agreement with Intrawest Golf. Intrawest, which owns and operates twenty golf courses, also develops and operates village-centered resorts in cold and warm weather destinations such as Blackcomb Ski Resort and Sandestin Golf and Beach Resort. The agreement calls for Club Car to provide golf cars, utility vehicles and guest transportation vehicles to Intrawest resorts. Club Car will also provide training and marketing support to the Intrawest Golf Group.

**INTERNET VENTURE STREAMLINES INTER-CLUB ‘RECIPROCITY’**

**DALLAS** — Reciprocal privileges, which permit a member of one club to use the facilities of another, enjoy a long history among private clubs. Processing charges for a member of one club at another club, however, has often been an accounting hassle. A startup called RecipNet promises to make things lot easier.

Dallas-based RecipNet, utilizing Internet technology, allows clubs to not only verify a visiting member’s home-club status instantly, but also be paid for that guest’s expenditures within three business days.

The company, which has raised $1.6 million in equity financing, was slated to go operational Oct. 1.

"Under the old way of doing business, just getting reimbursed for reciprocal charges could literally take months," said RecipNet founder and CEO Don Williams.

"Our system pays those charges directly through to the guest’s home-club master RecipNet account. The guest’s home club then bills its member just as though the charges were made right there at the home-club master RecipNet account.”

Continued on page 31
IRS close to depreciation ruling

By ANDREW OVERBECK
WASHINGTON — The Internal Revenue Service (IRS) is close to releasing a preliminary decision on the National Golf Course Owners Association’s initiative to update the tax code to allow golf course owners to depreciate greens, sand bunkers and tees.

The NGCOA, working with national accounting firm KPMG, provided additional technical and factual information to an IRS panel during a two-day meeting in late July.

“It does appear that an administrative resolution may be attainable if specific golf course land improvements can be distinguishable from other land improvements as a matter of their construction and content and if a useful life can be demonstrated,” said Bill Ellis, a KPMG partner handling the action.

In light of this criteria, fairways were removed from the industry’s request for resolution.

“What we had to recognize was that the question, ‘Can you depreciate land?’ is a very touchy subject with the IRS because other groups are trying to depreciate land,” said Ellis. “We can distinguish golf course improvements such as greens, tees and bunkers as being constructed because those include multiple layers of materials, drainage, and so on. It is harder to argue that the cost of putting in topsoil and turf should be eligible for depreciation because it still represents land.”

Drainage and irrigation systems underneath fairways may be depreciated under current law.

Although many of the IRS officials are not golfers, Ellis is hopeful that the presentations brought them up to speed on the construction processes and the nature of golf course components. “They understand and appreciate factually our positions,” he said. “Before, they would just look at a golf course and see land.”

The current tax code made sense prior to 1960, according to Ellis, because at that time most courses were nothing but push up greens or natural soil. However, as the industry has changed so have the construction methods, and that is what brought expanded depreciation into play. Currently, only cart paths, drainage and irrigation are eligible for depreciation.

The potential financial benefit to golf course owners if the rules are changed is huge. “We are talking about no depreciation versus a tax benefit,” said Ellis. “Over the 15-year depreciable life of the asset, the tax benefits will have a value of five to 10 percent of the total construction cost of a golf course.”

Ellis also pointed out that since this is a factual change, not a change in law, the expanded depreciation rules would apply to courses new and old. “Courses that have not claimed depreciation should be able to start claiming depreciation,” he said.

By the end of the month Ellis expects a preliminary response from the IRS. The industry will have the opportunity to review and discuss it before the ruling becomes public.

DORAL GOLF
Doral Golf, an affiliate of Meristar Hotels & Resorts, was inadvertently omitted from the management company chart that appeared in the June 2000 issue of Golf Course News.

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Poco Diabo Resort, Sedona, Ariz.
Redfish Point at South Seas Resort, Captiva Island, Fla.
Serenoa Golf Club, Sarasota, Fla.
The Dunes Golf & Tennis Club, Sanibel, Fla.
Toftrees Resort Golf Course, State College, Pa.
Golf Partners ready for action

BY ANDREW OVERBECK

SCOTTSDALE, Ariz. — Pooling the extensive experience of four golf industry veterans, developer and management expert Marvin French has established Golf Partners Worldwide LLC, a firm that will consult and manage golf course projects from start to finish.

Golf Partners has a depth chart that any National Football League team would kill for. The firm includes business and real estate lawyer Steven Zavodnick, hotel administrator and real estate broker John Miller, Master Greenkeeper and agronomist Gary Grigg, and golf course and association consultant Edward Gowan.

French anticipates that the renovation market will begin to expand. "With all the new product out there, a lot of the product needs help," he said. "There is a lot of renovation potential. There are a lot of good courses out there that need just a little attention to keep up."

French expects that much of this renovation work can be done in-house. Gary Grigg, who has been involved in the construction and grow-in of more than two dozen golf courses, is looking forward to working on these projects.

"My role will be as an agronomist..." Continued on page 37

The company will focus its efforts on managing a golf course project from day one all the way through to opening day. "We would like to find a developer that says 'find the pieces and manage the project through the development process,'" said French.

TSC Golf

(Continued from page 29)

However, cost savings is not the only issue.

"As courses are getting closer and closer to each other in terms of playability and high maintenance standards, the gap between high- and low-end courses has narrowed," Childers said. "To survive, customer service has to be a priority. This means that there must be individual training for each segment of the operation, from the bag drop to the pro shop to the first tee."

At Rolling Hills, TSC's first move will be to bring course maintenance back up to speed. "We are on a six-month plan to get the agronomic practices back up, improve weed control and purchase better and new equipment," said Childers. In addition, the clubhouse and grounds will get a facelift and the course will get new golf cars. At Myrtle West, clubhouse renovations are planned along with some minor changes on the golf course.

Despite the competition, Childers feels Myrtle Beach is still a strong market. "The increase in the number of accommodations being built in the area, combined with the slow down of courses being built, means that we are in a catch up period and the growth is filling out," he said.

Outside of Myrtle Beach, TSC is managing three other projects through design and construction. One is in the Dallas area and the other two are in Virginia. Construction at each site is due to begin later this fall or early this spring.

Golf Course News News

Goossen's New Turf Glide design provides a unique one-pass aeration process that leaves a smooth, playable surface.

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The Core wheel extracts the plugs while Turf Retainers hold the remaining turf in place. Then counter-rotating flails pulverize the cores while the powerful vacuum fan lifts thatch into the hopper and leaving the soil behind as a top soil dressing.

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BRIEFS

LEBANON APPOINTS WESTERDAHL

LEBANON, Pa. — Lebanon Turf Products has appointed John Westerdahl to division sales manager for the newly developed Western U.S. sales region. Westerdahl brings more than 15 years of experience in the turf industry to his position as manager of sales west of the Rockies and Southeast Asia and Pacific Rim markets.

RIVERDALE PROMOTES CASEY, CLARK

GLENWOOD, Ill. — Riverdale Chemical Co. has promoted Sean Casey to the position of national sales manager for the newly developed Western U.S. sales region. Riverdale has also promoted Curtis Clark to the position of business development and market manager. Casey, who has been with Riverdale since 1998 as the company’s key account programs with Scotts Co. and TruGreen ChemLawn. Casey has been with Riverdale for more than 10 years and most recently held the position of manager, formulator business. Riverdale has also promoted Curtis Clark to the position of business development and marketing manager. In his new position he will be responsible for developing alliances and business partnerships with other manufacturers. Clark has been with Riverdale since 1998 as the company’s marketing manager.

PICKSEED BRINGS IN BURNS

TANGENT, Ore. — Pickseed West has appointed Tom Burns to the position of vice president international sales and market development. Prior to this appointment Burns was international sales director of Agribiotect. His international experience in the seeds industry enables Burns to assume the offshore commerce of Pickseed West. This includes extensive marketing in China, Japan, Australia, Korea and many of the registered varieties in western and central Europe and Scandinavia.

SEED RESEARCH ADDS JUNK, DUNN

CORVALLIS, Ore. — Seed Research of Oregon has appointed Bill Junk as managing director of sales and Bill Dunn as managing director of product development and production. Junk will direct sales development in the United States and Canada.

GolfGM.com enters the e-commerce fray

BY A. OVERBECK

WEST SACRAMENTO, Calif. — The golf course industry’s rapidly expanding business-to-business (B2B) marketplace has grown yet again with the Sept. 15 launch of GolfGM.com. While GolfGM founder and president Chris Soderquist admits that the market is quickly becoming crowded and consolidation is imminent, he remains bullish on the potential of the golf market.

“There are 16,500 courses, 2,000 off-course retail shops and 1,700 practice facilities in the United States,” said Soderquist. “We aspire to be a one-stop shop for superintendents, golf pros and club managers.”

GolfGM, which is owned by e-venturables, a business incubator for Internet start-ups, launched as a business-to-consumer company selling golf merchandise. “We started as Netpar,” said Soderquist. “But that space filled quickly with competitors so the company never got off the ground.”

However, when one of the golf professionals who was working with the company pointed out that pro shops could benefit from a B2B site, Soderquist began to investigate. In a survey of 35 golf course managers, he found that 94 percent felt that an electronic marketplace would be extremely useful. Sensing an opportunity, Soderquist decided to launch GolfGM.com.

The set up: GolfGM.com will work like many of the other Internet sites specific to the golf course industry. The catalog service features a “click and buy” online listing of golf supplies. The request-for-proposal (RFP) service allows buyers to participate in a reverse auction and get price quotes from multiple suppliers and manufacturers. There also will be an exchange that will allow courses to sell used and excess inventory.

In addition to the commerce portion of the site, GolfGM will also feature news, weather, chat and job posting.

Continued on page 34

Becker Underwood acquires MicroBio

AMES, Iowa — Becker Underwood Inc. has purchased U.K.-based MicroBio Group. The acquisition includes the exclusive production and marketing rights of all MicroBio bio-fertilizers and bio-pesticides for the professional turf, agriculture and greenhouse markets.

“This acquisition further underlines Becker Underwood’s strategy that combines organic growth of internal product development with key acquisitions of companies, technologies and selected brands for the turf and ornamental market,” said Roger Underwood, president. “MicroBio brings proven bio-solutions to our product offering. We will utilize their production facilities in England and Canada to continue to provide the highest quality products.”

Headquartered in Whittlesford, England, MicroBio is an international developer of natural disease solutions to pest and disease problems. The company was formed in 1983 and has production facilities in Saskatchewan, Canada and Littlehampton, England. It specializes in the discovery, scale-up fermentation and formulation of living organisms, which offer growers the opportunity to reduce the use of chemical and mineral fertilizer sources. MicroBio products are based on naturally occurring micro-organisms that help to maximize yield and protect plants from pests and disease. The company consists of three business units including rhizobium innoculants, nematode bio-pesticides and a new product group.

MicroBio’s product line includes the following brands:

• HiStick – a rhizobium inoculant that increases yields in legume crops by fixing atmospheric nitrogen and making it available to plants.
• Nemayas – a bio-pesticide for insect control in greenhouse, nursery stock and specialty crops.
• MBA 600 – a novel strain of bacteria that stimulates plant growth and suppresses a number of plant fungal pathogens.

Tyler expands fleet

ELWOOD, Ill. — Tyler Enterprises has expanded its high-precision, custom fertilizer application system for golf courses, by adding a third applicator truck to its fleet.

"Customer satisfaction and demand for our custom fertilizer application system has been extraordinary," said Bruce Jasurda, chief operating officer. "When we introduced the system last October, we worked very hard to incorporate the specific design and engineering features that superintendents told us were lacking in other applicator trucks. We have added two more complete systems in less than a year."

The proprietary Tyler system is an integrated unit which arrives at the customer’s site allowing a single visit, all course, fertilizer application. To ensure maximum fertilizer coverage on all types of golf course terrain, the applicator truck features a low, seven-foot, ten-inch profile for difficult applications under trees. The adjustable spread width of 26 to 70 feet, provides flexible precision application capabilities for each specific hole and course.

Equipped with uniquely designed Goodyear turf tires, the applicator truck displaces only 20-25 psi when fully loaded, lighter than most conventional golf course maintenance equipment.
CEDAR FALLS, Iowa — Standard Golf Co. has begun construction on a 30,000-square-foot addition to its existing 75,000-square-foot manufacturing facility here. The project, which includes a state-of-the-art powder coating system, is estimated to cost between $2 to $2.5 million and is expected to be completed in February 2001.

The new system offers a long-lasting and environmentally friendly finish and since the powder contains no harmful solvents it can be used without pollution control equipment. "By adding more space and updating manufacturing equipment we are positioning ourselves to serve the golf industry for many years to come," said Peter Voorhees, Standard Golf president.

The expansion will also significantly add to storage space at the facility. "GolfGM's development has focused solely on the needs of buyers and suppliers," said Soderquist. "As the site matures and evolves the buyer will be able to go to one site and compare products and buy from multiple vendors. Vendors will have an e-commerce channel to compliment sales activities, saving them the cost of building a full-functioning e-commerce presence."

While the site will focus primarily on commodity items such as seed, chemicals, golf shirts and food and beverage products, it will also help facilitate larger transactions. "I don't think anyone is going to go into the catalog and buy a $30,000 mower, but the RFP and exchange service will give buyers and suppliers an ability to talk to each other," said Soderquist.

The company is ramping up business development and will first go after the suppliers and manufacturers. "We have zero suppliers and zero golf course customers signed up," said Soderquist. "But we are developing the site so that we can show suppliers and manufacturers how everything works."

Soderquist acknowledges that the market segment is changing rapidly and the challenges are many. "One, we have to get suppliers on the site and show that we add value," he said. "Two, we are not going to change the way the industry does business. The Internet will not replace personal relationships. But we can complement them and improve the way business is done."

The pressures of consolidation will also be a factor according to Soderquist. "There will be a shake out in the next six to 12 months," he said. "Some startups are going to run out of money. It may happen to us, or it may happen to our competition."

In the meantime, time is of the essence. "We have the people, the idea, the processes and the capital," said Soderquist. "The one thing we can't control is time. We just need to keep our focus and run like a fleet of gazelles."

The two companies are also developing software and hardware that would bring the ProLink technology to turf maintenance equipment. "ProLink will be working with the product management of turf vehicles and looking at applications that will help superintendents improve efficiency and equipment utilization," Robson said.
Simplot deals

Continued from page 1

fairway fertilizers to its product line. How we integrate those products is being looked at right now, said Whitacre. "But we are committed to continuing Lange-Stegmann's customer base and distribution network."

The acquisition by Simplot T&H marks the end of Lange-Stegmann's nearly 70-year run in the professional turf business. "We really enjoyed the turf business and we are proud of our accomplishments," said Mike Stegmann. "We are confident that we could continue to grow the business but at the same time you see the industry tightening up with fewer customers and fewer suppliers. It does leave you with some questions about the access to proprietary active ingredients in the future. So there are some uncertainties. It wasn't the fear of those that caused the decision, but they were a contributing factor."

Stegmann will remain with the company through the transition process and does not rule out future involvement with Simplot T&H. "There might be some other things that we are involved in," he said.

INTER-MODAL EFFICIENCIES

Lange-Stegmann's production facilities and inter-modal infrastructure give Simplot T&H an efficient and instant entry into the heart of the country. "The economics of barges is phenomenal," said Whitacre. "We have the raw products sitting right there in these huge storage facilities, so we don't have to duplicate those facilities. We can just haul it across the street."

According to Stegmann, having access to the inter-modal facility brings cheaper shipping costs. "For a run from New Orleans to St. Louis, a barge costs five dollars per ton, while rail costs $20 per ton. That is a dramatic cost savings," he said.

Simplot T&H will also be making improvements at the production facility. "We had an engineering crew in last week," said Whitacre. "And we will upgrade the facility for increased capacity and various quality enhancements."

Whitacre also said that the company would be looking for similar locations in the East and possibly the Southeast and Texas. "Our interest is to build the infrastructure we need to become a national distribution company," he said.

LANGE-STEGMANN'S FUTURE

Lange-Stegmann will retain its agricultural and inter-modal business and will be starting up a company called Agrotain International.

"Agrotain is an active ingredient that causes regular urea to act in a very different way and it can be an extremely efficient source of stabilized nitrogen which in some ways competes with slow release fertilizers," said Stegmann. "It has applications in both turf and agriculture so we hope to stay close to the turf business through Agrotain."

EXPANDING THE POLYON DEAL

At press time, Simplot T&H was also close to signing an expanded agreement with Pursell Technologies Inc. (PTI) to market POLYON controlled-release fertilizer in all of its professional turfgrass fertilizer products in the majority of the Midwest and eastern United States.

"We are very interested in using POLYON under our label on almost a national basis," said Whitacre. "POLYON will be our coated controlled-release nitrogen that we will use in our Simplot-branded products."

"This deal matches up their direct selling machine with our technology," said PTI president David Pursell. "So we don't have to ramp up and put 150 sales people in the field. This allows us to focus on cutting-edge capital resource things such as our FarmLinks project and controlled-release pesticide research."

Previously, Lange-Stegmann had been PTI's Midwest POLYON distributor and Turf Partners (which Simplot T&H also bought out) was its distributor in the East.

"Simplot has been rolling up some companies and one good thing that has worked well for us is that we have not had to go cut anybody off, because Simplot is buying our existing relationships," said Pursell.
design, and a club professional who may have been supervising play at the time of the accident.

A partner in the Manhattan law firm D'Amato & Lynch, where he heads up the casualty defense department, Lang has represented golf courses in liability lawsuits.

In his article - "Lawsuits on the Links: Golfers Must Exercise Ordinary Care to Avoid Slices, Shanks and Hooks" - he warns that the risk of injury is greater today than ever. Regions of new golfers, intrigued by the Tiger Woods phenomenon, have taken up the game. Some three million Americans tried golf for the first time last year, he said.

"Given the increased number of golfers," Lang writes, "now typically armed with technologically advanced multi-metal woods, iron promising to produce explosive power due to revolutionary breakthroughs, and with minds crowded with diverse 'swing thoughts,' crowded golf courses can give rise to potential liability for personal and property damage that may be the result of the seemingly inevitable off-line shot."

**ACCIDENT RATE GROWING**

The actual number of personal-injury lawsuits filed against golf clubs or players is unknown. "I looked into that," Lang said. "A lot of them are settled through insurance coverage. I did find, however, that there are more and more incidents on golf courses now, and people are taking them more seriously."

Given the highly litigious nature of our culture, he added, the instinct is to file suit. "The feeling people have is that, 'I'm not really suing you, [the player/defendant], I'm suing your insurance company, or the club, or the course. Someone should pay for my medical bills, for my pain and suffering.'"

Most courses have insurance coverage for this kind of action, Lang said, but golfers would be wise to have their own coverage. "In a general sense, I always encourage my clients to have an umbrella policy, because you don't know what some cases to lose your house, all your savings. So people ought to have umbrella coverage. It doesn't cost that much."

**NEGLIGENCE HARD TO PROVE**

In Lang's lengthy essay in the NYSBA Journal, he explores case law surrounding golf course mishaps and liability. "Given the increased number of golfers," Lang explains, "the injuries may be the result of the seemingly inevitable off-line shot." "Swing thoughts crowded golf courses can give rise to potential liability for personal and property damage that may be the result of the seemingly inevitable off-line shot."

**THE MULLIGAN MENACE**

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To reserve space in this section, call Jean Andrews, 207-925-1099

Golf Partners
Continued from page 31

and as a consultant,” said Grigg. “Whether it be helping someone build a maintenance facility or helping someone renovate or grow in a golf course, I have always enjoyed that more than golf course maintenance.”

As Golf Partners gets off the ground, French rules nothing out. “We will look at anything,” he said. “Ownership is a possibility if it is the right situation – none of us wants to be tied to one piece of property.”

“As far as new projects go, the strongest market is in the Northeast. An owner that can put a project together up there is going to have a full golf course. We also will be exploring our international contacts and opportunities.”

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</thead>
<tbody>
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<th>Page</th>
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<thead>
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</tbody>
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<table>
<thead>
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<th>Page</th>
<th>Phone</th>
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<tbody>
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<th>Page</th>
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</thead>
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<thead>
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