

GOLF COURSE NEWS

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PRESERVING CALIFORNIA'S NATURAL SPACE

The new Tom Fazio-designed Preserve Golf Club, high in the hills above Carmel, has created a fund to protect 18,000 acres of open space. The project is an example of the way in which golf development and land conservation can coexist without public funding. See story page 14.

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COURSE MANAGEMENT

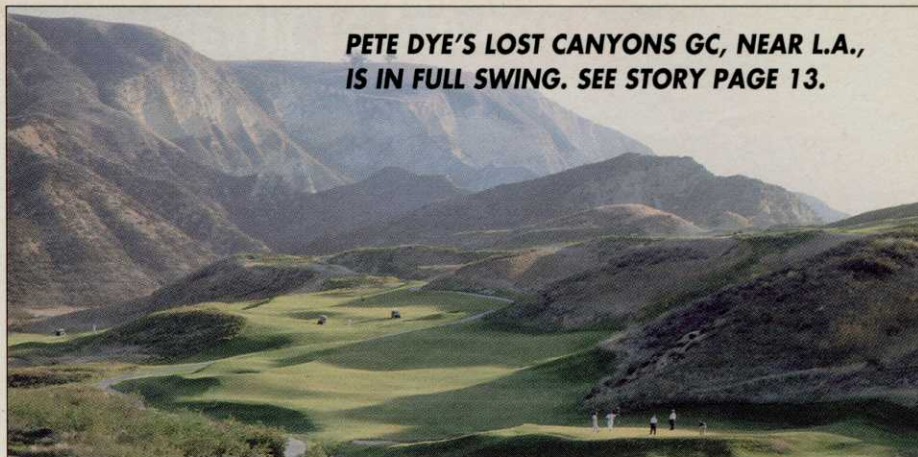
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PERIODICAL

PETE DYE'S LOST CANYONS GC, NEAR L.A., IS IN FULL SWING. SEE STORY PAGE 13.



Superintendents tapping foreign labor force

By JOEL JOYNER

LAKE OZARK, Mo. — With the golf season fast approaching and labor markets still tight, superintendents everywhere are scrambling to find maintenance workers. Some are even pulling in help from abroad.

John Anderson, director of golf and grounds here at the Club at Porto Cima, will be relying again this year on Practical Employee Solutions (PES), a Dallas company that provides labor out of Jamaica. Last year, 12 of his maintenance staffers came from the Caribbean island nation. This year he's bumping the number to 16.



"They were very eager to learn and very easily trained," he said. "I'm really looking forward to this year because I'm supposed to have most of them back."

Housing, transportation and schedules were all considered before the migrant help arrived. "Local transportation was all done by bus," Anderson said. "We leased some apartment units, and they paid their own rent. We knew how many were arriving from the start, and it was very well organized."

Initial start-up of the program may be challenging. "I know it's a pretty lengthy process sponsoring them on a work permit deal," he said. "But some were processed a lot quicker this season, especially the ones returning."

JAMAICANS' STRONG WORK ETHIC

The Club at Porto Cima is one of three courses in the

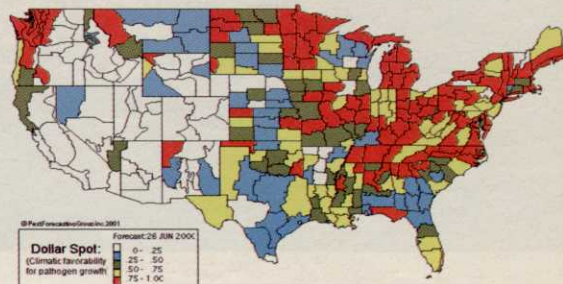
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Syngenta Web site to predict pest outbreaks

By ANDREW OVERBECK

GREENSBORO, N.C. — Syngenta has partnered with Warrenton, Va.-based Pest Forecasting Group Inc. to launch an exclusive Internet site providing risk forecasts for diseases and insects. The site, www.turfpestoutlooks.com, was unveiled at the GCSAA Show in February and at press time was scheduled to be rolled out to end-users in late March.

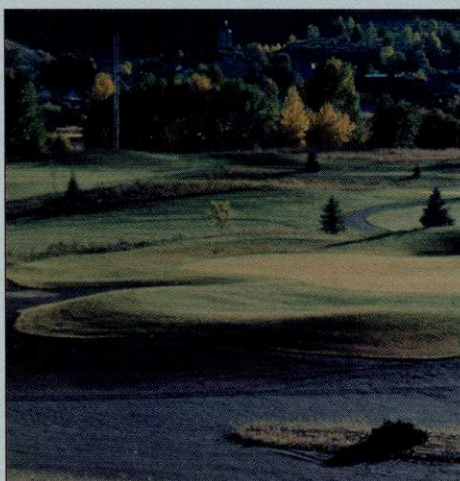
PFG, which began working with Syngenta (then



Novartis) in 1997, has developed proprietary software that crunches weather data from the National Oceanographic and Atmospheric Administration and compares it to disease and pest models that it has devised to create detailed forecasts. The nationwide forecasts are scaled down to provide information on 344 climate districts.

While the site will eventually include information

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The seventh hole at Old Works GC in Montana will be replicated at Bear's Best Las Vegas.

ClubCorp to unveil 'Bear's Best' concept this fall

By JAY FINEGAN

LAS VEGAS, Nev. — The first of what could be many Bear's Best courses is slated to debut here Nov. 1, marking ClubCorp's entry into the world of "branded" golf.

The Bear's Best concept is a joint venture between ClubCorp, of Dallas, Texas, and Golden Bear International, of North Palm Beach, Fla., a company controlled by

Jack Nicklaus and his family.

The idea is elegant in its simplicity. Nicklaus selects some of his favorite holes from the nearly 200 courses he has designed, and 18 of them are combined into a single layout.

Bear's Best Las Vegas, under construction 20 minutes from the famous casino "strip," will present holes primarily from Nicklaus designs in the

Continued on page 23

Bentgrass dead spot detected in 14 states

By JOEL JOYNER

LINCROFT, N.J. — It's difficult to identify. It attacks young turf. Recovery takes weeks. Little is known about how maintenance practices affect its development. Superintendents dread this turfgrass disease known as bentgrass dead spot, first identified in 1998.

Currently, bentgrass dead spot (BDS) has been discovered in 14 states from Illinois and Texas to New Jersey and the Carolinas. "Once it's there on the turf, it kills it and nothing comes back," said Jeremy Schaefer, assistant superintendent here at the Charleston Springs Country

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Golf Matrix

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in its "Carolina Collection" to six. It also recently signed a management contract for the new Jim Lipe-designed course that is being built in Alexandria, La. as part of the economic redevelopment of the closed England Air Force Base.

Golf Matrix also is involved in course ownership. In November, the company broke ground on its newest project, The Golf Club of Louisiana, in Shreveport. The Jack Nicklaus signature design is scheduled to open in spring 2002 and work will be directed by construction and development vice president Barton Tuck.

DEVELOPMENT DEALS BECOMING SCARCE

Development deals like the one in Shreveport are becoming more and more scarce said Bocks.

"We have some unique things going on with the home builder partner," he said. "There were a lot of enticements to make the deal."

The homebuilder agreed to give Golf Matrix free land for the course, a subsidy for Nicklaus' fee and a one-third interest in the profits of home sales.

"Two years ago, I'd be lucky if I got the free land," said Bocks. "These days it takes a perfect situation like this one and the home builders know that."

As a result, Bocks doesn't see a lot of development deals on the horizon.

"I don't see us developing more than one course a year for the next couple of years," he said. "There are not a ton of people jumping to finance new golf projects right now."

TARGETING THE SNOWBIRDS

When acquisitions and development opportunities present themselves, Golf Matrix will look to add facilities in the upper Midwest and the Southwest. In the meantime, the company aims to acquire management contracts in these target areas as well as in the Southeast and mid-Atlantic regions.

"We are looking at getting into the northern Midwest and the Southwest," said Bocks. "There is a tremendous opportunity to build a brand up there so that in the winter if someone comes to Scottsdale they can play a Golf Matrix facility and know that they are going to get the same service and programs that they are used to getting. It would also help to steady out our cash flow." ■

GOLF COURSE NEWS

ClubCorp building first Bear's Best in Las Vegas

Continued from page 1

Southwest. Bear's Best Atlanta, scheduled to open in spring 2002, will feature 18 holes mostly from eastern states. But Nicklaus couldn't resist picking two holes from Scotland, and one each come from England and Ireland. For the finishing hole in Atlanta, he went with number 18 at Castle Pines Golf Club, in Colorado.

QUEST FOR EXACTNESS

Each hole will be an exact copy of the original, down to the tiniest details, based not only on original plans but on "as built." "Jack makes a lot of changes in the field as he's building a course," said Dave Richey, ClubCorp's senior vice president of development and the program's prime mover. "To make sure we're replicating

today's hole, we sent a survey team to each of the holes Jack picked. We did a GPS survey of the entire hole, down to 20-foot grids. Then we had photos taken from all angles and loaded everything into the computer. So the shapers have a very good depiction of the current golf hole."

The fanatical quest for accuracy doesn't stop there.

"We want to make sure that the shot values and the playing environment are replicated," Richey said. "We can't do everything the same outside the playing area. Castle Pines has 5,000 pine trees around each hole. We can't do that in Las Vegas. But if there are trees that are part of the playing strategy of the hole, they will be there."

"At the eighth hole at La Paloma, Continued on next page

Golf Course Owners: Please accept our apologies.

Many of the 1200 Ty-Crop MH-400 customers world-wide are reporting improved playing conditions, lower operational costs, and increasing profitability (more people are coming to play at their courses). But worst of all, grounds crews are saving on average over 1100 hours each year and they're struggling to manage all of this extra time (not!). We're really sorry about that.



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Bear's Best

Continued from previous page

in Tucson, there's a large cactus that sits inside one of the bunkers," he said. "That's the 13th hole at Bear's Best Las Vegas, and that cactus will be there."

NO BEAR SIGHTINGS

The Golden Bear himself never actually walked the Las Vegas site, nor the one in Atlanta. Richey has been impressed

by Nicklaus' fluency in reading topography.

"Jack can just look at the topo and tell his staff, 'Go pull out number five from Desert Mountain, the Geronimo Course. I'll bet you that will fit right in here.' And sure enough, 80 percent of the time they worked," Richey said. "We missed on some and went back to the drawing board, but most of those were due to wetlands and buffer zone issues that came up in

Atlanta. For the most part, the Vegas holes all worked.

"We also had to make some adjustments because of elevation," he added. "On the Vegas course, we're using the seventh hole from the Old Works Course, in Anaconda, Montana. It sits at something like 5,000 feet. That hole worked there because the ball flies farther at that altitude, but it was too long for Arizona. So we just brought up the back

tees 10 or 15 yards."

STANDARDIZATION DEEMED VITAL

A Nicklaus design associate, Frank Henegan, is the on-site project manager to make sure the holes flow smoothly. The overall managing director of the Bear's Best project is Richard Ellis, a 25-year ClubCorp veteran currently morphing out of his position as general manager at Gleneagles Country Club, in Plano, Texas.

"We're putting one manager over all of them because this is a branded product," Richey said. "It's critical that everything be standardized at all locations, and we envision a managing director possibly managing four or five of these. He'll handle the big picture, and local staff will run the operations."

Weitz Golf International, headquartered at Golden Bear Plaza in West Palm, is building the courses and clubhouses.

BUILT FOR CORPORATE OUTINGS

Although every Bear's Best course will be public, the target market is not the normal daily-fee player.

"The courses are intended to be corporate entertainment sites," Richey explained. "They will cater to larger groups who need four tee times, or 12 or 30, who want to have an outing any day of the week at any time."

"We're going to get up every day with the attitude that every green has to be cut first thing in the morning, because we have a shotgun start every day," he added. "The cart paths are double wide at every tee, because when you put on an outing, typically you have to pass by other groups and you're always off onto the grass, wearing it down."

Beyond that, the practice ranges will have a huge number of hitting areas to accommodate large groups. The carts will come equipped with GPS systems, and tournament scoreboards will help players keep track of the competition.

"Everything has been thought out," Richey said, "down to how we handle them when they come off the course. We'll be hosting outings of 140 people every day, and twice a day if we need to. The clubhouses will have indoor and outdoor pavilions, each for 150 people. Right down to food and beverage, it's all been planned."

GOING FOR CONVENTION TRADE

Richey selected Las Vegas for his prototype due to the city's huge convention trade. Atlanta, he points out, has a strong base of *Fortune* 500 companies. As to future locations, he mentions Los Angeles, Dallas, Orlando and the Washington, D.C. area.

"As we learn our way through this, we're going to find the key to go to the next tier of cities, more regional in nature," he said. "It might be a San Antonio, maybe a Chicago. We'll start at the top of the market, where we know a lot of companies are looking for this, and then try to decide if it will work at the next level. There's no cap on the number that could be built."

ClubCorp and Golden Bear International will jointly own the real estate and the golf courses. "It's intended to be a long-term relationship with Jack and his family," Richey said. ■

Landscape architecture by Toscanini.
Ornamentals by Monrovia.
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