No carts allowed
New private Nicklaus course in Sonoma County is restricted to walkers only

FarmLinks breaks ground
Pursell Technologies Inc. teams with Toro Co. and other industry partners on new course project

U.S. GOLFER AVERAGES

<table>
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<tr>
<th>ANNUAL ROUNDS PER PERSON</th>
<th>AVERAGE AGE</th>
<th>INCOME (IN THOUSANDS OF DOLLARS)</th>
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<td>70.5</td>
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UpLink to align with Club Car
By A. Overbeck
AUGUSTA, Ga. — Club Car has inked an exclusive alliance with UpLink Corp. as part of an ongoing effort to add complementary products and services to its growing “solutions network.”

Old Course gets a new neighbor
By Jay Finegan
ST. ANDREWS, Scotland — The first of two new 18-hole layouts will open here in September, right across St. Andrews Bay from the Old Course of the Royal & Ancient.

Bank of America suing Golf Trust for $170 million
By Jay Finegan
CHARLOTTE, N.C. — Bank of America, acting for itself and a group of lenders, has brought suit against the beleaguered Golf Trust of America. The bank is seeking full and immediate repayment of approximately $170 million, plus late charges and attorneys’ fees.

Kip Tyler brings Salem CC back from the brink
By Andrew Overbeck
PEABODY, Mass. — As the snows and ice of winter and the torrential rains of spring began to depart from Salem Country Club back in April, revealing extensive winterkill damage, superintendent Kip Tyler shook his head wondering, “Why this year?” Then he got down to business.

Defibrillator, head pro save golfer’s life
By Jay Finegan
MANCHESTER, Vt. — Utilizing a Survivalink FirstSave defibrillator, PGA head professional Bob Stearns helped save the life of a golfer at Manchester Country Club.

GTA’s shareholders approved the company’s plan to liquidate its holdings. Under the plan, the company would sell off all of its courses for as much as $425 million and pay off creditors and stockholders over the next two years.

The 1,500-page lawsuit was filed here May 22 at the North Carolina Superior Court of Mecklenburg County. On that same day, GTA’s shareholders approved the company’s plan to liquidate its holdings. Under the plan, the company would sell off all of its courses for as much as $425 million and pay off creditors and stockholders over the next two years.

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Kip Tyler
A lot of things can happen in seven years—but *Poa annua* in my PennLinks is not one of them.

“For one, I was a younger man when I was grow-in superintendent at the OGA Members Course at Tukwila. Now, I’m married, have two dogs, a cast on my foot, our course has a beautiful new clubhouse, and we’ve had more than 300,000 rounds played on our PennLinks greens since we opened in August, 1994.

Our crew has managed to control *Poa annua* in our greens even though our public course is surrounded with hazelnut orchards where annual bluegrass thrives under the canopy of trees. To start with, PennLinks is a strong variety with good recovery from daily scars and wounds. When managed consistently with a balanced fertility program, and by aerifying in late May and mid-September—afer *Poa annua* backs off the seeding stage—we can keep the nuisance grass in check. We’ve observed that alternative spikes don’t disturb the putting surface, thus providing and ideal seedbed like steel spikes will. When *Poa annua* does occur in our greens, crew members remove the individual plants with tools we’ve adapted for the job; like a sharpened screwdriver, weed cutter, and a plugger for stubborn plants. Collars are the buffer between the surrounds and the greens, and have some *Poa annua* growing in them. I plan to re-sod the collars this year to start afresh and stop the threat of encroachment.

We’re open year ’round, and have consistently posted more than 44,000 rounds per year for the last seven years. Our PennLinks greens are cut at 0.110 to 0.115” in the summer, and raised to 0.135” in the winter. We strive to maintain country club standards with less than a country club budget.

I may not look as young as I did seven years ago, but our PennLinks greens do. Now if I could get rid of this cast and control those geese, all would be well.”

Kirk Kundrick, CGCS, Supt.
O’Meara’s first signature course opens in Ontario

KING CITY, Ontario — ClubLink Corp. has opened the Mark O’Meara Course at Grandview Golf Club in Huntsville, Muskoka, signifying the worldwide debut of the 1998 PGA Tour player of the year as a signature designer.

The Mark O’Meara Course opened for play in May, 18 months after construction began adjacent to Delta Grandview Resort. Grandview is a ClubLink “premium member club,” with access for resort guests of Delta Grandview and ClubLink’s three other Delta Muskoka Resorts. ClubLink also operates Rocky Crest Golf Club and the Lake Joseph Club in Muskoka.

O’Meara received a number of design offers after winning The Masters and the British Open in 1998, but chose ClubLink and Muskoka for his first signature course.

“I was attracted by the high quality of ClubLink and its golf clubs,” he said. “We also felt it was important that the first O’Meara design be on a beautiful piece of property. The great beauty of Muskoka - the trees, the lakes, rock and golf - make it a true golf destination.”

O’Meara worked with a Cleveland-based golf architect Brit Stenson, his design partner.

“Mark has exceeded our expectations,” said ClubLink president and CEO Bruce Simmonds. “The challenge was

Continued on page 5

Vandal to be extradited

TULSA, Okla. — Richard William Jones, charged with vandalizing Southern Hills Country Club two years ago, has been arrested and is being held in Arkansas as Oklahoma authorities plan for his extradition.

According to the Arkansas Democrat-Gazette, Jones was arrested June 9 in Holiday Island, Ark., where he was working at a golf course. He was a member of the grounds crew at Southern Hills, which recently held the U.S. Open, at the time of the 1999 vandalism that ruined eight greens on the championship course.

Jones, who reportedly did not get along with club general manager Nick Sidorakis and course superintendent John Szklinski, went on the lam soon after the vandalism occurred. Before landing in Arkansas, Jones also had lived in California and had traveled to Europe.

Oklahoma has 90 days to obtain extradition.

CottonFields GC eliminates holes

LAVEEN, Ariz. — The daily-fee CottonFields Golf Club here is cutting itself in half. The 36-hole complex is trimming down to 18 holes. On the recovered real estate, builders plan to put up 450 houses.

The development team, headed by David Beckham and Lyon Golf’s Mike Conner, worked in conjunction with CMX Design Group to select the 18 holes that will comprise a reconstituted course. No new holes will be built at CottonFields, currently closed to carry out the extensive renovations the changeover requires.

The renovation plan includes the construction of new cart paths, the planting of trees and desert plants throughout the property, and reconstruction of the course’s irrigation system. The clubhouse also will be refurbished.

The original CottonFields club, designed by former PGA Tour player Dan Pohl, opened in 1993 as Pohl Cat Mountain View. It was purchased in 1998 by the current ownership team and renamed CottonFields. It’s located just southwest of downtown Phoenix.
Fream rebuilding his own course in Singapore

By JAY FINEGAN

SINGAPORE — Globe-trotting golf architect Ron Fream has returned to Singapore to rebuild his 19-year-old Serapong Course at Sentosa Golf Club. After more than 500,000 rounds played on this private course, the owners decided it was time for a reconstruction of the entire 18-hole layout.

Fream & Dale Golfplan, of Santa Rosa, Calif., has been directing the work for more than a year. The refurbished track is scheduled to open in mid-October.

The course, which lies beside a busy container shipping port, with the downtown financial-district skyline in the background, has been popular since it opened in 1982. "Sentosa Golf Club has long been the most sought-after golf club membership in Singapore," Fream said.

The original course, built from 1979 to 1982, sits on a man-made island. Dredgers moved 3.4 million cubic yards of sand from the harbor floor to create enough terrain for the golf club. Much of where the current course sits today formerly was under 30 feet of seawater. The extensive re-hab of the course involves a new irrigation system and contour shaping and sculpturing of the sandy soil on all holes. The green at the 14th hole, a 465-yard par-4 — the longest par-4 on the course — features a rear pin position just 20 feet from the edge of the harbor.

Architects elect Pascuzzo to top post at ASGCA

COLUMBUS, Ohio — Award-winning golf architect Damian Pascuzzo, of El Dorado Hills, Calif., was elected president of the American Society of Golf Course Architects at the group’s annual meeting, held here in May.

Pascuzzo has been involved in all phases of golf course design since joining the design firm of Robert Muir Graves, also an ASGCA member, in 1981. In 1992, he became a full partner with the firm — Graves and Pascuzzo Design.

Among the courses Pascuzzo has designed and remodeled are the Paradise Valley Golf Course in Fairfield, Calif.; La Purisima Golf Club in Lompoc, Calif.; and MeadowWood Golf Club in Spokane, Wash.

As ASGCA president, Pascuzzo will focus on informing developers, golfers and the public about the value of utilizing the talents of an experienced golf course architect throughout the design and development process. He also will promote the third year of the Society’s popular Remodeling University program.

“It is a great honor to be elected president of the Society,” Pascuzzo said. “Some of the most accomplished golf course architects in the world — such as Donald Ross and Robert Trent Jones — have been ASGCA presidents, so I am proud to serve the organization.”

Pascuzzo will be joined on the ASGCA executive committee by other prominent course designers. Jay Morrish, of Flower Mound, Texas, assumes the post of vice president. Clyde Johnston, based in Hilton Head Island, S.C., takes on the treasurer’s duties, and Bill Love, of College Park, Md., will serve as secretary. Immediate past president Brian Ault, of Kensington, Md., also will serve on the committee.

Our UHS Signature Brand Fertilizer “blue line” is comprised of products with the things you’d expect, such as quality and consistency. What sets these fertilizers apart is unique technologies, added performance and unmatched value.

Our premium offering is found in the UHS Signature Brand Fertilizer “green line” bag. These products feature the best nutrient sources available and are manufactured with an uncompromising eye to consistency and performance. The green bag guarantees ultimate nutritional benefits and turf quality for your fertilizer program.

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United Horticultural Supply
Defibrillator
Continued from page 1

CPR on Rugg. Stearns administered two electric shocks that allowed Rugg to regain a pulse. When paramedics arrived on the scene, Rugg was talking and asking what had happened. The 63-year-old golfer underwent triple bypass surgery five days later. "It was kind of an interesting feeling of accomplishment," said Stearns, in his eighth year as Manchester's head pro. "I was very pleased with the way the machine worked. It basically told us what to do, and everything we had trained on actually happened."

Stearns and seven others on his staff were schooled on the FirstSave unit by Leon Andersen, M.D., a cardiologist who belongs to the club. Manchester Country Club purchased the unit in May 2000 from Softspikes Inc., the exclusive golf distributor for Minneapolis-based Survivalink.

"Everyone on the board of directors who decided to get a defibrillator is happy," Stearns said. "It's such an easy machine to use, and the investment is insignificant when you consider that we were able to save a person's life."

O'Meara
Continued from page 3

The O'Meara layout sprawls across spectacularly rugged terrain and exudes a wilderness feel with its diverse stands of trees, elevation changes, wetlands and the granite outcroppings unique to the Canadian Shield region of Ontario. O'Meara took strides to make the course challenging but playable for all abilities with wide fairways, shallow fairway bunkers and gently sloping greens.

A second 18-hole course, designed by Nancy Lopez and Curtis Strange, is planned for the 36-hole Grandview facility, located two hours north of Toronto.

The opening of the Mark O'Meara Course accelerates Muskoka's emergence as a golf destination. Deerhurst Highlands, a collaborative design between Tom McBroom and Bob Cupp, has been highly regarded since it opened in Huntsville in 1990. The McBroom-designed Lake Joseph Club was named Best New Canadian Course by Golf Digest in 1997. Rocky Crest, another McBroom design, opened last season to rave reviews.

ClubLink is Canada's largest owner, operator and developer of high quality public, private and resort golf clubs.

Survivalink FirstSave AED

"It's a truly innovative piece of equipment. With limited resources and manpower... the MH-400 allows us to do projects that I could only dream of before."

Mike Suess, GC Superintendent
Woodbridge Golf Links
North Carolina, USA

"EASY TO OPERATE"

Kelly Elbin, a Softspikes spokesman, said the Survivalink FirstSave AED carries a "suggested retail price" of about $3,000, with discounts for purchases of multiple units.

Larger facilities often buy more than one, Elbin said. "Some managers feel that they'll have one for the tennis courts, one for the pool, maybe a couple for the golf course," he said. "It can range from one for an 18-hole club to four or five being purchased for a resort facility. Age of membership sometimes also comes into play."

Similar devices are manufactured by Medtronic and Agilent Technologies. "They're all good units," Elbin said. "The only difference is that, through us, Survivalink is the only one with a dedicated group selling specifically into the golf industry."

He described the units as having two small pads with electrodes that are attached to the person receiving attention.

GOLF COURSE NEWS

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New publisher opens new era at GCN

My name is Jon Whitney, and I'm your new publisher here at Golf Course News. I make a point of saying your publisher because I believe that a publication belongs to its readers. We at GCN cannot call ourselves successful unless we consistently provide you, our readers, with news and information which helps you succeed.

The departure of founding publisher Charles von Brecht opens a new chapter for us. Charlie came on board at the start, in 1988, and did a terrific job for GCN. He's now working for Centcom Limited, the sales arm of the American Chemical Society, as eastern regional manager for 31 publications! We hope to build on the record he established here, and we wish him well in his new endeavors.

My primary responsibility as publisher is to do everything I can to deliver to you meaningful content in an attractive package, while working with our dedicated editorial staff to accomplish that mission every day and in every issue.

BUSINESS BACKGROUND
I'm a Maine native who grew up in the Yankee tradition of hard work and straight talk. I learned early on the meaning of the words "a job worth doing is worth doing well." Whatever success I may have had in my working life can be directly attributed to the culture and values instilled during my upbringing.

For 10 years, I worked in advertising sales and management for several suburban Boston newspapers. A dozen years ago I came back to Maine to start my own publishing business and, most recently, started, published and subsequently sold what is now Maine's most widely read business newspaper.

My affinity for publications dedicated to quality editorial content and design, coupled with particular attention to reader and customer service, is what brought me here to GCN.

MEETING YOUR NEEDS
As we move forward into this next phase of our publishing life, we will continue to provide stories that are helpful, informative and instructive. A few articles in this issue are typical examples.

The front-page story about Bank of America's lawsuit against Golf Trust of America shows the dangers of carrying a heavy debt load to finance aggressive expansion, especially when business conditions turn negative.

The piece by contributing writer Larry Hirsch about the three ways to value a golf course will be of interest to anyone who owns or manages a course. In the maintenance area, we have a piece about how Salem Country Club superintendent Kip Tyler — despite severe winter damage — got the course ready for the Senior U.S. Open.

In the weeks to come I will be spending most of my time listening — listening to writers, production people, sales reps, advertisers and, most importantly, readers, to determine what we can do better to meet the needs of our audience.

NO RADICAL CHANGES
Don't expect any radical changes. Do expect to see every effort made on our part to make GCN your primary journal for news and information as you go about the business of developing, managing, maintaining, and supplying goods and services to the thousands of golf courses across the United States and Canada.

I am very proud and happy to be your new publisher and look forward to meeting and talking with many of you. Please feel free to call me anytime at 207-846-0600, or e-mail me at jwhitney@golfcoursenews.com.

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Course appraisal can reveal 'highest and best' value

By Laurence A. Hirsh

It doesn't take a genius to understand that the valuation or appraisal of a particular golf course property reveals what that facility is worth. What isn't so obvious is this: The very process of appraisal also tells owners how a facility might increase that worth.

The Holy Grail for appraisers is determining the "Highest and Best Use" for the property in question. According to the Appraisal Institute, "Highest and Best Use" is defined as "the reasonably, probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value."

Determining this "highest value" at golf facilities requires a detailed analysis of existing management practices, market position, staffing levels, physical plant and course maintenance practices, among myriad other things.

In the process of examining these factors, there is nearly always a gap between this status quo value and the facility's "Highest and Best Use." This gap is where potential value increases are found. Indeed, in the course of a valuation, it's virtually impossible for a skilled golf course appraiser not to identify potential efficiencies which, if rectified, serve to increase property value.

CASE STUDY GOLF CLUB

The first critical element in golf property analysis is determining the type of course being appraised. This sounds so rudimentary as to be utterly obvious. But the income characteristics for each property type (daily-fee, municipal, semi-private, resort, private) are unique.

Further, some properties are misrated and warrant a change, because markets change. Sometimes, a course is simply not properly positioned. In the case of one recent assignment -- let's call it Case Study Golf Club -- we concluded that Case Study GC, then operating as a semi-private club, should be planning for conversion to private club status to take full advantage of future residents of the growing, surrounding community.

We also concluded there were physical and operational issues that needed addressing at this would-be private club. Course conditions at Case Study GC were sub-standard, the food & beverage operation was highly inefficient, and the property had not been effectively marketing itself (bad course conditions not helping here in the word-of-mouth department).

Our inspection resulted in the hire of an agronomic expert and a management consultant to assist Case Study GC in making appropriate decisions on maintenance practices, staff and management, as well as marketing.

Continued on page 22

Fighting city hall

Continued from previous page

"They have a 'Skins' game on Fridays," he says. "There's a senior league on Tuesdays and Thursdays. High school kids come over at 3:30, and they get the plumbers and FedEx guys at 5 o'clock who play a round before going home. By keeping it affordable, they do a strong volume."

UNDEMANDING MARKET

The municipal courses he envisions can be built on 20 or 25 acres and run on a break-even basis.

"Everybody has to check their egos at the door -- city officials, architects, operators and builders," he says. "The idea is not to gold-plate these things but to grow grass. You defeat the purpose if you build greens to USGA specs and put in satellite-controlled irrigation systems. This has to be inexpensive, because the market is undemanding."

As an example, he points to the new Rose Hill Golf Club, in South Kingstown. R.I. Owners Tim Conley and Jim Manning built the nine-hole, par-3 layout on 20 acres. The total yardage is 1,250. It's a private course, but they charge only $14 for a round, with $2 discounts for seniors and kids under 16.

"It was an old gravel pit," says Conley, a homebuilder by trade. "There wasn't enough acreage for a full 18, and permitting was a nightmare. So we found a beat up piece of industrial land, and permitting was easy. The city fathers saw that we were going to take something that looked like Chernobyl and turn it green."

Frank O'Dowd, president of Intergolf Construction, said his firm built and grew in Rose Hill for $600,000, complete with a fully automated irrigation system, USGA-spec bunker sand, L-93 bentgrass on the greens and a total course hydro-mulch. "It's not Mickey Mouse golf," O'Dowd said. "There aren't square greens or poor-quality construction. For $600,000, they got a very good, high-quality product."

MAILBAG

Dear editor,

As an update to your article on Landmark Golf East (July 2001), Landmark Golf Co. no longer has any interest in the properties listed in the story about Landmark Golf East. These include PGA West, LaQuinta Hotel Golf and Tennis Resort, Mission Hills, Kiawah Island and Carmel Valley Ranch. These are properties previously owned and operated by Landmark Golf.

Tom Sullivan
Senior vice president
Landmark Golf East

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August 2001

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Houston courses struggle to recover from monster storm

By JOEL JOYNER

HOUSTON — Randy Dayton could scarcely believe his eyes on Saturday morning, June 9, when he gazed upon the devastation wrought by Tropical Storm Allison. Much of his golf course was under water.

The Houston area got three feet of rainfall from Allison before it moved northeast. Weather experts calculate that the storm dumped enough rain to supply the nation’s water needs for an entire year.

Dayton was in his seventh week as superintendent at Northgate Country Club here when the monster storm struck. “We got hit Friday night,” he said, “and by Saturday morning everything was flooded. We’re not certain what our total rainfall was – our gauge overflowed.”

Dayton’s Northgate facility sits along Cypress Creek. “When I stand on the course and look down at this creek, it normally sits 30 feet below in a canyon,” he said. “It’s hard to believe it came up over the banks. The water rose so quickly.”

Allison has now been pegged as the most costly tropical storm in U.S. history. At least 50 deaths are blamed on the tempest. Thousands of people have been left homeless. And federal disaster officials estimated damage at more than $4 billion in Texas alone.

Six feet of silt

Allison skipped the tropical depression stage and went straight into a punishing tropical storm, with winds reaching 60 mph. Now it’s got the official credential to prove its environmental zeal – certification in the Audubon Cooperative Sanctuary System. It’s the 15th course in Colorado to win the coveted designation.

Every year, anywhere from one to three bald eagles visit Aspen Glen. The club, opened in 1997, has a protection zone around a nest that has been at the site since the 1940s.

“The eagles reside seasonally on this prominent 150-foot ponderosa pine that’s adjacent to our 10th fairway,” said superintendent Richard Eide. “Whenever an eagle is present, we shut down the hole.”

“A 17-HOLE GOLF COURSE

Play is limited by the birds’ presence, but the nesting site is a bonus for the club. “We simply play as a 17-hole golf course when the eagle is around. Sometimes players will decide to play the first hole twice,” said Eide. “But it’s gone from a concern to, basically, a really big draw here.”

The Aspen Glen bald eagles arrive in early November. The course closes for the season shortly thereafter. The eagles, recently upgraded from endangered to threatened, typically migrate in April, only two weeks after the course opened for play this season.

“We’ve seen as many as two eagles in the area more than once,” said the superintendent. “There haven’t been any fledglings at the nest yet, but there will be another whole set of rules to follow if they breed. We might have to shut the hole down for the entire season.”

Continued on page 13

Houston courses struggle to recover from monster storm
Tools of the Trade...at Bellers’ Stonebridge GC

ANN ARBOR, Mich. — Richard “Rick” Bellers was just a kid when he started in the golf course maintenance business in the spring of 1978. For him, it was an “occupation of choice” rather than a summertime pay check.

He experimented with work as a carpenter and yard foreman for a building supply company in California for a few years, but eventually Bellers returned to his home state to enroll in a two-year turf maintenance program at Michigan State University.

It was in 1990 that Bellers was hired to oversee the grow-in here at the Stonebridge Golf Club. The Arthur Hills-designed layout is part of a 655-acre real estate development. “I’ve been given a lot of freedom to use my talents here,” said Bellers.

The course has 24 acres of Penncross bentgrass fairways, 140,000 square feet of Penncross tees, and 110,000 square feet of very undulating greens. The layout winds its way through many scenic waterways, ponds and wetland habitats.

“The biggest challenge of maintaining the course is getting around it, strung out as it is through the residential community,” he said.

Bellers maintains more than just the golf course. He also handles the landscape maintenance and construction of all the common properties within the development as well.

The facility has a fair amount of construction equipment, such as a backhoe, skid steer loaders, tractors and dump trucks. “It allows us to tackle almost any problem that may confront us,” said the superintendent.

Belling makes extensive use of heavy equipment in landscaping projects.

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“The biggest challenge of maintaining the course is getting around it, strung out as it is through the residential community’” – Rick Bellers

IGM contracts with Indigo Lakes, former host of Hooters Tour

DAYTONA, Fla. — International Golf Maintenance has landed Indigo Lakes Golf Club, further padding the portfolio of some 80 courses now being maintained by the company.

Indigo Lakes, here in Daytona, was once the host of the Hooters Tour and the LPGA Sprint Championship. It also held LPGA qualifying rounds in 1991, ’92 and ’93.

The semi-private, 18-hole championship layout, designed by Lloyd Clifton in 1976, runs to 7,168 yards.

Course fuel superintendent Fred Rich said he’s pleased to have IGM on board. “They’ve been nothing but great for Indigo Lakes,” he said. “All the promises they made to me and my crew have been fulfilled. My staff is really pleased with how things have been going.

“IGM has re-established maintenance procedures and brought in a whole new fleet of equipment to help us restore this beautiful course,” he added.
Friend or foe?
Continued from page 8

There is an evaluation period in every contract written when the company wishes to employ the existing maintenance staff. "Some superintendents may not want to work for an outsourcing company," he said. "We also need that time to determine if we need to supplement the staff or, hopefully not, replace them."

"Typically, our agreements are to take over the total maintenance operations of a golf course," McGuire said. "That's everything from cutting the grass and planting the flowers to maintaining the equipment. We're aggressively marketing this year to set up as the superintendent-of-choice company."

OUTSOURCING GROWING

Only a small number of courses are maintained by outside companies, but the business is growing rapidly. International Golf Maintenance, already with 80 contracts, expects to hit 100 by the end of the year.

"There seems to be an acceptance of outsourcing in the golf course maintenance field," said Greg Plotner, vice president of Florida operations for IGM. "We're not the type of company that comes in and cuts salaries or replaces staff with lesser paid people just to meet the bottom line."

Newly recruited superintendents may expect certain procedures to be followed. "If there's a superintendent already at the course, and the owner is happy and we're happy with the course conditioning, then we want the employee to stay on at the club," Plotner said.

"If they can accept the concept of transition and working with a management company, then we'll give them some on-site training and review any programs they have in place," he added.

INCENTIVE PROGRAMS

IGM also provides other incentives to encourage company growth and superintendent recruitment. "We have an internship program as well as a management-trainee program that we're constantly developing," said Plotner. "We're always looking to recruit students from technical universities and turf schools."

IGM has recently secured agreements in Florida with the Sabal Point Country Club in Longwood, Winter Springs Golf Club in Winter Springs, the Pionciana Golf & Racquet Resort and the Boggy Creek Racquet Resort, near Orlando.

SERVISCAPSE SYSTEM

Serviscape currently has nine contracts, with the Harborside International course in Chicago as one of their recent acquisitions. "We started off by meeting with the greens committee and board of directors," said Max Barrick, vice president of marketing and sales. "They wanted to keep all their staff, so we hired them all and started rolling."

"That's the way we work," he said. "You want to hire the existing people, obviously training them in our system and methods. The existing staff already knows the idiosyncrasies of the property - where the hot spots are, what burns up first, and disease areas."

Team management plays an important role in continued growth. "We take new recruits through an orientation program detailing our methodology," Barrick said. "Then there's an ongoing training program where we bring our superintendents together on a monthly basis to discuss common problems and solutions."

At Toro we know when it comes to your course, no detail is too small. That's why pros like you are And keep it looking great year after year. To us, it's the perfect relationship. For more information, contact your Toro representative.
Saving Salem

Continued from page 1

gone," he said. "I had more dead grass on the ninth fairway than I've lost in my entire 20 years at this golf course."

However, by June 25, Tyler and his crew had brought the Donald Ross-designed course back from the brink of disaster. "I am ecstatic," said USGA agronomist Tim Moraghan while touring the layout during a practice round. "The course looks great."

'A CONSTANT PROCESS OF OVERSEEDING'

How did Tyler do it? Among other things, he and his crew logged 80-hour weeks, put down "thousands of pounds" of seed, and closed the course until May 25.

"Once we got over the shock, we got out there with aerifiers and triple aerified fairways and greens," Tyler recounted. "Then we ran the overseeders and saw what came up. "Once the slices and holes healed, we went out with walk-behind greens aerifiers and seeders and did one spot at a time. We would see what came up and then go out there and do it again. It was a constant process of overseeding," he said.

Tyler's team put down rye and bentgrass in the fairways and a combination of A-4 and G-2 bentgrass on the greens. The putting green was sodded with L-93.

COPACETIC AT THE USGA

Moraghan visited the course several times before the Open and was never worried about getting it into tournament shape.

"The Open was going to happen at Salem no matter what," he said. "When the club decided to take the necessary steps and give Kip a firm commitment on the needed equipment and materials, I knew that we'd be OK." Closing the course to play was the key to being able to attack the damaged areas with such invasive and constant measures.

"The club got behind us, you have to give them credit for that," Tyler said. "Closing the course allowed us to do what we wanted, when we wanted, whenever we wanted. We were able to constantly water seedlings. I could sit in the office and run cycles without worrying about getting players wet."

50 VOLUNTEERS

When the course reopened to members, Tyler restricted golf cars to paths and kept three greens closed until June 22. "We have them at the point now that I don't think anyone will be able to tell that there were any problems," he said just prior to the event.

Tyler's crew and 50 volunteers worked tirelessly throughout the Open, double and triple cutting greens and putting in plenty of hours. They got a 4:30 a.m. start Sunday to recover from a wicked batch of thunderstorms that rolled through the area Saturday afternoon, flooding low areas and damaging the irrigation system. However, with even-par winning the Open, it's clear Tyler had Salem playing at its toughest.

POST-OPEN PAINS

With the Open behind him, Tyler's task for the rest of the summer is going to be getting the course back in shape for its golf-starved members and the number of tournaments and events that had to be cancelled this spring. Immediately following the Open, his crew went to work on fixing the trampled rough, fairway crossings, and ruts left by heavy equipment, stands and tents.

Tyler will also have to deal with members who have seen the course at its peak.

"I'm getting comments from members," said Tyler. "We can do it every year if we keep the course closed until May 25, keep cars on paths, and have crew working 80-hour weeks."

Toro Workman 1100 and 2100 vehicles: With the most capacity and power in their class, these vehicles get more done. They also feature rattle-free plastic beds for a quieter ride.

Toro Prism: Palm size control that interacts with your Toro SitePro control system to manage your irrigation system quickly and accurately from the field.

Toro Greensmaster Flex 21: The only greens mower that flexes with the contour of greens to virtually eliminate scalping.

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Eagles dare
Continued from page 8

activity. Reports are evaluated each week by the town of Aspen Glen and the Colorado Division of Wildlife. An eagle’s nest can reach nine feet in diameter and weigh up to two tons. Disturbing a nest can lead to its abandonment. It’s estimated that there are 50,000 bald eagles in the United States, mostly in Alaska. A bald eagle can live for 30 years and produce offspring every year after maturing at age four.

The second major project that helped the course earn Audubon certification was the creation of two trout-spawning channels on the property. The layout straddles the Roaring Fork River, with the front nine on the west side and the back nine on the east.

“We created two huge channels from the river in order to create as much trout-spawning habitat as possible,” Eide said.

Working with a wetlands consultant from Boulder, Colo., and the Colorado Division of Wildlife, Aspen Glen spent roughly $100,000 on the channels as well as a stabilization project involving 400 feet of river bank.

The larger of the two channels, extending a quarter-mile, lies adjacent to the river and the 18th fairway. The second channel runs beside the seventh green and the eighth tee complex.

“The tee on eight was redesigned several times in the field to best accommodate the spawning channel,” said Eide.

Logs were also sunk deep into the channel bank to provide reinforcement.

CLUBCORP’S ROLE

Both projects have been big successes for Eide and the club. “Our maintenance staff has shown a strong commitment to our environmental program here,” said general manager Steven Held. “Their efforts were key to providing a successful sanctuary for wildlife on the property.”

The facility is owned and operated by Dallas-based ClubCorp, a strong proponent of environmental responsibility.

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Revenge day
Continued from page 8

• Play a par-3 or a par-4 50-percent shorter by moving tee markers into the fairway.
• If you have a weak green, give it some rest and don’t mow it at all.
• Place pins on side hills, or a foot away from the edge of the green.
• If maintenance is needed on a hole, close it and give an “automatic par.”
• Put in a cup with no pin, so golfers will have no idea where to aim shots.

On the whole course, place all tee markers on the same tee to give other tees a rest. Mix it up so some holes play longer and others play shorter.

Softspikes brand ‘wins’ U.S. Open

TULSA, Okla. — Softspikes brand plastic cleats led the field at the U.S. Open, played here at Southern Hills Country Club in June.

In the field of 156 players, 79 wore Softspikes, including 75 opting for the company’s popular Black Widow cleats.

Fifty-nine players sported metal spikes, and the remaining 16 wore plastic cleats on shoes by Champ, Nike, Adidas or Green Keepers.

This marked the third straight year that Softspikes brand cleats were preferred over metal spikes by U.S. Open contestants.
Houston storm
Continued from page 8

mph. With the floods came silt — thick deposits of it — at the Northgate course.

"One cart path had six feet of silt," Dayton said. "We carved a way through it, but it was higher than the carts. We ended up moving the tee markers to the 150-yard range and turned the hole into a par-3."

Dayton's clean-up process started with the greens. "It took about four hours for each one," said the superintendent, whose crew worked with high-pressure hoses and squeegees. "There were six greens we had to work the silt off."

On some of the tee boxes, the silt was so deep it had to be shoveled off before hoses and squeegees could do any good.

The pump house was also hit hard by the flooding. "Fortunately, I was given the advice not to turn the pumps on," said Dayton. "They were completely submerged. It took a while for it to be dry enough to pull the pumps out and have them serviced."

HORRENDOUS STENCH
Dayton's bunkers never stood a chance in the torrent. "They're gone," he said. "The flood washed them right down to the drainage pipes. In some places, even the piping was carried away."

And that wasn't all. "The flood washed away every trap rake, trash can, and anything that wasn't tied down," Dayton said. "And the smell — I just couldn't handle the smell. Who knows what was coming down that creek. It smelled like a grandmother's wet basement."

Much of the storm's damage will be delayed reaction, according to Dayton, who said he'll be watching for weeds and insects for the rest of the summer.

NINE FAIRWAYS UNDER WATER
Douglas "Mike" Rhoden, superintendent at the Deerwood Country Club in Kingwood, about 20 miles north of Houston, got only 11 inches of rain. But massive downpours further north ended up submerging his course.

"What hurt us so badly was the water from Conroe," he said. "They got about 25 inches up there, and that just rushed down the San Jacinto River and backed up on us. Nine of my fairways were under water for five days."

Deerwood is managed by ClubCorp, which also operates the Kingwood Country Club, located just a mile down the river. "They're still hurting over there," said Rhoden. "It will be a while before they're back to normal. Some of the clubhouse flooded. They had two to three feet of silt in certain areas, and they lost some greens."

On top of everything else, Allison also created fertile conditions for insects. While most of the grass is bouncing back, the possibility of a mosquito outbreak continues to worry communities. "We're fogging big time," said Rhoden.

CLEANING UP DEBRIS
River Bend Country Club in Sugarland, just south of here, received 16 inches of rain and had to postpone a U.S. Senior Open qualifier.

"We were shut down for four days," said superintendent George Cincotta. "I had four greens under water. Cleaning up the debris was probably the most challenging part. There was minimal silt, and we washed off the greens with a squeegee and our quick-coupler irrigation system."

The River Bend layout is located along Oyster Creek. "I've heard some courses really got hammered," said Cincotta. "It just came so fast. If you take three feet of rain in two days, you're going to flood."
New Nicklaus course in Sonoma for walkers only

By DOUG SAUNDEERS

HEALDSBURG, Calif. — Mayacama Golf Club, the newest Jack Nicklaus signature course, opens this summer in the wine country near Healdsburg, and it promises to be one of the more distinctive private golf courses of 2001.

The 6,759-yard track features an intriguing blend of five par-5s and five par-3s that fit the landscape like a glove. Only 150,000 cubic yards of dirt had to be moved to bring the layout to life. The course has no yardage markers except at the tees, and golfers will learn to rely on caddies and their own judgment to play the correct shots.

The 650-acre property is a blend of three rolling hillsides dotted with mature oaks, madrones, redwoods and firs — the terrain lends itself perfectly to golf. On monthly visits to the site, Nicklaus saw the opportunity to design a traditional golf course that relies on early design concepts to create a top-level experience.

"This was an exciting piece of property to work on, and I think it will be a great experience for the members of the club," he said.

WALK, DON'T RIDE

Designed for walking only, members will use carts solely to travel to the private "casitas" being constructed for overnight stays. In contrast to most private golf developments, only 31 homes will be sited at Mayacama; even these will be hidden away from the course to preserve the secluded atmosphere.

The property was formerly owned by a partnership that included the late Charles Schultz, creator of the “Peanuts” comic strip and an avid golfer. But after struggling for 11 years to obtain permits, the group sold the property to the new ownership that has created Mayacama Golf Club. Schultz, unfortunately, passed away before completion of the course, but his widow has been given an honorary membership.

Final permit approvals were secured when the new plans toned down the development aspects for the site. Steering the project towards a private club — with little addition of roads and infrastructure — helped to move Mayacama towards reality.

“Our desire was to create the finest private club imaginable,” said general manager Phillip Norfleet. “The combination of Jack Nicklaus as our architect and this wonderful site has..."
Cobblestone Creek Country Club adds pond at 18th

BY JAY FINEGAN

VICTOR, N.Y. — Cobblestone Creek Country Club, the newest private golf facility in the Rochester area, has announced the grand opening of several capital improvements.

The most dramatic change on the golf course is the addition of a pond in front of the 18th green. Golf architect Brian Ault, of Ault, Clark & Associates, designed the pond as part of the overall practice facility expansion and enhancement. The area was formerly marshland.

The two-acre water hazard on the closing hole will test golfers, said club manager Doug Wayne, a PGA professional. The 525-yard par-5 will give big hitters an opportunity to fly a second shot to the green, but many players will choose to lay up and hope to hit the green in regulation. The water feature makes the original layout by architect Michael Hurdzan even more exciting, Wayne said, enhancing one of the area’s most challenging layouts.

“It’s a great hole, especially now with the pond,” said Wayne. “We had all the work done locally by some earth-shapers up here in Rochester. We’re committed to offering the best golf experience in the area, and our course is as fair and testing as they come.”

Cobblestone Creek, managed by Virginia-based Billy Casper Golf, spent more than $500,000 on all the enhancements to meet increasing demand at the growing club. They include:

• the opening of the Pub & Grille Room, an informal, family-oriented alternative to its formal, full-service dining;
• the expansion of its natural-grass golf practice facility that includes a short-game practice area; and
• the expansion of the main dining and banquet room by 2,500 square feet;

“We’re excited for our members and the future, because we continue to make Cobblestone Creek Country Club even better,” said Wayne.

The expanded main dining room and banquet facility boasts one of the most scenic views in Rochester—a 180-degree elevated vista that unveils a superb view of the golf course nestled among the many hills, trees and lakes.

Cobblestone Creek recently surpassed the 300-member mark, leaving less than...
TOWER, Minn.—The Bois Forte Reservation Tribal Council has given final approval to move forward with construction of a $7.5-million, 18-hole championship golf course at Fortune Bay Resort Casino, located here on the banks of picturesque Lake Vermillion.

Gary Donald, chairman of the Bois Forte Band of Chippewa, said the planning for the Jeff Brauer-designed course began many years ago with the original master plan for Fortune Bay Resort Casino.

"This project is another step in our efforts to regain economic self-sufficiency for our people," he said. "The golf course will complement the resort at Fortune Bay and allow us to attract visitors from a wider region, benefitting the Bois Forte Reservation and our neighboring communities and businesses. It will help complete our vision of becoming the premier resort in northeastern Minnesota." Construction is expected to begin this summer, with the course opening in the summer of 2003 as a daily-fee, public facility.

"WILD NORTH GOLF ALLIANCE"

The course will be situated on approximately 250 acres adjacent to Fortune Bay, much of it on a rocky ridge with views of Lake Vermillion. It will have several sets of tee boxes, allowing players of all skill levels an opportunity for a challenging round of golf. It also will be walkable, making it eligible for sanctioned tournament play.

Lake Vermillion is considered one of the most scenic lakes in North America, and supports a vibrant and growing tourism economy. Tens of thousands of tourists from throughout the country and the world visit the area each year.

This project will complement and benefit from this strong tourism market. Fortune Bay plans to participate in the "Wild North Golf Alliance," a cooperative marketing organization that includes 12 golf courses in northeastern Minnesota and the Minnesota Office of Tourism. The alliance promotes this region as a golf destination, helping to bring more tourism dollars into the area.

"WETLANDS IMPACT"

Donald, chairman of the tribal group, said that substantial planning went into assuring the golf course is designed and operated in an environmentally friendly manner.

The Band is working with the Army Corp of Engineers on a wetland permit, because approximately 14 acres of wetlands will be affected. Those impacts are addressed through an environmental assessment and wetlands mitigation plan prepared by the Band's environmental specialists.

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The Band also plans to apply for status in the Audubon Cooperative Sanctuary System, which requires that the course be designed with environmental considerations receiving high priority, and that it be managed with best management practices to preserve and protect the environment.

Brauer, of Arlington, Texas, is best known in Minnesota for his Giants Ridge Golf & Ski Resort in Biwabik.

Nicklaus' Mayacama

The greens feature G-2 bent, and the fairways were sodded with three million square feet of blended ryegrass.

"This golf course is fantastic in terms of style, architecture and modern construction technology," Logan said. "The final product is like nothing I've ever been involved with."

While very little earth was moved to create the layout, the designers did add a six-inch sandcap to the course to ensure adequate drainage during the winter months. Twenty-five live oaks were transplanted at a cost of $25,000 per tree, and special care was taken to protect the creeks and natural wetlands on the site.

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Nicklaus' Mayacama
Fazio's Oaks
Continued from page 15
allowed us to build the course more quickly than you normally can in New England, with all the rock and ledge," he said. "We did some minor blasting on the first hole, and that was it."

The Oaks has no residential component. "That's the reason Tom Fazio agreed to do the project," Lynch said. "He loves pure golf. When people try to squeeze out that one last building lot, by moving a tee somewhere else, that can jeopardize the integrity of the course."

PARACHUTE DROP ON FOUR
Fazio's design wraps around the original course. It stretches to 6,945 yards over rolling terrain, plays at par 72, and provides multiple tee locations.

The signature hole is the par-3 fourth, running 175 yards and featuring a 100-foot drop from tee to green. "It's a lot of fun, and it gives you a 90-mile view to the northwest that shows three mountain ranges," Lynch said. "So standing on that tee you have a breathtaking vista, and combined with the quality of the golf hole, it's just stunning. You hit your shot and you feel like the ball is hanging out there, being dropped down by parachute."

The Arklow partners opted for a second layout to accommodate the club's higher level of play. "We have an upwardly mobile membership here," Lynch explained, "and the use of golf as a business tool has risen dramatically in the last six or seven years. During the week we have a high level of business entertainment going on, and on weekends it reverts to a more socially driven club."

The Pines Course has 225 members and 10 corporate members. The new 36-hole complex will have a combined membership of about 500, Lynch said, plus 25 corporate members. Fees run from $60,000 for an individual membership (plus annual dues of $6,200) to corporate memberships (for three people) at $42,500 per year.

CLUB AMENITIES
The International boasts all the trappings of a major golf facility. While building The Oaks, the owners also installed a 12-acre practice area, complete with four putting and chipping greens and three bunkers. The 40,000-square-foot clubhouse can accommodate a large business gathering in one place without disturbing individual

members. "We built a special guest locker room, so if a member is hosting a large corporate outing on one course, we have a separate locker room, pro shop and dining facility for them," Lynch said. "They are separate from the onesy, twosy members who are entertaining a few clients."

"We've built two different structures for the different uses of the club, and that makes the facility work very well," he added. "It is unique in this country in business golf, the way it's set up."

CADDIE PROGRAM
Twenty-five caddies, recruited from local high school golf teams, handle some 4,000 caddie rounds a year, earning $30 a bag, plus tip. "We have a high school outreach program we're very happy with," Lynch said. "They're usually good players with a good understanding of the game."

Futerra® Vegetation Blankets are a reliable, cost-effective tool for minimizing seed washout — especially on hills and slopes. Futerra's patented lightweight design allows you to install it using less man hours per square yard than any other mat. Fully bio/photodegradable, it bonds to the soil to prevent under-blanket washouts and seed migration. And Futerra's patented combination of wood fiber and crimped interlocking synthetic fiber provides a seed germination rate that is up to 90% higher than alternative products. The benefits are clear — for less erosion with less labor, choose Futerra.
Continued from page 14

Ocean Trails

PLANNING THE COMEBACK

The massive landslide was triggered primarily by an ancient, underlying layer of volcanic ash, which weathered into a clay called bentonite. When it became saturated with water, apparently from a broken sewer pipe, it gave way, opening fissures as deep as 90 feet.

Dye was enroute to the course the day of the slide to give it his final stamp of approval. "When I got there the next day, it looked like the shoreline had been there for a million years," he said. "You could see the fairway, the bunkers and the green. I have never seen anything like it."

It took 18 months to devise a restoration plan acceptable to the California Coastal Commission, the California Department of Fish and Game and the U.S. Fish & Wildlife Service.

SIX-STAGE RECONSTRUCTION

Rebuilding the 18th hole is tough and expensive work, although insurance is covering the $35-million project. J.W. Sutter Co., a construction and geological firm, is handling the heavy lifting. "They have about 30 people out here, with bulldozers, earthmovers - you name it, they've got it," said director of golf Mike Vandergoes.

Sutter's crew has divided the slide area into six slots, or phases. "They have taken slot one out of the ground and used the adjacent ninth and 12th fairways as storage sites for massive mounds of dirt," Vandergoes said. "Now they're onto slot two. They compact five feet of dirt pulled from slot three and then put down MSEs - mechanically stabilized earth meshing.

"They'll keep going up like that in five-foot increments," he added, "and they'll continue going all the way up to the original height of the 18th fairway. Right now it looks like a big lasagna."

The workers will take dirt from slot three to fill slot four and five, explained Slot six material will fill in four and five, and the sixth and final slot will receive the dirt currently piled on the nearby fairways.

Some 115 shear pins - pipes three feet thick - descend 20 feet down below the slide layer and rise 20 feet above it to provide additional support.

ACID TEST FOR SUPERINTENDENT

When finished, "the 18th fairway will be identical to what it used to be," said Vandergoes. He added that Pete Dye, Perry Dye, and one of their designers, Jeff Potts, visit periodically to inspect the restoration. "Once we get closer to completion, we'll need the actual maps and renderings and shaping, and they'll be on-site daily," Vandergoes said.

For now, 15 holes are open for play. The public course has caught on with area golfers willing to fork over green fees of $125 to $195, cart included, to play an oceanside layout sometimes called Southern California's answer to Pebble Beach. According to Ken Zuckerman, Ocean Trails is the only course in the continental United States with ocean views on every hole.

ACID TEST FOR SUPERINTENDENT

The level of play has been strong, all things considered. The Southern California Golf Association conducted a course rating for the 15 playable holes. "They took three of the holes - one, two and three - and entered them into an 18-hole conversion chart to make it like an 18-hole course," Vandergoes said.

"The course rating is 72.6, with a slope rating of 146," Superintendent Saul Serrato will face an acid test to get the 18th ready for play. When construction wraps up this fall, he'll be scrambling to have it grassed up by December. The layout features ryegrass fairways, features for the primary rough and natural habitat for the secondary rough. Greens are bentgrass, and tee boxes sport a blend of bent and fescue.

The sprawling, Spanish-style clubhouse is now fully operational, with fine restaurants, a golfers' deli and lounge, and a ballroom that seats 300 people. The Zuckerman brothers are selling 75 homesites near the course, with prices starting at $1 million.

Ocean Trails is 35 minutes south of Los Angeles.
AIMING FOR THE SPIRES

The 503-acre complex, called St. Andrews Bay Golf Resort and Spa, sprawls along more than two miles of coastline. It lies close enough to the medieval town of St. Andrews that all the Links Trust courses are visible.

"We use St. Andrews, the town, as a backdrop on four holes on the Torrance Course," Griffiths said. "We have used the various spires literally as targets. There's a hotel on our project, and players over on the Old Course could use it as an aiming point on 13 or 14."

Most Americans would call the Torrance Course a links-style layout, Griffiths observed, but depending on what the wind is doing. The wind can be quite fierce.

It's no easy task to pick out a signature hole on the Torrance Course, Griffiths said. His personal favorite, however, is the 14th, which plays to the sea. A shot that rolls off the back of the green will plunge down the cliff and into the drink.

"We've set it up so that, as you stand on the tee, you're tempted to go left, but too far left is out of bounds," he explained. "There are a couple of bunkers on the right-hand side that look intimidating. But you really want to play over those bunkers to get the best shot at the green," he noted, "because you get more roll towards to green. The strategy is, don't always play what appears to be the easiest way. For that little bit of risk, there's a significant reward."

STUNNING CLUBHOUSE VISTAS

A 209-room hotel, to be built and managed by the Panoz organization, will feature first-class restaurants and conference facilities. The clubhouse, slated to open next summer, will sit astride Kingask Hill, offering commanding views in all directions.

"The clubhouse will occupy a very dramatic site - absolutely incredible," Griffiths said. "It sits on a point, and your view is either the sea, the golf course or St. Andrews, or all three."

With the clubhouse pre-wired to host international golf tournaments, we may be hearing a lot more about St. Andrews Bay in the future.

"The eighth and 12th greens at the Torrance Course since it's not down in the dunes it's technically not a links track. From a grassing standpoint, however, it looks like one."

"We have nearly 75 acres of native grasses on the course," Griffiths said. "We've gone to extensive lengths to do something that's very environmentally sensitive. We will incorporate into those native areas what the Scots call woody scrub, and a substantial portion of that will be gorse. We're trying to revegetate the site with indigenous grasses that were there hundreds of years ago, before the property became a farm."

All told, on both courses, 146 acres are being revegetated with native grassland species.

THE RISKY 14TH

The Torrance layout runs along cliffs that rise 80 to 150 feet above the water, affording breathtaking views. "From every hole on the first 18, you can see St. Andrews Bay or the North Sea," Griffiths said. "It's really spectacular."

To keep balls in play, given the strong winds, the architect created generous fairways. "You actually have quite a bit of room on the Old Course, too," Griffiths said. "A few of our fairways are paired side by side, but the majority are fairly wide, giving you plenty of opportunity left or right, GOLF COURSE NEWS

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Heller Financial
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**Western Golf goes ‘back east’ to land Stonewall Golf Club**

By Jay Finegan

GAINSVILLE, Va. — Western Golf Properties has landed a contract to manage the new Stonewall Golf Club here in Gainsville, about 45 minutes west of downtown Washington, D.C.

Western Golf, headquartered in Scottsdale, Ariz., will handle day-to-day operations of the 18-hole course and clubhouse, both scheduled to open early this fall. The Robert Trent Jones Golf Club, frequent host of the President’s Cup tournament, borders the Lake Manassas gated residential complex that embraces the Stonewall course.

“Western Golf Properties has an impressive portfolio of courses,” said Warren Watkins, president of South Star Development Co., which developed the Stonewall complex and Lake Manassas, a fast-growing residential community. “Having managed some of the finest courses in the country, such as Estrella Mountain Ranch Club in Arizona, they have the expertise and experience to run a high-end daily-fee course like Stonewall.”

**LARGE PRACTICE AREA**

The 6,938-yard, par-72 layout was designed by golf architect Tom Jackson and built by engineers Dewberry & Davis. Ed Long has assumed the duties of head superintendent.

The 17th hole at Stonewall Golf Club

“We will be high-end public,” said director of golf Rob Ford. “The golf course is going to be conducive to that, the way it’s laid out. We’ll have fine amenities, rolling woodlands and offers spectacular vistas across two of its large lakes.”

**Heritage Golf takes White Columns private**

SAN DIEGO — Heritage Golf Group, headquartered here in Southern California, has begun a phased transition of White Columns Golf Club into private status. The premier daily-fee facility, located in Atlanta and designed by Tom Fazio, was acquired by Heritage from Summit Pointe Partners last February for an estimated $18 million.

As part of the conversion, the name has been changed to White Columns Country Club.

The clubhouse is currently undergoing interior design enhancements. These refinements are a prelude to expansion plans that will see the clubhouse evolve into a facility that will house the golf shop, mixed grill, fine dining and fitness facilities, as well as a gathering place suitable for hosting elaborate food and beverage events.

The club’s centerpiece is its 18-hole golf course, which

**Casper Golf adds two clients in Miss.**

VIENNA, Va. — Billy Casper Golf (BCG) has been selected to provide management for two Mississippi courses: Quail Hollow Golf Course in McComb and Mallard Pointe Golf Course in Sardis.

The Casper group will plan, implement and oversee each course’s operations, advertising, marketing, public relations and agronomic strategies. “These are two beautiful courses and we are excited about our new relationship with the state of Mississippi,” said Mike Cutler, regional operations manager for BCG. “We look forward to improving the total golf experience at both courses for golfers across the state and the region.”

**RESORT GOLF LANDS WOLF CREEK**

PARK CITY, Utah — Resort Golf Management has added the daily-fee Wolf Creek Golf Resort in Eden, Utah, to its small portfolio. Mark Granberg has been hired as general manager and head professional, bringing 11 years’ experience in directing multi-course golf facility operations. He previously was head pro at Wicked Stick Golf Links. Prior to working in the golf industry Rasicot spent five years with the U.S. Ski Team, participating in nine national championships.

**COZAD CC adds nine holes with creative financing**

By Joel Joyner

COZAD, Neb. — Most golf clubs expanding from nine holes to 18 would simply go to the bank and borrow the money. But that seemed too easy to the management of the Cozad Country Club here in central Nebraska, along the Platte River. Instead, the private facility came up with a creative financing scheme to fund its nine-hole addition.

The origins of this scheme date back to 1988, when a former member left a $1 million inheritance to the club. "We could have used the principal to finance the add on, but we took another approach," said Todd Bubak, the head professional here.
Course appraisal can assign ‘highest and best’ value

Once the work of these consultants showed us the proposed costs, including the time required to implement suggested changes, we applied these to our valuation of Case Study GC.

HIDDEN VALUE

The physical attributes of a course are of particular interest to us because they often tell the hidden story of the facility’s overall quality and value. At Case Study GC, the property was located on a dramatic and beautiful site but it lacked quality conditioning to go along with the good design and great terrain. Quantifying this evaluation means understanding and evaluating the efficiency of operation/maintenance of the important course components:

- Grassing
- Irrigation systems
- Site size and terrain
- Green and tee sizes
- Maintenance specifications and quality of maintenance
- Cart paths
- Features (bunkers, ponds, etc.)
- Buildings (clubhouse/maintenance, etc.)
- Architect & design

I would be remiss if I didn’t mention that an analysis of clubhouse facilities can often be deceiving. Often, the bigger the clubhouse, the bigger the problem. A big clubhouse not only doesn’t mean more value; sometimes it means less.

DETERMINING VALUE

There are three primary approaches to appraising facility value:

- The Income Approach – A set of procedures by which an appraiser derives a value indication by analyzing the income-producing property by converting anticipated benefits into property value. This conversion is accomplished either by 1) capitalizing a single year’s income expectancy or an annual average of several years’ income expectations at a market-derived capitalization rate or at a capitalization rate that reflects a specified income pattern, return on investment, and change in the value of the investment; or 2) discounting the annual cash flows for the holding period and the reversion at a specified yield rate.
- The Sales Comparison Approach – A set of procedures by which an appraiser derives a value indication by comparing the property being appraised to similar properties. This is often the method used by investors when analyzing golf properties for possible purchase. The main weakness: The short cash flow unit associated with golf courses (and the vagaries of weather) can render inaccurate even the most well-supported income or expense projections.
- The Cost Approach – A set of procedures by which an appraiser derives a value indication by estimating the current cost to reproduce or replace the existing structure, deducting for all accrued depreciation in the property and adding the estimated land value.

There’s a great deal of analysis involved with each method, especially the last. We use a combination of all three because, with each has its strengths, each also has its weaknesses.

Nevertheless, when it comes to golf course properties, the income approach is typically the most reliable as it normally reflects the behavior of buyers and sellers in the marketplace most accurately. The main strength of the income approach is this: It is usually the method used by investors when analyzing golf properties for possible purchase. The main weakness: The short cash flow unit associated with golf courses (and the vagaries of weather) can render inaccurate even the most well-supported income or expense projections.

INCOME-BASED COMPARISON

The sales comparison approach, by nature, is designed to reflect buyer and seller behavior, but with golf courses this method can often produce data with a wide range of indications. Therefore, most experienced golf property appraisers will utilize income-based units of comparison in developing the sales comparison approach.

The strengths of this approach: It can provide an excellent barometer as to 1) how buyers and sellers are reacting to income and expense projections; and 2) how a property’s image can affect its market value directly. The weakness of this approach: Adequate data is often unavailable and comparable sales are often difficult to find and confirm.

The cost approach, as with many income properties, has limited application for golf courses. It is not typically reflective of buyer behavior and often yields value indications far different than those found from the income and sales comparison approaches. This approach, however, can be used effectively with properties which possess unique qualities that make comparisons difficult, or when an income approach may not be applicable, such as in some (but not all) non-profit clubs.

If I can leave you with one thought, it’s this: Experienced course appraisers are equipped to identify more than the market value of a particular facility. My firm, for example, has performed hundreds of appraisals all over the country. In analyzing the operating procedures at all these facilities, we’ve seen the good and the bad – what works and what doesn’t, and why.

Determining actual facility value is important and useful, but sharing this objective, comparative analysis with clients lays the groundwork for increasing that value.

Laurence A. “Larry” Hirsch is president of Golf Property Analysts of Harrisburg, Pa. He contributes regularly to Golf Course News.

Western Golf

Continued from page 21

from the bag drop to the clubhouse to the service levels - valets and things like that.

“The practice facility is probably second to none around here,” Ford added. “We have two teeing areas, each measuring 300 yards long and 75 yards deep. There are target greens out there with bunkers. We have practice greens, chipping greens. You can even hit fairway bunker shots.”

Besides maintaining the landscape of the course and practice areas, Western Golf will manage the personnel and purchasing for the clubhouse’s pro shop, bar and grill.

Southern Star is building 700 homesites on the property, along with miles of wooded trails, fishing ponds, and a pool and tennis center.

Founded in 1985 by former PGA president Joe Black, Western Golf manages or consults for some 25 courses around the country.

Casper Golf

Continued from page 21

John Kyle State Park.

Mallard Pointe features a challenging layout with dramatic, forced carries and tight, undulating fairways. It also provides spectacular views of the 58,000-acre Sardis Reservoir.

BCG provides third-party management and consultation to golf course developers, owners and investors. It currently owns, manages or consults for 25 golf properties in the United States, primarily in the Mid-Atlantic and Southeast.

Cunningham

Continued from page 21

improvement projects at existing facilities.

Cunningham joined KemperSports in 1999. He was formerly the director of project development, overseeing the design, development and construction of The Glen Club, the new Tom Fazio layout opening in Glenview, Ill., this summer.
GTA lawsuit

Continued from page 1

Bank of America has been headquartered in Charlotte since its merger with NationsBank.

ROOM TO MANEUVER

The case has now been moved to North Carolina Business Court in Greensboro, which specializes in handling business disputes. GTA is hopeful, however, that the matter can be resolved “without the artificial constraints of judicial intervention,” the company said.

John H. Culver III, a lead attorney for the plaintiffs, said his clients also would like to see the matter settled privately. “GTA is involved in ongoing negotiations with Bank of America,” he said. “I think everyone is hopeful that it can be resolved without having to go back to court.”

NationsBanc Securities, now Banc of America Securities, put together a five-bank “syndicate” in 1998, two years after Golf Trust was formed, that issued the company a $200-million line of credit. According to the complaint, Golf Trust used more than $170 million of that line, primarily to retire debt and acquire golf properties.

Bank of America, the largest lender and “administrative agent” for the plaintiff group, was owed $63.8 million in principal and interest as of late May. Other syndicate members include First Union National Bank, Fleet National Bank, Credit Lyonnais (New York branch), and Societe Generale (Southwest Agency).

NO COMMENT

GTA spokeswoman Kathy Boles had little to say about the legal imbroglio. “With our public company position and stance, and the fact that we’re in the midst of liquidation and negotiations with Bank of America, we’re going to let our public documents speak for themselves,” she said. Boles declined to divulge the name of GTA’s attorneys, so they could not be contacted.

Bank of America spokeswoman Shirley Norton also was tight-lipped about the proceedings. “There are lawsuits where they try to play them out in the media,” she said. “That’s clearly not the case in this one.”

ALLEGED VIOLATIONS

The lawsuit alleges that GTA slipped into default by violating 13 specific covenants and conditions of the “syndicated credit agreement.” The complaint states, for instance, that Golf Trust fell below minimum tangible net worth thresholds and failed to maintain the required interest coverage ratios.

It goes on to charge that GTA

failed to make mandatory pre-payments of $3.86 million from the sale of Persimmon Ridge Golf Course last February, and also failed to pay more than $600,000 due from sale of the Club of the Country golf property in March.

The complaint pays special attention to “the most significant proposed sale” of 12.5 golf courses to Legends Golf Holdings, controlled by or affiliated with Mr. Larry Young, one of GTA’s largest shareholders. A former member of GTA’s board, Young resigned last February when the board – as part of the liquidation strategy – agreed to sell the courses to Legends for $112.9 million.

According to the complaint, the $112.9 million will come from 1) the redemption of equity interests in Golf Trust owned by Legends and valued at $44.7 million; 2) a promissory note of $5 million secured by a lien on the golf courses being sold; and 3) cash.

“Upon closing of the Legends transaction,” the complaint further states, “Legends will be relieved from its obligation to repay Defendants for working capital loans and notes totaling $6.6 million.”

Continued on next page
Cozad's new nine  
Continued from page 21

The original nine-hole facility, opened in 1962, managed to convert its layout into a regulation 18-hole course for $922,000, while maintaining a $650,000 investment portfolio. "It sounds a little bit crazy, but we managed to make it work," said Babuk.

LOCKING IN DUES
The facility used $450,000 of the inheritance to pay for a portion of the new construction. Additional revenue was attained by selling 10-year memberships.

"With these memberships, a person could lock in their annual dues for $5,000 up front," Babuk said. "If dues increase over the next ten years, the member still only pays the $500-per-year rate." Half of the money generated from the new membership program went into construction. The rest was put into CDs to help offset the money we were going to lose over the next ten years in dues," said Babuk. "It will allow us to take 10 percent out every year for the next ten years and leave the balance in the CDs to earn more money."

SELLING STOCK
The club also issued 87 shares of new stock to its members — for $1,000 per share each — for a piece of course ownership. "We also had $14,000,000 donation from an individual who allowed us to use it however we felt comfortable," Babuk explained. "As those funds came together, we finally borrowed $300,000 for the new project and set that up on a 15-year payment plan with local banks."

The banks granted special conditions on the lending in order to push the project forward. "They loaned us the money on the condition that 80 percent of the amount was held in CDs," said Babuk. The club, in turn, cashed out some of their investments and put the money into CDs. "Last year, the banks paid us 6.25 percent and we were able to borrow the project money at one percent above that rate," said Babuk. "This year, we're earning 4.25 percent on the CDs and borrowing at 5 percent."

TOUCHING THE PRINCIPAL
For 12 years, the club had used the interest accumulated from its $1-million investments to purchase new equipment and improve the old nine-hole layout. "It's gotten a little tighter now," said Babuk. "In the last couple of years, we've been doing more in financing or leasing of equipment instead," he said. "The new addition has changed the ways we've financially operated. This was the first time we've touched the principal."

The remainder of the inheritance capital will be held as security on the bank note and future projects. "Down the road, we'll add more irrigation, and we'd like to redo some of the old greens," said Babuk.

Golf course architect Grant Wencel of Lincoln, Neb., did the design work on the new nine, Duininck Brothers Golf in Prinsburg, Minn., handled construction. Local contractor Paulsen Inc. put in only five-foot-wide cart paths, just like on the old nine, to keep construction costs in check.

Golf Trust sued  
Continued from previous page

By reason of those alleged defaults, Bank of America has declared that the full $170 million is "immediately due and payable."

According to attorney Culver, a partner in the Charlotte firm of Kennedy Covington Lobdell & Hickman, a temporary restraining order placed the liquidation plan on hold. "That order has expired," he said, "so technically they could still sell those courses. And they are pursuing their liquidation strategy, as they have disclosed in public filings."

Indeed, on June 14, GTA sold Royal New Kent Golf Club and Stonehouse Golf Club, both in Virginia, for $10.8 million to Schooner Capital LLC.

FALLEN STAR
At one time, publicly traded GTA was the country's third largest golf course holding company, with 47 courses in 17 states. It currently owns 34.5 18-hole layouts.

The self-administered real estate investment trust — or REIT — sustained a series of financial blows in late 1999 and early 2000 from events beyond its control, including a run-up in interest rates. The cumulative impact of adverse economic conditions drove GTA to a $14.8-million loss in the third quarter of 2000, compared with net income of $2.4 million a year earlier.

In February 2000, ironically, it retained Banc of America Securities to assist the board in a review of strategic alternatives. Based on that assessment, management concluded that it was in the best interests of shareholders to sell the company outright or conduct an orderly disposition of its assets.
PTI forging ahead with FarmLinks

Hurdzan, Fry course to be showcase for PTI, industry partners

By Andrew Overbeck

SYLACAUGA, Ala. — Pursel Technologies Inc. has broken ground on its FarmLinks golf course, which will be the crown jewel of the company’s brand new 5,000-acre corporate campus.

The Hurdzan, Fry-designed course is being billed as a “living laboratory” and will serve as a research and development facility for its products as well as a showcase for its products during its PTI Tour program for superintendents.

The PTI Tour is an all-expenses-paid training program for superintendents. Visitors will now be able to stay in the onsite eight-suite lodge built for the tour.

“We hosted 750 superintendents last year. This year we are planning on 1,000,” said company president and CEO David Pursell. “The program is working out better than I expected. There are fewer surprises the more you stay in front of your customer base, and that is what this program allows us to do.”

INDUSTRY PARTNERS

PTI has also signed agreements with several industry suppliers. Toro Co. will be the major industry partner at FarmLinks and will be responsible for the maintenance equipment and irrigation systems. In addition, Simplot will provide fertilizer and seed for testing.

From left to right: Jimmy Pursell and his wife, Chris, and their children Chris, Pursell Planning and PTI president and CEO David Pursell.

Flowtronex will install pump stations; Club Car will use the course to test its cars; Chico’s will provide chemicals; and Harrel’s will provide seed.

Deere to cut workforce by eight percent

By Andrew Overbeck

MOLINE, Ill. — Deere & Co. has announced plans to cut its workforce in the United States by about eight percent, or 1,250 employees, achieving an after-tax savings of approximately $90 million annually.

Approximately 2,500 administrative and managerial employees will be offered a voluntary early-retirement package. About half are expected to accept the offer. A one-time program expense, estimated to be $140 million after-tax, will be charged in the fourth quarter of fiscal 2001, the company said.

“The special early retirement offer is part of an ongoing effort to run lean and enhance our efficiency, competitiveness and financial strength for future growth opportunities,” said Robert W. Lane, chairman and CEO. “The durable nature of this improvement in our cost structure will benefit the company in all market conditions.”

Deere & Co. is undertaking these efforts to offset earnings shortfalls. The company’s net income for the first half of 2001 fell from $424 million to $184.2 million.

NEW PRODUCT OF THE MONTH

Hunter’s G870 rotor features easy access

Hunter Golf has introduced the G870, an electric, valve-in-head rotor with easy access to all serviceable components. The design eliminates the need to dig or disturb the turf during routine maintenance.

All sprinkler components can be pulled out for cleaning and maintenance while the rotor body remains in the ground.

The G870 also features a unitized valve unit that includes a snap ring, valve seat and rock screen. During maintenance, the crew can now pull out the unitized valve with a pair of needle-nosed pliers, flush the valve piping and repair leaks caused by soil or water contamination.

The procedure takes just minutes. For more information, contact: 800-248-4561.

Bayer has emerged as top suitor for Aventis CropScience

FRANKFURT, Germany — Aventis SA is proceeding with its plan to divest its agrochemicals division, Aventis CropScience. Aventis CropScience includes Aventis Environmental Sciences, which sells turf and ornamental products through its Chico Professional Products Group.

Aventis has been shopping the division since early this year, and has been in talks with potential buyers, said company spokeswoman Gisela Vetter-Weirich. She said that the company has decided that a trade sale was the best option for unloading the business unit.

According to news reports over the last month, Bayer and BASF have emerged as potential suitors for the company, which is 76-percent owned by Aventis and 24-percent owned by German pharmaceuticals manufacturer Schering. However, at press time both companies announced that they were in exclusive talks with Bayer. Previously, Dow and Dupont were also in the running.

Analysts insist that a deal with Bayer will draw scrutiny from regulators because both companies hold strong positions in insecticides. Additionally, Schering will have to approve the sale. Vetter-Weirich said that Aventis intends to finalize the deal by the end of the year. Analysts predict that price for Aventis CropScience could exceed $8 billion.

— Andrew Overbeck
PTI bringing polymer coating technology to pesticides

By Andrew Overbeck

SYLACAUGA, Ala. — Pursell Technologies, Inc. has fired up a test run for a new product that will introduce its polymer coating technology to the pesticide marketplace.

The company, which currently uses the technology to produce high-quality controlled-release POLYON fertilizer, is now aggressively exploring possible applications for creating controlled-release pesticides.

The company has received registration for a coated granular acephate product called PRECISE and is now producing it at a pilot unit at its POLYON plant here. The patented no-odor formula of acephate will control mole crickets, coated granular acephate

"I think it has the capability to give some of these pesticides a new life" — David Pursell

Pursell is bullish about the possibilities. "This is a cutting edge idea that we plan to pursue to diversify the company and grow our business," he said.

Club Car, UpLink

CEO Phil Tralies, who joined the company in May (GCN June 2001) after 21 years at Textron, the first 14 of which were with E-Z-GO. "Our customer base is looking at ways of increasing revenue, driving cost out, or an accommodation of both. Aligning ourselves with companies like UpLink is strategically important for us as well as for our customers." More alliances are in the works, according to Tralies, although the focus now will be on capitalizing on the existing agreements.

VALUE-ADDED SOLUTIONS

The UpLink system is designed to enhance the golfer experience and help golf clubs improve profitability. The GPS unit provides distance measurement and allows the golfer to communicate with the pro shop and order food and beverages. It also enables the club to track golf car rounds, monitor car locations and provide emergency contact to and from golfers. "UpLink is our choice because they hold patents on the technology and we wanted a company that was not only good from a competitive point of view but also gives the club a competitive advantage," Tralies said. The UpLink system will be available as an option on all Club Car models, and will be leased separately. Tralies estimated that the additional cost per round will be $1 for the monochrome unit and $2 for color. Course owners will have access to continuous technoligy upgrades throughout the life of the lease.

"Now the challenge is to drive out cost or increase revenue equal to or greater than the cost of the system," added Tralies. "Cars are the second-largest revenue generator at clubs. This adds value because it helps clubs differentiate themselves from competition and attract additional revenue." Tralies expects GPS systems to be standard on all cars in the future.

Industry's Tough Times

While helping clubs generate more revenue through value-added solutions is a positive, Tralies said, eventually there is a threshold for how much they can charge for car rentals. "With supply exceeding demand," he said, "courses are going after smaller pieces of the pie. The only way to offset that is to increase revenues by charging more, but then you have to worry about what your competition is doing."

Strange as it might seem, Tralies welcomed the slowing development trend. "I shouldn't say that because every new course represents a new customer," he said. "But on the other hand, you have to worry about your customer base at large and make sure they have the ability to be viable in the long term.

"It boils down to getting more people into the game. Hopefully the Golf 20/20 program and the higher ratings for golf on TV will lead to more people being interested in playing golf."
The 18-hole course and First Tee facilities will be the basis by spring 2003.

These facilities will be pursued by the business of golf. That is second.

The objective of this course is not to make money on the business of golf. That is second.

It is a showcase for our products and those of other companies. And it is a learning opportunity for the whole industry in terms of the environment.

ENVIROMENTAL FOCUS
FarmLinks will also serve as an environmental proving ground.

We were able to put the holes where they fit best.

— Dana Fry

For example, there will be environmental monitoring stations on the course that will track water quality and chemical leaching. These facilities will be the basis for educational programs for local schools, said Pursell.

Moreover, there will be different test sites for various turf varieties, and the layout will feature USGA, push-up, and California greens.

During the grow-in phase of construction, Pursell plans to test one application of PTI’s controlled-release fertilizer against the traditional method of multiple, high-rate applications of soluble fertilizer.

“We want to measure both the environmental effects of nitrogen leaching and the economics of a single application of our product versus multiple applications of fertilizer,” Pursell said.

ON THE COURSE
Landscape Unlimited is already fully deployed at FarmLinks and is working on the rough shaping and clearing. The 18-hole course and First Tee course are due to be completed by spring 2003.

“We expect to have rough shaping done this summer,” said Pursell. “There is a minimal amount of clearing and earthwork to be done because we designed the course with the land.”

Dana Fry, of Hurdzan, Fry Golf Course Design said FarmLinks is one of the best sites the firm has ever had. “We were able to put the holes where they fit best,” he said.

The course sits in a valley and plays into the foothills, so there is some topography.

The layout will occupy 500 acres and will be what Pursell calls a ‘purist’ course. “There is no O.B., the holes are spread out, and there are no houses,” he said.

“It will be just you, the cows, the corn and a little white ball.”

OPEN FOR LIMITED PLAY
FarmLinks will be a daily-fee course but will only be open for limited public play in order to protect the layout’s research and business mission. The course will host less than 15,000 rounds a year, and will be managed by Birmingham-based Honours Golf.

The objective of this course is not to make money on the business of golf. That is secondary, Pursell said. “It is a showcase for our products and those of other companies. And it is a learning opportunity for the whole industry in terms of the environment.”

...

CLOPYRALID HERBICIDE EXPANDS CONTROL
BURR RIDGE, Ill. — Riverdale has launched Millenium Ultra Plus, a broadleaf weed herbicide that offers expanded control capabilities. The product contains a combination of proven herbicides MSMA, 2,4-D and Dicamba along with a new broadleaf herbicide, Clopyralid.

“We’ve added Clopyralid, a new ingredient that provides excellent control of clover and other more difficult broadleaf weeds,” explained Roger Bechle, Riverdale’s product manager. The product can control such weeds as clover, spurge, ground ivy, oxalis, plus nutseed, goosegrass, crabgrass and other grassy weeds.
White Columns

opened in 1994. The par-72 White Columns layout was voted sixth-best new course in America by Golf Digest in 1995 and placed 27th in Golf magazine's "Best Among the Top 100 Courses" to play in America. Georgia Golf/News recognized the facility in 1998 as the number-one daily-fee course in the Atlanta area. “White Columns has always offered a golf and club experience rivaling the finest country clubs,” said Bob Husband, president and CEO of Heritage Golf Group. “We’re very pleased that it can now rightfully be counted among the top private clubs in the country.”

THREE MEMBERSHIP CATEGORIES

As Georgia’s newest private country club, White Columns is now offering individual, corporate and family memberships and is extending membership opportunities to those living outside the White Columns residential community. During its transition, the club will continue to welcome limited daily-fee play and outings until complete privatization is achieved within the next two to four years.

“Starting with its spectacular setting and exceptional golf course, White Columns offers an unmatched recreational and social experience for those fortunate enough to become members,” Husband said.

The list of amenities at White Columns also includes a highly acclaimed practice center as well as a swim and tennis center. Heritage Golf Group currently owns and operates nine high-quality golf facilities, both private and daily fee, throughout the United States.
**GOLF COURSE MARKETPLACE**

**GOLF COURSE NEWS**

**CALENDAR**

**AUGUST**


15 — OSU/OTF Turfgrass Research Field Day, Ohio State University, Columbus, Ohio. Contact: (888) 683-3445.


**SEPTEMBER**

7-8 — Southwest Horticultural Trade Show. Contact: (480) 966-1610.


17 — CGSA 35th Annual Fall Field Day, Club de Golf Le Royal Bromont, Bromont, QC. Contact: (905) 602-8873 Ext. 226.

19-20 — Canadian West Horticultural Show. Contact: (604) 574-7772.

24-26 — PGA International Golf Show, Las Vegas. Contact: (203) 840-5468.

**OCTOBER**

4-5 — Turfgrass Landscape Equipment Expo. Contact: (800) 500-7285.

7-9 — Golf Course International (Munich, Germany). Contact: + 49 (0) 611-951-66-11.

15-17 — Northwest Turfgrass Association Annual Conference. Contact: (800) 738-1607.


Oct. 31-Nov. 1 — Southern California Turfgrass Council Turfgrass Landscape & Equipment Expo, Pomona, CA. Contact: www turf council com.
NMP GOLF CONSTRUCTION
Expanding company has immediate openings for projects from the heart of the United States and as far north as Canada. Seeking experienced construction irrigation pipe fitters, irrigation foremen, small equipment operators (skidsteer, excavator etc.), finishers. Travel is required. Mail resume to NMP Golf Construction Corp., P.O. Box 636, Medway, MA 02053; Fax: 1-888-707-3219; email: info@nmpgolf.com.

GOLF COURSE IRRIGATION CONSTRUCTION / FINISH WORK
Looking to fill leadership and crew positions. Irrigation Systems: 800-491-9344 or email: www.irrigationsystem.com

VP INT'L BUSINESS DEVELOPMENT
Vice President, International Business Development for international golf course management, consulting and development company. Manage, direct and oversee international development operations of Company with existing and prospective customers, primarily in Asia and Australia. Frequent domestic and international travel required. Qualified applicants will possess a Bachelor's Degree in Business Administration, estimating, record management, project cost tracking and general clerical services to ensure operational efficiency of the Company. Position will also include managing and administrative and support services for the Company. Excellent Benefit Package. Fax resume showing recent experience, availability, salary expectations and references to 808-329-2882.

SEMA GOLF LLC
Bob Trueblood
Vice President, International Business Development operations of Company with existing and prospective customers, primarily in Asia and Australia. Frequent domestic and international travel required. Qualified applicants will possess a Bachelor's Degree in Business Administration or equivalent and at least 3,150yd, turn key operation. $399,900 Clinton Endebrock-White Company, Inc., 5480 Ocean Ave., Bldg. A., Suite 5D West Palm Beach, FL 33404 800-891-5030 Est. 1989

690 Sprinkler Repair
5 pieces for $100.00 Call for a free sample 1-877-267-2370 Cut Your Grass And Your Budget!

GOLF COURSE CLASSIFIEDS
To reserve space in this section, call Jean Andrews 207-925-1099.

HELP WANTED
DOMESTIC AND INTERNATIONAL
SEMA Golf is currently seeking qualified project supervisors, shape foremen, finish operators, and irrigation supervisors for both domestic and international assignments. SUPERINTENDENTS should possess some computer skills (Excel, Word, Projects). Irrigation supervisors should have a minimum of 3 projects as foreman or assistant. Mail or fax resume to: Bob Trueblood Vice-President SEMA Golf LLC 7580 East Gray Rd, Ste. 102 Scottsdale, AZ 85250 Fax: (480) 951-4081 E-mail: btrueblood@semagolf.com

INSIDE MANAGER
Golf Course Contractor needs inside manager. This individual will provide administration, finance and accounting support; including forecasting, budgeting, contract administration, estimating, record management, procurement, project cost tracking and general clerical services to ensure operational efficiency of the Company. Position will also include managing and administrative and support services for the Company. Excellent Benefit Package. Fax resume showing recent experience, availability, salary expectations and references to 808-329-2882.

SHAPER & MECHANIC WANTED
Golf course shaper and golf course construction mechanic with CDL needed. Must be willing to travel. Fax resume and date available to 231-547-7009.

CONSTRUCTION
Golf Course Construction Company has immediate openings for qualified project managers, superintendents, shapers, and finish operators. Also seeking office based estimator (Hard Dollar exp.) for California office. Fax resume to: (650) 564-0096. Good long-term opportunities and excellent benefits package.

ACCEPTING APPLICATIONS
Brett Inc. of Pleasant Grove, Utah is currently accepting applications for Shapers, Supervisors and Finish Operators. Please fax resume to 801-785-8012, attention Golf Division or e-mail: syoung@brettinc.com

REAL ESTATE
9 HOLE GOLF COURSE
Nine hole golf course for sale. Two bedroom residence, clubhouse and all equipment. 3,150yd, turn key operation. $399,900 Clinton Real Estate 315-863-4400.

PUBLIC GOLF COURSE FOR SALE
Beautiful East Tenn., 9 hole regulation course with room to grow on 130 acres bordering the Nolichucky River in the foothills of the Cherokee National Forest. Tourist area with camping and plenty of amenities. Remodeled club house. All the equipment you need; new riding greens mowers, new collar mowers, 3 tractors, 50 golf carts with windshields and washer (approx. 1 year warranty) and more. Take over immediately! This will be the least expensive way to own your own golf course. Call Paul for details 423-638-7070 or 423-747-4203.

WANTED TO BUY
18 hole golf course or 9 hole with acreage for expansion. Experienced owners/operators with ready capital. Revenue must support price or flexible terms for potential growth. Call 517-453-3344 or 414-898-8869.

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MARK ELIOT DESIGN
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* Appears in regional editions.
Every blade of grass depends on the soil beneath it. On the soil microbes that feed it. And nothing provides food and energy to soil microbes like Nitroform® ureaform. It releases the right amount at the right time. Only when grass needs it.

The controlled release of Nitroform gives you six months or more of turf-growing benefits and even longer-lasting payoffs for your soil.

Nitroform fights the effects of heat, traffic and drought. It helps develop roots and reduce thatch. Have your fertilizer supplier make Nitroform the foundation of your fertilizer program.

Your course is only as good as its foundation.

Ask the Expert. Go to our Web site at www.nugrotech.com. Bob Staib, recognized for his knowledge in specialty nitrogen fertilizers, will answer your turf or specialty crop questions by e-mail.