Dow AgroSciences sorting out Rohm and Haas acquisition
Company to expand its golf presence

By ANDREW OVERBECK

INDIANAPOLIS — As the consolidation trend in the chemical industry continues to unfold and competition heats up, companies are scrambling for whatever market advantages they can get their hands on. In the case of Dow AgroSciences, it made the move earlier this year to purchase Rohm and Haas because the added product lines boosted its position in fungicides and expanded its presence in the turf and ornamentals market.

“As we looked at our product line, we realized that we've always lacked a strong fungicide line,” said Scott Eicher, Dow AgroSciences' senior product marketing manager for turf and ornamental.

The need to balance its product portfolio, which is strong in both herbicides and insecticides, was made especially clear last summer when the rates and uses of its popular Dursban insecticide was scaled back by the Environmental Protection Agency. According to Eicher, addressing product gaps was important for the company to continue expanding in the golf market.

Continued on page 26

Troon adds to California stable
By DOUG SAUNDERS

BRENTWOOD, Calif. — Shadow Lakes Golf Club has opened for play here continuing the growth of the stable of courses built and operated by Troon Golf Management of Scottsdale, Ariz. The facility is situated in the rolling grasslands of this agricultural community just east of San Francisco in a region that has seen a flurry of golf course construction in the last three years.

The 6,700-yard Gary Roger Baird-designed course plays through a

IRS's depreciation ruling due in November
By ANDREW OVERBECK

ATLANTA — The National Golf Course Owners Association, along with accounting firm KPMG, is continuing to work with the Internal Revenue Service to achieve a favorable outcome in its two-year battle to update tax rules to allow for the depreciation of greens, bunkers and tees.

The issue, which has been fast-tracked as part of the IRS's newly created Industry Issues Resolution (IIR) pilot program, is set to be settled by November.

Besides an initial meeting with the IIR group in June, KPMG partner William Ellis organized a course visit for IRS officials in
“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, 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—after 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.
Heller Financial acquires $185 million portfolio from Bank of America

CHICAGO—Heller Financial’s Real Estate Finance group has acquired a portfolio of golf course loans from Bank of America, N.A., Banc of America Commercial Finance Corporation and Bank of America Canada, representing approximately $185 million in loan commitments.

“The assets of the Bank of America portfolio encompass the attributes and returns Heller is actively targeting, and thus accelerates our ability to meet the overall business goals for the group,” said Christy Lockridge, director and product manager of Heller’s Golf Lending Group. “It further positions us to become the leading lender in the golf course industry.”

The acquired portfolio is diversified in terms of geographic location and consists largely of daily-fee, mid-level golf courses. Heller is focusing on financing stabilized or transitional daily-fee, semi-private and non-equity private golf courses. The company offers specialized debt financing for acquisitions, turnarounds, refinancings and recapitalizations.

The purchase follows Heller’s entrance into the golf course finance arena earlier this year. “As a number of debt and equity providers have left the market, financing golf courses has become an under-served niche,” said Lockridge. “Heller recognized this as an opportunity to exhibit its strengths in providing products and services to countercyclical and specialty markets and to aggressively build its golf lending program.”

Study outlines importance of junior programs

ST. AUGUSTINE, Fla.—The first phase of GOLF 20/20’s study of segments of golfers and non-golfers has confirmed that there are more than 35 million golf participants in the United States. The figure is a combination of 25.5 million adult golfers (age 19 and over), six million golf range and alternative facility users, and four million junior golfers (ages 5-18).

The study also revealed that there are some 26 million adults who have never played golf or who are former players that express an interest in playing.

“Although the initial screener is just the beginning and the real meat will be in the follow-up studies, we’re very pleased with the quality of the information that we have received so far,” said Ruffin Beckwith, senior vice president of the World Golf Foundation which is overseeing GOLF 20/20. “The knowledge that there are 26 million adults currently not playing golf who are interested in playing presents a tremendous challenge to this industry.

“The objective of the segmentation study is to learn more about those who would like to...”

Continued on page 5

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Townsend Capt’l buys Hamilton Farm for $51 million

By ANDREW OVERBECK

BEDMINSTER, N.J. — Dennis Townsend, a self-described “golf nut,” has purchased the ultra-exclusive Hamilton Farm Golf Club with the vision of building it into one of the top five-star country clubs in the nation.

Townsend’s real estate and investment firm, Townsend Capital, bought the property from cash-strapped Lucent Technologies for $51 million.

Lucent poured more than $40 million into the development of the facility, which sits on the former grounds of the James Cox Brady Estate. The club features two Hurdzan, Fry-designed 18-hole courses, The Highlands and The Hickory. The Highlands is a 7,100 yard, par-72 layout and The Hickory is a 3,080 yard short course. Both layouts opened in early June.

“I wanted to get involved because this is already a very special place,” said Townsend, “and I see the opportunity to make it even more special. To be associated with what I think could be considered in the same category as Augusta National and Pine Valley is a once-in-a-lifetime opportunity.”

Townsend believes that the course will eventually play host to the U.S. Open or Ryder Cup.

“The course is already getting these comparisons and it is a new course,” he said. “Like fine wine, the course will continue to improve with age.”

The club will offer five-star amenities. The Brady mansion has 10 suites, fine dining and will eventually have a spa and workout facility. The course will also be staffed by professional caddies that Townsend is planning to recruit from Scotland and Ireland. Hamilton Farm will accept a limited number of memberships that will start at about $250,000.

TRADITIONAL DESIGN

According to architect Dana Fry, Hamilton Farm is worthy of its exclusivity.

“I have worked in this business since 1983 when I started with Tom Fazio,” said Fry, “and I have never worked on a better project than Hamilton Farm.”

The courses ramble throughout the extensive estate past old guesthouses and dairy barns. Sitting in the middle of the property is the U.S. Equestrian Center.

“The panoramic views are unbelievable,” Fry said. “And it has one of the great entrance drives in all of golf.” The one-mile wooded drive winds through hills and the horse track and along the first and second holes and ends at the restored Brady mansion.

Hurdzan, Fry designed Hamilton Farm to look as though it had been there for years.

“When we get a great site where the topography fits so well, we want to move as little earth as possible. We want to make things look like they have always been there,” said Fry.

To pull this off, Fry applied traditional touches, combining the styles of Stanley Thompson and Alister Mackenzie. “It is very traditional, old-style golf,” he added. “The tees are square and rectangular and the bunkers have radical high flash sand with wild fescue noses coming in the back.”

HANDWORK REQUIRED

Such touches required extensive handwork to construct,
GCSAA cancels celebration

LAWRENCE, Kan. — In light of the terrorist attacks Sept. 11, the Golf Course Superintendents Association of America canceled its 75th anniversary celebration that was scheduled to take place here Sept. 13-14. At press time, the GCSAA had no information about possibly rescheduling the event that was to host more than 500 people.

"It is not appropriate to host a celebratory event in the wake of the tragedies, nor do we want to risk the safety of anyone who would have to travel," said GCSAA president Tommy Witt in a statement.

The anniversary weekend was to be the mid-point of a yearlong celebration that kicked off at the International Golf Course Conference and Show in Dallas last February and will wrap up at the 2002 show in Orlando.

During the two-day event at its headquarters, the GCSAA had planned to host an industry forum, a golf outing and a gala. During the festivities the organization also planned to unveil a bronze sculpture of Old Tom Morris, dedicate a new sculpture garden and commemorate a walkway, and seal a time capsule.

CELEBRATING ITS HISTORY

The GCSAA was officially founded as the National Association of Greenkeepers of America on Sept. 13, 1926, when a group of 60 greenkeepers from across the country met at Sylvania Country Club in Toledo, Ohio. The group grew slowly through the Great Depression and World War II, changing its name in 1938 to the Greenkeeping Superintendents Association.

In 1951, the organization became the GCSAA and by 1957 had 1,000 members. After moving all over the country, the GCSAA established its permanent headquarters in Lawrence in 1974. Today, the association has more than 21,000 members, a $21 million budget and a staff of 120.

Golf 20/20

Continued from page 3

play but don't," he continued. "For example, the study emphasizes the importance that junior golf programs have to the growth of the game." (See box)

ALTERNATIVE FACILITIES

Going forward, research is continuing on the use and impact of alternative golf facilities such as par-3 courses and golf ranges. Sportometrics, a South Carolina-based golf and sports consulting firm, is compiling a database of all alternative facilities and will provide summary statistics by state and region.

The study will analyze what makes certain facilities successful, and determine a successful business model. Additionally, it will try to quantify the impact of the alternative facilities on neighboring traditional courses. The information will identify where alternative golf facilities can and should be introduced to grow the game.

Results from both the player participation and alternative golf facility studies will be presented at the 2001 GOLF 20/20 conference that is scheduled for Nov. 11-13 at the World Golf Village in St. Augustine, Fla.

Hamilton Farm

Continued from previous page

according to golf course builder Joe Neibur. "We did a lot of hand-work in the bunkers to get the fingers in there," he said. "And believe it or not, it was harder to build square tees.

The extra effort, however, was worth it, according to the club's head golf pro Jeff Purtell. "It is a mature property with many mature trees," Purtell said.

"When you drive through the gates you do not feel like you are in a new development because of the history and the old stables and the overall layout and style of the course."

Indeed, said Fry, looking down the 18th hole, one would be hard pressed not to think that the course wasn't 100 years old. "The back drop for the 18th hole is this huge, old, 30,000 square-foot mansion," said Fry. "It is one of the most spectacular finishing holes in the world."
Andrew Overbeck, editor

The speed of play in golf is a common concern among players, and in this issue of Golf Course News, two articles discuss strategies for building courses that allow for a faster round of golf. Author Tim Hiers, CGCS, offers his advice on solving the problem from the very beginning.

"If they are smart enough to choose the correct set of tees, then they can play the hole," said Hurdzan. "At St. Andrews there is almost no rough, you can find a ball and short of the intended target." Hurdzan continued. "So we tend to avoid junking up the right side of a green or put too many hazards onto the surface. The green should have a mixture of hard and friendly." It is important to note that Hurdzan advocates a range of strategies to improve speed of play, which is a crucial consideration for golf course operators.

Golf Course News (GCN) wants your feedback:

**WHAT IS YOUR NEW COURSE DOING TO ACCOUNT FOR SPEED OF PLAY ISSUES?**

**WHAT STEPS IS YOUR COURSE TAKING TO IMPROVE SPEED OF PLAY?**

**DO YOU HAVE ADDITIONAL DESIGN OR COURSE MAINTENANCE SUGGESTIONS THAT WOULD IMPROVE SPEED OF PLAY?**

Send your comments, ideas, or suggestions to:

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Pajak joins GCN’s sales team

YARMOUTH, Maine — Michael Pajak has joined Golf Course News as the Eastern Territory Representative. Pajak brings a strong commitment to customer service and a passion for the game of golf to his new position. His first goal is to get to know each of his customers personally.

"There will be lots of phone calls and lots of road trips. I’d like to visit everybody at least once in the first six months," said Pajak. That also includes the golf course management team. "I plan on visiting as many of our readers as I can," he said.

Prior to joining United Publications, Pajak was director of partnership development and call center operations for Diversified Business Communications, a producer of trade shows and trade magazines. Pajak, who is an avid golfer and certified golf club maker, lives with his wife and four children in Portland.

Get more out of Golf Course News @ www.golfcoursenews.com

For more information on this month’s stories check out www.golfcoursenews.com. Extra features include complete dormant seeding tips from columnist and superintendent Kevin Ross, as well as the full text of Eastmoreland Golf Club’s speed of play policy. The October issue, weekly e-news updates, GCN archives, the 2001 Buyers’ Guide, and the 2001 Management Company List are also available online.
NIGM announces 2002 management seminar

JUPITER, Fla. — The National Institute of Golf Management is now accepting registrations for its 2002 golf course management seminar to be held Jan. 13-17 at Oglebay Resort and Conference Center in Wheeling, W.Va. The seminar will feature a keynote presentation by American Golf Corp.'s CEO David Pillsbury.

Co-sponsored by the National Golf Foundation and the Continuing Education Department at Oglebay, the five-day program will be led by experts on all aspects of golf facility management.

More than 3,000 golf managers, superintendents, owners, golf professionals, food and beverage personnel and pro shop personnel have completed this program since its inception in 1984.

Three concurrent seminar programs will address the needs of first-year, second-year and graduate students. Subjects will cover: golf shop operations; player development; environmental issues and concerns; computerization and technology; liability and risk management; pace of play; research tools; marketing; cash and fiscal controls; food and beverage; personnel and customer relations; publicity and promotions; and golf car operations. Instructors include experts from American Golf Corporation, Club Car, ClubLink, GCSAA, PGA of America and the NGF, as well as course owners and operators, developers and manufacturers.

Basamid®, the only granular soil fumigant on the market, quickly eliminates virtually all weeds, nematodes, grasses and soil diseases so you can reseed in as little as 10 to 12 days. And the nonrestricted, granular formulation requires no complicated application equipment or tarps, thereby reducing your labor costs. Basamid® is the quick, easy way to get your new turf off to a healthy, vigorous start. To make your renovation easier, call 1-800-545-9525 or visit www.turffacts.com. Always read and follow label directions.
Here’s a little secret folks in the Snowbelt have known for years: The microorganisms in Milorganite hibernate during winter. So when you apply it in late fall, before the first snow, it won’t start releasing nutrients until the ground thaws. You know, when the course is too wet and soft for heavy equipment. Which means your course will be better prepared for the wear and tear of anxious golfers. For details, visit milorganite.com or call 1-800-287-9645.
HOW QUICKLY WILL YOUR TURF recover ONCE THE snow IS GONE?

Inside:
A SNOW MOLD AND WINTER DISEASE PROGRAM FOR EARLY SPRING GREEN-UP.
Winter Decline is the deterioration of turf quality during the cool season caused by the interaction of disease and stresses. Turfgrass becomes stressed as snow cover, high moisture and low temperatures weaken it. The turf plant then becomes more susceptible to cool-season diseases that further weaken the turfgrass. Disease causes more vulnerability to stresses, which in turn leads to more disease, and the stress-disease-stress cycle continues. By the time temperatures rise and the snow melts, superintendents are often faced with widespread Winter Decline when preparing their courses for spring play.

**Cool-Season Pythium**

Cool-season Pythium root rot is difficult to recognize and often mistaken for other diseases. It causes stunted growth and severe rotting of turf roots. And turf exhibits slower, stunted growth and thinning even after treatment.

**Other Winter Stresses**

Harsh winter weather will cause as much injury to turf as will disease. Turf that has not hardened-off can be damaged when exposed to below-freezing temperatures early in the season. Frost kills foliage, and may cause curling, browning or blackening of leaves. And turf left exposed to cold and windy conditions loses moisture, leading to further damage.

**Control Challenges**

The fall fungicide application is one of the most important of the year, counted on to keep turf disease-free throughout winter when colder weather and snow cover make applying chemicals nearly impossible.

Because of its complex make-up, snow mold control requires a number of fungicides, and tankmixes usually contain one or more of the three most popular products: 26GT®, PCNB, and Chlorothalonil.

While superintendents have always had to deal with the phytotoxic effects associated with PCNB use, they now must consider new EPA restrictions that have limited Chlorothalonil applications.

**Chipco: Proven Solutions for Winter Diseases**

Chipco’s full line of superior fungicides includes several that manage winter disease and ease turf’s transition from cool to warmer weather.

**26GT® Fungicide:** For 20 years, 26GT and its ancestor 26019 have been the foundation for effective snow mold control. The product trusted by superintendents for fast, effective brown patch and dollar spot management also provides the most effective, broad-spectrum snow mold control when used as a tankmix foundation. 26GT is also an effective alternative to Chlorothalonil.

**ProStar® Fungicide:** Proven control of gray snow mold. Incorporating different chemistries into regular fungicide applications is necessary to reduce risk of resistance. But when it comes to a superintendent’s snow mold control program, applying new fungicides can be an unwelcome risk. That’s why ProStar, a time-tested fungicide for gray snow mold control, is an effective addition to any program. An excellent tankmix partner, ProStar has exhibited superior control when applied with PCNB. Plus, applying ProStar with 26GT will ensure season-long control of the complete snow mold complex, without affecting turf growth.
Cultural Practices for Winter Decline Management

While fungicide applications are an important component of any disease prevention program, other strategies should be adopted to avoid disease outbreak over the winter. Any effort at preventing Winter Decline should include the following cultural practices:

- Avoid heavy nitrogen applications in late fall
- Mow grass during late fall to reduce canopy buildup
- Prevent large drifts of snow through the use of snow fences and landscape plantings
- Improve drainage, increase aeration and improve sunlight exposure where feasible
- Reduce compaction by restricting walking and common snow sports on important turf areas
- Repair snow mold damage by raking affected patches and lightly fertilizing in early spring

Chipco® Signature™ Fungicide: Proven control for cool-season Pythium root rot.

In trials conducted at Cornell University, for example, Chipco Signature was applied from late September to early October, at 14- and 21-day intervals to Pythium-inoculated turf. According to Dr. Eric Nelson, plant pathologist at Cornell, "Chipco Signature is actually one of the better materials we have tested for cool-season Pythium root-rot control."

Whatever your program, a pinch of Chipco Signature will improve it.

While fall programs for cool-season diseases vary by region and by disease pressure, studies prove that, regardless of the tankmix combination, adding Chipco Signature (at the 4 oz rate) to the tank improves turf vigor and quality as turf transitions out of winter.

Improvement is visible no matter what the tankmix ingredients (see data charts that follow). And, applying Chipco Signature will lessen the phytotoxic effects superintendents have come to associate with PCNB usage, including root damage and turf browning.

**Popular Tankmixes**

- 26GT + Chipco Signature
- 26GT + Chlorothalonil + Chipco Signature
- 26GT + Chlorothalonil + PCNB + Chipco Signature

Cultural Practices for Winter Decline Management

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The company behind the control

We encourage you to try the Chipco line of outstanding products as you develop your fungicide application strategy this fall. And feel free to call your local Chipco sales representative with any further questions about winter disease control.
MAINTENANCE

EDITORIAL FOCUS: Winter Preparation

Seed companies release new varieties for winter overseeding

By JOEL JOYNER

CORVALLES, Ore.—This fall, new introductions will be breaking into the winter overseeding market offering golf course superintendents a salt tolerant ryegrass, improved seed blends, and higher quality turfgrasses.

The goal for golf course superintendents, particularly those below the transition zone, is to present a playing surface that’s both attractive and enticing to golfers as Bermudagrass goes dormant.

The overseeding market, therefore, is a lucrative one for seed companies, and new products this year aim to bring value to golf courses and golfers alike. Although most seed companies primarily focus on permanent turf, they also have been looking at new ways to ease the golf course superintendent’s seasonal challenge to accommodate golfers.

SEED RESEARCH OF OREGON

SR 4500 is the newest perennial ryegrass to be released this year from SRO. “It’s going to work better for superintendents the further South they are in the United States,” said Skip Lynch, technical agronomist. “If they’re in the northern end of the overseeding market, it may hang in there a little too long. It has a high endophyte and offers a fairly dark green color. It’s a looking good grass with lots of fillers.”

A lot of companies sell individual seed components to allow superintendents to make their own blends. SRO has taken that additional step out of the process by offering their own new blends of Champion Fine and Champion Max.

“Champion Fine is a blend of our ryegrass with the SR 5100 cheddar fescue,” Lynch said. “It makes a little better playing surface because the ball sits up a little better. The fescue has a much stiffer leaf blade. It transitions very well, and you won’t lose any color having the cheddars in there.”

“The Champion Max blend is basically for greens overseeding,” said Lynch. “It has Poa trivialis in it, and you can take it down to a very fine mowing height. It has excellent color, is very dark green, and has a quick transition in the spring time.”

Turf Seed is showcasing four new varieties this season: BrightStar SLT is a salt-tolerant ryegrass; Citation Fore which is their highest ranking perennial ryegrass in the latest National Turfgrass Evaluation Program (NTEP) trials; and two Poa trivialis varieties called WinterPlay and WinterStar.

Dormant seeding in the fall provides greater insurance against winter damage

By KEVIN ROSS

“There’s been a lot of talk over the past several months concerning winter damage on golf courses. High-profile events, such as the 2001 US Senior Open at Salem Country Club in Massachusetts, (which sustained severe turf loss prior to the event), has brought this issue front and center (GCN Aug. 2001).

Winter damage, however, is not a new phenomenon. Many states throughout the northern United States and in large parts of Canada sustain turf loss every year. Each year, many superintendents experience the same agony that superintendent Kip Tyler said this year at Salem CC. However, the work done at Salem CC has spurred much thought on how to prepare your golf course for the dreaded winter months.

THE DORMANT SOLUTION

Dormant seeding is one technique that has not received much attention. A successful program of dormant seeding can produce spectacular results in the spring, and it is a great insurance policy in the event that any winter damage occurs.

Dormant seeding is done in the fall, after soil temperatures have declined sufficiently, so complete germination will not occur. However, soil temperatures must be sufficient for the initial stages of germination to occur.

The first step in the seed germination process is water absorption. In the second step, the seed undergoes a swelling, which initiates several biochemical and physiological events. This ultimately results in the development of a seedling turfgrass plant.

In dormant seeding, the seed undergoes dormancy. The seed is allowed to dry down to a very fine mowing height. It transitions very well, and you won’t lose any color having the cheddars in there.”

Colorado resort relies on overseas work force

By JOEL JOYNER

KEYSTONE, Colo.—As labor shortages continued to disrupt golf course maintenance operations this past summer, the River and Ranch golf courses here turned to international recruitment with the H-2B visa program. It worked out so well that other courses would be wise to consider bringing in visa workers for next summer, said Steve Corneillier, director of golf courses at the Keystone Resort.

“We were struggling to get enough maintenance people for a single course,”
AVON, Colo. — Shane Nelson, superintendent here at the Beaver Creek Golf Club, came very close to spending his life mining for gold. Instead, he’s maintaining for golf.

Growing up in nearby Leadville, about 40 miles to the south of here, Nelson was to be a seventh-generation miner after studying industrial arts at a junior college in his hometown. His family had operated several gold and silver mines in the area for decades.

"After the metals crash of the early ‘80s, I realized that a career change was in order," Nelson said. "That’s when I came to work for Vail Resorts in 1984 as a snowcat operator in the winter. I also worked on a golf course during the summer for a few years."

Nelson eventually took a full-time position at the course as a mechanic. Four years later, he was pulling double duty as the assistant superintendent and mechanic. In 1992, he was promoted to superintendent.

Nelson expanded his knowledge of turf from on-the-job training and attending GCSAA seminars at the national conferences. "All of the supers in the Vail Valley attend every year," he said.

"It’s a great learning experience for me."

LOYALTY

One of the greatest rewards for Nelson at Beaver Creek is the relationship he’s established with his staff. "I always credit my two assistants, Jerry Glissman and Bob Johnson," he said. "They grew up on farms, and their common sense approach and work ethic are something that I couldn’t live without.

"It seems so uncommon in the profession today to have the kind of loyalty that I enjoy here," said Nelson. "There are not many superintendents that can say that his first assistant has been with him for 17 years, his second assistant for 12 years, greenkeeper for 14 years, flower person for 18 years and so on like I can.”

E-SERIES OSMAC IRRIGATION SYSTEM

The Robert Trent Jones, Jr.-designed layout at Beaver Creek, opened in 1980. "It’s 6,784 yards of fun golf," said Nelson about the Rocky Mountain track. "The first three holes are as breathtaking as any in golf.

Nelson and his team have been going all out this summer, installing Toro’s narrow band, E-series Osmac irrigation system. The course also played host to the annual Jerry and Betty Ford’s Artisans Golf Classic’s benefit event as well as the Pro-Am leg of the Colorado Open.

IGM signs contract with Montgomery CC

MONTGOMERY, Ala. — International Golf Maintenance has entered into a maintenance agreement with The Montgomery Country Club here.

The private, Southern-style Montgomery layout with tree-lined fairways and elevated greens was originally designed by Jock Ingle in 1903. The course underwent a redesign by John Lafoy in 1987, and greens were changed from bentgrass to TifEagle Bermudagrass in 2000.

"Right now, we’re involved in improving the conditions of the course following our capital renovation project that was completed in the fall of 2000," said general manager Bruce Szafra. A new irrigation system, pump house, and new cart paths were also installed.

UNDERNOURISHED TURF

IGM superintendent Paul Haines found turf conditions to be undernourished at the club and will be making agronomic adjustments. "We’re working to get the turf color and health up to provide a better playing surface and help create visual height dis-

Continued on next page
WinterStar.

Continued from page 9

There was extensive work on BrightStar SLT for salt tolerance over at Pure Seed Testing [Hubbard, Ore.], said Tom Stanley, marketing manager. "What they did was place all the NTEP perennials into a salt water bath. They subjected them to this bath, at 17,000 parts/million, for nine weeks."

"What they did was place all the NTEP perennials into a salt water bath. They subjected them to the bath, at 17,000 parts/million, for nine weeks."

Most of the varieties were destroyed. "Some, however, still had green and growing tissue," Stanley said. "BrightStar SLT was one of the top survivors. It also has a good resistance to red thread. It will work well in areas with cool, moist, maritime winters."

Citation Fore will require less mowing, according to Stanley. "It has reduced steminess and reduced vertical growth in the spring and summer," he said. "It also has a 54 percent endophyte content, so it will be fairly resistant to above-ground feeding insects."

WinterPlay and WinterStar, two Poa trivialis varieties released by Turf Seed in limited quantities last year, will be more available this fall. "They'll be ideal for the South, where they're just going to be temporary grasses," said Stanley. "Also, the Northeastern and upper Midwest regions where there's wet, shady areas difficult for growing turf or even in shade mixes for permanent turf."

Pennington Seed, in Madison, Ga., is offering two new perennial ryegrasses that were both bred at Rutgers University. "Applaud provides great color and has a very nice leaf texture," said Russ Nicholson, national sales manager. "In trials, we've found that it transitions very well. It's not one of these varieties you plant in company because it's not going to be a strong performer for the overseeding market."

Plants breeder Susan Sumudio at the Jacklin Seed Co. in Post Falls, Idaho, was one of the driving forces behind two "spanking new" perennial ryegrasses, Extreme and Galaxy. "Extreme features excellent spring green-up, high density, and a dark green color," said Sumudio. "It also exhibits good pink snow mold resistance. It's been tested in company trials since 1997 and was entered in the 1999 perennial ryegrass NTEP trial. It's done very well in northern trials."

Galaxy was especially developed for the Midwest, according to Sumudio. The company has tested it since 1998 at sites in Ohio, Maryland and New Jersey. "It's characterized as medium-fine texture, high density and a medium-dark green color," said Sumudio. "It also has demonstrated moderate resistance to leaf rust and gray leaf spot (GLS)."

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The same benefits can be found in Prospect Plus, a liquid micro-nutrient for foliar application or for use in fertigation systems.

Effect of Fertilizer with Prospect Plus on Creeping Bentgrass Density

Ohio Turfgrass Foundation Research and Educational Center - 2000

<table>
<thead>
<tr>
<th>Treatment</th>
<th>Rate</th>
<th>% Turf Density</th>
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<tr>
<td>Check</td>
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<tr>
<td>Fertilizer (46-0-0)</td>
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<tr>
<td>Fertilizer (46-0-0) + Prospect Plus</td>
<td>0.014 lb, N/1000 sq. ft. + 48 oz./acre</td>
<td>77.00</td>
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Seeded on August 4, 2000 with G-2 creeping bentgrass at a rate of 2 lbs. per 1000 sq. ft. Density measurements were taken on % cover taken visually on 10/4 (8 weeks after treatment).

Study Results: "... a significant increase in creeping bentgrass establishment two months after seeding with the application of fertilizer and Prospect Plus compared to the untreated control. A 27% improvement over check and more than a 12% increase over fertilizer alone!"
Jones donated his services in enhancing the 1936 A.W. Tillinghast design. Before he arrived at the facility, maintenance practices were limited, according to Currier. "They hardly did anything," he said. "In all fairness, they only had a crew of four or five people." Currier was recruited from an assistant position at Garden City Golf in Garden City, N.Y. to step up the maintenance program at Bethpage. "We've spent a ton of money on equipment, anywhere from $250,000 to $350,000 each year, to upgrade all five courses," he said.

The crew has also grown substantially," said Currier. "We keep about 50 people on staff for the winter season. We now have a maintenance team that compares to similar facilities.

12 ACRES OF BUNKERS

Currier and his crew will be tackling bunker sand replacement as their biggest project this winter. The layout sports over 12 acres of bunkers. "The bunkers are enormous here, and they've been contaminated with quite a few stones in the past few years," Currier said. "Several of them are really steep, and we've had a few bad washouts. We'll start work on them this fall and continue until early next spring putting in new sand."

Last winter, the Bethpage facility had about 25 inches of snowfall altogether, according to Currier. "Knock on wood, we didn't have any winterkill last spring," he said. "We had some ice developing for a little while, but we went and verti-drained the areas and broke it up.

"The two previous winters, we had very little snow," said Currier. "Hopefully we'll get that again. It certainly makes it easier. We do a lot of our tree work throughout the winter season as well."

Preparations at Bethpage for the upcoming winter include overseeding, aerated turf, and snow mold treatments on the greens. The Black Course was closed for a few days after Labor Day this year to Overseed a few fairways that weren't quite where Currier wanted them.

"I also have about five or six acres of sod ordered," Currier said. "We're going to go around and strip off all the high traffic areas around greens and bunkers and resod them.

Currier aerated the greens in August, following the Met Open, and did the roughs and green surrounds in early September. "I'll be topdressing all the fairways this month with a light shot of straight sand," he said. "We've been topdressing them a couple of times each year.

"We'll also be overseeding them this month with ryegrass," said Currier. "We'll go with bluegrass, though, in our green surrounds. We reseeded all the roughs last fall with rye as well. With the dormant seeding in, we'll pump up the roughs in the spring to get them a bit thicker."

The main focus for Currier this fall will be to get the dormant seed fed well so that the grass comes out in decent shape in the spring.

THE OPEN

The Black Course is shut down every year on Nov. 15, and opened again around April 15. "We'll keep the course open next spring through Memorial Day, and then we'll close it for 13 days prior to the tournament," Currier said. "I imagine the place will be somewhat in disarray."

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The Red Course is usually closed Dec. 1 and opened again at the end of March. The Yellow, Blue and Green courses, weather permitting, are played year round. "The Green and Red courses, holes one and 18 of each, will be established as corporate villages during the Open," said Currier. "The first hole of the Yellow Course will become the driving range. All next spring, our scheduling is going to be a little bit whacked out here. But having those 13 days to set up will be nice."

H-2B visas

Keystone hires about 3,000 individuals each season between summer and winter activities, according to Amy Kemp, communications manager at this scenic resort in the heart of the Rockies. "Out of the 44 people on the golf course maintenance staff this summer, 22 were here on visas," she said.

"The training program is one of the best around, according to the River Course assistant superintendent Don Petrey. "We have the GCSAA training videos that we use, and we've developed tests for every piece of equipment we have here," he said.

"Following the tests, trainees stay with the employees until they are both absolutely sure the trainee is comfortable with the equipment," he added.

The resort recruited several female workers from Australia, New Zealand, Brazil and Argentina for its maintenance staff.

"Every employee we had here speaks English fluently," said Petrey. "The girls were responsible, early for work, and ready to work. It was a refreshing change. They worked hard, listened well and were willing to learn."

Visa extensions are possible. "I'm here on a six-month visa, and I've applied for an extension to work through the winter," said Veronica Furze, from Buenos Aires. "It's not hard to get, it's just a matter of waiting for it. We never know when we're going to get approval."

As the season wound down here this year, management at the course will have to wait until next season to see some familiar faces again. "It's going to be hard seeing some of them go," Currier said. "That energy and enthusiasm they bring with them - they show up in the morning giggling."

A view of the bunkers with the 18th green in the background

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Pythium
Continued from page 9

ended up with Pythium in areas we've never seen it before. With the extreme humidity and high temperatures, it just kept popping up,” said Norton. "The ironic part of this is that after the damage occurred, we decided that we better not leave ourselves open for more damage," said Norton. “So, we did spray preventively and the weather cooled down about five days later. It felt like a damned if you do, damned if you don’t situation.”

Affordability
Norton was not alone in having to deal with the situation, according to Robert Vavrek, agronomist at the USGA Green Section in Elmhurst, Wis. “It all depended on what course budgets were like to be able to afford to spray fairways,” he said. “Most superintendents had greens and tees covered, but the cost of treating 25 acres of fairways is prohibitive to some budgets.”

There have been courses that haven’t seen Pythium in Vavrek’s region for four or five years. “It was pretty universal here this season,” he said. “Once the damage occurs, it can really spread quickly. It’s a disease that once superintendents see it, they’ll take action.

“States more in the transition zone or Mid-Atlantic states probably see Pythium more often because of weather conditions,” said Vavrek. “But, then again, they probably expect it and budget more for preventative treatments. They know conditions will exist year in and year out. It’s not always the case here.”

High Heat Indexes
Pythium becomes active in areas with poor air movement, valley areas or low pockets near creeks or stands of trees.

“It was on some of our greens that have tree surrounds,” said Dean Whittington, superintendent at the Oak Hills Municipal Golf Course in Middlebury, Ind. “The greens out in the open weren’t quite as bad. A few spots here and there, but nothing like on five or six of our problem greens.

“We had nights where the low temperature was 75 degrees and the dew point was 72 or above,” explained Whittington. “The heat indexes were around 107 and 108 degrees for nearly a three week period here.”

Whittington applies as little fungicide as possible preventively because of the chemical budget at the course. “I try to stay ahead of Pythium and watch for it when conditions are right,” he said.

It was perfect weather for Pythium, described Dave Alexander, assistant superintendent at the Highland Meadows Golf Course in Sylvania, Ohio. “We had it in some of our rough areas and green banks, but we treated all the fairways, greens and tees preventatively.”

The course treated the areas with Subdue in “two shots,” once on June 1 and again on July 1, according to Alexander. “We knew it was coming, so we planned on it,” he said.

Recovering Some Turf
The good news for Norton is that when the heat wave broke, perfect grass growing weather followed. “I knew from my experience with our Penncross fairways that it does a lot of filling in on its own,” Norton said. “Fellow superintendents that were here for golf outings were saying, ‘That turf’s dead, you’re going to have to reseed that area.’ Sure enough, though, some places hit by Pythium started filling back in. I’ll still have to overseed some of the worst hit areas.”

Norton estimates that the course spent three times its normal expenditure on Pythium chemicals this season. “We usually spend $2,000 to $3,000 to protect our greens, tees and problem areas,” he said. “A ten-gallon container of Subdue is $4,850 here. That’s $5,000 just to spray fairways once preventively. It’s not always an easy call to make.

“It’s funny, after the fact, owners will say, ‘Well, you needed to spend that money,’” Norton said. “Once the damage occurs, it becomes obvious.” •

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☐ B. 18 holes
☐ C. 27 holes
☐ D. 36 holes
☐ F. More than 36 holes
☐ Z. Other (please specify)

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Golf Course News’ 2001 Newsmakers

Coming in December’s issue.

We’re dedicating our December issue to profiling the people who are making the news in the golf course industry in 2001.

Don’t miss it – you might be one of them!
Panks developing a Native American niche

By DAVID HUBBARD

PHOENIX, Ariz. — More than a few sovereign Indian nations across America are building golf courses in their desire to direct the phenomena of Indian gaming into a major hospitality and entertainment industry. With two such projects behind him, Gary Panks would like nothing better than to be the golf course architect they call.

In Phoenix, Ariz., the tribal officials from the Gila River Indian Community liked what they saw in Panks' work at the Raven Golf Club at South Mountain, and invited him to design the community's 36-hole Whirlwind Golf Club as the feature amenity to the Sheraton Resort Hotel-Casino now under construction. Managed by Turoon Golf, the first course, Devil's Claw, opened in late 2000 to rave reviews.

"We have always envisioned a very high-end destination resort for this area, and find it very reassuring that Mr. Panks shares our enthusiasm for this venture and can work so easily with the community to make it happen," stated Steven Hedley, deputy general council for the community.

For Panks, the commission has turned into far more than the next project on his to-do list.

"The opportunity to design on Reservation land, essentially free of state and federal intervention has opened a new world of possibility for our firm," said Panks.

As the second course at Whirlwind, Devil's Claw moves closer to completion, Panks' recently opened his second project on In-

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Nicklaus' Summit Course offers 360-degree views of the Rockies

By JOEL JOYNER

EDWARDS, Colo. — The Summit Course, a new Jack Nicklaus signature layout here, was challenging to build due to drastic elevation changes.

The effort, however, was worth it as the layout offers 360-degree views of the rugged Rocky Mountain terrain. Opened in August, the course is situated just 20 miles west of Vail. It is the newest addition for the Cordillera Group that now owns four upscale courses in the area.

The terrain at the Summit layout drops down to about 8,000 feet along the course, only to climb the side of the ridge again to reach up to 9,100 feet at the 18th fairway — its highest point.

PUNCHBOWL GREEN

There are some 70- to 80-foot drops from tee to green on the course, and 36 par-3s that range from 40- to 50-feet in elevation changes. "There’s a lot of variety here," said Glenn Samuelson, superintendent. "We’re very exposed on a few holes, and very protected on others. Everything from tall stands of fir 120 feet high to wide open sagebrush.

For the first time at any of the Cordillera courses, flat drainage was used on the greens. "We didn’t pitch the greens or anything unusual to try to remove water," said Samuelson. Jack’s pinable areas are quite flat, around one or two percent. However, the 8th green, a par-5, sports a punchbowl design.

A fair amount of blasting was required to get the main line in for irrigation and drainage. "There’s a lot of rock. That’s why they call it the Rocky Mountains," Samuelson said. "It was a chore to get down four of five feet sometimes."

The final cost for building the Summit course fell between $11 and $12 million.

Continued on page 18

Rulewich ‘stitched’ new Wild Turkey layout together

By JOHN TORSIELLO

HAMBURG, N.J. — Crystal Springs Resort has opened its second Roger Rulewich-designed layout, Wild Turkey, here in northwestern New Jersey.

Rulewich’s first layout at the five course resort, Ballyowen Golf Course, opened four years ago and was much easier to design and build according to the architect. At Wild Turkey, which opened in June, Rulewich had to piece together several distinct parcels of land into one seamless golf course.

"If Ballyowen was a piece of cloth, then Wild Turkey was like a closet full of clothes," he said. "We were able to cut Ballyowen from one type of land, while we had several very different sections of property at Wild Turkey that we had to stitch together."

The different sections Rulewich

Continued on page 18

GOLF COURSE NEWS
Diamond Golf on the move in Mexico

By JOEL JOYNER

PUERTO VALLARTA, Mexico — After wrapping up a strong third year in operations here, Diamond Golf continues to show a strong presence in Mexico.

The golf course construction company has completed several projects that are scheduled to open this fall and early winter. With few Americans on the team, the company has established itself as a presence in Mexico.

Projects to be completed this year includes work with architects Tom Weiskopf, Jim Lipe, Jack Nicklaus, Jack Nicklaus II, Robert von Hagge and Richard Baril and also involves project work totaling an approximate contract value of $72 million.

“The first project we started on here was the Vista Vallarta,” said Randy Ruth, one of the three senior managers at Diamond Golf. “That was a Nicklaus-designed 18 holes and a Weiskopf-designed 18 holes.”

The project began in Oct. 1999, and the Nicklaus course opened April 1 this year. “We finished construction on the Weiskopf course June 30, and it’ll probably open next month,” said Ruth. “One of the biggest challenges of working in Mexico is that there’s a rainy season that lasts from mid-June to the middle of October.

“We had a substantial amount of rain damage in 2000 on the Nicklaus course that delayed the opening,” explained Ruth. “It was suppose to open in January, 2001. So far this year, we’ve gotten the construction completed on the Weiskopf layout before the rains hit, but there’s been a few washouts. It’s basically been patchwork here and there. We’ve been replacing some areas where we planted sprigs with sod on three of the holes.”

‘WORKING IN THE MUD’

The company has four projects in Vallarta, with another one being the Von Hagge, Baril-designed Paradise Village. “What distinguishes Sal’s [Salvador Rodriguez, president] company from all the others is that they give the architect what he wants – without endless meetings,” said Robert Von Hagge, architect with Von Hagge, Smeeke and Baril based in Spring, Texas.

The course opened the first week of September and has a celebrity tournament scheduled for this month and an official opening July 11.

“Ownership is something that we are going to trend towards,” he said. “We are looking for different partners. We can come in and build it at our cost and schedule and put in sweat or cash equity.

“A lot of developers are trying to do these projects and are either under capitalized or don’t understand the market,” he continued. “We have done so many projects, and we have learned from everyone else’s successes and failures.”

FLEXIBILITY IS THE KEY

According to Niebur, flexibility is key when it comes to structuring ownership deals, because every one is different.

At Green Valley Ranch, a Perry Dye-design near the Denver airport, Niebur came to the rescue when the residential developer’s deal with the course developer collapsed.

“We were already set to build the course, and then the deal fell apart at the last hour,” he said. “The developer [Oakwood Homes] was freaking out because they had promised the course to homeowners. They asked us if we could do it and we negotiated the contract in two weeks.

In exchange for sweat equity, Niebur got the land and water rights free, plus cash incentives.

“Every deal is different,” he said. “We talk with homeowners and they don’t want any part of the golf course. We take the risk for them and benefit from their amenity. They chip in the free land or cash to hire a designer and we get the ongoing profits of the club.”

TIME IS MONEY

At Green Valley, the company started work at the course May 1 and had it grassed by Oct. 1. The club held its grand opening July 11.

“We have never done a course that quickly,” Niebur said. “But we can do it because we can allocate the resources because we are in total control. Time is money in this business.”

While building seven courses for clients this year, Niebur benefits from course ownership because it assures work for his crew. “As the market continues to pull back, this guarantees our work,” he said. “I control the schedule and that is a valuable way to save money. I can be flexible about when I start the job and how many guys I put on it. It is a great filler.”

Getting in on the ownership game is also helping Niebur to diversify his company. “We are getting a piece of the action,” he said. “It takes the image of a builder and transforms it. We are more than a construction company now.”

According to Niebur, the industry would be healthier if more builders got involved in ownership.

“We know what works and what doesn’t and what is healthy for the market,” he said. “We have seen the guys go out and spend $20 million in a market that doesn’t work.

“We need a stronger market because it hurts everyone when a course goes belly up,” he continued. “It gives the financing community cold feet and cheapens the market.”

Niebur bullish about diversifying into golf course ownership business

By ANDREW OVERBECK

COLORADO SPRINGS, Colo. — While continuing to build courses for clients, Niebur Golf has leapt headlong into the course ownership game. The company opened a new course outside of Denver this summer, is building a Tripp Davis/Craig Stadler course in Granby, and is in talks to do another with a municipality in California.

Prior to these projects, Niebur Golf opened Hurzdan, Fry-designed Valley View in Fayetteville, Ark., last year and built and eventually sold a course in Oregon and one in Michigan.

Company president Joe Niebur is bullish about expanding into the ownership business, a growing trend among golf course builders.

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stitched together at Wild Turkey included an abandoned quarry, several open field ponds, woodlands, and hilly terrain. The result is a course that offers pleasantly unique holes.

Wild Turkey's "basin holes," number three and 12 through 17, incorporate ponds left behind from the quarry operation and have a links feel to them, reminiscent of nearby Ballyowen. The course's "ridge holes," numbers one, four, 10 and 18, offer a number of spectacular views of the surrounding countryside. The greens at Wild Turkey are moderate in size and demand precision approaches, as Rulewich created sometimes severe slopes at the sides of many of the putting surfaces. The greens, fairways, and tee boxes are of creeping bentgrass, while the rough is a mixture of Kentucky bluegrass, perennial ryegrass and fescue. There are 55 bunkers and water on four holes.

Rulewich and his team overcame a number of design challenges. The course was constructed by Sussex National Development, Inc. of Hamburg, N.J. The builders undertook demanding grading work in several sections of the course and also solved the tricky proposition of having to cross over a railroad track.

"We believe we've created a course that is user friendly," said Rulewich. "You can stretch it to over 7,000 yards from the tips or move up and play it from around 6,000 yards. I wanted to build a course that better players find challenging, but also one where higher handicappers will have fun."

There are several startling holes at Wild Turkey. Perhaps the best of which is number seven, a par-3 that gives the knees a knocking. 218 yards from the tips. The hole demands almost a full carry over a yawning quarry pond to a green that sits atop a cliff.

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The par-71 layout has four sets of tees, ranging from 5,024 from the forward tees to 7,233 yards from the tips. The greens, fairways, and tee boxes are of creeping bentgrass, while the rough is a mixture of Kentucky bluegrass, perennial ryegrass and fescue. There are 55 bunkers and water on four holes.

Rulewich and his team overcame a number of design challenges. The course was constructed by Sussex National Development, Inc. of Hamburg, N.J. The builders undertook demanding grading work in several sections of the course and also solved the tricky proposition of having to cross over a railroad track.

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Panks, Native Americans
Continued from page 16

dian land, the formidable Twin Warriors Golf Course for the Santa Ana Pueblo in Beranlillo, N.M. As the centerpiece of the Hyatt Resort Hotel, Twin Warriors is the Pueblo community's second course, which is adjacent to the older 27-hole municipal layout.

UNENCUMBERED DEVELOPMENT

As he actively pursues new opportunities to work with Native American communities, Panks is enthusiastic about developing a niche in the golf and hotel industries.

"In this day and age, it is a chance to get in on the ground floor and shape a piece of land without having to consider residential development," he says. "Usually, the ancillary construction around a golf course can control or impede upon the best planning effort. For all intents and purposes, what we put together on Indian land is largely unencumbered."

"Water, or at least water rights, is rarely a problem for Native American golf courses. And, there are no turf restrictions, such as Arizona's 90-acre allotment on new golf course development. The reservations are free from the usual zoning and permitting associated with preconstruction, not to mention the headaches of remaining compliant in myriad environmental issues. American Indian communities do not require any sort of permitting or approval from the state or federal government to proceed with development of any kind."

The only rules are those imposed by the tribal councils. If the state’s historical preservation agency is involved, the final decision on how to handle a significant find lies with the community leaders, who usually quickly determine to build around it, soften the impact, or disregard it and move on with the project. Panks finds the Indian communities respectful of their land to the point that any outside agency to direct environmental or historic processes is simply unnecessary.

"In fact, the people I have worked with in Arizona and New Mexico are to be congratulated for their foresight to hire only the most expert consultants to help them realize well-planned, well-built, well-designed developments with respect to the environment and surroundings," said Panks. "It is very fortunate to be involved with projects driven by that kind of thinking."

PROTECTING CULTURAL SITES

In the case of Twin Warriors, Panks recalled a dilemma concerning 20 or so cultural sites, and the sacred landmark, Snakehead Ridge. At first, there was a little consternation about putting a golf course up to the consecrated area. However, to Panks' way of thinking, golfers are not the sorts of people to leave the course to hike up a hill. Panks suggested the three holes routed along the base of Snakehead Ridge would actually create a buffer zone to further protect the mountain from intruders. As it turned out, Panks preserved his preferred routing, and golfers can still appreciate the significance of Snakehead Ridge from a respectable distance.

At Whirlwind, with little cultural significance to the site itself, Panks worked with the vision of the community in what will ultimately be a scaled-down replication of the Gila River in its entirety from the headwaters in northern Arizona to its confluence with the Salt River. With significant landmarks noted, the water feature will welcome guests at the entrance and wind through the property and fill a featured lagoon linking the resort and the golf course.

Understanding the desires of both the developer and the golfer fuels the creative fire of most golf course architects. Panks' association with Native American developers takes it a few steps further, grasping the tribal histories and cultural nuances to inspire his course design. His goal now is to explore this evolving market niche on new sites outside the deserts of the Southwest.
BILLY CASPER GOLF APPOINTS HEADLEY

VIENNA, Va. — Billy Casper Golf has appointed Jill Headley as its director of marketing. Headley will create marketing programs and drive their implementation for several BCG properties. Headley joins Billy Casper Golf from OnePage, Inc., where she directed the software company’s marketing strategy formulation and implementation. Previously she was advertising director at USA Network’s Internet Shopping Network and regional account manager at Golf For Women magazine.

CLUBCORP CHOOSES PARVIEW

SARASOTA, Fla. — Dallas-based ClubCorp has chosen ParView Inc. to provide Global Positioning System services to its daily-fee and semi-private divisions. The ParView system provides golfers with a graphical hole and green overview of each hole, exact distance from the tee to the center of the green, the pin placement, pro tips, electronic scoring and food and beverage ordering capabilities. The system is currently installed at more than 150 courses throughout the United States, Canada and the Caribbean.

CONWAY COMES ABOARD AT BLACK GOLD

YORBA LINDA, Calif. — KemperSports Management has named Chris Conway head golf professional at Black Gold Golf Club, a 6756-yard, par 72, 18-hole public facility which is owned by the City of Yorba Linda. The course will be opening this fall. Prior to his appointment at Black Gold Golf Club, Conway was head golf professional at Trophy Lake Golf and Casteing in Fort Orchard, Wash., near Seattle.

Heritage Golf takes another course private

SAN DIEGO — Heritage Golf Group is planning to take another course private. The golf course owner and operator will be transitioning its Hamilton Mill Golf Club in Dacula, Ga., from a daily-fee course into a private club.

Opened in 1995, Hamilton Mill’s 18-hole, par 72 golf course was designed by architect Gene Bates and 1992 Masters Champion and PGA Tour player Fred Couples.

The club is now offering individual, corporate, and family memberships to those living both inside and outside the Hamilton Hill 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.

Heritage Golf Group acquired Hamilton Mill from SMG Development Associates LP in November 2000. The company also owns and operates White Columns Country Club in Alpharetta, Ga., that it took private earlier this year.

Courses curb slow play with strict policies

Continued on page 22

If a group falls behind, the ranger has the power to force the group to play the next hole from the 150-yard markers.

— Eastmoreland GC’s Speed of Play Policy

EDITORIAL FOCUS: Speed of Play

From GPS to caddies, solutions abound for improving speed of play

BY ANDREW OVERBECK

As golf participation rates remain flat, a number of companies have introduced services aimed at reducing what some experts say is the number one problem with the game today—the amount of time it takes to play 18 holes.

The two things that will kill the golden goose are speed of play and what it costs to play,” said architect Michael Hurdzan. “We have to control those two things."

If the industry continues to build and operate courses that take an average of five hours a round to play, Hurdzan contends, those courses will not fail, but will also discourage new or occasional golfers from playing more often.

Solutions, ranging from Global Positioning Systems (GPS) to caddie programs to pace of play consultations, are available to help courses improve speed of play.

MANAGEMENT IS THE KEY

According to Bill Yates, head of Pace Manager Systems and the developer of the USGA pace rating system, the key to improving speed of play starts with the management of players.

“"I look at the management of the golf course before player behavior," said Yates, who does three-day evaluations for about a dozen courses per year. "First we do an objective measurement of how long it should take to play the course and then we compare it with how long it is actually taking to play the course."

“We attack every issue: getting players to the first tee efficiently and on-time, loading the course properly so that it is not overcrowded, and making sure that the marshals have the tools they need.”

The number one mistake said Yates is not knowing where the players are. "If a group is checked in and the starter doesn't know where they are, then the group is late and your whole day is thrown off because you have to push other groups out early to get them on time," he said. "Then you have screwed up your intervals and overcrowded the course."

Secondary to management is managing player behavior. The key to this is communication, said Yates. "A club can do this any number of ways, caddies, GPS, a time sheet," he said, "The idea is to offer feedback and information that to force the group to play the next par-4 or par-5 hole from the 150-yard markers. If the group falls behind, they may either be moved up or removed from the course without a refund. Golfers are required to read the policy and sign a form indicating that they have agreed to abide by the rules.

While the policy sounds harsh, course manager Clark Cumpston said the reaction by most golfers has been overwhelmingly positive.

"People realize that they can now come to Eastmoreland and play here late in the day. Before, people were staying away because they knew the course slowed down in the afternoon," Cumpston said. "Last year we averaged five-hour rounds and would occasionally melt down into five-and-a-half-hour rounds. This year we are doing four- and-eleven-minute rounds. It has helped our speed of play more than I thought it would."

Cumpston, who pushes 60,000 rounds through each year, has not had to remove many players from the course.

"We have a difficult, tight course with a lot of water on the back nine," he added. "There are times when people have to be moved, and they are not that happy about it. Everyone thinks they are a fast player and are surprised when they are really not fast."

PACED OF PAPER

Mike Erwin, head golf professional at The Sportsman’s Club, a municipal course in Northbrook.
Tom Frost launches new golf course management venture

LOS ALAMITOS, Calif. — Veteran golf management and operations executive Tom Frost has established Tom Frost Golf Inc. to provide course consulting and management services to individual owners, financial institutions and government entities.

Frost spent more than 19 years with American Golf Corp., the world's largest golf operations company, working with course owners in the public and private sectors. As senior vice president and regional operating executive for Southern California, his portfolio included 45 public and daily-fee courses with more than 2,000 employees and gross revenues of some $138 million.

Frost's new venture, based here near Long Beach, will provide a full slate of course management services, with the exception of course maintenance, "I'm not an agronomist or a superintendent," Frost said. On the consulting side, the company will offer complete operational overview, including revenue and yield strategies, market positioning, rates, and customer acquisition and retention.

INDUSTRY BACKGROUND

The firm also will provide customer service programs, contract oversight, rate analysis, and capital improvement planning and management. Other specialties include workouts, facility audits and development of junior golf.

"We'll work in tandem with each client to customize a business plan that achieves their goals and objectives," Frost said. During his American Golf career, Frost spearheaded the construction of two new golf facilities. From 1997 to 2000, his portfolio of properties achieved a revenue growth rate of 20 percent in a fiercely competitive market. He also helped establish the junior golf program for the city of Long Beach.

His group of courses in Southern California operated an annual capital improvement budget of more than $3 million, and the 45 courses hosted more than four million rounds annually, making his portfolio one of the largest single golf operations in the country.

Troon promotes

Continued from previous page

Mark Holland has taken over as operations director. The majority of his experience in golf course management has been in the southern hemisphere, including multiple stints in the role of general manager.

• John Gasper has been appointed as the director of agronomy for the Japan division. Gasper received his M.S. in agronomy from Ohio State, and has held prominent positions as the superintendent at Ridgewood Country Club in Paramus, N.J.; Oak Hill Country Club in Rochester, N.Y.; Oak Tree Country Club in Edmond, Okla.; and most recently with the Country Club of the Desert in La Quinta, Calif.

• Jay McGrath has been hired as vice president and senior corporate counsel. McGrath brings an extensive background in business acquisition and real estate law. He attended the University of Kansas as an undergraduate and received his law degree from U.K.'s school of law. In his previous position with Foulston & Siefkin in Wichita, Kan., he was involved with over 90 real estate transactions for a major hotel chain.

Troon Golf chairman and CEO Dana Garmany said the lackluster economy comes as "a signal to sharpen our focus" and to deliver the best quality and financial results. "We're pleased that our continued growth allows new employment opportunities and career advancement for our associates," he said.

Golf Course News

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**Speed of play solutions**

Continued from page 20

allows players to know if they are ahead or behind of the target expectation.

Tools, Yates cautioned, are only valuable if they represent sound management policies. "The time has to be achievable and the course still has to be loaded properly or the tools won't work," he said.

**GPS OFFERS HIGH TECH SOLUTION**

While GPS is certainly an expensive solution, it does offer the most technologically advanced controls available. ProLink, which is on 182 courses and has a strategic partnership with E-Z-GO, tracks and manages speed of play on a number of different fronts. Through its Web-enabled software, courses can track groups in real time via the course map feature.

"It shows squares with the cart number on them moving around the golf course," said vice president of sales and marketing, Steve McGrady. "If they are white, that means that they are within the pace of play, yellow means they are five minutes behind, and if they are red it means they are 10 minutes behind the pace of play."

The system then has the capabilities to either send an instant message to the carts that are behind the pace of play or alert a ranger on the course to head to that area and solve the problem. Messages can also be posted to groups that are playing behind the offending golfers to alert them that there is a speed of play issue.

The play reports function allows managers to proactively solve problems. The function shows a table of the time allocated for each hole and compares it against the actual speed on each hole for a given time of day. This allows managers to track problem holes and make changes to the course to speed up play.

"It could be as simple as changing the pin placement," said McGrady. "The system can also track where the pins are on each hole on any particular day."

He estimated that the system saves courses an average of 20 minutes per round.

**TAKE THE RANGER WITH YOU**

Scott Grundenberg developed the Personal Ranger, a scaled down version of the GPS speed of play element, while working on the early stages of development for a GPS company. The Personal Ranger, which is being used on 40 courses, is simply a clock that attaches to the steering wheel on a golf cart or on a golf bag and constantly shows where the golfer should be on the course.

"We felt that the economics of GPS did not fit the economics of the industry," said Grundenberg. "This is simple but is still extremely effective at improving the overall pace of play by raising the golfer's level of awareness."

The clock can be programmed on a course-by-course basis. The system comes with PC-based software that has a spreadsheet program that allows a course to set speed of play targets. The clock can be programmed for 10 different paces to adapt to different events and course conditions.

"These times are set by the starter who uses a Palm Pilot that communicates with the units via infrared," Grundenberg said. "This allows pace goals to be easily updated throughout the day if so desired."

The battery-powered system costs between $9,000 to $12,000, depending on the course, and can be leased.

**CADDIES ON THE COMEBACK**

While caddies are also an expensive proposition, many private and high-end daily-fee clubs are now adding caddie and fare caddie programs to ease pace of play issues.

Michael Granuzzo, the founder of Caddie Master Enterprises that operates at more than 20 courses including Augusta National and Blackwolf Run Resort, said its caddies can shave an average of 15 to 20 minutes off a round of golf.

"Caddies are an effective way to assure a pace of play standard because they get the players to the first tee on time, provide local knowledge, locate balls, fix divots, rake bunkers, repair ball marks and read putts," Granuzzo said. "This may only save 30 seconds a hole per player, but it adds up."

The company has more than 50 managers at its facilities, and recruits, trains and manages more than 100 people at an average course.

Caddies can also act as a built-in ranger. "Even with all of this help, the guy might still be a bad golfer. Then the caddie can suggest 'ready' golf and remind players of the pace target," said Granuzzo. "Being chased around by a course by a ranger and playing 15 minutes faster is less fun than being served to the highest degree and playing 15 minutes faster."
Troon Golf Management course housing complex developed by homeowners will be allowed to course separately from the real estate development, but homeowenrs will be allowed to purchase memberships for the estate development, but Brookfield Homes. Troon Golf course. The facility is the third integral part of their strategy to in Northern California and is an integral part of their strategy to develop clusters of courses within a region.

**FOLLOWING THE TERRAIN**

The course, which was built by Temecula, Calif.-based Ranger Golf Construction, features five lakes and water comes into play on seven holes. The site plays over a series of rolling hills giving the course over 80 feet of elevation change. The flowing terrain lends itself well to a traditional looking course that follows the lay of the land.

These classic features include distinct bunker shapes developed by 32-year-old lead designer Todd Eckenrode, who, after a five-year stint with Roger Baird designs, has recently opened his own design firm.

"Try to shape the edges of the bunkers to make them look like they have been there for decades. Rather than having sharp lines at the edge I like to create a rounded furrow with longish grass. I also try to place them in a way that directs the golfer around the layout," Eckenrode explained.

**A GOOD DELAY**

Head superintendent Kyle Peigh has been on the Shadow Lakes site throughout the grow-in period. Peigh, a Penn State graduate who joined Troon Golf after a four-year stint at Desert Mountain in Scottsdale, Ariz., raced to seed the course with a rye-bluegrass mix on the fairways and Dominant bentgrass on the greens before the last winters' onset.

"It was a bit late to get our seed in last year, but we lucked out in having a relatively dry winter," Peigh said. "We were originally planning to open in April but the delay to September has really helped to let the turf harden before play begins."

The delay was ironic in that it was brought on by an issue regarding the location, size, and drainage of the parking lot around the clubhouse location, rather than the normal environmental concerns that seem to slow down so many projects in the state of California.

"We had very little trouble in the initial approval process but the parking lot issue just popped up at the very end of construction," Peigh said.

**IRS decision**

Continued from page 1

July. The group spent a day on the construction site at Drumm Farm in Independence, Mo., at a Hazardarn, Fry design that is being built by Landscapes Unlimited.

"We spent two and a half hours touring the course with the construction supervisor," said Ellis. "We were able to see greens, tees and bunkers at all stages of construction."

The complexity of the construction and the expensive nature of drainage systems are the basis for the NCGCA's depreciation position.

"They thought it was beneficial to see the construction methods which involve integrated drainage systems," Ellis said. "They have indicated that new guidance is being developed that will specifically address greens. The question now is whether the guidance will address other improvements such as bunkers."

According to Ellis, greens are very clear in the IRS's mind because modern construction consistently contains integrated irrigation and drainage systems.

"Most modern greens should be eligible for depreciation because of their nature of construction," he said. "Tees, however, may not. Many tees are still push-up and may not be eligible because they do not have integrated drainage."

The new guidance will be very factual in nature. It will not be a blanket decision for greens, tees or bunkers," added Ellis.

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**OCTOBER 2001 23**
John Deere unveils products, prototypes at feedback program

By ANDREW OVERBECK

MOLINE, Ill. — John Deere unveiled two new products and several prototype models during its recent feedback program here at its company headquarters in Moline.

This year's feedback program, which took place at Pinnacle Golf Course, hosted approximately 550 superintendents from all 50 states and all over the world including Japan, Australia, the United Kingdom, Ireland, Norway, Sweden, Austria and Germany.

The program is designed to introduce superintendents to new products and to get feedback on prototypes.

"We have already started tabulating the results," said Chuck Greif, manager of market development for John Deere's golf and turf division. "We want to implement some changes in products before the GCSAA show in February.

Greif pointed out several product changes in this year's models that were made in response to last year's feedback session.

"We added new control arms on the trim mowers, improved seat positioning, added a new suspension seat on the fairway mower as standard equipment, and revamped the clutch in the Turf Gator to make final changes before entering production in early 2002. Greif expects the B-series to be available in the spring.

The company also unveiled its first rotary flex deck for roughs. The 72-inch three-unit deck has rear rollers for striping and has a larger degree of flex than the current 72-inch Lastec model currently available.

"Prototypes ABOUND

In addition to the new products, John Deere is building 30 of the B-series units to field test worldwide and then will roll out to all 50 states. John Deere is building 30 of the B-series units to field test worldwide and then will roll out to all 50 states.

GCSAA refines e-commerce strategy

By ANDREW OVERBECK

LAWRENCE, Kan. — In a series of meetings in mid-August, the GCSAA decided to drop the idea of creating a neutral exchange as a part of its e-commerce initiative and has moved in favor of concentrating solely on the more traditional storefront model.

After a 60-day pilot program, and numerous meetings with suppliers and feedback sessions with superintendents, the association chose to abandon the controversial exchange format that would have charged a transaction fee on every purchase that was made through the site.

"We have simply refined the plan," said chief financial officer Julian Greif. "This is not a failure. The pilot was intended to show us what people wanted and what would work. Superintendents got pretty anxious, but we wanted to test it and get feedback. The decision to concentrate on the storefront model was made by the board because they felt like the message was strong and clear that both buyers and sellers wanted to move in that direction."

However, XS Inc., the GCSAA's e-commerce partner, has more experience developing neutral exchange models, like Xsaq.com. Arredondo does not see a problem with this. "They are our technology partner," he said.

"The way that they operate in other industries is up to them. The way they operate in this one will be different because we both understand what the industry needs."

"Maximum Flexibility

According to Arredondo, the storefront model gives suppliers and distributors maximum flexibility.

"It will essentially be an electronic version of the existing relationships that are in place between the superintendent and the supplier," he said. "Both sides were more comfortable with that model."

The new site, to be unveiled later this year, will function as a portal to direct superintendents to industry suppliers. There will be storefronts for companies that do not presently have a Web site and links to companies that already have an Internet presence.

"That was the idea from the beginning," Arredondo said. "Many companies have already invested in their own sites. We will offer those who haven't an Internet solution. But everyone has different needs, so flexibility is key."

EPA approves PTI's PRECISE acephate

SYLACAUGA, Ala. — Pursell Technologies Inc. (PTI) has gained approval from the Environmental Protection Agency for the first polymer-coated insecticide, formulated with PRECISE technology.

The patented PRECISE coating technology developed by PTI allows gradual release of pesticides via osmotic diffusion.

The company's first product is an acephate granule that has substantial application flexibility. The product works as either a preventive or curative control for fire ants, mole crickets, sod webworms, cutworms, armyworms and chinch bugs.

Research is currently being conducted to determine grub control efficacy.

"The high water solubility of acephate lends itself well to being polymer coated," said Jeff Higgins, vice president of sales and marketing. "We have taken an insecticide that is considered to be short lived in the sprayable form and extended the longevity of the product."

The PRECISE acephate granule product is under limited production at a pilot plant in Sylacauga, but PTI plans to construct a plant to handle production of the entire line of future PRECISE insecticide, fungicide, herbicide and combination products.

"A fungicide such as Metalaxyl is probably the next material we will coat using PRECISE," said Higgins. "Our testing has identified several materials that would be ideal."
Milorganite

Continued from previous page

offer a more complete solution for superintendents. His team is now working on different formulations including a nitrogen-rich 16-1-9; a stress focused 10-1-10; and a more balanced 5-1-5. Archer is experimenting with different nitrogen sources such as urea and ammonium sulfate, nutrane and UMAXX.

“We are conducting research at Purdue University, University of Wisconsin and University of Florida,” Archer noted. “We are not locked into these formulations, we are still looking for feedback and will fine tune these as we go.”

Milorganite will be doing test marketing of the product next year and will get 1,500 tons of the different Komplete formulations in the hands of superintendents. Contract manufacturers will produce the new line. Archer does not see the new product as a replacement for the 50,000 tons of traditional Milorganite fertilizer that it makes each year.

“We feel like we have a good customer base for the traditional product. It is a good safe product and causes no salt build up,” said Archer. “The new product will be advanced but will have a salt index and will not be as safe to use in high stress or low moisture conditions.”

Because Milorganite is a part of the Milwaukee Metropolitan Sewage District, it has to take any new product development slowly. “We are both private and public,” said Archer. “We have to deal with some rules and regulations as far as funding is concerned. It is slower, but then we are also less prone to make errors by moving too fast.”

“The commission that runs the district is aware of what we are doing and has to give their stamp of approval on this project, similar to a board of directors at a private company,” he added. Once the product studies and test marketing are completed next year, Milorganite will make the final decision regarding Komplete. Archer, however, is bullish on the potential for the product. “It is a good market and one that has not been tested yet,” he said. “Companies like Harmony, Nature Safe, and Earthworks have tested the market, and it is ready.”

John Deere

Continued from previous page

Deere is also working on several prototypes and new technologies. Closest to market is the new fairway mower with a turbo-charged engine and new operator station and foot controls. Greif said that model could make it to the market by the end of 2002.

The company’s Global Positioning System efforts also attracted the attention of superintendents. One of the GPS programs is geared to the management of equipment fleets via on-board units that transmit information to the shop when service intervals are approaching. The other program is a spray tracking system that monitors and records how much and where chemicals have been sprayed on the course.

Other new concepts presented at the feedback session included an electric triplex riding greens mower that will eliminate hydraulic leaks, a combination fairway/trim mower for increased flexibility, and a core processor that breaks up and redistributes aeration cores faster and easier.

Greif said the production of the prototype models and technologies will depend on the feedback responses and further market research.

Milorganite

Continued from previous page

provide a more complete solution for superintendents. His team is now working on different formulations including a nitrogen-rich 16-1-9; a stress focused 10-1-10; and a more balanced 5-1-5. Archer is experimenting with different nitrogen sources such as urea and ammonium sulfate, nutrane and UMAXX.

“We are conducting research at Purdue University, University of Wisconsin and University of Florida,” Archer noted. “We are not locked into these formulations, we are still looking for feedback and will fine tune these as we go.”

Milorganite will be doing test marketing of the product next year and will get 1,500 tons of the different Komplete formulations in the hands of superintendents. Contract manufacturers will produce the new line.

Archer does not see the new product as a replacement for the 50,000 tons of traditional Milorganite fertilizer that it makes each year.

“We feel like we have a good customer base for the traditional product. It is a good safe product and causes no salt build up,” said Archer. “The new product will be advanced but will have a salt index and will not be as safe to use in high stress or low moisture conditions.”

Because Milorganite is a part of the Milwaukee Metropolitan Sewage District, it has to take any new product development slowly.

“We are both private and public,” said Archer. “We have to deal with some rules and regulations as far as funding is concerned. It is slower, but then we are also less prone to make errors by moving too fast.”

“The commission that runs the district is aware of what we are doing and has to give their stamp of approval on this project, similar to a board of directors at a private company,” he added.

Once the product studies and test marketing are completed next year, Milorganite will make the final decision regarding Komplete. Archer, however, is bullish on the potential for the product.

“It is a good market and one that has not been tested yet,” he said. “Companies like Harmony, Nature Safe, and Earthworks have tested the market, and it is ready.”

PFG expands, teams with E-Z-GO

CINCINNATI, Ohio — Provident Bank and its subsidiary, Information Leasing Corp. (ILC), is expanding its golf and equipment leasing division. PFG Golf. PFG Golf provides financing solutions including lines-of-credit and lease and debt consolidation programs for the acquisition of golf-related supplies and equipment such as golf cars, turf maintenance equipment and clubhouse furniture. The company has also formed a strategic alliance with E-Z-GO and will work with clients installing the ProLink GPS system in golf cars.

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if it was going to be an effective competitor going forward.

"We want to grow our business and Rohm and Haas appeared to have the best fit because it offered patent-protected chemistry," he said. "This allows us to invest and grow the business."

Continued from page 1

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Rohm and Haas appeared to have the best fit because it offered patent-protected chemistry, especially in Latin America and the Pacific Rim.

ADDITION TOP PRODUCTS

The deal netted Dow AgroSciences a number of top products including Dimension pre-emergent herbicide and Eagle and Fore fungicides. The company is also negotiating the purchase of MACH 2 insecticide that was made by Rohm, a joint venture between Rohm and Haas and American Cyanamid.

"MACH 2 was included in the purchase price," Eicher said. "We want to own it outright because we believe that it will be better sold, positioned and promoted by one company. The legal issues are being worked out right now."

While the turf and ornamental group is still evaluating the Rohm and Haas product line, Eicher said that all products will continue to be offered and that he does not anticipate much overlap.

"At this point all the products are staying," he said. "But now that we have expanded our fungicides line we will be more active in the golf course business."

Dow AgroSciences' expanded product line:

INSECTICIDES: Address, Confirm, Conserve SC, Dursban
SOIL FUMIGANT: Curfew
HERBICIDES: Confront, Dimension, Gallery, Goal, Kerb, Lontrel, Snapshot 2.5 TG, Surflan, Team Pro
FUNGICIDES: Dithane, Eagle, Fore, Rubigan, Systhane

IN THE PIPELINE: Dimension Ultra SC, a new micro-encapsulated formulation that offers less volatility and lower rates.

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Club Car introduces Café Express

AUGUSTA, Ga. — Club Car has introduced the Club Car Café Express, a completely redesigned vehicle that is lighter and has more storage capacity. The vehicle offers a wide range of benefits for course owners, managers and golfers. The car is made of rust-resistant aluminum and stainless steel to reduce weight. It features 10 cubic feet of cold-storage space along with clear doors and tiered food racks to keep food separate from ice and to display drinks and snack items clearly. Two insulated beverage dispensers enable the vehicle to offer hot and cold beverages at the same time. Café Express vehicles, which began shipping in August, carry a two-year warranty.

For more information, contact: www.clubcar.com.

SISIS ready with Rotorake 600 dethatcher

The new Rotorake 600 dethatcher from SISIS turf equipment offers a 13-hp engine and a 24-inch working width that operates at a maximum depth of two-inches to provide a clean-cut groove. The machine comes with a range of interchangeable reels for year-round use. The reel rotates at high speed against the direction of travel as blades cut upwards continuously throwing fiber forwards rather than pushing it into the surface. Front or rear discharge can be selected, as well as a large capacity collector box. Neutral, reverse and six forward gears ensure maneuverability.

For more information, contact: www.sisis.com.

Vermeer unleashes new, narrow stump cutter

The new Vermeer SC50TX stump cutter features a narrow width and a low-profile self-propelled design that allows it to navigate in places that conventional units are unable to reach. With turf-friendly rubber tracks the SC50TX also applies fewer pounds-per-square-inch than a human foot. The planetary drive provides more power to the tracks for increased tractive effort in tough areas. The unit features a 50-hp Caterpillar 3024 diesel engine and a 26-inch gear-driven cutter wheel and the ability to fit through areas that are 36 inches wide. Easy to remove chip decks and recessed tracks make the machine a narrow 35 inches in retracted mode. The hydraulically-driven four-speed ground drive system can travel at speeds ranging from 18 to 110 feet per minute. An optional remote control system is available. The unit can cut 17 inches deep and 70 inches wide and can be easily repositioned.

For more information, contact: 888-837-6357.

Profile releases Tee & Fairway soil modifier

Profile Products has added PROFILE Tee & Fairway to its line of porous ceramic products. Like Profile’s porous ceramic products for sand-based putting greens, the tee and fairway product is designed to modify soil structure to provide a better root zone. Incorporated into heavily-used tee box and fairway root zones during construction or as part of a topdressing program, the product adds porosity to prevent compaction. It also helps soil hold nutrients and moisture and provides the permanent balance of air and water pore space to increase drainage and prevent muddy conditions. The product can be used to amend poor soils during tee box construction; relieve compaction along cart paths, green approaches and other high traffic areas; aid turf recovery; and improve the soil profile. For more information, contact: 800-207-6457 or www.profileproducts.com.

Simplot Partners debuts PolarKote fungicide

SAN DIEGO — Simplot Partners has announced the addition of PolarKote preventative fungicide to its product line. PolarKote has proven to be effective in controlling both gray and pink snow mold. The new PolarKote products are available in 16G, a 10 percent granular formulation, and 4F, a liquid sprayable formulation. The granular product is available in 50-pound bags and contains five pounds of PCNB per bag. The flowable product is available in both five-gallon jugs and 50-gallon drums, and each contains four pounds of PCNB per gallon.

Aqua-Aid Professional Products has introduced their new Aqua-Aid PRoPortioner System for effective application of products during routine hand watering. The system gradually releases ingredients from concentrated pellets into the water stream at a regulated rate. Aqua-Aid also offers four pelleted formulations for the system: Aqua-Aid, a water saving agent; Aqua-Root, for microbe feeding and nutrient chelation; Aquafer, a penetrating soil surfactant for localized dry spots; and Aqua-Maxx, the root-precipitating enhanced kelp pellet. For more information, contact 800-394-1551.

Smithco rolls out sweepers

Smithco has rolled out two new sweepers that pack more power and features. At the top of the line is the new BIG VAC, a tractor drawn unit that holds over seven cubic yards of compacted debris. The unit works in combination with an optional Vertical-sweeper head for removing thatch and debris. It features rectangular tube framing and plastic hopper side panels to eliminate rusting.

Also new from Smithco is the Sweep Star V62, a compact, self-contained sweeper-vacuum system designed for debris removal from both turf and hard surfaces. The sweeper head loosens debris while the vacuum breaks down the materials and loads the hopper. The unit offers one-pass removal of aeration cores, grass clippings and bird droppings.

For more information, contact: 877-833-7648.

Profile & Tee Fairway helps prevent compaction

GOLF COURSE NEWS
the initial stages of germination during the late fall and early winter period before entering a frozen state throughout the winter. In this period, the enzyme and carbohydrate processes that occur during actual germination become dormant. Because the seed is partially germinated, it is four to six weeks ahead of a spring planted seed.

TIMING IS CRITICAL

I have used this technique successfully for over 15 years in the New England states and presently in Colorado. This work has primarily involved using bentgrass, but I have seen it work with all cool-season grasses. Depending on your region, the timing may change slightly.

Establishing test plots is the best way to determine the proper timing in your area. The easiest method can be achieved by using a hex plug cutter, removing the plugs, and using your standard divot/seed mix, seeding these plugs. During the time period you think might work best, you can seed one hole (plug) per day, over a 14 to 21 day period. I have observed dormant seed germination as early as the first week in April when soil temperatures are in the high 30s to low 40s. This can catch some people by surprise and is a critical time period for the germinated seed because warm and windy spring periods can cause failure. Proper water management of these areas and close monitoring will spell success.

COST

Excluding the cost of fairway seeding, a typical program with bentgrass for greens, and divots on tees and fairways is about $2,500. This is a small price to pay for an insurance policy which can provide very large dividends in the spring.
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