

GOLF COURSE NEWS

THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

A UNITED PUBLICATION
VOLUME 13, NUMBER 9
SEPTEMBER 2001 • \$7.00

www.golfcoursenews.com

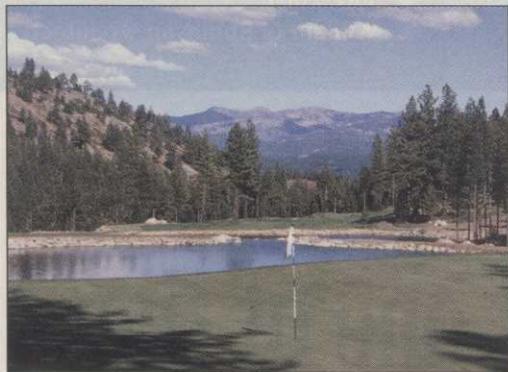
INSIDE

Golf Trust saga continues

In one more blow to Golf Trust of America, Diamond Players Club has terminated two course leases.....3

Managing on-course liability

Preparing your staff to handle medical emergencies should not be an afterthought.....4



INTRAWEST TAKES ON COYOTE MOON

Coyote Moon Golf Club, (hole number 16, above) has hired Intrust Golf to provide management services. The popular daily-fee layout, designed by PGA Tour pro Brad Bell, opened last fall in California's High Sierras. The 18-hole layout winds through piney forests and sweeps over valleys, ravines and lakes. See story on page 15.

COURSE MAINTENANCE

Armyworms invade Northeast.....7
Cook qualifies as Master Greenkeeper.....7
Superintendent Scott orchestrates Fazio design.....8

COURSE DEVELOPMENT

Architects warn against golf technology.....3
Mirabel takes shape on old Norman site.....11
Palmer puts affordable golf in Vail.....11

COURSE MANAGEMENT

GE Capital buys course lender Heller Financial.....3
Illinois Supreme Court rules for golf course.....15
Empire Golf debuts in Florida.....15

SUPPLIER BUSINESS

Flowtronex adds water quality division.....18
Sybron settles in with Novozymes.....18
OGIO brings out 'battle ready' golf car.....18

PERIODICAL

E-commerce struggles for golf foothold

By A. OVERBECK

While e-commerce may actually revolutionize business-to-business transactions someday, the message for now is clear: Don't believe the hype.

In the past year, e-ideas have been scratched and retooled and company strategies have been rethought and rejected. In the process, gobs of money has been raised and spent developing software and Web sites and rolling out lavish marketing and promotional schemes.

Some companies, such as Carl M. Freeman Golf Solutions, never got off the ground. Still other companies, including Golfsat, GreenIndustryOnline.com and Greentrac.com, have

Continued on page 19



Workers laying bluegrass sod on the front nine of the Fazio Course at Red Sky

Photo: Jay Finegan

\$100-million Red Sky Golf Club unfolding in the Colorado Rockies

By JAY FINEGAN

WOLCOTT, Colo. — One of the most lavish golf development projects in history is unfolding amidst stunning alpine scenery here in the Rocky Mountains of Colorado.

Vail Resorts, best known for its ski operations, is pouring \$100 million into Red Sky Golf Club, currently under construction in the Vail Valley. The 36-hole complex, featuring signature designs by Tom Fazio and Greg Norman, promises not only eye-popping vistas but two long layouts providing plenty of challenge.

"This place is unbelievable," said director of golf Jeff Hanson, formerly head pro at nearby Beaver Creek Golf Club, also run by Vail Resorts. "I think it's going to be the best club anywhere in the West. From the standpoint of playabil-

ity and aesthetics, it will rival anything in the country. We're targeting for each course to be in the top 100 right away."

The 700-acre property, formerly ranch land, slopes steeply up a mountainside from I-70, Colorado's major east-west artery. The club lies about two hours west of Denver and 20 minutes from Eagle County Regional Airport.

HIGH-ALTITUDE GOLF

The Fazio Course, slated to open next summer, stretches an impressive 7,400 yards. Players will make their way through sage-covered hills, dense forests of aspen and juniper, and around a highland lake.

"You'll get two different feels on the Fazio side," said Hanson. "You get a Troon, Scottsdale type of look on the

Continued on page 13



Superintendent Mike Valiant

Development slowdown a healthy trend, experts say

By ANDREW OVERBECK

JUPITER, Fla. — The downturn in golf course development that was predicted by the National Golf Foundation's 2001 facilities report is becoming evident. The foundation recently reported that for the first half of 2001, just 176 courses were completed. The updated prediction for the year is 378 course openings, down from a record 524 in 2000. This will bring total development numbers back to early 1990s levels.

The significant drop in development, however, is not seen as a negative

Continued on page 14

CONSTRUCTION DOWN

FIRST 6 MONTHS
2000: 245

FIRST 6 MONTHS
2001: 176

Source: National Golf Foundation

Fought-Lehman design team fast out of the gate

By JAY FINEGAN

SCOTTSDALE, Ariz. — The new design team of John Fought-Tom Lehman Golf Course Architecture is off to a strong start, with three projects in Arizona, one in California and another in Minneapolis.

Fought and Lehman first came together in 1997 to design The Gallery, an 18-hole private course north of Tucson that opened to high praise. More recently, they completed a total renovation of The Farms, an exclusive club near San



Lehman (left) and Fought

Continued on page 12

Golf cart vandals nabbed in Washington

By JAY FINEGAN

BREMERTON, Wash. — Three joyriding teenagers who trashed 16 golf cars at Gold Mountain Golf Course here have been arrested and are being prosecuted.

"They're getting hammered pretty good because they did about \$10,000 in damage around here," said PGA pro Scott

Alexander, director of golf at the 36-hole club. "They ended up driving three carts down the road about five miles and we couldn't find them for a week. That turned out to be grand theft — a felony deal."

According to Alexander, the culprits were the same youths who had broken

Continued on page 20

Cart vandals...

Continued from page 1

into the club two months earlier and heisted some beer. He said alcohol also was involved in the freakish vandalism in late June. That's when the lads - including two 15-year-olds - crashed a car through the golf course gates late at night and made for the cart barn.

"They didn't have to break into the cart garage. One of the kids that worked for me gave them the combination to the lock," said Alexander. "That fellow no longer works here."

SMASHING THE BENCHES

Once inside the barn, the youths fired up the gas-powered E-Z-GO carts and moved out, cruising over greens, bashing into each other like bumper cars, and smashing down four-foot-tall yardage signs on the driving range.

"These new carts are so pliable that they don't smash up the way cars do," said Alexander. "The cart bodies almost bend in half, but the steering columns break if they get hit that hard. We had five or six carts with broken steering columns."

Several carts were left overturned, including one in the parking lot. "The kid hit a rope," Alexander said. "The rope caught his tires, and the cart flipped. It's amazing these kids didn't kill each other."

The youths even smashed carts into a large, solid cedar bench. "They went at the thing full tilt and got it turned over, then drove the cart over the top," he said. "One bench got stuck underneath a cart, so the cart couldn't move. That's why they took out 16 carts. They'd drive one until the thing wouldn't drive anymore and go get another one."

SEARCH FOR MISSING CARTS

All told, the youths spent more than two hours vandalizing the course. "They were up here for a long time, smashing the cars together," Alexander said. "Fortunately the

Continued on next page

BRIDGING ANY SPACE

1-800-328-2047

CONTINENTAL™ BRIDGE

8301 State Highway 29 N, Alexandria, MN 56308 USA
Phone: 320-852-7500 Fax: 320-852-7067
E-Mail: conbridg@continentalbridge.com • www.continentalbridge.com

PRECISION
Your Golf Course Supermarket

INTRODUCING
Our New and Improved
ON-LINE CATALOG

New Features:

- Reviewable Order History
- Real Time Inventory
- Account History; Open/Paid Invoices
- Over 80,000 Item Database

FREE
Tools On-line
Login For Details

www.precisionusa.com

• Speeds up play - Reduces playing time up to 20% per round

• Cost effective - Pays for itself in months - Lasts for years

• More enjoyment - No pacing and hunting for sprinkler heads

• Markers for fairways, tees, driving range and cart path

• Available in all popular colors and can customize

A Visible Marking System You Can Mow Right Over

Test Trial Offer! One Hole FREE for 45 Days

The Kirby Marker System

800-925-4729
760-931-2624
Fax 760-931-1753

www.Kirbymarkers.com

HARCO DUCTILE IRON FITTINGS FOR GOLF COURSE IRRIGATION SYSTEMS

Sizes 2" through 12", all configurations including "knock-on" repair couplings. High Strength, high corrosion resistance.

The Harrington Corporation
P.O. Box 10335
Lynchburg, Va 24506
804-845-7094 Fax 845-8562

LIST RENTAL

GOLF COURSE NEWS
THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

...offers you the opportunity to reach the decision makers at thousands of golf facilities with an exclusive mailing list.

Call for details . . .
207-925-1099

Nancy Lopez
c o u r s e d e s i g n

Providing Golf Course Design Services

contact: Mike Rielly - IMG
2 Bryant Street, Suite 150
San Francisco, CA 94105
tel: 415-227-8000
fax: 415-227-4288
mrielly@imgworld.com

Shouldn't your Grounds Crew look as groomed as your greens?

Golf Shirts

\$795
with your logo

GOLF SHIRTS • CAPS
JACKETS • PANTS • RAINSUITS

CHESTNUT
IDENTITY APPAREL

800-336-8977
www.chestnutid.com

Need to Clarify Ponds?

Before H2Organic | After H2Organic

The Economical, All Natural H2Organic eliminates the cause of Algae and Pond Odor

Call for details: **1-800-969-5920**

MARKERS, INC. DISTR./REPS NEEDED IN SOME AREAS
Fax: (440) 933-7839

New #1 Rated Sportsturf!

CAVALIER ZOYSIA

"Tee to Green" Certified Sportsturf

Rated #1 in national trials - Cavalier Zoysia is excellent for golf course fairways, tee boxes, sports fields, and home lawns. Let us show you a look you haven't seen before. It's like playing on carpet!

Cavalier Zoysia features: can be established from sprigs or sod • fine leaf texture • high shoot density • tolerates low mowing heights • cold hardy • good shade • tolerance • good salt tolerance • low water use • resistance to insects

800-666-0007
501-975-6281
quailvalley.com

Quail Valley GRASSES

PO Box 56440
Little Rock, AR 72215

Also cultivating: Tifton 419, Midlawn, El Toro Zoysia, Meyer Z-52 Zoysia, Fescue

barefoot walkin' thick

STAY ON COURSE...

WITH **GOLF COURSE NEWS** ONLINE
THE NEWSPAPER FOR THE GOLF COURSE INDUSTRY

www.golfcoursenews.com

EXCEL
BRIDGE MANUFACTURING CO.

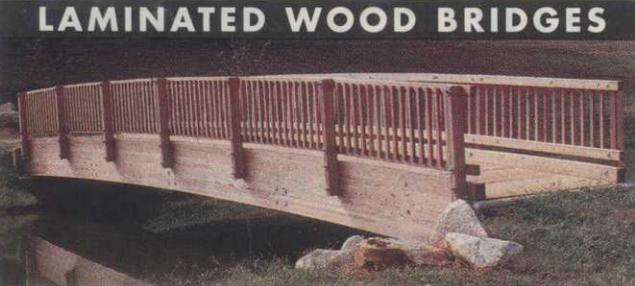
12001 Shoemaker Avenue
Santa Fe Springs, CA 90670
Phone: 562-944-0701
Fax: 562-944-4025
www.excelbridge.com

Specializing in golf course/ park/ bike trail bridges in a variety of materials to suit your particular landscape needs.

We fabricate easy-to-install, pre-engineered spans and deliver them to anywhere in North America.

800-548-0054
(outside California)

LAMINATED WOOD BRIDGES



PEDESTRIAN & VEHICULAR
Order Direct from the Leading Manufacturer in the U.S.
 • Complete Prefabricated Packages • Custom Design & Engineering
ENWOOD STRUCTURES
 CALL TODAY 800-777-8648
 Post Office Box 2002 • Morrisville, NC 27560
 Tel. 919/467-6155 • FAX 919/469-2536
 www.enwood.com

From Tee to Green

Since 1986

BRONZE...
The Look of Tradition



BRONZE;
 Tee Signs
 Tee Yardage Markers
 Tee Markers
 Cart Path/ Fairway
 Practice Range
 Directional/ Memorial
 Also Plastic Sprinkler Tags

phone: 800.932.5223
 fax: 513.759.0721

...nabbed

Continued from previous page

ground was pretty firm, so there was no significant damage to the greens."

When it came time to leave, the boys helped themselves to three fresh carts. They toiled down the road in the middle of the night and disappeared.

Alexander spent a few days looking for the three vehicles, searching nearby canyons and forests. He finally went up in an airplane and still found no trace of them.

"They went about five miles, then turned onto a dirt road going up a mountain to a place where they partied. And that's where we found the carts," he said.

ROUGH RIDERS

The boys left the three carts in rough shape. "The tops were ripped off," Alexander said. "They had stump-jumped them up through a bunch of stumps and Scotch broom. They were a mess."

He said a judge ordered the youths locked up. "They'll be on probation, basically, after they spend some time in jail," Alexander said. "If they live up to probation and pay restitution, they have a chance to get it wiped off their record in a year." ■

Need an Economical, High Quality Sand Trap Rake?

Take a Closer Look at **SmoothMark™**

- 48 inch Wood Handle
- Long & Short Tines
- 24 month Head Guarantee

ONLY \$59.95/doz. (Regular \$76.80/doz.)

DISTR./ REPS NEEDED IN SOME AREAS

MARKERS, INC. Order Today!
 Fax: (440) 933-7839 1-800-969-5920

AQUASO2

SOIL AND WATER SYSTEMS

- Lowers Water pH • Controls Soil pH
- Improves Soil Drainage • Controls Algae
- Reduces Sodium in Soil
- Improves Effluent Water For Irrigation use
- Reduces Bicarbonates & Carbonate

SO2 GENERATORS

11838 Tammy Way Grass Valley, CA 95949
 (530) 271-0915 aquaso2.com

TURBO TURF HYDRO SEEDING SYSTEMS



PRICES START @ \$1295.00

For a FREE hydro seeding info pack & video call:

TURBO TECHNOLOGIES, INC.
 1500 FIRST AVE., BEAVER FALLS, PA 15010
 1-800-822-3437 www.turboturf.com

HERITAGE BUILDING SYSTEMS™

Established 1979

BUILD IT YOURSELF AND SAVE!

Autumn View \$24,373	45' x 60' x 12' \$7,139
	
All Steel Homes	Shop Buildings

Great savings now from the most trusted steel building company in America. Call now for a fast price quote and free literature.

Mini-Storage Sale • \$12,499
 30' x 150' x 8' 6" with 30 units complete with partitions
 800.643.5555 • heritagebuildings.com

Extreme golf car

Continued from page 18

"We have not only unearthed a huge, untapped cache of existing and potential new golfers whose first love is extreme sports, but we're also providing a vehicle for these athletes to comfortably cross over in to the golf world," said new business development manager Jon Jones.

According to company spokeswoman Kelly Mooney, 250 of the \$12,000 cars will be made, but OGIO does not expect to enter the golf car retrofitting market as a core business.

The cars, perhaps more suited for an off-road rally, will in fact be used on golf courses.

"The people who have already ordered them say that they will use them on the golf course, but they don't really serve any function beyond being a golf car," said Mooney. "People just want them because they are fun." ■

— Andrew Overbeck

NATIONAL SERVICE CENTER

GOLF IRRIGATION CONTROLS

Others may promise...but **BoardTronics Delivers:**

- #1 Technical Resources
- #1 Customer Satisfaction
- #1 Quality Control
- #1 Consistent Turnaround
- #1 Local Service Partners
- #1 Replacement SuperParts®
- #1 Lightning/Surge Specialist

BoardTronics Inc.
 1-800-STAY-WET / www.boardtronics.com

Formost Construction Co.

Serving the nation for over 30 years.

Golf Course Builders
 "Doing One Thing Well"

P.O. BOX 559
 TEMECULA, CALIFORNIA 92593

(909) 698-7270
 FAX (909) 698-6170

STATE LIC. #267960

YORK BRIDGE CONCEPTS

The Professional Bridge Company

WWW.YBC.COM

TIMBER BRIDGES

"FROM CONCEPT TO COMPLETION"



FOR EXCEPTIONAL SERVICE CALL
800-226-4178

BRIDGES • BOARDWALKS • RETAINING WALLS

Periodicals postage paid at Yarmouth, Maine, and additional mailing office. *Golf Course News* (ISSN 1054-0644) is published monthly by United Publications, Inc., 106 Lafayette St., P.O. Box 997, Yarmouth, ME 04096. Phone number is 207-846-0600.

The publisher assumes no responsibility for unsolicited material or prices quoted in the newspaper. Contributors are responsible for proper release of proprietary classified information. Copyright 2001 by United Publications Inc. All rights reserved. Reproduction, in whole and in part, without the written permission from the publisher is expressly prohibited.

Reprints may be obtained from Reprint Management Services at 717-560-2001. Back issues, when available, cost \$7 each within the past 12 months, \$12 each prior to the past 12 months. Back issue orders must be paid in advance either by check or charged to American Express, Visa or MasterCard.

Golf Course News is distributed in the U.S. without charge to qualified personnel of golf course facilities and to golf course builders, developers and architects. Non-qualified subscriptions to the U.S. and Canada cost \$60. All foreign subscriptions cost \$140 annually to cover air delivery. All payments must be made in U.S. funds drawn on a U.S. bank. **For subscriber services, please call 215-788-7112.** Send address changes to *Golf Course News*, P.O. Box 3047, Langhorne, Pa. 19047-3047.