New disease spreads east
Researchers focus on single cell fungus that is attacking cool season turfgrasses in the Carolinas

Added length = added costs
New golf ball and club technology will significantly increase course development costs

Compost tea slowly gaining golf converts
By ANDREW OVERBECK
With mounting environmental pressures and increasing chemical costs, some superintendents are turning toward sustainable agricultural techniques.

Chensoff’s Calusa Pines elevates golf in Naples
By A. OVERBECK
NAPLES, Fla. — In order to compete in the ever-expanding Naples golf market, developer Gary Chensoff knew that he had to create something radically different in order to elevate his new project above other area courses.

NGCOA, Club Car ink partnership deal
By ANDREW OVERBECK
CHARLESTON, S.C. — The National Golf Course Owners Association has signed an exclusive agreement with Club Car, Inc., to form a “premier partnership.”

Golf’s ‘big three’ weather slowdown
By ANDREW OVERBECK
It’s no secret that 2001 was a tough year for the golf business. With the economy flagging, budgets tightened, new construction slipped and golf rounds were down. The events of Sept. 11 have simply exacerbated the situation.

Super ideas offer budget trimming hints
Tools of the Trade at Fake’s President Broadwater GC
Etchells forms Greens Management Co
RTJ II restructures to establish legacy firm
Harbottle staying busy on the West Coast
Lohmann building junior facility in Illinois
Troon to manage Del Webb’s Anthem Clubs
Tom Frost Golf takes on three in California
Hyatt to open Chesapeake Bay Golf Resort

NGCOA, Club Car ink partnership deal
CHARLESTON, S.C. — The National Golf Course Owners Association has signed an exclusive agreement with Club Car, Inc., to form a “premier partnership.”

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

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

Our crew has managed to control *Poa annua* in our greens even though our public course is surrounded with hazelnut orchards where annual bluegrass thrives under the canopy of trees. To start with, PennLinks is a strong variety with good recovery from daily scars and wounds. When managed consistently with a balanced fertility program, and by aerifying in late May and mid-September—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.
NGCOA honors Palmer, Hollingsworth

PHOENIX, Ariz. — The National Golf Course Owners Association has honored Arnold Palmer with its Award of Merit and the Course of the Year Award and Jerry Hollingsworth with the Don Rossi Award. All three honors were presented at a ceremony held Jan. 23 at the 20th NGCOA Annual Conference and Trade Show in Phoenix, Ariz.

The Award of Merit is the NGCOA's longest running award and is given to recognize long term and significant contributions to the game of golf. "It is an honor to be added to the ranks of such noteworthy past recipients," said Palmer.

The Golf Course of the Year Award, which honors a single course for exceptional quality of the course, exceptional quality of the management, outstanding contributions to its community, and significant contribution to the game, was also presented to Palmer's Bay Hill Club & Lodge in Orlando, Fla.

"I can think of no better compliment for all the hard work my team has done trying to make Bay Hill an enjoyable and memorable place for anyone who visits," Palmer said.

Bay Hill was built in 1961, and in 1965 Palmer played in a golf exhibition at the course with Jack Nicklaus. Palmer, with a group of partners, purchased the club and lodge in 1970 and made Bay Hill his home. Today, Palmer is the primary owner of the facility, president of the Bay Hill Club, and has an active role in the day-to-day operations. The 27-hole course is host to one of the PGA Tour’s most popular events, the Bay Hill Invitational.

DON ROSSI AWARD

The Don Rossi Award is given for significant and long lasting contribution to the NGCOA. Hollingsworth joined the association in the early 1990s and has served on the board of directors. Throughout his tenure as treasurer the NGCOA experienced its most growth in membership.

"I just tried to give of myself and share my experience, but I got back much more than I put in," said Hollingsworth. In 1956, Hollingsworth joined his father and three partners to construct Singing Hills CC. He has seen.

Continued on page 5

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FEBRUARY 2002
Callaway Golf and CGF create player fund

VICTORIA, BRITISH COLUMBIA, Canada — Callaway Golf Canada Ltd., a wholly-owned subsidiary of Callaway Golf Company (NYSE: ELY), and the Canadian Golf Foundation have announced the establishment of the Callaway Golf Company Fund which will be used by the CGF to launch its Canadian Player Development Program. The club manufacturing company has pledged CAN $300,000 to the fund that will permit the CGF to make grants as early as this spring. Scholarships and other programs will be offered to young Canadian golfers electing to attend college or university in Canada. The Player Development Program will assist golfers emerging from Canada’s junior programs in their pursuit of education and competitive golf.

RMRTA show posts record attendance

DENVER — The 48th annual Rocky Mountain Regional Turfgrass Association (RMRTA) posted a record high attendance of 1,600 people here December 5-7. The event featured 200 exhibitors and a successful educational program that included speakers such as Dr. John Ball, South Dakota University, Dr. Roch Gaussoin, University of Nebraska-Lincoln, and Dr. Bruce Branham, University of Illinois.

RMRTA presented the 2001 Turf Professional of the Year Award to the Denver Broncos’ turf management staff and the association’s Distinguished Service Award went to John Gibson at the Swingle Tree Company.

Every year the Rocky Mountain Turfgrass Research Foundation (RMTRF) raises money for the Jackie Butler Endowment Fund through a silent auction that is held at the trade show. This year the foundation was able to raise over $5,000.

Pleas garners 2001 Junior Golf Leader distinction

KAUAI, Hawaii — Puakea Golf Course head professional Kellie Pleas has been named the 2001 Junior Golf Leader by the PGA Aloha Section. She is the only female PGA member golf pro in the state of Hawaii and is the first female to serve on the Aloha PGA board.

Pleas also is the president of the Kauai Junior Golf Association and coached the Kauai High School girls golf team to a state championship last season.

This is the second time that Pleas has achieved the honor, which was first awarded in 1989. “It’s a honor to be recognized by the men and women of the PGA,” said Pleas, who has been working in the industry for 20 years.

Owned by AOL Time Warner founder Steve Case, Puakea is managed by multi-course owner and operator Billy Casper Golf. “Kellie is committed to helping juniors and women to learn and enjoy the game, and it’s nice to see the Aloha Section acknowledge her good work,” said Joe Goodrich, BCG’s vice president.

Since opening in 1997, Puakea Golf Course has offered a challenging layout with a “Kauai-style” customer service. Designed by golf course architect Robin Nelson, next to the site where Steven Spielberg’s “Jurassic Park” was filmed, the course is currently being expanded to 18 holes with completion scheduled for later this year.

Play remains open on the existing 10 holes at the daily-fee facility during the expansion period.

4 FEBRUARY 2002
Ohio Turfgrass Conference & Show continues growth

COLUMBUS, Ohio—The 35th Ohio Turfgrass Conference & Show, held here Dec. 3-6, attracted 4,298 turfgrass professionals, academia and students to its annual year-end event. More than 3,300 registered attendees took part in over 90 hours of educational sessions, and the trade show featured 540 booths from 246 exhibiting companies.

The event is sponsored by the Ohio Turfgrass Foundation (OTF), the Ohio State University, Ohio State University Extension, and Ohio Agricultural Research & Development Center. At the conference, the OTF presented a check for $136,470 to the Ohio State University representing $111,470 in turfgrass research grants and $25,000 for scholarships to turfgrass students throughout the state of Ohio.

Several awards also were presented at the banquet, including a Professional of the Year Award to long-time OTF board member and past president Hank Chafin. Professional Excellence Awards were presented to: Dr. Karl Danneberger, Department of Horticulture and Crop Science at Ohio State University, and Robert Figurella, superintendent, Brookside Country Club in Canton, Ohio. A special Honorary Lifetime Membership Award was presented to OTF past president Bob O’Brien of Century Equipment.

GCSAA selects DSA winners

ORLANDO, Fla. — The Golf Course Superintendents Association of America has named Houston B. Couch, Ph.D., William F. Ploetz and Bruce R. Williams, CGCS, as the recipients of the 2002 Distinguished Service Award. During the Opening Session here at GCSAA’s 73rd International Golf Course Conference and Show, Feb. 6, each honoree will be recognized for their “outstanding, substantive and enduring contributions to the advancement of the golf course superintendent profession.”

The award winners are selected by the GCSAA board of directors from nominations by affiliated chapters. “Their service and efforts have not only enhanced the association but have benefited the profession,” said GCSAA president Tommy D. Witt. “Individually, they are why this is such a great profession.”

MEET THE WINNERS

Couch teaches turfgrass science at the plant pathology, physiology and weed science department at Virginia Polytechnic Institute and State University. He also is the author of two books, Diseases of Turf Grasses and the Turfgrass Disease Handbook, and provides his expertise in the GCSAA seminar “Maximizing Turfgrass Disease Control”.

Ploetz, retired from Independence Golf Course in Gonzales, Texas, has spent 30 years volunteering his time to teach golf to kids and running summer youth golf clinics. He also has served on several GCSAA committees. He currently serves as a member of the conference and show resource group.

Superintendent at Los Angeles Country Club, Williams served on the GCSAA’s board of directors from 1991 to 1996, and he recently served as chairman of the membership standards resource group. The committee helped to implement the Professional Development Initiative to advance the knowledge, skills and abilities of the professional superintendent.

NGCOA awards

Continued from page 3

the course through fire, flood, renovations and additions. The 54-hole operation boasts a 102-unit lodge, 12 tennis courts, and a clubhouse with a large food and beverage operation.

Although he sold the facility in 2000, Hollingsworth continues to be active in the golf business by offering his expertise in a pro bono consulting service that is available to anyone who needs assistance.
Superintendents must shoulder the weight of golf's financial challenges

If you believe the hype, a revenue-sapping contagion descended on golf courses across the country in 2001, leaving decimated levels of play, memberships and budgets in its gruesome wake. Sounds like the end of the golf industry, doesn't it? Sure, 2001 was not a good year. The economy is in recession, terrorist attacks briefly stunted travel and slowed golf rounds, and most of the country had less-than-ideal golf weather at some point during the year.

Some courses had seasons that were so bad in 2001, that they had little choice but to slash budgets. One superintendent blamed the events of Sept. 11 and corporate layoffs for his club's financial woes. "We lost 30 members and my equipment budget is more or less gone," he said, "I was forced to layoff half of my crew."

However, the results of GCN's News Poll (see page 3), suggest that a majority of courses are striving to make the most out of the revenues they brought in last year. Seventy-two percent of the respondents said they plan on spending more or less the same or more on turf equipment in 2002 as they did in 2001, while only 28 percent said they plan on spending less.

The last five years have produced a glut of new layouts and created fierce competition among existing courses. Therefore, cutting back on course maintenance is, and should be, the last option. "Our budget is slightly more than last year," said Steve Adams, president of Adams Management Group. "A well-conditioned golf course may be your only competitive advantage. It is the last place we will cut back."

Looking behind the numbers also shows that many superintendents are spending more money this year because they held off on purchases in 2001. One superintendent, who wished to remain anonymous, outlined the challenges that have faced his course. "We have allotted slightly more money this year despite the fact that rounds and spending were down last year. With the troubled economy, we have had some tough opening budget decisions to make for the upcoming season," he said. "We have gone without needed equipment, causing deterioration in ability to provide acceptable playing conditions."

While a healthy majority of superintendents realize that cutting back the equipment budget is the equivalent of asking golfers not to play their courses, a significant number of respondents said they will be performing under adverse conditions this year. Even those budgets that will remain the same or increase slightly will be stretched to the limit. "My budget is somewhat less than it was in 2001," said Tracey Holliday, superintendent at Sterling Farms GC in Stamford, Conn. "But I will still be trying to purchase equipment profusely by buying used or "demo" equipment." (For more budget hints, read Raymond Davies' column below)

Will financially strapped clubs continue to maintain proper course conditioning? My bet is that superintendents facing revenue shortfalls will find a way to keep courses in good shape — if they don't, the golfers can and will play elsewhere.

By RAYMOND DAVIES

Superintendents handle tremendous responsibility, make decisions easily, and deal with multiple problems quickly and effectively. Despite the fact that today's professional superintendent takes strong control over their department, many feel they have no power or influence over upper management.

Superintendents spend a lot of time complaining about the green committee chairman who expects the impossible, the director of golf who just called to say he has a big tournament on Monday, the board that will not approve the purchase of desperately needed equipment, and the golfers who expect pristine conditions. Statements such as "don't get involved in club politics," and "I don't know why they won't replace this ancient irrigation system," typify this mindset.

What would happen to this great profession if more superintendents exercised appropriate influence on the decision-making processes that affects their ability to perform?

The task of influencing the decisions made by our superiors is commonly referred to as "managing up." Managing up means communicating the difference between a budget and expected turf conditions is a crucial task. Essentially, the budget is the cost of a plan. Following this principle, the business will determine the turf conditions necessary to meet golfer demands and the green fee that will be charged.

Superintendents are now faced with the development of the best possible maintenance plan that will create those specified conditions. The cost of the maintenance plan becomes the budget proposal. How the budget must be reduced to make the business profitable, the management plan is reduced in a comparable manner. For example, if you cannot afford to mow fairways five times a week and have to cut the budget, the owners are in advance that the fairways will instead be mowed three times per week. If they must have the higher mowing frequency, then the budget for mowing fairways must be supported and other maintenance activities can be investigated for potential reductions. But the boss can no longer have it both ways.

GROUND YOUR ASSESSMENTS

A key skill used to successfully communicate our management is called "grounding your assessments." In the simplest terms, this means backing up recommendations or views with evidence that supports them effectively.

These can be facts or other information that are consistent with the assertion we are making. Most people speak in general terms that are hard to interpret. Asking for a new tractor because...
GCN's Builder of the Year Awards to be presented in Orlando

ORLANDO, Fla. — The final votes are still streaming into Golf Course News headquarters as the campaign for the 2001 Golf Course News Builder of the Year Awards comes to a close.

The winners will be announced Feb. 7 at the Golf Course Builders Association of America's 2002 Awards Dinner. This year's event will be held at 6:30 p.m. at the Rosen Centre Hotel and will be followed by the GCBAA's Sticks for Kids Auction.

GCN has given the Builders Award in conjunction with the GCBAA since 1990. The award is split into two categories, large and small. Large builders must have completed four or more courses in 2001 and small builders must have completed three or fewer.

The recipients of last year's award were Jacksonville-based MacCurrach Golf Construction for Large Builder and Naples-based Glase Golf Construction for Small Builder.

Davies: Manage up

Continued from previous page

"I need one," is not as effective as using statistics that show repair costs increasing on an old model.

By grounding our assessments, we are more likely to achieve decisions we desire.

MANAGE YOUR RELATIONSHIP WITH YOUR BOSS

We must also understand the needs of those we seek to influence.

Do you know how your green committee chairman views his role and his relationship with you? Do you know what the general manager or owner's financial goals are?

Most businesses have a business plan in writing. Make yourself aware of how the business intends to succeed and you will be in a much better position to exercise influence by making your recommendations consistent with this knowledge. Make a list of all the people who will have influence on the resources you receive. Know what they want and expect in advance.

TRUST AND KNOWLEDGE CREATE INFLUENCE

We also need to remember that we are hired as the expert in turfgrass management. It is our responsibility to determine the best management plans within the constraints of the budget and to provide optimum turf conditions for our facilities. This knowledge is the source of tremendous power and influence, especially in private club settings.

However, character counts significantly in our ability to manage up. A fundamental skill is the ability to say 'no' when we are asked to support an idea that is not consistent with sound management.

The key ingredient here is the willingness to risk being at odds with the thinking of upper management. If this is more risk than we are comfortable taking, we will be ineffective in exercising influence in the decisions that fundamentally impact our ability to perform for our employer.

Superintendents will be much more influential in the decision making at golf facilities if we learn to manage our superiors effectively. The game and our courses will be the winners.

Raymond Davies, CGCS, is the director of golf course maintenance and construction for CourseCo, Inc.

CORRECTION

The article titled "IGM finishes year with strong growth rate" (GCN, December 2001), incorrectly identified Gregory Hofstetter as a CGCS. Hofstetter is not currently a CGCS.

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- New oil drain funnel allows for quick and neat oil changes.
- Forward mounting pivot point reduces operator influence over cutting plane of the mower.
- Larger muffler reduces noise.
- Optional transport wheels are easier to remove and install.
- New hand adjustment knobs allow for easy and fine adjustment of bedknife-to-reel. And less noise.
- New high impact resistant polymer chain covers are rust and dent proof and significantly reduce noise.
- New drum drives have a more efficient design, requiring less maintenance.
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• We improved the handlebar design. All operators are not the same. We realize that. And that’s why we installed a handlebar height adjustment to fit every operator. We also put in a forward mounting pivot point to minimize the effect of the operator over the cutting plane of the mower.

• We made them quieter. Our new walks feature a smaller pitched chain and new chain adjusters, which decrease noise significantly. A larger muffler, along with new high impact resistant polymer chain covers, also put the damper on sound levels.

• We made a better grass catcher. Not only does this one do a better job of collecting clippings, it also gives your operator a better visual of the mowing path. And it improves the cut line marker for less overlap and fewer misses.

• We made them easier to adjust and service. The new bedknife-to-reel knobs allow for easy adjusting. And a new oil drain funnel makes changing oil quick and neat.

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### SPECIFICATIONS

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<tr>
<th>Engine:</th>
<th>Type</th>
<th>Cycle</th>
<th>Bore and Stroke</th>
<th>Piston Displacement</th>
<th>Compression Ratio</th>
<th>Compression Pressure</th>
<th>Maximum Output</th>
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<th>Idle-Speed at Output Shaft</th>
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<td>Frequency of Clip:</td>
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<td>3500 rpm</td>
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<th>Transport Brake</th>
<th>Gear engagement disconnecting Dual aluminum traction</th>
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<td>Belt tension On/Off Gear engagement disconnecting Dual aluminum traction</td>
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<td>Reel Jaw-Type Clutch</td>
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<td>Traction Drum</td>
<td>Forward Speed* 5.2 mph (8.4 km/h) with transport wheels at 3500 engine rpm</td>
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<td>Dual aluminum traction</td>
<td>5.2 mph (8.4 km/h) with transport wheels at 3500 engine rpm</td>
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<td>Machined steel, 2 3/8 in. (60 mm) diameter</td>
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Super ideas: tree recycling, chemical cuts, and a tee blower

By JOEL JOYNER

BIRMINGHAM, Ala. — Innovative solutions to help save time and money in a maintenance operation is just what golf courses need when times start to turn sour. From self-supporting tree recycling programs to reducing chemical use on the golf course to innovative debris blowers, superintendents John Gurke, Andrew Dalton and Larry Balke have implemented creative solutions that have proven successful at their courses.

TREES PROGRAM

At the Aurora Country Club in Wheaton, Ill., in the Chicagoland area, superintendent John Gurke has developed a tree planting program that supports itself. Located on a small acreage property in a residential area, the club has no room for a landscape waste disposal site, according to Gurke.

"We must recycle all landscape waste on site," he said. "What we've done is start a self-perpetuating tree program, whereby we cut and split all large tree material into firewood and chip smaller material for mulch."

The by-products are then sold to club members — delivered, stacked, and/or spread — for a cost of $50 per dump truck load. The money is deposited into a new tree fund. "This way, we pay for new plantings with money garnered from dead or removed plantings," Gurke said.

Bay Hill gets new greens, super

By GARY BURCHFIELD

ORLANDO, Fla. — For 22 years, superintendent John Anderson raised corn and soybeans in north central Iowa before "retiring" to run a golf course in Florida. He took over as superintendent at Bay Hill Oct.1 when longtime superintendent Dwight Kummer resigned to join a Florida company.

However, it's not all new for Anderson. He has been at Bay Hill for 13 years, the last 11 years as assistant superintendent. He knows the course. He knows the conditions. But now, the buck stops at his desk.

"There is a little extra pressure in March with the Bay Hill Invitational because it's on national TV. I've been through several of them as assistant superintendent, but this will be my first one as the golf course superintendent," Anderson said.

RECENT IMPROVEMENTS

With a nationally televised event coming up this spring, Anderson has a big job in front of him. Fortunately, the par-72, 7,207-yard Bay Hill Championship Course, is in top condition. Anderson recently overseeded the greens with Laser Poa Trivialis and the roughs with Palmer Perennial Ryegrass. Additionally, all 18 greens were re-grassed last summer.

"They were planted with Tifdwarf 11 or 12 years ago, and that grass was about at the end of its natural life," Anderson said. He hired an outside firm to shave off the old sod and dig out the green, which involved covering the surface with plastic and injecting fungicidal soil amendment to get rid of most of the organic material. They brought in all new soil, a mix of 80 percent sterile sand and 20 percent Profile porous ceramic soil amendment.

After the new soil was in place, they had an outside service fumigate each green, which involved covering the surface with plastic and injecting fungicidal to get rid of any soil pests or troublesome organisms. After the treatment, greens were re-sodded in mid-June with new ultra-dwarf TifEagle.

"The TifEagle soil was grown on plastic so it was basically bare roots when we put it down on the new base. It took 20 percent Profile porous ceramic soil amendment. After the new soil was in place, they had an outside service fumigate each green, which involved covering the surface with plastic and injecting fungicidal to get rid of any soil pests or troublesome organisms. After the treatment, greens were re-sodded in mid-June with new ultra-dwarf TifEagle."

"The labor cost is minimal, and all log splitting and chipping is done from fall to spring on frost mornings when the crew can't get out on the golf course," he continued. "It's a win-win situation. We get rid of the material without paying the high price of waste removal, and members get low-priced firewood and mulch. It also works as a nice public relations tool for member-staff relations."

In addition, every year in late October, the course obtains a permit from the Aurora Fire Department to hold a Halloween bonfire/hayride. "We pull a rented hay wagon around the course at night by tractor, with scare stations set up throughout," said Gurke. "The members have dinner at the clubhouse, get on the hayride and meander down to the maintenance area where we light up all unsold and unused firewood. We also include a bar tent, music, and pizzas for the event. It's a great time, and we legally finish off our extra and unsuitable-for-firewood material."

New turf disease hits the Carolinas

By JOEL JOYNER

NORTH MYRTLE BEACH, S.C. — A new turf disease, tentatively named chytridiomycete, has hit coastal golf courses in the Carolinas. The single-celled organism was devastating to some courses last fall as researchers were just starting to learn about the fungus.

"It's been found out West for the past five years, but it's new to us here in the Carolinas. It's still new throughout the country," said Dr. Bruce Martin, plant pathologist at Clemson University. "We cannot call it the chytrid which is the slang term that's been going around. One idea is to name it rapid blight. When it is active, it can destroy a green in a week."

The disease currently is found in eight facilities spanning from Massachusetts, through New York, Pennsylvania and New Jersey. Prior to joining the outsourcing company here, Steppich was the superintendent in the Philadelphia area where he will be overseeing the day-to-day operations at 13 facilities spanning from Massachusetts, through New York, Pennsylvania and New Jersey. Prior to joining the outsourcing company here, Steppich was the superintendent at the TPC Golf Club of Jack- sonville in Jacksonville, Fla.

BRIEFS

BEARD RELEASES NEW EDITION OF TURF MANAGEMENT FOR GOLF COURSES

CHELSEA, Mich. — Dr. James B. Beard, professor emeritus of turfgrass science at Texas A&M University, has released the second edition of Turf Management for Golf Courses that has been 20 years in the making. With editorial contributions by USGA agronomists, the new edition is a complete revision offering more than 800 pages of management tools to help golf course superintendents, club managers, owners, architects, green committees, consultants, and builders. The reference is available from Ann Arbor Press, located here, and is published in four-color processing in an oversized format.

STEFFICH SIGNS ON WITH IGM

CHAMPIONSgate, Fla. — International Golf Maintenance announced that Tony Steppich has joined IGM as the Northeast regional manager. His main office will be located in the Philadelphia area where he will be overseeing the day-to-day operations at 13 facilities spanning from Massa- chusetts, through New York, Pennsyl- vania and New Jersey. Prior to joining the outsourcing company here, Steppich was the superintendent at the TPC Golf Club of Jack- sonville in Jacksonville, Fla.

COUSINEAU JOINS CGSA

MISSISSAUGA, ONTARIO, Canada — Ken Cousineau, CAE, has been appointed the Canadian Golf Superintendents Association's executive director. He succeeds Vince Gillis, CAE, who retired from the post last month. Cousineau has worked for an Ontario-based, not-for-profit organization for the past 14 years and brings with him association management experience, both in managing administrative functions and external relationships with government and stakeholders. He will assume his new duties here as of Feb. 11.
Tools of the Trade...at John “Jake” Fake’s President Broadwater GC

BILOXI, Miss. — Superintendent John “Jake” Fake here at the President Broadwater Golf Club traveled south to further his turfgrass education at Lake City Community College (Fla.), and hasn’t looked back.

“I grew up in upstate New York,” said Fake. “My father was an avid golfer, and he knew the importance of a good superintendent. After learning to play golf myself and working on a golf course, I decided to advance my education. One thing that I knew was that I wanted to live where it was warm, so I applied to Lake City Community College.”

Fake has stayed to enjoy the weather and accelerate his career at courses throughout the Southeast, including: Glen Arven Springs, Fla.; and Innisbrook Resort in Tarpon Springs, Fla. He has been at his current club for the past four years.

The 18-hole course is owned and operated by President Casino Broadwater Resort which purchased the facility in 1997.

The 7,100 yard layout was designed by Earl Stone and opened in 1968. “We have some corporate outings and local tournaments, so one of my main challenges is just keeping the course in consistently good shape,” said Fake.

An ongoing bunker installation and renovation project will keep Fake busy this season as well as the start of a tree planting program at the facility. “Last season we added two new bunkers on the 18th hole,” he added. “This season we’ll probably renovate two greenside bunkers, one each on holes one and three.”

HURRICANES FORM LINKS LOOK

The course was originally designed as a more traditional tree-lined layout. “Hurricane Camille [1969] came through here the year after the course opened and took down several hundred trees,” said Fake.

“Hurricane Fredrick [1979] also destroyed some of the plant life on the course. Then Hurricane George came through in 1998 and knocked down some of the pine trees on the property. The layout almost plays like a links-style course now.”

The club has an unique arrangement with one of its members who owns and operates a nursery. “It’s like a barter system. We keep track of how many times he plays the course, and from time to time, we visit his nursery to make some plant selections for the club. It’s a good way to get plant materials,” said Fake.

“Our club is relatively flat due to the storms that have come through here,” he continued. “We have mostly pines left on the course, so we’ve been trying to plant some more oaks to add a greater mix. We also have planted some azaleas, oleanders and camilla bushes as part of a beautification project around the tees.”

Fake will be attending a landscape course at the GCSAA Conference and Trade Show in Orlando this month.

“I try to go every year because it is a great way to network with other superintendents,” he said. “I like to keep up on continuing education classes as well as check out all the new equipment at the trade show.”

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Etchells takes Golfturf division independent from the Nicklaus Companies

TEQUESTA, Fla. — Ed Etchells, who ran the Golfturf division of the Nicklaus Companies, has taken the operation private and created his own agronomic consulting and turfgrass maintenance firm, Greens Management Co., LLC.

"This is an exciting opportunity for the team I have assembled, and for me, personally," said Etchells, who will serve as CEO and president of Greens Management. "I'm grateful for the many years I have been associated with Jack Nicklaus and Nicklaus Design, but this is an opportunity for me to grow something of my own."

The Golfturf division of Greens Management will become the preferred vendor of Nicklaus Design and will assume all the current maintenance consulting contracts, but they also will market their services to other design firms and groups.

"We will actively engage other architects and expand our consulting role with other clubs, while still servicing Nicklaus Design clients throughout the world," explained Etchells. "We also will continue to service the European PGA Tour and keep other corporate marketing relationships intact."

Among those relationships to be continued is exclusive support of Nicklaus Designs' partnership between Textron Golf, Turf & Specialty Products — a partnership which began in 1991 and will continue through at least 2005.

For the past 20 years, Etchells has been president of Golfturf, a division of Nicklaus Design. He has consulted for more than 75 clubs worldwide. Joining Greens Management will be long-time agronomists David McIntosh and Ed Hodnett.

Greens Management specializes in developing and implementing grassing plans, irrigation plans, golf course improvement programs and pest management programs. The company's services include: planning and development; agronomy, construction and planting; maintenance and grow-in services; and golf course improvement.

Bay Hill
Continued from page 9

to the soil right away. We were able to open the first nine holes for play in just three weeks," said Anderson

"The greens are doing very well," he continued. "The ceramic soil amendment helps resist compaction and aids in retention of water and nutrients to keep the grass healthier. It seems to help grass respond quicker after stress, such as a wet spell or really dry conditions."

Bay Hill crews continue to use 10 percent of soil was dug out.

Using the Profile product isn't new for Bay Hill. They used the soil amendment six years ago when the nine-hole Charger Course was rebuilt. "It was still kind of a new concept, but we wanted something that kept the greens looking better," Anderson said. "We had used peat before, but that was about the extent of our experience with soil amendments. We decided to try the inorganic material.

While the sand/peat mix improves water and nutrient retention, chemical and physical changes that develop in the soil over time can cause new problems, including a build-up of "black layer" that inhibits water percolation and soil oxygen levels. Inorganic soil amendments do not break down over time, nor do they cause chemical changes in the soil makeup.

The product worked well enough that Bay Hill crews continue to use 10 percent Profile in their greens topdress mix after every aeration. "We incorporate it into all of our construction projects now, whether it's tees, bunker faces, or new drainage ways," said Anderson.

While the initial investment was significant, Anderson believes it has paid off in the long run, by improving the root zone and the entire soil profile. "Analyzing both costs and benefits, it is our opinion that the product has paid for itself," he said.

The old soil was shaved off and the top four to five inches of soil was dug out.

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Compost tea

Continued from page 1
days of control out of Daconil and 31 days of control out of Chipco GT. As a result, Clarke was able to reduce his fungicide budget by 30 percent.

Although Clarke realizes that one year's results are not a true test, he is planning on buying another 100 gallon brewer for next season.

Superintendent Troy Russell at Bandon Dunes Golf Club in Bandon, Ore., has two brewers and irrigates with compost tea every two to three days.

"I have not had to put down a fungicide for two years now," said Russell. "Compost tea is not a panacea, but it is part of our plan to be sustainable. Under a mandate from the owner, Russell is trying to go as natural as possible using organic fertilizer and wetting agents.

David Sayley, superintendent at Rooster Run Golf Club in Petaluma, Calif., has had similar results in his three years of using compost tea.

"I have sprayed three applications of fungicide in that time," he said. "This is not going to solve all disease problems, but if you have healthy turf, you have less disease pressure."

**HOW IT WORKS**

Brewing proper compost tea begins with high-quality compost that contains a diverse mixture of fungi, bacteria, nematodes and protozoa. Depending on the size of the brewe, (they range in capacity from 25 to 500 gallons) the appropriate amount of compost is placed in a perforated basket and the tank is filled with water and jump-started with an activator mixture. The compost is then aerated for 18 to 20 hours and is immediately ready to be diluted and sprayed onto the course or fed into the irrigation system. It must be used between six and 10 hours of brewing.

While the process behind making compost tea is relatively simple, the scientific theory behind it is rather complicated.

**SOIL FOOD WEB**

When the bio-rich compost gets aerated in the brewer the amount of microbial activity in the mixture expands exponentially. While there is no doubt that the mixture provides nutrients to turfgrass, scientists and superintendents alike theorize that microbes are clinging to the leaf surface and keeping diseases from attacking the plant.

"We are looking at how the biology of compost tea suppresses disease," said Elaine Ingham, Ph.D., an associate professor of botany and plant pathology at Oregon State University who is building supporting data for the use of compost tea. "If you get the surfaces of the roots and foliage of plants properly protected by beneficial organisms then diseases are suppressed.

The biological inputs help rebuild what Ingham calls the "soil food web."

"If you get the biology back in there you don't have to use pesticides anymore because you don't have diseases," she said. "You also don't have to use as much fertilizer because it prevents nutrients from washing out of the soil."

Ingham also runs Soilfoodweb, Inc., a commercial consulting firm that analyzes soil samples for farmers. To date, she has consulted with almost 500 golf courses. The firm also publishes a compost tea manual and conducts educational seminars.

**PROBLEMS CATCHING ON**

If some superintendents and farmers are having positive results, why isn't compost tea more widely used?

When it comes to golf, clearly more research is needed, said Mike Kenna, director of research for the United States Golf Association's Green Section. "I think these products have a place," he said. "But the thing that concerns me is the lack of university research. How do they know whether the microbial activity or the low levels of nitrogen are providing those results?"

Superintendents already using compost tea agree that more research is necessary.

"The average superintendent is a 'show me' person," said Russell.
Companies making compost tea push

By ANDREW OVERBECK

MARTINS CREEK, Del. — Sensing opportunity, many compost tea and brewer suppliers are now targeting the golf course industry.

One golf supplier, EarthWorks, is set to unveil its compost tea "kit" at the GCSAA Show this month. The organic fertilizer and biostimulant maker is primed to take advantage of the move towards sustainable turfgrass management.

"EarthWorks as a company has done a good job with soil management," said president Joel Simmons. "We think compost tea will take it to the next level."

According to Simmons, the company started investigating compost tea when President George Bush and Al Gore were facing off in the 2000 presidential campaign.

"A lot of people were afraid that if Gore got in they would lose a lot of their pesticides," he said. "It was already happening in places like San Francisco and Suffolk County, New York. We began to develop our compost tea kit to solve the problem."

EarthWorks will be marketing a kit that contains four 10-pound bags of compost, four bags of activator and four bags of cleaning solution. The kits will come with three pre-paid tests from Soilfoodweb, Inc. The company will initially market a 30-gallon brewer that it will either make in-house or outsource.

EarthWorks has sourced its compost material from Amish farmers in Lancaster, Pa., and has made 20,000 pounds so far. While Simmons has yet to set prices, he said the cost-per-acre would be in the $10 to $20 range.

WEST COAST BREWERS

On the West Coast, another brewer company, Growing Solutions, has already made inroads into the golf market. Since 1998, the company has been providing brewers and compost materials to the agriculture and golf markets and has just rolled out a second-generation machine.

"Our first commercial machine aerated the compost and water with nozzles," said manager Jeff Hilty. "Our new system forces air in through fine bubble diffusion disks which increases the volume, improves efficiency and reduces cost."

The new brewers will come in 25, 100 and 500-gallon capacities and will cost $1,295, $3,955 and $9,955 respectively.

GROWING THE MARKET

Both companies are bullish about the growth possibilities in the golf market.

"We see our sales growing in the golf market," said Hilty. "We are seeing a trend towards organic mandates and people looking to biological means of controlling disease."

Simmons, who started EarthWorks back in 1988, is equally optimistic.

"When we started the company people called us every name in the book," said Simmons. "Soil management is more mainstream now and we have had unbelievable interest at our compost tea seminars."

Simmons, however, is quick to point out that between Eco Soil's Bioject problems and other "bugs-in-a-jug groupies," his industry has more than a few black eyes.

"This is still a bit esoteric," he said. "It still comes off as brewing beer in the basement and being unsophisticated. But there is science in this. It will take time, but we just need to position this and make it commercially available."

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**REDDING PESTICIDE PURCHASES**

Superintendent Andrew Dalton at the Copper Hills Golf and Country Club in Oxford, Mich., just north of Detroit, has reduced his pesticide purchases by roughly 80 percent. The facility is a 27-hole, upscale, semi-private golf club. Dalton maintains Providence bentgrass greens and fairways and Pennscroft bentgrass tees. "Having many wooded areas, wetlands and fields, I tried to develop a conscientious maintenance program that consists of natural and organic fertilizers," said Dalton. "By using these types of products in my fertilizer program, I've been able to minimize fungicide applications. I have reduced pesticide purchases by about 80 percent which ultimately saves my club roughly $20,000 annually." During his three years at Copper Hills, Dalton has only sprayed fairways for diseases and pests once during the growing season. "I'm not saying that I don't get disease. But when I do see it, it's a few spots here and there. Quite frankly, it's not worth our time, effort and money to treat it unless it goes beyond our threshold levels," he said. A big savings for the club was not spending a dime last season on fungicides, said Dalton. "I had some fungicides in storage from the previous year that helped protect the greens and tees," he said.

Dalton primarily uses organic fertilizers NatureSafe by Griffin Industries and Soil Synergy by the Sanctuary Co. Since implementing the program back in 1999, the benefits continue to grow each year. "We bought a Lely spreader, mounted it to a tractor we had, and spread the organic material ourselves. Every year we save more and more money," he said.

**REDESIGNING OLD EQUIPMENT**

Larry Balko, superintendent at the Heatherwood Country Club here in Birmingham, Ala., was faced with the challenge of removing debris from the tops of elevated tee boxes. "In the fall, leaves are falling faster than we can blow them off," he said.

Balko’s mechanic, Gary Dalton, searched the maintenance shop and discovered an old Billy Goat blower that had a broken handle. "He cleaned out the old gas, changed the oil, and it fired up with the first pull," explained Balko. "He then removed the broken handle and mounted it on the..."
The disease is found primarily on greens, but also has been discovered on tees and fairways, according to Martin. “It started as little yellow spots in about quarter or half-dollar size,” said Martin. “But they rapidly expand up to a basketball size, and the margins of the patches are water soaked. The darker color means that the grass is infected, but just hasn’t turned yellow yet.”

INITIAL RESEARCH STUDY

The Glen Dornock Golf Links in North Myrtle Beach, S.C., allowed the plant pathologist to conduct research on one of their greens as the disease attacked last fall. “Essentially, there was no information available on how to control this disease,” said Martin.

Martin conducted two trials using 15 different fungicides at the facility. Preliminary data suggested three fungicides that provided fairly decent control. “One was an old standby named Fore that’s been used for years,” he said. “The other two fungicides are newer, Compass by the Bayer Co. and Insignia by BASF. Insignia is expected to become a registered product early this year.”

The fungicides provided some control after a single application. “Two applications proved more effective as expected and will help to halt the disease,” he said. “Several of the standard materials that normally work to control Pythium had not worked for this disease.”

The golf facility also used other measures to counter the spread of the disease such as altering their irrigation practices and using gypsum applications to help flush some of the sodium buildup in the soils.

“This disease was devastating to the courses that had it,” said Martin. “Glen Dornock has probably saved other courses thousands of dollars by allowing us to do research at their facility. As this disease was attacking last fall, we passed information along to other courses. We need to learn a lot more about this disease, but those initial results were like putting a finger in the crack of a dam. It saved a lot of people some grief last season.”

The Glen Dornock Golf Links was an old standby named Fore that’s been used for years. The other two fungicides are newer, Compass by the Bayer Co. and Insignia by BASF. Insignia is expected to become a registered product early this year.
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GCRAA GRANTS QUALITY GRASSING CHARTER MEMBER STATUS

LINCOLN, Neb. — The Golf Course Builders Association of America has granted Charter Member status to Quality Grassing & Services, Inc., a Florida-based general contractor specializing in golf course and athletic field construction, irrigation and renovation. Quality Grassing was founded in 1982 and became known for quality installation and production of hybrid Bermudagrass strains. The company, which is headed by president P. Howard Barnes, quickly expanded the scope of its business to include complete construction services and was named Small Golf Course Builder of the Year by Golf Course News in 1997. The company's current projects include Harmony Golf Course in St. Cloud, Fla.; Highland Walk Golf Course in Rosson, Ga.; Lamington Farm Golf Club in Bedminster, N.Y.; and Coosa Bend Golf Course in Gadsen, Ala.

JACOBSEN HARDY HIRES VANHOUSE

BEAVERTON, Ore. — Jacobsen Hardy Golf Course Designs has hired Rex VanHoose as its director of business development. VanHoose will be responsible for design, marketing and business development. Prior to joining Jacobsen Hardy, VanHoose worked for Keith Foster Golf Design and Lohmann Golf Designs. Throughout his career, he has been involved in all aspects of golf course design including conceptual planning and development of construction specifications, budgets and schedules.

TUSCANY QC SET TO OPEN IN SPRING

HENDERSON, Nev. — Development is continuing on schedule here at the Ted Robinson-designed Tuscany Golf Course. When completed, the 1,900 home golf course community will offer views of the Las Vegas Strip. The 530-acre project will include an 18-hole golf course, a 31,000-square-foot clubhouse and a trail system linking individual neighborhoods with parks and recreational facilities. The golf course will be open to the public in early spring and home sales will commence this summer.

RTJ II Restructures to Create Legacy Company

By ANDREW OVERBECK

PALO ALTO, Calif. — Golf course design firm Robert Trent Jones II, L.L.C., has undergone an internal restructuring over the last year and a half in a move to create a legacy company. New CEO John Strawn and president and chief designer Bruce Charlton have both bought into the company to protect the long-term brand identity of RTJ II design.

"We are looking long-term," said Strawn. "The history of design firms is that when the founder is gone, the company is essentially gone. We wanted to create a legacy company."

"Mr. Jones is the inspiration and the master architect and his thinking is a part of the overall design approach," he continued. "The young architects are learning that history and that approach and as they mature they will be able to apply it."

Charlton likens the new company to Frank Lloyd Wright's Taliesin Design which carries on in the tradition of its founder.

"Mr. Jones wanted to develop an organization that would live beyond him."

Adding Length to Combat Technology is a Costly Proposition

By LAURENCE HIRSH

The impact of golf ball and club technology has been a hot topic of debate in the golf industry lately — and for good reason. In many ways, it has changed the way golf is played. The ability of professional players to hit longer drives has made some of the game's greatest venues inadequate for major professional and amateur events. Tom Fazio added nearly 400 yards to Augusta National this year to ensure a "proper" challenge for the game's greatest players.

Many players, including designer/players Jack Nicklaus and Arnold Palmer, have called for modifications to the golf ball, while others have suggested a variety of equipment changes. The American Society of Golf Course Architects suggested "a line be drawn in the sand" to avoid technology rendering some courses obsolete. The society said future courses could exceed 8,000 yards if nothing is done to contain technology. While many courses have undergone or considered renovations, there are many more with no opportunity to do so because of limited land resources, cost considerations, and political or environmental issues. The need for larger golf courses will lead to significantly increased construction and maintenance costs and will likely make the game more expensive to play. All of this would be detrimental to the growth of golf.

On average, the site for a 7,000-plus-yard, 18-hole course would increase land costs by an average of 14 percent.
TACOMA, Wash. — Architect John Harbottle is rolling hot, with several new courses and renovation projects underway up and down the West Coast.

For its latest effort, John Harbottle Design has teamed up with ISI Oregon Facilities Corp., LLC, to develop a course for the Port of Tillamook Bay, Ore. The 18-hole, par-72 course, which is just off highway 101 near the Tillamook Airport, will be the cornerstone of a development that will include a hotel and convention center.

Construction is also close to getting underway on two other Harbottle designs. The public access Juniper Golf Course in Redmond, Ore., will break ground this spring. Harbottle is also working with PGA Tour veteran Johnny Miller on Eaglewood Country Club in Truckee, Calif. Work on the high-end private club will commence once the permitting process is complete.

RENOVATIONS IN L.A.

The 16th hole at the Harbottle-renovated Hillcrest CC in Los Angeles is continuing apace for Harbottle. The firm completed a $2.5 million renovation project at Hillcrest Country Club in Los Angeles this November. Harbottle partially restored the Willie Wilson design, which opened in 1920, and added modifications to keep pace with the modern pace of the game.

All greens were rebuilt to USGA recommendations and expanded to their original shape and size. Bunkers, tees and fairways were modified for the modern player, but shaped to create a classic look. Oliphant Golf Construction of Madison, Wis., handled the construction work at Hillcrest and course superintendent Reed Yenny oversaw the grow-in process.

The architect is also completing renovation projects at the Tillinghast/Bell-designed Vir- ginia Country Club in Long Beach, Calif., which is expected to open this spring. In addition, he is restoring the bunkers at Waverly Country Club in Portland, Ore., and Hillcrest Country Club in Boise, Idaho.

GCSAA Booth #1529

DEVELOPMENT

Tiger Point's East Course re-opens

GULF BREEZE, Fla. — The Tiger Point Golf and Country Club's East Course re-opened Jan. 7, following a redesign by Jerry Pate.

Pate, as a previous owner and one of the original designers of Tiger Point, was the man for the job here in Florida's panhandle. "When designing Tiger Point's East Course, my design philosophy was to allow the greatest number of golfers to receive a maximum amount of enjoyment from the layout and their games," said Pate. "The contours of the putting surfaces are large, flowing and undulating. Tiger Point East totally balances with par-3s, 4s and 5s in opposing directions to accommodate the prevailing breezes."

Since October of 1999, the course has been under ownership of Meadowbrook Golf.
Yavapai Nation opens Miller’s We-Ko-Pa

 Fountain Hills, Ariz. — The Fort McDowell Yavapai Nation has opened We-Ko-Pa Golf Club here just east of Scottsdale. Designed by Scott Miller, the 7,225-yard public course plays through desert vegetation, arroyos and canyons and features dramatic views of the surrounding mountain ranges.

We-Ko-Pa is the Yavapai pronunciation for Four Peaks Mountain, which dominates the scenery on the course. The McDowell Mountains, Red Mountain and the Superstitions are also visible from the layout. The course, which is limited by law to 90-acres of turf, has multiple sets of tees to accommodate players of all calibers. As part of a growing trend in golf course development, We-Ko-Pa is a golf-only facility — no homes will be developed on the course.

Staying true to its roots, the course also features a 21,000-square-foot clubhouse designed to resemble ancient Yavapai communal grounds with a large fire pit and water centerpiece and an expansive outdoor patio.

OB Sports, which oversaw the development and construction of We-Ko-Pa, will also handle ongoing operations at the club. The upscale public course will charge green fees of $80 for Arizona residents and $130 for out-of-state visitors.

Lohmann supports Rockford juniors

Rockford, Ill. — Lohmann Golf Designs has partnered with the Junior Golf Association of Greater Rockford (JGAGR) to create an innovative practice facility and short course with an eye toward First Tee affiliation.

LGD has donated its schematic work and will handle design of a three-phase project here at Ingersoll Golf Course. Phase I, to begin this year, will see the transformation of Ingersoll’s existing range into a “Wee Course,” a four-hole, mini-layout which caters to kids and includes real tees and greens. This phase also includes creation of a 9,000-square-foot putting green and a 6,000-square-foot short-game station complete with green and bunkers.

According to Jim Keeling, board member and finance committee chair of the JGAGR, the association is currently in the process of applying to affiliate with The First Tee. “We’re the Junior Golf Association of Greater Rockford, but we’d like to operate as The First Tee of Rockford,” he said. “We’re in the fundraising process right now, and we’ve set a $800,000 budget which should cover the program’s first two years, including maintenance. We’re confident we can break ground this summer and open for play on July 4, 2003.”

Phase II will take shape just south of Ingersoll GC on city parkland, with additional property donated by Rockford Blacktop. LGD will design nine more holes allowing kids to play a four-hole, six-hole, or nine-hole course depending on their skill level.

“Beginners will practice their putting and chipping and play the Wee Course and then graduate to the four-hole course,” said LGD’s Todd Quinto. “Once they’ve conquered the four-holer, they’ll move on to the six- and nine-hole courses.”

ROBERT TRENT JONES II, LLC
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web: www.rtj2.com

Six continents. Thirty-eight countries. Vision expressed through more than two hundred golf courses. Master architect Robert Trent Jones Jr. says, “The best developments occur when nature provides the canvas and men discover and reveal the land’s secrets.” RTJ II works with developers to consider the total environment in creating the best golf course possible on each unique site. The Robert Trent Jones II team listens to the land. The courses speak to golfers everywhere.

GOLF COURSE NEWS
intrigued me to the point I had no choice but to follow in his footsteps. But I feel fortunate to be able to pursue my career from both the technical and the artistic sides of the equation. That’s just who I am.

Thanks to modern real estate development, the quantum leap in the golf industry has been to make golf courses more visually inviting. We not only are allowed to do more aesthetically, we’re practically mandated to create works of beauty.

**Von Hagge Q&A**

Continued from page 17

course is 175 acres. If 14 percent more land is required for an 8,000-yard course, that would calculate to land requirement of approximately 200 acres, or an additional 25 acres. At a cost of $10,000 per acre (not unusual) this would increase cost by $250,000. If land were at a premium, this could be as much as $30,000 per acre ($750,000).

In addition to land cost, the cost of earth moving and clearing, grading, irrigation and cart paths will also increase with size. Assuming a one-for-one relationship in increased costs, this could add from $420,000 (for a $3 million course) to $1,400,000 (for a $10 million course) to the construction budget.

The additional land could also result in an increased exposure to a variety of extra costs including: rock removal, additional environmental issues, wetlands mitigation, bridges, and permitting and legal issues.

If the combined additional costs for these items total only seven percent (one half of the size increase) of the additional land and construction cost, that results in additional costs ranging from $46,900 ($420,000 + $250,000 X 7%) to $150,500 ($1,400,000 + $750,000 X 7%).

The result would be a total development cost increase ranging from $716,900 (rounded to $700,000) to $2,300,500, based on the parameters suggested.

A larger golf course would also require higher maintenance costs. Assuming that these are high-end courses, expenses range from $3,500 per acre to $8,000 per acre, resulting in an additional annual expense of $87,500 ($3,500 X 25 acres) to $150,000 ($6,000 X 25 acres).

**Length costs**

Continued from page 17

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**AFFORDABLE COURSE**

| LAND COST  | $10,000/acre |
| 175 acres  | $1,750,000   |
| 200 acres  | $2,000,000   |
| Additional Land Costs | $250,000 |

**CONSTRUCTION COST**

| Additional Costs (Hard) | 14% | $420,000 |
| Additional Costs (Soft) | 7%  | $210,000 |
| Additional Construction Costs | $630,000 |

**Total Additional Construction Costs**

| $150,735 |

**# of Rounds**

| 35,000 |

**Additional Cost per Round**

| $4.31 |

**UPSSCALE COURSE**

| LAND COST  | $30,000/acre |
| 175 acres  | $5,250,000   |
| 200 acres  | $6,000,000   |
| Additional Land Costs | $750,000 |

**CONSTRUCTION COST**

| Additional Costs (Hard) | 14% | $1,400,000 |
| Additional Costs (Soft) | 7%  | $700,000 |
| Additional Construction Costs | $2,100,000 |

**Total Additional Construction Costs**

| $360,783 |

**# of Rounds**

| 27,000 |

**Additional Cost per Round**

| $13.36 |

**RECOVERING THE EXTRA COST**

As illustrated in the charts (see above), assuming a loan interest rate of eight percent, amortized over 20 years, an affordable course would require an additional green fee revenue of $4.31 and an upscale course would require $13.36 of additional green fee revenue to recover the additional investment.

In each case, the additional annual cost is significant, requiring green fee increases of approximately 11 percent in both categories. These increases would likely be resisted by the marketplace and could result in additional reductions in investment return, making the investment picture for golf courses take on an even higher risk perception than the current market would indicate. Value of existing courses could be similarly impacted as those considered no longer of "championship" caliber would either struggle to maintain their customers/members, incur costly renovations or in a worst case scenario, be plowed under in favor of alternative uses.

Considering what and where each player is viewing during a shot gives us more opportunity to enhance their view— even if they’re looking back to the tee box.

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his father, his brother and himself,” Charlton said. “Like the Frank Lloyd Wright disciples, the concept is to have the RTJ II name, philosophy and design quality known throughout the world and have a group of young people to carry it forward.”

Strawn refers to the changes as a “re-launch” and “re-assertion” of the company. The firm has a new logo and will be offering new marketing services. Mark Voss is the firm’s newest designer.

**PROJECTS ROLLING WORLDWIDE**

According to Strawn and Charlton, 2001 was a successful year and 2002 is shaping up to be even better. The company, which designs mostly high end golf courses, is involved in numerous projects worldwide, from Europe to Asia to the United States.

“We are probably a little better off than other firms because we do so much international work,” said Charlton. “We have a strong stable in Asia, and Spain and Scandinavia have been strong. With interest rates low in the United States, we have been getting a lot of calls from people in the last 30 days.”

In Asia, the firm is working on Dongbu Golf Club and Oak Valley Golf Club in Korea and has another course underway in China at Thompson Shanghai.

European projects are also progressing with three ongoing projects in Norway: Miklagaard Golf Club north of Oslo; Holtsmark Golf Club in Drammen; and Kristiansand Golf Club in Kristiansand.

The firm’s Aucanada Golf Club in Palma de Mallorca, Spain, is set to open in October and sits right on the city’s harbor. The all-paspalum layout will use brackish irrigation water.

For overseas work, RTJ II requires owners to use the firm’s shapers to oversee the work and build the tees, greens and bunkers. “We require they hire our implementation services,” said Strawn. “They don’t have the kind of high-quality builders internationally, like we do here in the United States.”

**DOMESTIC WORK PROGRESSING**

Back on the home front, the firm’s Charter Oak Country Club in Hudson, Mass., opened late last year and work is underway at several other projects including Westrock in McCall, Idaho.

The golf and ski resort on Lake Cascade is in the permitting stages and construction is set to begin this spring. According to Strawn, the four-season resort has unbelievable views and the course will run in and out of existing meadowlands and stands of Ponderosa pines.
Calusa Pines
Continued from page 1

the two million cubic yards of fill from the pond excavation was then used to create the 15-acre landmass that encompasses seven holes on the private Calusa Pines layout.

ONE MILLION IN DYNAMITE
"This is a hard place to build a golf course," said director of agronomy Eric von Hofen who has worked at Calusa Pines since November of 2000. "You have to blast into coral rock to build ponds. We spent one million dollars on dynamite alone."

Once the blasting was done, the next challenge was forming the landmass.

"On the plans, it was 20 feet lower than the finished product," said lead architect Dana Fry. "The height of it was not as difficult as the scale of it. It is 58 feet high, but it goes on for a couple thousand yards in order to make it look natural."

The landmass was tied to the golf course through numerous sand and waste bunkers. There is one waste area that encompasses nine acres and the eighth green features a 27-foot tall bunker.

"Once we built that big earth mass, we had to keep water from washing the features away," said Course Doctors president Jim Sparks. "Our shapers Jeff Carsner and Steve Coe worked closely with Dana to tie in the finish work and bunker construction."

As Course Doctors completed the fine shaping, von Hofen followed behind with landscaping.

"We wanted to make the course look like it had always been there," he said. "We didn't want to build a big mound and leave it all grass."

Von Hofen and his team planted 165 large oak trees (some as high as 45-feet tall and weighing 37,000 pounds), 1,200 pine trees and 900 sable palms. The final tab on construction topped out at $16 million.

Calusa Pines sports TifSport fairways and TifEagle greens, turf that von Hofen said will also set the course apart from the competition.

"We are the first course to open in south Florida with wall to wall TifSport on the fairways," he said. "It is more cold tolerant, more disease resistant and has less thatch build up. I had TifEagle greens at Sailfish Point Golf Club [in Stuart, Fla.] and it continues to exceed my expectations. We are cutting them at one tenth of an inch and have them rolling 11 feet on the Stimpmeter."

HIGH END EXPECTATIONS
Members at the ultra-exclusive club will expect the best. Membership is by invitation only and will be limited to 275. The initiation fee is $175,000. For the money, Calusa Pines members will get a golf-only facility, an exclusive clubhouse, and the service of caddies.

Going forward, von Hofen will be working on the construction of the development's semi-private course called The Ridge Golf Club, which will be completely separate from Calusa Pines. The course was also designed by Hurdzan, Fry and construction will get underway this year.

"It will have its own entrance and clubhouse," said von Hofen. "We already have all the drainage pipes in, we just need to bring in some more fill." The course could open in early 2003.

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**GCESAA CONFERENCE AND SHOW**

2002 GCESA election candidates at a glance

**President**

Name: Michael Wallace, CGCS
Former head superintendant at: Rockyledge Golf Club in West Hartford, Conn.
Years GCESA member: 24
GCSAA posts: Wallace has been on the board of directors since 1995. He currently serves as the chairman of the chapter relations committee and the conference and show resource group, and vice chairman of the industry advisory council and a board liaison on the election committee. He is a lifetime member of the Golden Tee Club.

**Other associations:** Wallace is a member of the Connecticut Association of GCs and served that association as both president and vice president. He is also a member of the Environmental Industry Council of Connecticut.

Statement: "Our world is ever changing. The Internet was just emerging seven years ago. Today, the Internet is a fact of life that we all must look at and determine how it will interact with our world. Change will always occur. It is how we deal with it that determines how successful we are."

**Secretary/Treasurer**

Name: Timothy T. O'Neill, CGCS
Course: Superintendent at Country Club of Darlen (Conn.) since 1981.
Former head superintendant at: N/A
Years GCESA member: 20
GCSAA posts: O'Neill has been on the board of directors since 2000. He currently serves as chairman of the membership committee and the 75th anniversary resource group.

**Other associations:** He is a member and past president of the Carolinas GCSA, and is a member of the Connecticut Association of GCs and the Rhode Island GCSA. O'Neill also is a past president of the Tri-State Turf Research Foundation, a participant in the Audubon Cooperative 

**Directory**

Name: David S. Downing II, CGCS
Course: Director of golf course operations at Barefoot Resort & Golf in North Myrtle Beach, S.C., since 1998.
Former head superintendant at: Director of golf course operations at Wild Wing Plantation in Conway, S.C.; golf course superintendent at Las Vegas (Nev.) Country Club; the TPC at River Highlands in Cromwell, Conn.; Kennebunk Square (Pa.) Golf and Country Club; and Williamsport (Pa.) Country Club.
Years GCESA member: 22
GCSAA posts: Downing has served on the standards and bylaws, information services, certification and chapter relations committees and the communications focus group.

**Other associations:** He is a member and past president of the Carolinas Turfgrass Foundation, which he has served as vice president and president. Maddern is also a member of the Golf Association of Michigan and is on the board of directors of the Michigan Golf Foundation.

Statement: "Turfgrass management certificate from Michigan State University."

**Director**

Name: Ricky D. Heine, CGCS
Course: Superintendent at The Golf Club at Star Ranch in Austin, Texas, since 2000.
Former head superintendant at: River Place County Club in Austin and Elkins Lake Country Club in Huntsville, Texas.
Years GCESA member: 20
GCSAA posts: Heine has served on the board of directors for one year. He currently serves as chairman of the career development and environmental stewardship committee and vice chairman of the education committee.

**Other associations:** He is a member of the Central Texas GCSA and the Lone Star GCSA, and is a past president of both organizations. He is also a member of the Texas Turfgrass Association and serves on the planning board of the Williamson County Professional Grounds Conference.

Statement: "FEBRUARY 2002"
GCSAA International Golf Course Conference & Show schedule

Sunday, Feb. 3
6:30 a.m.-6 p.m. Satellite Bookstore open
7 a.m.-6 p.m. Satellite Bookstore open
8 a.m.-5 p.m. Seminars

HALF-DAY SEMINARS
• Weather Answers and Technology for Golf Course Management, 8:30 AM to 12:00 PM Room: 304 C
• Managing Golf Course Trees, 1:00 PM to 5:00 PM Room: 304 H
• Weed Control in Ornamentals, 1:00 PM to 5:00 PM Room: 306 A

ONE-DAY SEMINARS
• Fundamentals of Turfgrass Management I, 8:00 AM to 5:00 PM Room: 304 G
• Golf Course Drainage: Application and Design, 8:00 AM to 5:00 PM Room: 307 C
• Irrigation Water Quality, 8:00 AM to 5:00 PM Room: 310 A
• Lake and Aquatic Plant Management, 8:00 AM to 5:00 PM Room: 312 B

HALF-DAY SEMINARS
• Fundamentals of Turfgrass Management II, 8:00 AM to 5:00 PM Room: 304 G
• Human Resource Management, 8:00 AM to 12:00 PM Room: 310 A

ONE-DAY SEMINARS
• Integrated Environmental Management, 7 a.m.-5:00 PM Room: 310 A
• Managing Up: Strategies for Influencing Boards, Committees and Managers, 8:00 AM to 5:00 PM Room: 305 A
• Seashore Paspalum Management on Golf Courses, 8:00 AM to 5:00 PM Room: 304 B

TWO-DAY SEMINARS
• Spanish for Golf Course Management 1, Feb. 3-4, 8:00 AM to 5:00 PM Room: 307 B

Monday, Feb. 4
7 a.m.-6 p.m. Registration and Satellite Bookstore open
8 a.m.-5 p.m. Seminars

HALF-DAY SEMINARS
• Shaded Greens: Turf, Trees, and Politics, 8:00 AM to 12:00 PM Room: 103 A
• Turfgrass Growth and Development, 8:00 AM to 12:00 PM Room: 304 E
• Managing Golf Course Trees, 1:00 PM to 5:00 PM Room: 306 H

ONE-DAY SEMINARS
• Understanding Biostimulants, 1:00 PM to 5:00 PM Room: 104 A

HALF-DAY SEMINARS
• Bentgrass Management and Root Zone Maintenance, 8:00 AM to 5:00 PM Room: 308 C
• Budgeting and Forecasting, 8:00 AM to 5:00 PM Room: 312 C

ONE-DAY SEMINARS
• Conflict Resolution-Dealing with Member Conflict, 8:00 AM to 5:00 PM Room: 305 A
• Developing A High-Performance, People-Oriented Golf Course Maintenance Staff, 8:00 AM to 5:00 PM Room: 306 A

HALF-DAY SEMINARS
• Effective Management for Warm Season Turfgrass Insect Pests, 8:00 AM to 5:00 PM Room: 312 B
• Fundamentals of Turfgrass Management II, 8:00 AM to 5:00 PM Room: 304 G

ONE-DAY SEMINARS
• Integrated Environmental Management, 8:00 AM to 5:00 PM Room: 306 A
• Managing Up: Strategies for Influencing Boards, Committees and Managers, 8:00 AM to 5:00 PM Room: 305 A
• Seashore Paspalum Management on Golf Courses, 8:00 AM to 5:00 PM Room: 304 B

TWO-DAY SEMINARS
• Spanish for Golf Course Management 1, Feb. 3-4, 8:00 AM to 5:00 PM Room: 307 B

Tuesday, Feb. 5
7 a.m.-5 p.m. Voting Check-In
7 a.m.-6 p.m. Registration, Satellite Bookstore and GCSAA Services open
8 a.m.-4:30 p.m. Certification Exam Study Guidelines Seminar
8 a.m.-noon Computer Boot Camp: Getting Connected in the 21st Century

HALF-DAY SEMINARS
• Golf Course Photography: Promoting and Protecting Yourself Through Pictures, 8:00 AM to 12:00 PM Room: 311 D
• Management of Localized Dry Spots and Water Repellent Soils, 8:00 AM to 12:00 PM Room: 303 C
• Preparing Your Golf Course for Tournaments, 8:00 AM to 12:00 PM Room: 204 A
• Shaded Greens: Turf, Trees, and Politics, 8:00 AM to 12:00 PM Room: 311 H
• Irrigation Scheduling Techniques, 8:00 AM to 12:00 PM Room: 304 B

ONE-DAY SEMINARS
• Managing Turfgrass Root Systems, 1:00 PM to 5:00 PM Room: 303 C

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• Irrigation Scheduling Techniques, 8:00 AM to 12:00 PM Room: 304 B

ONE-DAY SEMINARS
• Managing Turfgrass Root Systems, 1:00 PM to 5:00 PM Room: 303 C

TWO-DAY SEMINARS
• Disease Identification and Control, Feb. 5-6, 8:00 AM to 5:00 PM Room: 308 C
• Golf Greens: History, Theory, Construction and Maintenance, Feb. 5-6, 8:00 AM to 5:00 PM Room: 310 A

Continued on next page

This publication gives you good reading, good writing
and good arithmetic.

We present the information in our articles clearly, accurately
and objectively. That's good writing. That means good reading.
We present the information in our circulation statement clearly,
accurately and objectively. That's good arithmetic.
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Wednesday, Feb. 6

7 a.m.-Noon President's Dinner Show Voucher Exchange Booth (Open for Early Bird Voucher Holders)
7 a.m.-5:30 p.m. Vending Check-In
7 a.m.-6 p.m. Registration, Media Center, GCSAA Merchandise/Bookstore, Employment Center and GCSAA Services open
8 a.m.-2:30 p.m. Certification Examination
8 a.m.-5 p.m. Seminars

HALF-DAY SEMINARS

• Annual Bluegrass Maintenance, 8:00 AM to 12:00 PM Room: 204 B

GOLF COURSE NEWS

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Advanced planning yields show success

By KEVIN ROSS

Each year, the GCSAA International Golf Course Conference and Show offers superintendents the best opportunity of the year to increase their knowledge and to benefit their clubs.

Educational sessions, networking opportunities, and a trade show exhibiting the latest equipment are just a few of the many rewards the event has to offer. Advanced planning is the key to getting the most from the conference and show.

ITINERARY

Planning a personal itinerary for each day of the show (including seminars, educational sessions, meetings, etc.) is an effective way to get the most out of the conference.

The best way to develop an itinerary is by browsing through the early registration booklet. Using a highlighter, mark all the seminars and events that are important to attend. Then transfer these highlighted events to your PDA or a paper itinerary. Upon arriving at the show, be sure to pick up a conference schedule booklet (see schedule on pages 24 and 25). Locate your events in the booklet and transfer meeting room numbers/places to your itinerary.

SEMINARS

While it is too late for this year, the initial planning for the seminar selection should actually start about six months in advance. Superintendents who wish to participate in the seminar sessions should have their wish list together in advance to help insure getting the seminar(s) of their choice. When the packet arrives, fill out the registration immediately.

TRADE SHOW

The trade show is the main reason many attend the conference because it gives superintendents an opportunity to check out new products, talk with engineers, and network with peers.

The most effective way to “work” the show floor is to start in one corner and walk each individual aisle back and forth. If you come to a booth where there are 10 other people ahead of you waiting to talk to a salesperson, don’t waste time waiting. Make a note of the booth number and return later or try to set up an appointment. It is even better to schedule conference appointments with company representatives two to three weeks before the show. It is also helpful to add a checklist to your itinerary of the booths that you must visit. At the end of the day, if you are not finished, make a note where you need to resume when you return.

With other educational events happening at the same time as the trade show, it is even more efficient to bring a delegation. If you bring other staff members, delegate certain items for them to cover. Before leaving for the show, have a brief meeting and go over the list of items for them to cover and what information is needed. These tips should help formulate a game plan for the show. See you in Orlando!
From amusement parks to restaurants, there's excitement in Orlando

By JOEL JOYNER

ORLANDO, Fla. — Walt Disney World Resort, Universal Studios, Sea World and the Kennedy Space Center are all reasons that make visiting Orlando entertaining. As golf course superintendents arrive in the city for the 73rd GCSAA International Conference and Trade Show here, Feb. 3-10, they will find theme parks, restaurants, and entertainment complexes galore. After taking in enlightening educational seminars and spending time pounding the trade show floor, an evening out on the town will be in order.

ENTERTAINMENT COMPLEXES

Three entertainment complexes are located near the Orange County Convention Center (OCCC): Church Street Station; Downtown Disney Pleasure Island; and Universal's Citywalk and Pointe Orlando.

Downtown Disney Pleasure Island features Universal Studios, set in a 400-acre complex, features shows and rides based on blockbuster movies. Venues for line-dancing and billiards in The Cheyenne Saloon and Opera House. Dixieland jazz and cancan girls in Rosie O'Grady's Good Time Emporium and live music from the '50s to the '90s in the Orchid Garden Ballroom are also on offer. In addition to restaurants, shopping and high-tech arcades are found at The Exchange.

Downtown Disney's Pleasure Island showcases the eras of the 70s disco, '80s beach club, and '90s dance club music. Live bands and a New Year's Eve party are held every night with a street party and fireworks. Home of the Disney Village Marketplace and the Pleasure Island plaza, Downtown Disney is also a shopping, dining and entertainment mecca. The West Side includes Bongos Cuban Café, an extension of the Cuban restaurant in Miami owned by Gloria and Emilio Estefan, as well as the Wolfgang Puck Café from the owner of Spago. The area also offers The House of Blues and a Virgin Records megastore.

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Church Street Station features

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The Pointe Orlando is a 17-acre, 450,000-square-foot dining, shopping and entertainment complex along International Drive. There are more than 80 shops, themed restaurants and bars. WonderWorks, a science entertainment attraction in an upside-down building is located at one end of the complex offering experiences of earthquakes and hands-on activities in the Bermuda Triangle Corridor, Mystery Lab and other venues. Visitors can have their picture taken with a 32-foot Raggedy Ann doll, select from over 70 different tequilas, and feast on stone crabs and crawfish at Monty's Conch Harbor or enjoy Cajun food at Lulu's Bait Shack.

Down the street from the OCCC on International drive, superintendents will find The Mercado. The festive marketplace features free live entertainment nightly. A collection of shops and restaurants, an international food court, and attractions like the Guinness World Records Experience and Titanic - The Exhibition are the main attractions.

Woods named Old Tom Morris Award recipient

ORLANDO, Fla. — Walter Woods, Esq., a former greenkeeper at St. Andrews, has been selected as the Golf Course Superintendents Association of America's 2002 Old Tom Morris recipient. The association's highest honor will be presented here at the President's Dinner Show, Feb. 8, during the GCSAA's 73rd International Conference and Show.

The award is presented each year to an individual who "through a continuing lifetime commitment to the game of golf has helped to mold the welfare of the game in a manner and style exemplified by Old Tom Morris."

In his 33-year career as a superintendent, Woods spent 21 years at the prestigious St. Andrews Links in Scotland where he hosted four Open Championships and 11 Dunhill Cups. He has served as chairman of the Elmwood College greenkeeping advisory committee for 16 years and was past president and director of education for the former Scottish & International Greenkeepers Association.

Woods, an honorary member of the GCSAA, also served as the first chairman of the British & International Golf Greenkeepers Association (BIGGA). Since retiring in 1995, he has been a consultant for the golfing industry and the European Tour.

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**NEW PRODUCTS**

**Toro products make show debut**

The new Multi Pro 5600 sprayer and Reelmaster 2000-D triplex reel mower will make their debut at the GCSAA Conference and Show.

The Multi Pro 5600 offers accurate spray coverage through its dual diaphragm pump that can be run dry without damage to the seals or the pump. The optional Pro Control computerized controller works in conjunction with a fast-acting hydraulic valve to ensure instant response and precise application rates. The hydraulic control valve also compensates by changing pump rpm to eliminate a pressure spike/drop when ground speed varied. The 5600 features a hydrostatic drivetrain that provides a high torque traction system that can climb over undulating turf or with scuffing it. An accelerator-locking device allows rapid access to common functions. The system accepts scanned aerial photos, scorecards or as-built course drawings.

Hunter upgrades Genesis software

Hunter Golf is ready with the latest upgrade to its Genesis Central Control System software for golf course irrigation management. Genesis III offers a range of enhancements including interactive graphics and faster Flow Optimizer processing. The software has been upgraded to Windows 32-bit standards and is compatible with all Genesis field controllers currently in use.

Interactive graphics now give superintendents the ability to view every hole on the course on-screen. The graphic overview identifies “control zones” for irrigation programming changes and allows access to common functions. The system accepts scanned aerial photos, scorecards or as-built course drawings.

Polaris introduces new Workmobiles line

Polaris Industries is rolling out a new product line to the golf course market. The Professional Series Workmobiles include the All-Surface Loader, the Utility Task Vehicle and the ATV Pro.

The ASL 300 is a compact loader that runs on rubber tracks that spread the machine’s weight allowing it to operate safely on delicate ground. Quick-attach tools include a backhoe, pallet forks, power sod roller, snowblower, trencher and power auger. The UTV is available in 2x4, 4x4 and 6x6 models. Each features a rustproof cargo box with a molded composite liner that holds up to a half-ton of cargo. Additional features include an electric dump-box lift and a low/super low transmission that provides high torque and towing capacity. The ATV Pro 4x4 and the Light Utility Uhauler 6x6 feature four-valve, four-stroke engines and heavy-duty suspensions and offer flatbeds with electric lifts and a towing capacity of 1,225 pounds.

For more information, contact: 765-542-0500.
Del Webb signs Troon to manage its Anthem clubs

By ANDREW OVERBECK

PHOENIX, Ariz. — In a move to lure more members and improve profits at its Anthem Phoenix and Las Vegas Country Club communities, developer Del Webb has taken the management reins over to Troon Golf.

In addition to managing the golf courses, restaurants and club operations, Troon Golf will take over the marketing duties for the two clubs. Del Webb, which is a division of Pulte Homes, had previously managed the Anthem clubs in-house. It will continue to manage its Sun City and Revere branded golf courses.

“We feel the Troon relationship will bring us a potential home buyer market audience and club user profile that is aligned with our country club products and brands,” said Henry DeLozier, vice president of golf operations for Del Webb.

While DeLozier said the decision was in the works before the economy began to slow down, he admitted that the two clubs were having profitability problems.

“There were some numbers that we weren’t hitting,” he said. “We have always been patient country club developers and in the past we were willing to subsidize operating deficits. We now have a greater sense of urgency in accelerating the earning power of our country club operations.”

Blinded golfer awarded $2.1 million

By JOSEPH J. DEVANNEY

CLARKSTON, Mich. — Golfer Derek Autio, who was blinded in one eye after being struck by a golf ball, was recently awarded $2.1 million by a Michigan jury.

Autio was taking a cart path through the woods towards the 18th hole at Clarkston Creek Golf Club when he was hit by the tee shot of another golfer. He lost an eye in the accident. In his claim, he alleged that the course was negligently designed.

At first glance, a verdict of $2.1 million, coupled with the nature of the claim, could leave golf course managers and designers everywhere wondering if they are suddenly facing potential and unanticipated claims. It appears, however, that both the facts and the law in the Clarkston Creek case are sufficiently unique.

JURY SAYS ALL THREE ARE TO BLAME

Autio sued both the golf course and the golfer that hit the errant shot. Following a trial, the jury determined that Autio was 40 percent negligent, the club was 55 percent at fault and the other golfer was five percent culpable. The jury also determined that $2.1 million was the value of Autio’s injury, but, with his contributory negligence factored in, the actual amount would be closer to $850,000.

Ritz-Carlton on the move in Fla.

NAPLES, Fla. — Ritz-Carlton has added to the splendor here in golf-rich Naples with the opening of the Ritz-Carlton Golf Resort.

Greg Norman’s Tiburon Golf Course surrounds the 250-room resort, which opened Jan. 4. The 27-hole layout was carved out of 800 acres of natural Florida foliage and plays firm and fast in the links tradition. The fairways are lined with pine straw, stacked sod wall bunkers and coquina sand waste bunkers. The fairways on the course, which is certified as an Audubon Cooperative Sanctuary, are maintained at a height of one half inch. The final nine holes of the project will open in November 2002.

In addition, the resort features a Rick Smith Golf Academy, fitness center, outdoor swimming pool, and four lighted tennis courts. Guests will be able to enjoy dining options at the golf resort or at the nearby Ritz-Carlton, Naples.

A COMMUNITY DEVELOPMENT

Ritz-Carlton has also stepped into golf community development with the construction of its first Ritz-Carlton Golf Club & Spa in Jupiter.

The 285-acre gated community will feature a Jack Nicklaus Signature Golf Course, a clubhouse and spa, and three home ownership options. Members will be able to choose from...
LOS ALAMITOS, Calif. — Environmental Industries has brought in Tom Frost Golf, Inc., to operate three of its California courses while the company tries to sell two of the properties. Environmental Industries is scaling back ownership of golf courses in order to concentrate on agronomy contracts. The firm plans to sell Westridge Golf Course in La Habra and The Links at Riverlakes Ranch in Bakersfield, but will retain ownership of Glen Annie Golf Club in Santa Barbara.

"A great need has emerged for transition management services in the golf industry as owners and developers look to exit golf," said Tom Frost. "Golf courses are not selling at high multiples right now. So in the interim, without committing the owner to a long term deal, we can increase the value of properties until they are in a better position to sell."

INCREASING VALUE

According to Frost, there are more and more owners seeking cost effective ways to manage under-performing golf properties affected by rising energy costs, a weakened economy and flat consumer demand.

"When you are liquidating, you either retain an executive until the properties are sold off, or you bring someone in," said Mike Dingman, senior vice president for Environmental Industries. "I wouldn't want to offer someone a job that I knew was going away."

Frost, formerly a senior vice president at American Golf, established Tom Frost Golf last year. The company offers a full spectrum of consulting and management services designed to help both individual owners and municipalities meet their business objectives. In addition to its new agreement with Environmental Industries, Frost provides consulting services for the City of Long Beach to develop a strategic plan for the city's network of public golf courses.
Blinded golfer
Continued from page 29

According to attorney John Candela of Livonia, Mich., who represented Clarkston Creek Golf Club, the case is not likely to set a precedent that other clubs should be concerned about.

"This case was very unusual," he said. "It was brought basically on a theory of premises liability, but Mr. Autio presented no expert to trial to show that the course was negligently designed.

"At the close of his case, I put in a motion for a directed verdict, since there had been no proof of any design defect," continued Candela. "That motion was actually granted, but the judge let the case go forward on the theory that there had been a failure by the club to warn visitors."

Candela is planning an appeal, which will include an argument that a failure to warn by the club is irrelevant since there was no showing of a course design defect at all.

As for the other golfer who was sued, he will not have to pay a cent because he was able to get himself dismissed from the case before trial. Under Michigan law, according to Candela, damages could still be proportioned against him for the purpose of comparative negligence, but he does not have to pay any amount.

In the meantime the club has been sold for reasons unrelated to the lawsuit, but insurance should cover any damages that are upheld by an appeals court.

Candela said the course was designed in-house by previous owners several years ago.

"The important thing to remember is that no expert ever said that this course was designed defectively and I don't think other clubs will be impacted by this decision. Each course has its own unique design," he said.

In general, experts would still be necessary in lawsuits to prove any allegations involving defective course layouts. Club managers should be aware, however, that court decisions like the one in this case could occasionally bypass the need for an expert.

Hyatt to open Chesapeake Bay Golf Resort in March

CHESAPEAKE BAY, Md. — The East Coast’s newest luxury resort, the Hyatt Regency Chesapeake Bay Golf Resort, Spa and Marina, will open here March 1.

The first full-service luxury resort on Maryland’s eastern shore will feature an 18-hole golf course designed by Keith Foster, an 18,000 square-foot European Spa, a 150-slip marina and over 40,000 square-feet of indoor and outdoor meeting space.

The resort’s golf course plays through 150-year-old hardwood groves and finishes in dramatic fashion. The par-3 17th hole requires a 175 yard tee shot over water to a narrow green banked by bunkers and trees and the 18th hole winds along the Choptank River from tee to green. Hyatt has 15 other golf resorts in its U.S. portfolio.

"With more than 50 events pre-booked, we’re anxious to open our doors," said general manager Mike Walsh, who came to the resort from the Hyatt Dorado Beach Resort and Country Club in Puerto Rico.

The resort will draw upon the diverse ecology and recreational opportunities that the Eastern Shore of Maryland offers. Guests will be able to stroll through the 18-acre wildlife preserve, relax poolside in the glass-enclosed arboretum, or charter a fishing boat from the resort’s marina.

But don’t expect to see it on your approach. Introducing Reelcraft’s Direct Underground Maintenance Retractable Hose Reel System, or DGM, which is specifically designed for syringing golf course greens. The DGM system features a 75-foot, 3/4” I.D. retractable water hose installed underground at each green. The system enables the superintendent to quickly and easily syringe the green when necessary and to just as quickly retract the hose out of the way and out of sight when finished.

The DGM system allows for a quick response in urgent situations such as extreme heat stress or dry conditions, while preserving the quality of the golf course by reducing turf wear and tear from driving carts and dragging hoses. In addition, hand watering allows for a more even and isolated watering distribution on the green.

So, if your greens are giving you the blues, get back on par with the Reelcraft DGM Syringing System.
Del Webb, Troon
Continued from page 29

Television tournaments have created high expectations. Players, club managers, greens committees — everyone wants a course that looks like Pebble Beach, but without the big expense. That's where Hunter Golf comes in. Hunter specializes in helping you upgrade your course with top-of-the-line retrofit equipment. And we're ready to work within your time frame — whether it's five months or five years. Switch out a few inefficient heads and replace them with reliable Hunter rotors. Add Hunter field controllers with a two-mile maintenance radio...when your budget allows. Or install an easy-to-use Hunter central control system...in affordable stages.

At Hunter Golf we offer an extensive, not expensive, range of options and the service to back it up. Call today for an on-course evaluation — we'll work out a realistic renovation plan that suits your site to a tee.

Who Says You Need a Million Dollar Budget To Upgrade Your Irrigation System?
To focus more on long range strategic planning for the company.

The former president and COO of Uniforms To You, a Chicago-based division of Cintas Corp., will be responsible for day-to-day operations including sales, marketing, product supply and information services. He will also supervise the company's new independent marketing program (GCN, December 2001).

At Uniforms To You, DiMino turned a family-run business into a professional organization, growing profits from $350 million to $215 million and eventually selling to Cintas in 1998. While DiMino admitted that he has much to learn about the professional turf care market, he said there are many similarities between the two companies.

"We had the same approach as Lesco," he said. "We were very customer focused. We had a very diverse product line. The same is true here."

Continued on page 35

DiMino charged with improving Lesco's operations and profits

CLEVELAND — In a move to streamline operations and improve profits, Lesco has reshuffled upper management by naming Michael DiMino president and COO. The company said the move would allow CEO William Foley, who previously held the additional post of president, to focus more on long range strategic planning for the company.

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Continued on page 35

N. AMERICAN GREEN APPOINTS MARTIN

EVANSVILLE, Ind. — Shannon Martin has joined North American Green as a consultant. He will provide golf market education, consultation and project coordination for the company's professional turf and ornamental product line. Fearis recently retired from his superintendent post at Blue Hills Country Club in Kansas City.

KEN EDWARDS RETIRES FROM DEERE

Moline, Ill. — Following a 30-year career with John Deere, Kenneth J. Edwards has announced his retirement. Edwards has been the director of marketing and sales for John Deere Golf & Turf since its inception in 1986. During his tenure, Edwards guided the division through a period of rapid expansion and development into it a worldwide market leader. He also created the John Deere Golf & Turf Feedback program that allows superintendents from around the world to test and evaluate the company's equipment. Edwards will be replaced by Gregg Bremingmeyer.

BRIEFS

FEARIS JOINS PBI/GORDON

KANSAS CITY, Mo. — David Fearis, CGCS, and past president of the GCSSA has joined PBI/Gordon Corp. as a consultant. He will provide golf market education, consultation and project coordination for the company's professional turf and ornamental product line. Fearis recently retired from his superintendent post at Blue Hills Country Club in Kansas City.

AMBROSE APPOINTS REINISCH

Crawfordsville, Ind. — Gilbert Ambrose has named James Reinisch as president of the company's United States golf and turf division. Ambrose said Reinisch is an excellent choice for the position.

"Conditions change all the time. Right now a superintendent has to go around the course each day to monitor what is needed. This system allows them to monitor the course from his computer and irrigate where it is needed."

Aquaflex sensors read conditions up to two feet deep in the soil and ten feet in diameter. The wireless sensor sends data back via the weather station and updates a software program on the superintendent's computer every fifteen minutes. The unit works with all irrigation control systems and can be set up to control individual irrigation valves to automatically shut them off when the turf is getting the proper amount of water. "Conditions change all the time. Right now a superintendent has to go around the course each day to monitor what is needed. This system allows them to monitor the course from his computer and irrigate where it is needed."

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NU-GRO IMPROVES ORGANIFORM

GRAND RAPIDS, Mich. — Nu-Gro Technologies, Inc. has reformulated its Organiform controlled release nitrogen to reduce heavy metals content.

"The new formulation is based on ureaform technology but uses peanut shells as an organic base component," explained Bill Walrath, manager of technical services at the company's Gloversville, N.Y. facility. "The formulation change further reduces any concerns about metal content and provides improved economics for the end-user."

Organiform 30-0-0 is a reacted nitrogen product that offers an intermediate release up to 24 weeks, which is between Nu-Gro's other proprietary products, Nutriform (ureaform) and Nutraiene (methylene urea). Organiform also offers dual release mechanisms, low salt index and other environmentally responsible attributes.

Production of Organiform will increase as the company's methylene urea facility in Gloversville comes on stream.

Continued on page 35
Becker Underwood's MicroBio unveils mole cricket bio-pesticide

AMES, Iowa — MicroBio, a subsidiary of Becker Underwood Inc., has introduced Nematac S, a bio-pesticide that uses a natural enemy instead of chemicals to spray," said Graeme Gowling, general manager of MicroBio's nematode business unit.

"Nematac S is a nematode-based bio-pesticide formulated in a water dispersed agent of MicroBio's nematode business. It is based on a specific beneficial nematode called Steinernema scapterisci that was identified as a pathogenic parasite by the University of Florida."

Exclusively licensed by U.K.-based MicroBio, the beneficial nematodes in Nematac S become active when applied to a soil profile and use mole crickets as hosts. The microscopic nematodes enter inside the mole crickets and release bacteria, which is lethal to the pest. The mole cricket becomes a food source for the nematodes, which will reproduce and continue to attack the mole crickets infesting the turf.

"The nematodes in Nematac S attack only insects so they will have no ill affects on plants," Gowling said. "There has been considerable data generated in tests showing that these nematodes have been highly effective in controlling the mole crickets."

Nematac S will be the only non-restrictive use, biologically based product to control mole crickets. "The nematodes reproduce themselves in the mole crickets so you get persistent control," he said. "The recycling process gives you a protection time of six to eight weeks which provides sufficient time to break the life cycle of the pest. Some chemical products will initially knock down the mole cricket population but then you have to reapply the product on a regular basis to protect against re-infestation."

Medallion now labeled for use on snow mold

GREENSBORO, N.C. — Syngenta Professional Products has received a new label from the Environmental Protection Agency for its Medallion fungicide. Medallion (fluoxconil) is now labeled for control of pink snow mold and gray snow mold in the turf market.

"When applied at a rate of 0.5 ounces per 1,000 square feet in the fall before snow cover, Medallion gives turf managers protection against snow mold," said Dr. Mike Agnew, Syngenta field technical manager for turf.

Although Medallion is a contact fungicide, research in the Pacific Northwest, the Northeast and the Rocky Mountains shows that it actually controls the disease in the thatch and near the surface of the soil, delivering preventive disease control.

Medallion can also be tank-mixed with Banner MAXX. "The Medallion/Banner MAXX combination offers a broader spectrum and higher level of control for a longer period of time," said Agnew. "This is especially true for snow mold and summer patch."

The fungicide also offers control of leaf spot, dead spot of bentgrass, brown patch, and yellow patch.

Standard Golf raises $9,107 for disaster fund

CEDAR FALLS, Iowa — To show its support of those affected by the Sept. 11 terrorist attacks, Standard Golf Co. has raised $9,107 for the Salvation Army Disaster Fund. The donation is comprised of profits made from the sale of its United States Golf Flags and red, white and blue Royaline flagsticks.

"The sale of our flags and flagsticks have not only helped raise money for a good cause, but enabled golf courses all over America to show patriotism and support for their nation," said Peter Voorhees, president and CEO.

Profits made from Sept. 11 to the Thanksgiving weekend were donated.
Aquadex to improve efficiency

Continued from page 33

the area has received the proper amount of water.

"It allows for one time irrigation practices," said Reinisch. "It identifies the exact time that the turf is irrigated enough and keeps you from over doing it."

As a result, said Reinisch, courses will be able to save water, energy and time. When applying fertilizers and chemicals it will also keep them from being washed away.

**SYSTEM COST**

The system varies in cost depending on the size of the installation. The one-time software cost is substantial, with one independent sensor with remote costing between $5,000 to $6,000. Installing a whole course with sensors on every green and fairway valve control and two or three weather stations could cost between $80,000 and $90,000, said Reinisch.

The company has 10 support managers in its offices in Florida and California, and aims to have 50 to 60 courses using Aquadex by the middle of the year.

"We install, support and monitor the system in addition to training the superintendents," Reinisch said. "We will add support managers and distribution partners as we add courses."

Reinisch’s next goal is to team up with golf irrigation companies to expand market share and develop a better distribution network. "We want to help them make their systems better," he said, "we don’t want to compete with them."

DiMino to increase Lesco’s profits

Continued from page 33

**CLEANING HOUSE**

DiMino will initially focus on improving Lesco’s efficiency.

"I feel you have to have positive discontent," said DiMino. "In this case, for a $500 million business, Lesco should be performing better from a financial standpoint. But we are going to address that and become more efficient and effective at what we do."

Lesco posted third-quarter sales of $144.1 million, up from $130.6 million in the third quarter of 2000. Net income for the quarter, however, slipped to $9.3 million from $4.2 million.

"We have to ensure that supply chain management is run effectively and that all assets are geared towards creating more value for the customers, the shareholders and the employees," DiMino said. "We need to take away products that don’t sell and keep the product lines fresh. We have a lot of SKUs (stock keeping units) that are not selling."

While DiMino said it was too early to tell which products were going to be discontinued, he maintained that "none of them would be missed."

"It will be a constant improvement. It may be as simple as going to our own brand as opposed to carrying someone else’s version of it. We may just change the formulation, or we may drop the product altogether," he said. "This will make for a healthier Lesco."

**STRATEGIC DEVELOPMENT**

With DiMino on board, CEO William Foley will be free to develop a more robust long range plan for the company.

Big three look for stronger 2002

Continued from page 1

three manufacturers said demand for golf equipment slowed on the year. But for the golf industry, it was going to come to a stop.

**THE GOLF SLUMP**

The reasons for the slump are clear: a late, wet spring, fewer new golf courses, deferred purchases, and slashed budgets.

"In the upper Midwest and Northeast, especially, cash registers did not ring until May or June. And although rounds were not down much for the year, once a course gets into its season a little ways they tend to postpone capital equipment purchases if it looks like ‘old Betsy’ is running okay," said William Robson, director of marketing for Textron Golf Turf and Specialty Products.

According to Toro’s director of investor relations Steve Keating, the 2001 slowdown was inevitable.

"The golf business struggled last year," he said. "But we are conservative enough to know that the 500 new courses a year was going to come to a stop. When you have an over abundance of courses, that participation, and an economy that keeps folks from spending money, you are going to have a downturn."

**TURNAROUND IN SIGHT?**

The companies are optimistic that the downward trend of 2001 will not continue into 2002. While there are signs that the economy may be turning the corner, industry executives hope that aggressive leasing packages, new products, and product turnover will lead to marginally better sales.

"To a certain degree the golf industry is a captive market," said Chuck Grief, manager of market development for John Deere’s golf and turf division. "They have to move and maintain the golf course if they are going to do business. We are not looking at growth like we have seen in the past, but 2002 will be better than 2001."

Those buyers who deferred purchases last year are still out there this year, said Robson. "Whenever there is a dip in demand from deferred purchases, then that comes back the following year," he said. "We are looking for a strong 2002 in terms of overall demand."

According to GCN’s News Poll (see page 5), 35 percent of courses will be spending somewhat or significantly more on equipment in 2002 for many of the above reasons.

"Our budget is slightly more than last year," said Steve Adams, president of Adams Management Group. "We know that when business gets competitive, a well conditioned golf course may be your only competitive advantage. It is the last place we will cut back."

However, 28 percent of the courses reported that their budgets will decrease due to poor 2001 revenues.

"My equipment budget will be significantly less because we opened about six to eight weeks later than normal due to spring flooding," said Larry Meyer, superintendent at Slavon (Mich.) Country Club. "We also had other unexpected expenses during the year."

As a result, Toro’s director of marketing John Wright expects 2002 to still be a challenging year.

"Buyers will still be cautious," he said. "We will do well as a company because we have a strong product line and we are going to have an improved financial offering. But I think the golf industry as a whole is going to be in for a few challenging years."

**RUNNING A TIGHTER SHIP**

Equipment makers have consolidated manufacturing plants in the past two years in order to maximize efficiency. Textron closed its aging Racine, Wis. plant and moved its Jacobsen facility to Charlotte, N.C. Toro shut down its Evansville, Ind., and Riverside, Calif., plants and is in the process of moving certain operations to El Paso, Texas.

"You have to stay lean and mean," said Keating. "You have to look at overall manufacturing capabilities and have the right factories in the right places."
Super Ideas
Continued from page 14
back of a Toro Sandpro in a three-point hitch style.
"He had to do some welding and make a few modifications, but we can use the hy-
draulic lift to raise and lower the blower as needed on tough tee slopes," he continued. "The Billy Goat blower does the work of two people with backpack blowers."
The machine also has the 360-degree turning for the quick movements required before falling off a tee, said Balko. "I checked out the prices on several new blowers, but we ended up using old equipment that I didn't even remember having in the shop," he said. "Needless to say, it isn't the best, but my general manager was very happy about saving to the club money." •

Oxford Greens
Continued from page 17
sloping topography that will provide views of the surrounding countryside. "We expect Oxford Greens to become one of Connecticut's finest golf clubs," said Hill.
$150 MILLION PROJECT
In addition to golf, the $150 million Oxford Greens Estates and Golf Club development will offer its 400 future homeowners a gated community and amenity-rich, main-
tenance-free lifestyle. Model homes are expected to open in Fall 2002. The development is projected to generate more than 250 jobs and $2.5 million in annual taxes for the town.
Milford, Conn.-based TDP is targeting the Oxford Greens residential community to the state's soon-to-retire baby boomers—particularly those in Fairfield, New Haven, and Litchfield counties—who want a country club lifestyle without a move South. According to developers, there are more than one million baby boomers in the state, which represents the eighth-highest percentage for a state in the country.
"Oxford Greens has been carefully planned to provide Connecticut's active adults with a lifestyle they typically had to move South to obtain," says TDP's Tedford.

托福 Green has been planned to provide Connecticut's active adults with a lifestyle they typically had to move South to obtain,'
— Andrew Tedford

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<td><a href="http://www.gecapitalrealestate.com">www.gecapitalrealestate.com</a></td>
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<td>Mark Eliot Design</td>
<td>37</td>
<td>203-972-9131</td>
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<td>New England Turfgrass Conference &amp; Show</td>
<td>14</td>
<td>401-848-0004</td>
<td>401-846-5600</td>
<td><a href="http://www.NERTG.org">www.NERTG.org</a></td>
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<td>Robert Trent Jones II</td>
<td>19</td>
<td>650-326-3839</td>
<td>650-326-3877</td>
<td><a href="http://www.rtrj2.com">www.rtrj2.com</a></td>
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</table>

* Appears in regional editions.

When requesting information, please reference GCN 2/02.
Our most precious natural resource becomes more expensive and less available every year.

Water is critical to your business – from the establishment and maintenance of healthy roots for uniform, vigorous turf to the distribution and effectiveness of soil-targeted chemicals and fertilizers.

Aquatrols offers you a proven, comprehensive line of water management tools that make sure water and chemicals reach and stay where they are needed most – the rootzone. And because you’ll need to use less water, more of your profits stay where they belong, too.

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