There are many choices when it comes to improving bunker drainage and converting turf to a fescue blend to Palisades zoysiagrass. Tools of the Trade at TPC at Four Seasons. Architect calls for 'good sense' in debate. CourseCo develops program for inner city kids. New MACH 2 label approved. 2003 U.S. Open site 11 years in the making. Developer building conservation community. Syngenta looks to continue growth. FTC approves Bayer acquisition.

Golf and turf industry consultant Michael A. Kahn assess the value of management companies. AGC defamation suits proceed in Illinois. Turf Seed forging ahead with naturally Roundup resistant turf.
During overseeding, it won't burn the course. Or you.

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It's foolproof – protecting both the course and your reputation. For details, visit milorganite.com or call 1-800-287-9645.
Protecting par: Pebble Beach returns 67-foot cypress tree to 18th hole

By DOUG SAUNDERS

MONTEREY, Calif. — It can only be described as the largest loose impediment imaginable. As players made their way up the 18th hole at Pebble Beach Golf Links in May, the sight of a 67-foot cypress tree suspended above the ground by massive red steel beams simply added to the awe-inspiring view of the Pacific Ocean on this, one of the most famous finishing holes in all of golf.

As the winches began to lower the massive tree, with its 30-foot diameter and five-foot thick root ball into its new home, R.J. Harper, the director of golf at Pebble Beach, breathed a sigh of relief. It took a year of planning and coordination to find a way to replace the century-old Monterey pine that had stood near the 18th green until succumbing to lightning and disease last fall.

"Even before we had to take the tree down last fall we began to consider replacing it," said Harper. "Last year during the AT&T Pro-Am it was obvious that the tree played a crucial role in the strategy of the hole. Without the limbs hanging near the green a player could just approach the hole from the right side and not worry about the bunkers and ocean on the left. The hole played about a stroke easier."

After consulting with PGA Tour players Pebble Beach executives decided to replace the tree and Harper set out on his yearlong quest through the Del Monte Forest in search of the perfect replacement.

"We looked at old photos and had measurements of the old tree as we searched the forest, but getting a large tree to the course would have been difficult. We then turned our search to around the golf course and finally settled on this cypress that bordered the first hole," Harper explained.

But finding the right tree was only the beginning. To move and transplant the tree, Harper brought in Environmental Design, a large tree specialist based in Houston. Lead engineer Tom Cox helped develop the special techniques that allowed for the uprooting, transportation and placement of this huge tree.

The hope was to complete the work in three days and do it while play continued, as the $350 rounds at Pebble Beach would be vital in funding the estimated $300,000 transplanting cost.

"We began by determining the exact orientation for the new tree through compass settings, GPS positioning and careful surveying to pinpoint the exact location," said Cox. "The orientation is important in order to load the tree on the trailer in the proper direction." Four months before the move Environmental Design crews dug around the tree to prune the roots. Two months in advance a burlap and wire mesh girdle was installed, and the final digging to ready the tree was completed a few days before movement.

The final step involved driving seven-inch drilling stock under the tree to create a steel bed to carry it. After two days of preparation the tree was lifted by hydraulic jacks and loaded onto a 48-wheel Goldhofer trailer provided by Sheedy Crane and Rigging of San Francisco. But since the 465,000-pound tree's root ball...
**COMMENTARY**

**GCN initiatives keep pace with changing industry**

When *Golf Course News* was launched in 1989, it broke new ground by providing a unique blend of news, views and features to the golf industry. In the ensuing 14 years, GCN has become an industry source that is truly meaningful to the golf industry. **W**

Arnold Palmer and architect Geoffrey Cornish forged new ground by launching GCN in 1989, which has become a source for the golf industry's vital statistics including course construction activity, rounds played information and industry stocks (see page 23). To better reflect the trend of increasing renovation projects in the industry, we unveiled a revamped Development and Renovation section in May. We will continue to cover new course development but have refocused our efforts to include more news about renovation projects, both large and small, that are proliferating across the country (see page 11).

Also in May, GCN brought back the Point/Counterpoint forum, which presents monthly debates between industry heavyweights on issues affecting the golf industry. So far we have covered organic golf, the impact of golf ball and club technology on golf course design, and the future of the golf industry (see page 9).

* GCN's Data Bank section debuted in March and has become a one-stop source for the golf industry's vital statistics including course construction activity, rounds played information and industry stocks (see page 23).
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**The case for hiring a management company**

*By Ron E. Jackson*

Golf management companies are an increasingly needed resource for the success of many golf operations. The golf industry has changed dramatically in the last five years and particularly the last two years. Many courses have been built without attention to a focused business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as amenities to residential developments, office parks or as a personal investment for individuals. Historically, many golf course management people grew in the industry from the golfing side, as a player or instructor with an interest in golf ball and club technology on golf course design. The management company's role in the overall business model, supply exceeds demand in many markets, and courses have been opened as

**Management companies: a necessary expense?**

*By Michael A. Kahn*

I've been in golf for over 45 years and it has been my observation that golf course management companies are a recent phenomenon in the business. I used to joke that anyone who could break 80 was considered qualified to manage a golf course. Course owners were often people from other fields who had never broken 90, and to them, anyone who can shoot par must know all about golf.

Over the past ten years I have assisted golf course borrowers with their loan applications for a golf course mortgage broker in Tampa, Fla. I would review the subject and its competitive neighborhood for the material needed to prepare cash flow forecasts and business plans. In preparing pro formas, we needed to show lenders a management contingency of five percent of gross receipts on the expense side of the spreadsheet. Lenders want this cushion in case the borrower defaults and they need to hire a management company to take over. In fact, some lenders insist on seeing a management contract in place before they approve the loan. To me that was just another loan expense, because I believe in many cases the need for a management company was entirely unnecessary. I based my thoughts on the numbers.

Personally, I don't believe a golf course with revenue under $3 million can afford a management company. Remember there are two layers of management in most cases — the site manager and head office. If the management company takes say, five percent, or $150,000 off the top, and they have a site manager...
Every golf course is not a candidate for a management company. There are a number of well-run, financially successful courses that have developed effective management systems and leadership. The fact is an increasing number of owners feel that they are ill-equipped to effectively compete in the current aggressive, oversupplied golf marketplace. Recent changes in the golf industry drive golf course owners to seek outside management partners to help a course capitalize on strengths, while mitigating and eliminating weaknesses.

Management companies bring strategic relationships for services, products and equipment that serve as a continuous competitive advantage. This includes co-op advertising and extended marketing opportunities that the single course owner is not able to develop. The golf industry today has become totally marketing-driven. With the oversupplied environment, overall rounds have stayed constant while individual course rounds have dropped 10 to 15 percent in the last two years. To offset this competitive environment a good management company will analyze each property and develop a marketing plan that addresses...
Technologies Inc. (PTI) has hired John Tidwell as superintendent at The Plantation of Leesburg in Leesburg, Fla. Lindsey, who has been with Environmental Golf Industries Inc. since 1995, was promoted from assistant superintendent to oversee the remainder of 1995, was promoted to superintendent for FarmLinks.

PTI HIRES TIDWELL FOR FARMLINKS
FAYETTEVILLE, Ala. — Pursell Technologies Inc. (PTI) has hired John Tidwell as superintendent for FarmLinks, PTI's 18-hole research and demonstration course opening next spring. He will work with Tim Lacy, director of grounds and golf, to oversee the remainder of construction.

Cleaning intakes helps reduce pump station repairs

Cleaning intakes helps reduce pump station repairs

BRIEFS
ENVIRONMENTAL GOLF PROMOTES LINDSEY
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CourseCo develops turfgrass program for inner city kids

BY ANDREW OVERBECK
OAKLAND, Calif. — As part of its redevelopment of Oakland's Metropolitan Golf Links, CourseCo has developed the Oak- land Turfgrass Education Initiative. CourseCo created the program in partnership with Castlemont High School, Merritt College and various organizations including Future Farmers of America (FFA), the United States Golf Association and the Golf Course Superintendent's Association of America (GCSAA).

We are hoping that five or six years down the road we will have some kids coming out of this program that we can hire in management positions," said CourseCo principal Ray Davies. "The real goal of the program is to open doors to the green industry for inner city kids in Oakland. They don't even look at the green industry as a career opportunity.

"We are trying to take advantage of the kids' interest in Tiger Woods and the fact that we are building a new golf course down the road and tie that all into the program," he continued.

Creating a community service program was part of Oakland's contract conditions for the Metropolitan Golf Links (MGL) project. "They wanted to have us give one started in the inner city," Davies said. "But I decided to go bigger because I knew about the initiatives that the FFA and GCSAA were taking to develop a national teaching golf and turf management program and I wanted to get internships as a social welfare thing," Davies said. "But I decided to go bigger because I knew about the initiatives that the FFA and GCSAA were taking to develop a national teaching golf and turf management program and I wanted to get

Rough notes: Spring Creek converts

BY ANDREW OVERBECK
COLLIERVILLE, Tenn. — Though the private Spring Creek Ranch Country Club here is just three years old, the facility is tearing up its disease-prone fescue roughs in favor of new Palisades zoysiagrass.

"We had a blend of Trailblazer and Lancer 2 fescue and we have fought

Rutgers unveils new turf management degree program

NEW BRUNSWICK, N.J. — Rutgers University and the Cook College Office of Continuing Education along with the Center for Turfgrass Science have announced its 2002/2003 Rutgers Professional Golf Turf Management School.

The course is presented in two 10-week sessions over a two year period. During the program students will learn the technical skills required for all superintendents including turfgrass establishment, maintenance of greens and tees, botany and physiology of turfgrass and ornamentals, and weed identification. The course will also cover management and computer and communication skills. The program is recommended for superintendents, assistant superintendents, irrigation technicians and mechanics that have a minimum of two years working in golf turf management.

The fall session will be held Oct. 7 - Dec. 13 and the winter session will be held Jan. 6 - March 14, 2003. Applications are due by Aug. 1. For more information, contact: (732) 932-9271 or e-mail ocpe@aesop.rutgers.edu.
By ANDREW OVERBECK

IRVING, Texas — While superintendent Scott Miller has hosted nine Byron Nelson Classics during his tenure at the TPC at Four Seasons-Las Colinas here, this year’s event was special because it marked his tenure at the facility. Miller has hosted nine Byron Nelson Classics during his tenure at the TPC course.

The renovation program.

Colinas here, this year’s event will come this winter when they add a lake to the 18th hole. Scott Miller shows off revamped TPC at Four Seasons

Even with renovation work wrapping up, Miller was able to keep to his usual tournament preparation program for the Byron Nelson Classic which was held in the first week of May.

“We started the preparation process in mid-March which is when the bleachers and corporate tents go up,” he said. “But our programs all year long are geared toward the tournament. We start kicking it into gear and pick up the mowing frequency on fairways to every day. Two weeks out we start double cutting greens and use a Smithco tournament roller one week out to speed things up and smooth out the greens.”

This year the weather threw Miller a curveball as cool, dark, rainy days slowed the bermuda’s growth. “The heat we get this time of year also helps recovery,” he said. “We get a lot of good growth going on.”

Miller also had to deal with extensive downpours that washed out bunkers on Thursday night. “Forty people from our staff and some from other courses came in to pump water out of bunkers and throw sand on Friday morning,” said Miller.

With another Byron Nelson Classic under his belt, Miller then turned his attention to post-tournament recovery efforts. Miller’s crew first concentrates on aerifying 20 to 25 acres of damaged turf areas, and pumping them back up with water and quick release and complete fertilizers.

“The heat we get this time of year also helps recovery,” he said. “We get a lot of good growth going on.”

In order to keep the two courses running and handle what amounts to almost four months of tournament-related activity, Miller directs a crew of seven managers and 70 employees. Between the two courses, Miller has 41 utility vehicles to keep the operation running efficiently.

“Organization and planning and having good people underneath you are the keys,” said Miller. “It takes a lot of hard work and long hours. But there is a lot of gratification, especially this year when we had the chance to see the improvements we have made blossom. The hard work and dedication has paid off.”

Miller shows off revamped TPC at Four Seasons

THE TRADE

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Scott Miller
who heads up the environmental horticulture program. Working with administrators they created a curriculum that offers guest speakers from the industry and several field trips to area golf courses including Monarch Bay GC in San Leandro, Lake Chabot GC in Oakland and the reconstruction project at MGL.

"The kids are very receptive," said Edgerly. "We have had 88 11th and 12th grade students in the program in its first year. People like Ray Davies and CourseCo had the vision to incorporate what they are doing in Oakland with the new golf course and involve children of color in programs to get them involved in turf management. It is an answer to my prayers."

Davies also worked with Merritt College to design the program to fit with its landscape and horticulture degree. Ideally, the program will feed students into that and other community colleges and perhaps even state institutions like California Polytechnic State University San Luis Obispo.

Though the program is still in its infancy, Edgerly is confident that it is already making a difference.

"Perhaps only half will continue in this field, but the other half will use these experiences and apply them to other fields in the world of work," he said. "This program gives them confidence in themselves."

In addition to bringing future college graduates from the program into the CourseCo fold, Davies hopes that the Oakland program will provide a model for other city initiatives.

"The FFA is already looking at us as a model," he said. "They see how we are bringing the FFA to the inner city. We would like to add five more schools to the program once this takes off."

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Turf Seed

varieties are currently on the market, but cannot be labeled as Roundup resistant until trial work with Monsanto is completed. That could be wrapped up as early as the end of this summer.

"The tricky thing is that you can kill these with high rates of Roundup. So we cannot call them Roundup ready," said Rose-Fricker. "But we have been able to kill Poa out of them with four and eight ounce per acre rates and Rutgers University has done trials that show that Aurora Gold can take 16 ounces per acre."

Rose-Fricker is also working to make other species such as creeping bentgrass and ryegrass naturally Roundup resistant.

"We have screened some Penn bents and creeping bents," she said. "I have something that is close, but I have to do more turf testing to see how it performs in turf."

Another challenge facing the program are the more powerful Roundup formulations that have hit the market since it went off patent.

"It has become hotter and it is trickier to handle because the strength has changed," Rose-Fricker said. "We are doing studies now on different formulations from Monsanto."

LESS CONTAMINATION RISK

While Rose-Fricker said genetically altered turfgrass can tolerate any level of Roundup, the natural option reduces the risk of cross contamination.

"We have done out crossing studies but because of the genetics involved, it is not a single dominant gene like you have with transgenic varieties. It can't just outcross with another variety and make it resistant," she said.

According to Rose-Fricker, naturally resistant bentgrass and ryegrass could make it to production in two years. On the transgenic side, Turf Seed's HybriGene division is still testing transgenic Roundup ready bentgrass. However, in order to beat the contamination odds, it is working with male-sterile lines.

"That is more difficult," said Rose-Fricker, "but we think it is the only way to go with gene stewardship issues. We have plants right now that we are waiting to verify with genetic tests. We could know something this summer."

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Spring Creek Ranch

Continued from page 6

The owners, Dr. David Meyer and his son Rob, decided on Palisades after much deliberation. Dr. Meyer wanted the contrast of roughs while the Meyer zoysiagrass fairways were dormant in the wintertime and Rob wanted a more playable warm-season turf. The two compromised, keeping 20 acres of the fescue mix, which would be allowed to go native, and just replacing 65 acres of rough with Palisades.

AN ‘AWESOME ROUGH’

According to Dieckhoff, Palisades, which was developed by Dr. Milt Engelke at Texas A&M, made the cut because of its aggressive growing habits and softer texture. “It is very fast growing,” said Dieckhoff. “We have had sod down on one greens complex for six days now and already the seams are disappearing. It also does really well in the shade.”

Winstead Turf Farms, which owns the rights to Palisades in Tennessee, Mississippi and Arkansas, is supplying the turf for Spring Creek.

“This is the first big job that we have done since planting our first crop of Palisades in 1999,” said Winstead Turf Farms owner Bobby Winstead. “It will be an awesome rough for those guys. It has better shade tolerance, is not as prone to thatch and is less susceptible to patch diseases.”

Work on the front nine at Spring Creek started at the end of March and Dieckhoff was scheduled to wrap up work at the end of June when he will start on the back nine.

Greens and bunker surrounds and lake banks are being sodded and the rest will be plugged with two-inch-by-two-inch plugs.

THE CONVERSION PROCESS

The first phase of the conversion process involved killing off the old fescue stands. A week after the initial application of Roundup, the crew came in and scalped the turf down to an inch and then applied Roundup again to clean up any turf that was missed the first time. Then Dieckhoff brought in a flail mower to get it down to dirt and expose the sandcap. A three-quarter-inch hollow-tine aerifier run in tight circles prepared the seedbed and an application of Ronstar pre-emergent herbicide finished the job.

Dieckhoff brought in Morrison, Tenn.-based the Turf Co. to handle stripping and a three-quarter-inch hollow-tine aerifier run in tight circles prepared the seedbed and an application of Ronstar pre-emergent herbicide finished the job.

The conversion process will be completed this summer and Dieckhoff expects to have 80 to 90 percent coverage by the end of September and full coverage by the end of the year.
New MACH 2 rates approved

INDIANAPOLIS, Ind. — Dow AgroSciences has gained a newly approved federal label for MACH 2 that states that all white grub larvae can be treated at two pounds of active ingredient (halofenozide) per acre. The previous label specified a range of one and a half to two pounds of active ingredient per acre depending on the grub.

"Often it's a challenge to tell the difference between grub species. With the new label, all labeled grubs can now be treated at the 2-pound rate," said product marketing manager Chris Wooley. The new rate is based upon efficacy performance from field trials conducted within the last year.

Balanced Chain Methylen Urea is a top fertilizer performer

TifSport

Continued from previous page

mid-March, but once you hit it with fertilizer, it responds faster and you end up with a better playing surface a couple of weeks earlier.

"We had no problems getting the course greened up for the tournament this year," Lawrence continued. "Although the roughs are a bit inconsistent because it is still a bit early in the growing season." MANAGING AN AGRRESSIVE TURF According to Lawrence, TifSport is an extremely aggressive turf.

"It is a tighter growing turf with a more upright growth habit and a finer leaf texture," he said. "It gives you a better playing surface and darker green color. However, as it matures I see us having to keep this growth habit in check to keep it from getting thatchy."

Since Lawrence was still treating the course as a grow-in last year, this is the first season where he will get into a regular program of core aerifying, verticutting, applying Primo plant growth regulator and reducing fertility.

"I am still finalizing my program for TifSport but I will do at least a couple verticuts and core aerifications this year on fairways and roughs," Lawrence said. "I will be a little more aggressive on tees because they are sand-based and our fairways are on clay. I want to keep the tee surface really firm."

When it comes to controlling growth Lawrence turns to Primo plant growth regulator which he applies three times a summer. He will also switch to a slow-release fertilizer and reduce levels from six pounds of nitrogen to four.

"So far the difference between TifSport and 419 in terms of fertility has been hard to tell because we were in grow-in and trying to create a good playing surface last year," said Lawrence. "Now that we have been open for two years, we can fertilize the TifSport a little less because it holds its color very well and responds to lower levels of fertility."

Cleaning intakes

Continued from page 6

slowly remove the suction line while cleaning the intake piping for a second time.

When the piping is clean, the screen is then cleaned and replaced on the end of the intake pipe. "We have found some crazy things at some jobs – from golf clubs to rain boots," said Dilullo.

A cleaning averages between $2,500 and $3,500 depending on the travel and mileage costs to get to the job, said Dilullo.

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SUPERINTENDENTS HAVE MANY OPTIONS FOR TURF REMOVAL PROJECTS

By DEREK RICE

When it comes to renovation of greens, tees, fairways and roughs, there are a number of viable turf removal options out there. Which one courses decide to use depends on a number of factors, including what type of grass needs to be removed, whether disease is an issue and the size and scope of the renovation. What follows are some examples of applications of the three most common turf-removal products: Roundup, Basamid and methyl bromide.

EASE OF USE

Perhaps the best known and most widely used product in the turf renovation game is Monsanto Inc.’s Roundup. In recent renovations, superintendents Jeff Benedict of the University Club of Kentucky in Lexington and Michael Dieckhoff of Spring Creek Ranch in Collierville, Tenn., used Roundup to prepare for a turf conversion.

In Benedict’s case, he was looking to re-grass fairways as part of an overall renovation. Because of the scope of the project — spread over 26 acres — as well as a recommendation from the consultant on the project, he chose the Roundup solution.

“We were re-grassing all the fairways so we sprayed Roundup to kill it off so it would be easier to till back under and strip,” he said. “It was pretty easy, and it killed all the Poa annua and things, but we had enough Poa annua seeds in the ground that we’ve got Poa annua again now.”

Dieckhoff said he looked at the alternatives, but decided that the cons outweighed the pros in those cases.

“To get grass growing and take up Roundup and translocate it through the plant, we felt it would give us a total kill,” Dieckhoff said.

Continued on page 14

BUNKER LINING, DRAINAGE COMPANIES LOOK TO RENOVATION

By DEREK RICE

Renovation and remodeling work at golf courses is on the rise for a number of reasons. Land is hard to come by in some areas, nine-hole courses want to add another nine and older courses need updating to remain competitive. In nearly every case, bunkers are among the components slated for renovation.

Because of these factors, many of the bunker lining and drainage companies are increasingly targeting the renovation market for their products.

THE ‘CURE’ FOR WASHOUTS

Both Bunker Woll, which is manufactured by F.P. Woll and Co. and distributed by Gladstone, N.J.-based Bunker Net Inc., and Sandtrapper from Johnson City, N.Y.-based IVI-Golf, are primarily used on bunker faces to reduce silt contamination and washouts, but can also be used to aid in erosion control on other areas, such as steep banks, cart paths, creek banks and washed-out areas.

“Essentially, we recommend Bunker Woll wherever there is a problem with washouts, contamination or erosion,” said Nadine Christ, Bunker Net president.

Because steeper faces require a more aggressive material, IVI has introduced Sandtrapper in two styles, one for gentler situations and the other for steeper and more severe slopes, according to Wayne Rozen, IVI president.

“Washouts and contamination have been problems for as long as there has been golf and rain,” he said. Renovation projects are becoming a larger part of the demand for Sandtrapper, Rozen said.

“We have equal call for Sandtrapper in both the renovation market, where it is used to ‘cure’ chronic bunker washout problems, and in new construction, where experience has told the architect, builder and superintendent that bunker washouts and sand contamination are continuing to cost golf clubs and courses big dollars in repairs,” Rozen said.

Continued on page 13

THE 11-YEAR PREP FOR 2003 OPEN

OLYMPIA FIELDS, Ill. — If not for a couple of “major” distractions, Mark Mungeam’s renovation of Olympia Fields Country Club (OFCC) would have been completed earlier.

Course architects Cornish, Silva and Mungeam started work at the 36-hole facility in 1991, with the goal of refurbishing the club’s North Course, a 1923 Willie Park Jr. design, before moving on to the South Course.

Eleven years, two remodels and one Senior Open later, the South Course is still awaiting its renovation. But there is good reason for that — the North Course is scheduled to host the U.S. Open next summer.

In 1994, three years into work at Olympia Fields, the USGA awarded the club the 1997 Senior Open. So Mungeam spent the next three years working with the USGA to fine-tune the North Course in anticipation of the senior golf event.

Because Mungeam’s work was so well received during the championship, the USGA awarded Olympia Fields the 2003 U.S. Open, which will be the first Open the club has hosted in 75 years.

As a result, Mungeam was retained to complete another redesign of the course for the championship. What had been a
Oneida Nation

Continued from page 1

Shenandoah course," he said. "This will give the resort a new look and a lot more to offer." The Oneida Nation has spared no expense in designing the two courses by hiring two of the biggest names in golf course design. Robert Trent Jones Jr. and Tom Fazio have designed the two new 18-hole courses and will oversee the projects. The Jones course is under construction with a June 2003 opening scheduled, and the Fazio course is slated to open in June 2004.

Joe Baidy, director of golf courses and grounds will work with Landscapes Unlimited, which also developed the Shenandoah course, on the construction of the two new courses. Baidy said getting the Jones course opened by next June is going to take a lot of hard work. "It is going to be intensive and it's on the fast track," he said. "All parties concerned are working together real well and things are moving."

The Jones course will begin and end near the existing practice facility at Shenandoah. For Jones, the opportunity to work on a course in the upstate New York area is special. "My father and mother attended college in the Finger Lakes region, and the Robert Trent Jones course at Cornell University, designed by and named for my father, established a legacy that I will endeavor to follow in this new project," Jones said.

The Fazio course will be located about two miles from Shenandoah. Fazio said he sees that course as being an incredible place when it is completed. "Since the golf course site is very special in character and beauty, I envision the finished course to be a 'must see' golf course for golf enthusiasts," he said.

In addition to the two 7,300-plus-yard courses, the resort is working on a 70,000-square-foot expansion of the casino, and recently completed a new 24,000-square-foot clubhouse at Shenandoah. Emery said these are not the only projects planned at the resort. "The casino expansion is underway, and there will probably be additional developments down the road," he said.

Baidy said all of the current and future projects are part of the nation's overall plan to create the best destination resort possible. "We constantly strive to reach the next plateau, and this will carry up through the other two courses," he said. "These projects have been discussed for some time, and I think this was the opportune time to do them."
Bunkers
Continued from page 11

"drainage," she said.

Since its introduction at the
GCSAA show last year, Sandtrapper has been installed
in more than 100 courses.

Because the product is syn-
thetic and rugged in nature, it
will not degrade and will be
around for the long haul, Rozen

DRAINAGE

In the drainage game, EzFlow,
offered by Ring Industrial Group
in St. Augustine, Fla., has taken
the lead. Made from a
polystrene aggregate, EzFlow
drainage products are designed
to be used in a variety of applica-
tions, including sand traps, fair-
ways, greens, wet areas, French
drains and landscaping drainage.

Ben Berteau, regulatory engi-
neer for Ring Industrial, said the
use of EzFlow is designed to
eliminate the potential of dam-
aging mowers on fairways and
greens by surfacing gravel. He
said the company has also expe-
rienced a surge in the renov-
ation area, but that it isn’t specifi-
cally targeting that area.

"We’re not stopping there," Berteau said. "Certainly there is
a market for our product in reno-
vation and remodeling of golf
courses, but the market is much
broader than that. Golf courses
are being built every day and we
want to be available with our
product, as well as offering sup-
port in drainage designs."

EzFlow is currently in use by
more than 25 golf courses, Berteau said.

FROM DOLLAR SPOT,
OTHER TURF-DESTRUCTING DISEASES.

Eagle® specialty fungicide provides long-term, systemic
protection from the turf diseases that pose the greatest threat.
And it’s incredibly easy on turf. With Eagle, you can’t lose.
EAGLE. TO WIN.

Dow AgroSciences

Pebble Beach
Continued from page 3

was larger than anticipated, an
80-wheel self-leveling trailer had

Once the tree was loaded
the next challenge was to drive it to
the new location more than a
mile away. The trailer was hauled
and pushed by massive tractors
across a plywood roadway that
was created by Pebble Beach
employees who continually
shuffled sheets ahead of the tree.
It took more than five hours to
make the journey.

"I have moved bigger things
but I have never done a job in
such a pristine setting. I was re-
ally worried that we would tear
up the grass, but the waiters,
caddies, and course workers who
pitched in made all the differ-
ence," said Guy Tunnell of
Sheedy Crane and Rigging.

With the tree in the new loca-
tion, getting it into the hole took
some effort. Crews had created
a 10 percent grade roadway in
order to drive the trailer down
into the ground so that the tree
would sit at the proper elevation.
The sandy soil was softer than
anticipated and combination of
trucks and tractors had to drag
the trailer into place.

Throughout the commotion
play continued. A foursome of
players from Australia, who had
made arrangements to play on
this day a year ago, were en-
thralled by the activity.

"I never thought I would have
to drive around a crane on one
and putt out on 18 next to tractor
trailer truck, but it didn’t bother
us in the slightest. To be honest
we found this all very exciting" one player said.

After positioning the tree, the
job of returning the golf course to
optimum playing conditions fell
into the hands of the Pebble Beach
crew under the supervision of su-
perintendent Tom Huesgen.

Crews had stockpiled soil re-
moved from the first hole location
in order to backfill the tree with
compatible soil. Crews had to re-
pair surface damage on the first
and 18th fairways and then com-
pact and grade the areas around
the tree to prep for resodding.
The bunker between the tree and
the 18th green will also be rebuilt.
Support cables will be on the tree
for the next two years to allow the
roots to take hold. Huesgen fig-
ured to have the areas open to
play within a week.

"To be honest, I expected more
damage to the fairways from the
moving of the tree. There were a
few glitches along the way, but
that always happens in construc-
tion projects. This was one of the
most overwhelming projects we
have done here at Pebble, and
one of the most satisfying," Huesgen said.
Turf removal
Continued from page 11

Dieckhoff said. "Methyl bromide and Basamid sterilize everything and you get a good kill out of it but it is really costly and time-prohibitive, in my opinion."

In the end, the cost as well as Roundup's ease of use led Dieckhoff to go with Roundup. "You can just go out and spray it, and what dies dies, and if it doesn't, you go out and hit it again and then you have everything," he said.

Because construction fell behind schedule, Benedict said, he ended up having to re-spray in some areas.

"We did have to re-spray a few times because we did our renovation during the summer months and you always have new weeds coming in," he said. "I tried to spray a week to 10 days out before they were seeding to keep it cleaned up."

GRANULAR FUMIGATION
Don Brown, superintendent of White Manor Country Club in Malvern, Pa., decided to go with Basamid, a granular fumigant from BASF, for his turf fumigation later this summer. Beginning in August, Brown will be fogging all the fairways, fairway surrounds and green surrounds as part of an overall renovation that began earlier this year.

"We're going to use Basamid in order to end up with the purest stand of bentgrass and kill all the weeds from the Poa annua," he said. "Except for the routing, this isn't going to be the same golf course anymore. It's a complete blowup and redo."

Brown said his decision to use Basamid was based on many factors, including input from other superintendents in the area.

"From the results that I've seen at local clubs, along with the university research, I really didn't see any other product out there that was even comparable," he said.

One of those local clubs is Philadelphia Country Club in Gladwyne, Pa. Superintendent Mike McNulty used Basamid to kill his perennial ryegrass fairways, which had become susceptible to grey leaf spot disease. The results, he said, "were beyond our expectations."

Brown hopes to see similar results with his Basamid application, which he said should take about two weeks between application and seeding.

"I'm anticipating making the application, irrigating for about a week, and then within another week, we should be seeding," he said. "It should be 10 to 14 days between application and seeding."

To be effective, Basamid requires constant watering for about a week. The water acts as a sealant and keeps the gas in the soil.

UNDER-COVER FUMIGATION
At Aronimink Golf Club in Newtown, Pa., superintendent Rick Holanda considered using Basamid for his turf fumigation, but decided against it because of the need for water.

"The one problem you have with Basamid is that you have to have available water because you have to keep the surface wet for seven days consistently," he said. "You cannot let the soil dry out or it will not be effective."

Instead, Holanda went with methyl bromide for his greens and about 20 yards of fairway on the approach to the greens. For the rest, he used Roundup.

"We had a lot of Poa on our greens, and we also had a lot of problems with a disease called bacterial wilt," he said. "So we decided instead of just killing the plant, we wanted to completely sterilize the soil to get rid of all the nematodes and weeds. We wanted to start from completely fresh, sterilized soil."

Holanda said the application involved stripping the area to be fumigated and covering it with a large, clear plastic tarp with piping spread throughout. From there, the gas was injected into the soil for two to three days. After that, he had to allow two to three more days for aerification before the area was ready for re-seeding.

"You're looking at about six days from the beginning until you're ready to seed," he said. "And you get a much better result with the area covered because you retain all the gases."

One drawback to methyl bromide use is its danger to the Earth's ozone layer, which has been documented by the United States Department of Agriculture (USDA). Because of a number of factors, however, the USDA continues to allow its use.

According to the USDA's Web site, "There is no known single alternative fumigant, chemical or other technology that can readily substitute for methyl bromide in efficacy, low cost, ease of use, wide availability, worker safety and environmental safety below the ozone layer." The USDA is currently conducting and encouraging research to develop an alternative to methyl bromide.

Open site
Continued from page 11

6,700-yard layout in 1991 played at 6,822 yards (par 70) during the 1997 Senior Open. For next year's U.S. Open, it will play more than 7,150 yards because Mungeam and the USGA lengthened 12 of 18 holes.

The USGA, of course, has very specific desires when it comes to prepping a U.S. Open layout: creating enough pin placements, orienting fairway bunkers to place a premium on accuracy and things of that nature," Mungeam said. "My job has been to marry those desires with the goals of our original restoration effort. Having done that, maybe now we can finally open the South Course."

Plans are currently being developed to rework the entire third hole and the tees at the fourth and 11th on the South Course. A serious remodeling of the 1916 Tom Bendelow design will not begin in earnest until after next year's U.S. Open.
Living a million-dollar dream

By Jerry Poling

ST. JAMES, Minn. — In 1992 at age 55, Bob Lewis Jr. had planned to retire early on disability from his job as corporate meeting planner with Minnesota Mutual Life Insurance in St. Paul.

He had a bad back and was covering up to 150,000 miles a year around the world, he was looking forward to relaxing at his Apple Valley, Minn., home with his wife.

Then came that lunch break at work in April 1992 when he remembered to check his lottery ticket. One by one, all his Powerball numbers matched. He had won $125 million, payable in 20 annual installments of $625,000 ($455,000 after taxes). Suddenly he was a millionaire on par and could laugh at the world: “I tell people I’m on a fixed income: I only get one check a year,” Lewis said.

Contrary to what many people might have done, Lewis didn’t act like a kid who had just found a $100 bill at a amusement park. He kept working for another year, as planned. Three years later in 1996, after pondering his options he made an informed decision on how to use some of his windfall. He decided to buy a golf course.

Lewis previously did not have visions of owning a course, unlike many golfers. He loved the game and was an average player by his own admission, but had quit years earlier because of his back. Except for organizing corporate golf events, the game had slipped out of his life.

So why did he choose a highly competitive and sometimes frustrating business? Lewis said he made a sound business decision and a good investment — and for the second time — had a little “Luck” on his side.

A close family friend, Mike Luckcraft, had become a golf pro in the Minneapolis-St. Paul area and suggested that Lewis look into buying a course. Lewis had been hoping to find a seasonal business that would allow him to work part time.

With Luckcraft as an adviser, Lewis looked at several courses before hearing about a struggling 9-hole course in St. James, Minn. (pop. 5,000) about 75 miles south of the Twin Cities.

They saw many possibilities. The low-budget Watonwan Country Club in St. James wasn’t much to look at, but that didn’t bother Lewis. First, he saw a nice piece of land. The Watonwan River ran through the course, which had lovely

Teamwork, communication key

By Ted Horton, CGCS

In my busy life as a golf course superintendent, I could seldom find enough time to accomplish half of the many tasks penciled into my daily, weekly, monthly and yearly to-do lists. How then could I be expected to take time to engineer effective relations with members of my golf course’s management staff? I found myself asking, “Why should I take time from my busy schedule for this effort?”

The answer is simple: teamwork and harmonious relationships amongst leaders is an expectation of management. No single employee is more important than another at a golf course.

The golf course management team consists of individuals who have what Williams calls “soft skills,” superintendent at Los Angeles Country Club, refers to as “different roles for similar goals.” Communication and respect for one another are their tools for accomplishing the duties of the golfers and the goals of the golf course.

While speaking to students of a class I teach at the Professional Golfers Career College in Temecula, Calif., Williams talked about relationships between the superintendent and the golf professional.

Continued on next page

Troon unveils management system

By Derek Rice

SCOTTSDALE, Ariz. — Troon Golf has developed and introduced a revenue management system that allows each Troon facility to manage tee time inventory and maximize revenues.

The Troon Golf Revenue Management Program incorporates a proprietary demand-pricing process that is available 24 hours a day, 7 days a week. The company says it expects investment in this system to translate to greater value and more opportunities for golfers at all of its facilities.

The system was developed in consultation with Sherri Kimes, professor at the Cornell University School of Hotel Management. Kimes’ research suggests golf facilities adopt yield-management philosophies similar to the hospitality industry. A pilot at one of Troon’s daily fee facilities showed what the company calls a significant increase in revenue.

Guy Sugden will serve as Troon’s revenue manager and will work directly with reservation agents and operations officers at each of the company’s facilities to implement the system.

FGS building on first contract

By Derek Rice

HERSHEY, Pa. — Freedom Golf Services (FGS), which was founded by former Gotham Group vice president Allen Dupuy in January, has signed its first management contract.

FGS will take over day-to-day operations of Crockett’s Ridge Golf Club in Kingsport, Tenn. This includes a scheduled closure begun in May to allow for an extensive course renovation to improve playability and turf conditions.

The deal, Dupuy said, is the first of what could be many that FGS closes this year.

“We have an additional three to five properties with whom we are having discussions,” Dupuy said. “Our goal over the next 12 months is to acquire three or four properties. When you have a combination of management, lease or purchase.”

Dupuy said the service FGS is seeing the most demand for is its golf course consulting or full-service management, which he said is understandable.

“When you have a property I can be directly attributed to the fluctuations in the nation’s economy,” Dupuy said.

That’s not to say there aren’t lease or purchase options out there for FGS, Dupuy said.

“We’ve received as well, albeit to a lesser degree, inquiries from parties seeking to lease or sell their respective courses,” he said.

The economy, Dupuy said, was one of the main factors that led him to found FGS. He said he saw an opportunity to get involved with some good properties at good prices. At Crockett’s Ridge, FGS hired Chris Waller as general manager and Raymond Perez superintendent, both of whom have a 10-year relationship with Dupuy and Dan Stone, FGS’ executive vice president and also a former Gotham vice president.

Going forward, Dupuy said FGS has some clear objectives in mind as it grows.

“The vision for FGS is not to become the largest management firm or course operator in the nation,” he said. “We simply try to operate each of our golf properties as if they were our own private venture, and therefore we never lose sight of the primary objective — driving bottom line net cash flow while being cognizant not to injure customer service.”

Continued on page 22
Lottery winner
Continued from previous page

rolling terrain and a mix of open and wooded tracts.

Second, he analyzed the market. There were 19 nine-hole courses within 30 miles but no other 18-hole facilities. Third, he made sure more land was available because he wanted — and knew that golfers wanted — an 18-hole course. He found out he could buy 76 adjoining acres from farmers. In October 1996, Lewis plunked down about half of one annual lottery check — $212,000 — to buy the course. In 1998, $1 million later, he opened the vastly improved St. James Country Club. Architect Joel Goldstrand built 11 new holes, 13 new greens and revamped the remaining old holes. A tee-to-green irrigation system was installed, most of the 62 bunkers, cement cart paths and a driving range.

At 6,852 yards from the back tees and with a slope rating of 136, St. James now is considered one of the best courses in southern Minnesota.

With luck and hard work, Lewis had achieved his first goal: building a quality golf course for south central Minnesota.

He’s still working on his second goal, making a profit, but he said he’s getting closer and has the financial staying power to succeed. Lewis hired Luckcraft as his PGA pro and general manager. They have marketed the course to cities within a 40-mile radius and are beginning to see results. “I can see light at the end of the tunnel, and I’m pretty sure it’s not a freight train coming the other way,” Lewis said in late May, a few days before collecting his annual Powerball payout, which he refers to as “high holy day.”

Life as a millionaire golf course owner hasn’t been utopia. In 2001, the Watonwan River flooded his course three times. St. James didn’t open until May 9, more than a month behind schedule and after losing potentially thousands of dollars in greens fees.

Lewis, who is on the board of the Midwest Golf Course Owners Association, has no plans to buy another course and tries to keep his avocation as simple as possible. The course and 10,000-square-foot clubhouse close every Nov. 1. Lewis then heads to Arizona for the winter.

He has four full-time employees, including course superintendent Bruce Leivermann. “I have two dynamite guys. Hopefully I stay out of their way,” Lewis said.

Yet Lewis, now 65, still is the boss, driving the 100 miles from his home to St. James at least once a week. He’s enjoying his newfound power, unlike the old days when he was a rung on the corporate ladder. Now he chairs his own company meetings, often at a local coffee shop.

Lewis even got his way when the course was redesigned: He ordered Goldstrand to build a square green as a marketing tool. The 185-yard seventh hole has one big postage-stamp green — 70 feet wide, 70 feet deep. “I make sure they mow it square,” he said. It’s the only square green in Minnesota and maybe in the country, he said.

With luck, vision and hard work, Bob Lewis Jr. has put his stamp on golf in southern Minnesota.

AGC case
Continued from page 1

members are allowed to leave.

Doyle also asked the judge to place his $24,000 membership deposit in escrow because, as he said, if AGC declares bankruptcy, that money — and the money from members of AGC-operated courses across the country — will be lost. Dixon said he was not permitted by law to do that, but, according to the Daily Herald (Arlington Heights, Ill.), he did order a hearing to consider extinguishing circumstances and determine if AGC is likely to lose its lawsuit and then reconsider freezing the deposit.

AGC is in the midst of a merger with National Golf Properties (NGP), which owns many of the courses AGC manages. The Los Angeles Times has indicated that NGP has hinted at bankruptcy in quarterly reports.

Doyle declined to discuss the specifics of the suits at press time, saying that a deal may be in the works. Representatives of AGC did not return calls seeking comment for this story.
these issues that will be executed and tracked daily. In addition to marketing and communication support come a number of services that assist with day-to-day operations. Management companies take on the responsibility of marketing, accounting, human resources, agronomics and management through talented, trained people that a single course could not justify from an expense standpoint. Management companies equip owners with the tools needed to make sound business decisions and ensure that the right person is in place to execute the most efficient business plan. A detailed course analysis facilitates this plan that provides:

- Sound reporting and financial practices including budget/forecast models.
- Ensured quality control at each course resulting in the best greens, tees and landscaping throughout the golfing season.
- Sophisticated technology, marketing and public relations plans to increase property awareness—neighborhood marketing.
- Timely monthly and quarterly business reviews of course operations.
- Profitability reports, trend analysis, competitive set review.

A management company will offer consistent and personal on-site visitation and consultation in order to be effective.

At Meadowbrook Golf, for example, any course, whether it be owned, managed, leased or maintained, receives monthly visits from marketing and operations executives and weekly visits from regional managers. In addition, the company works closely with the owner to assure that the course is staffed with professional and knowledgeable local individuals that understand the market.

Hiring a management company should be about partnership, not about relinquishing control. In the end, a good management partner will be a valuable tool that is part consultant and part onsite manager that shares proven ideas while helping to achieve common goals. Whether it is current food and beverage developments, the latest technological advances or the most current agronomic practices, the course will be on the cutting edge and receive the benefits of the latest available practices in all areas of operation. Management companies will play an increasingly stronger role in the successful recovery and management of the company.”

Jackson

Continued from page 5

Kahn

Continued from page 5

additional layer of management. With all the little earners gone, the statements will be far more impressive. I'm not knocking management companies in general. I truly believe they are needed in cases where owners have no experience in operating a golf course. However, that layer of expense needs to be justified by earnings performance and not simply a percentage of revenue. In my opinion, that's the only way a sub-$3 million golf course can afford a management company.

For what it's worth, I have a bit of advice for golf course owners who hire management companies. You need to physically review your golf course properties often. I've been privy to incidents where owners came back after being entrusted to a management company. You also need to have a simple, one-page daily summary sent to you at the end of every day. It should indicate the day's weather, rounds, receipts, how the cash balanced, and the same information for the corresponding days of the previous two years. It should include a brief note about incidents of the day and a signature. Then keep these reports in a safe place for a long time.

Michael A. Kahn is a golf business consultant who operates Bradenton, Fla.-based GolfMAK Inc. and has been in the industry for more than 40 years.
**McManus named to Becker Underwood board**

AMES, Iowa — Becker Underwood has named Ian McManus to its board of directors, which oversees the company’s global operations. McManus, who was formerly a member of the executive committee of Aventis CropScience, will be integral in the company’s strategic planning and market expansion.

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**TEXTRON PROMOTES CHICKEN**

CHARLOTTE, N.C. — Textron Golf, Turf and Specialty Products has appointed Dr. Steve Chicken to the position of managing director for Textron Golf, Turf and Specialty Products International, effective immediately. Based in Ipswich, England, Dr. Chicken will manage all international operations in Europe, Africa and the Middle East including: engineering, sales, marketing, customer service and manufacturing. Dr. Chicken will report to TG&SP president Jon Carlson. Most recently, Dr. Chicken held the position of vice president of engineering for turf products.

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**OBERLE JOINS BASF**

RESEARCH TRIANGLE PARK, N.C. — David J. Oberle has joined BASF professional turf as a senior sales specialist. Oberle will be responsible for sales of BASF professional turf products including Pendulum, Drive, and Image herbicides, in addition to Basamid granular soil fungicide. His territory will cover Minnesota, Wisconsin and Illinois. A former superintendent, Oberle worked for 12 years at the Scotts Co. as a technical representative and national account manager.

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**Bayer gains FTC approval for Aventis CropScience buyout**

WASHINGTON — The Federal Trade Commission granted conditional approval for Bayer’s purchase of Aventis CropScience May 30. The FTC approval was the final step in the $8.4 billion deal that was approved April 17 by the European Commission.

As part of the buyout, regulators are forcing the companies to divest their acetamiprid and fipronil crop insecticides professional products. Bayer plans to sell each product must be found within six months.

The deal marks the end of the road for Aventis CropScience, which was put on the market by its parent company Aventis SA in November 2000. The Bayer buyout was announced in October 2001 following a summer of exclusive talks between the two companies. The combined company will be the number two player in the agrochemical marketplace behind market leader Syngenta AG.

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**Becker Underwood aligns MicroBio operating and marketing functions**

AMES, Iowa — In a move to capitalize on its expanding global presence, Becker Underwood has aligned the marketing and operations activities of the Canada and U.K.-based MicroBio Group it acquired in 2000.

"There is a lot of brand equity in MicroBio," said Roger Underwood, CEO. "They are the largest beneficial nematode producer in the world and it has a strong biopesticide business. Becker Underwood didn’t get any of that brand equity because many of our customers did not recognize that we owned MicroBio.”

By consolidating MicroBio under the Becker Underwood name, Underwood hopes to achieve greater efficiency and effectiveness.

"We have torn the wall down, it is no longer us and them," he said. "We will have more global staff meetings and development teams are being put together.

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**Syngenta primed for continued growth**

GREENSBORO, N.C. — Syngenta Professional Products has adjusted its management structure internally to improve operational efficiency and drive growth.

"There is no change in the original structure that was put in place when Syngenta was formed but we have refined the structure to create an organization that had business units aligned around similar end user groupings," said Keelan Pulliam, group head of professional products. "Last year we had three groups and this year we have four. We wanted to get groups that have more similar activities and projects to align marketing efforts."

While business has been dismal on the agriculture side, the professional products division is primed for future growth according to Pulliam.

"On the professional side the markets have grown over the past four years and we are restructuring professional products as a net gainer of people and resources," he said. "To maintain our top position we have to find some new projects, make formulation and packaging improvements and build better information systems."

In order to do this, Syngenta has beefed up its strategic marketing and customer management staffs.

"We are also getting closer with our new soil insecticide thiamethoxam," said Pulliam. "We expect registration from the Environmental Protection Agency in time for the 2003 season."

While Syngenta continues its wait on thiamethoxam, its Touchdown Pro glyphosate product gained EPA approval for forestry and aquatic use.

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**NEW PRODUCT OF THE MONTH**

THE BOBCAT T190 TRENDS LIGHTLY

The Bobcat T190 Compact Track Loader features improved flotation with 12.6-inch rubber tracks that produce five pounds per square inch of ground pressure. This decreases ground disturbance and allows the unit to be used in wet weather conditions. The T190 is powered by a 56-hp turbo-charged diesel engine and has a 1,300-pound rated operating capacity, a 118.2-inch lift height and auxiliary hydraulic output of 16.7 gpm. For more information, contact www.bobcat.com.
Advanced Turf Solutions merges with Turf Professionals Choice

FISHERS, Ind. — Advanced Turf Solutions and Turf Professionals Choice, two Indianapolis-area distributors, have merged operations under the Advanced Turf Solutions name. The combined company, which focuses on operations under the Advanced name, serves all of Indiana and Kentucky as well as Southern Ohio.

Alex Cannon is the president of the new company and Dan Dunn is vice president of operations. Vic Garcia, the founder of Turf Professionals Choice, has ownership in the company and serves on the board of directors. Garcia will continue to service his customers in the field and play other key roles in management.

The company distributes a full line of professional turf maintenance products and golf course accessories. Advanced Turf Solutions is headquartered Fishers where it has a 28,000-square-foot facility. The company also has a smaller facility in Lexington, Kent.

Textron focus

Continued from page 1

and turf backgrounds. We are taking a fresh look at all of this equipment.

Among the areas being looked at said Vickers are next generation cutting units, alternative power sources, and technology from Textron’s other divisions such as Omniquip and Bell Helicopter. Vickers’ first task will be to streamline Textron’s product platforms.

“We will whittle down the number of configurations and go to a minimum number of platforms,” he said. “For example, we have duplicate platforms in the triplex mowers but we have to target that while retaining functionality for all the markets.”

At the same time, Vickers is also working on new products.

“We have the new LF 1880 fairway mower out there right now and we will be looking at how we can add a greens mower and a trim mower to that new platform,” Vickers said. “We will also be concentrating heavily on walk-behind greens mowers because our competition already has an advantage there. The first phase of a new line of walk-behind greens mowers will be announced later this year.

Textron is also ramping up its testing facility at its 270,000 square-foot factory in Charlotte.

“We will have a 24-hour-a-day track for outdoor durability testing and we are also putting in a part3 hole that will give us all of the elements of the golf course right there at the factory,” said Vickers.

The 125-yard hole will have a 6,000-square-foot green, three different tee boxes and will have sand traps and waste bunkers.

“It will give us the capability to look at different aspects of a development program without having to smaller projects. Instead of selling 50,000 pounds of seed to one project, it now takes three projects,” Dunn said. “So we are stepping up our communication between our tech support agronomists, architects, builders and distributors to try and improve our service on that side.”

With Mike Robinson working internationally and on new product development, Dunn is looking forward to continuing SRO’s advancement.

“SRO has a good reputation in the business and that is not something you create overnight,” said Dunn. “My challenge is to work in a market that is much tougher and to stay vigilant and look for opportunities while working to support the customer and keep them satisfied.”

Becker Underwood aligns ops

Continued from previous page

The company now has 27 global sales representatives on three continents.

“The market in the United States is continuing to grow as the market trends toward using integrated pest management practices,” Underwood said. “The market in Europe is even stronger because the portfolio of traditional pesticides is really small.”

Aware that many superintendents are wary of biological solutions, Underwood is putting emphasis on developing real world product tests.

“We put our superintendents hats on when we do this work,” he said. “Often in there is research going on in a lab there is more ‘y’ going on than ‘d’. Many things work under perfect conditions. But there aren’t perfect conditions in the real world. We are working on provable solutions that give the superintendent value.”

Continuing forward, the company has new products in the both the traditional and biostate pesticides that are getting closer to market.

“One is a biopesticide that will provide superintendents another biological option besides traditional insecticides,” Underwood said. “But we are still in development and we are summarizing the data.”

Syngenta

Continued from previous page

the market this year as opposed to the incredibly low prices that we saw last year.”

Dunn said that he recognizes that many courses have had budgets cut this year, but believes overseeding usage will be about the same as it was last year.

“Some courses may reduce overseeding acreage this year, but I don’t think many will forgo overseeding altogether because it is just too risky,” he said. “I am not saying that budgets have not come under pressure, but with fewer golfers out there the competition for them will be keener. Courses will find a way to overseed.”

The construction slowdown doesn’t worry Dunn either. “With more renovation work going on we are working on our approach how we can add a greens mower and a trim mower to that new platform,” he said. “We will also be concentrating heavily on walk-behind greens mowers because our competition already has an advantage there. The first phase of a new line of walk-behind greens mowers will be announced later this year.”

Tom Vickers is next generation cutting units, alternative power sources, and technology from Textron’s other divisions such as Omniquip and Bell Helicopter. Vickers’ first task will be to streamline Textron’s product platforms.

“We will whittle down the number of configurations and go to a minimum number of platforms,” he said. “For example, we have duplicate platforms in the triplex mowers but we have to target that while retaining functionality for all the markets.”

At the same time, Vickers is also working on new products.

“We have the new LF 1880 fairway mower out there right now and we will be looking at how we can add a greens mower and a trim mower to that new platform,” Vickers said. “We will also be concentrating heavily on walk-behind greens mowers because our competition already has an advantage there. The first phase of a new line of walk-behind greens mowers will be announced later this year.”

Textron is also ramping up its testing facility at its 270,000 square-foot factory in Charlotte.

“We will have a 24-hour-a-day track for outdoor durability testing and we are also putting in a part3 hole that will give us all of the elements of the golf course right there at the factory,” said Vickers.

The 125-yard hole will have a 6,000-square-foot green, three different tee boxes and will have sand traps and waste bunkers.

“It will give us the capability to look at different aspects of a development program without having to smaller projects. Instead of selling 50,000 pounds of seed to one project, it now takes three projects,” Dunn said. “So we are stepping up our communication between our tech support agronomists, architects, builders and distributors to try and improve our service on that side.”

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golf. The former is played by less than one
concern ourselves with that sector.

2002 "Drawing a line in the sand" and
we are not in a sudden dilemma. I was
the vast majority. If our work is to be ruled
"creators" and as such we must cater to
thrust of our job should be "entertainment

Thomas should know what he is talking
know that such feats have little to do with

point items in your last issue
scenario that he paints may well happen.

increased very slowly over the years and

first thing that we must be realistic
about is that there are two entirely distinct
golf worlds: professional golf and real
golf. The former is played by less than one
percentage of active golfers, and the 25
million strong latter is what makes the
golf industry's wheels go round. Conceivably,
real golf could exist by itself, and it is only
logical that we golf course designers should
concern ourselves with that sector.

Mr. Pascuzzo dubs us "problem solv-

To the editor:
The commentary and Point/Counter-

The distance traveled by golf balls has

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fit golf outings around the major agronomic events. Communicate to avoid surprises.

- Tour the course together. Playing the course together while discussing course preparation is usually not enjoyable for many superintendents. Seek other opportunities to meet and discover each other's strengths and weaknesses. Communicate to avoid surprises.

- Be honest with one another. Nothing destroys trust more readily than dishonesty.

- Be supportive. There is room for more than one player on center stage. Be a team player and share your successes with one another.

- Educate yourselves about the other's profession. Embrace opportunities to attend professional education sessions and conferences together. Be seen as a team.

- Play golf together. Embrace the two things you have in common - golf and business.

- Enjoy time away from the course together. Reinforce the relationship by going fishing, bowling or to another sports event together. Get away from the business for a while.

- Sure, we've heard all this before. But the exciting thing about this lecture is that we were talking to men and women who will soon be employed as golf professionals. We weren't preaching to the choir. We were telling our side of the story where it will do the most good.

When any superintendent gets a chance to tell their story, the entire profession tends professional education and conferences to do the most good.

- When any superintendent gets a chance to tell their story, the entire profession tells their story where it will do the most good.

- We weren't preaching to the choir. We were telling our side of the story where it will do the most good.

- For more information, call Anne Washburn at 207-846-0600, ext. 230.

- Please stick a stamp on it and send it to landtekgroup.com.

- There is room for more than one player on center stage.
### National Golf Rounds Played*

<table>
<thead>
<tr>
<th>REGION</th>
<th>APRIL</th>
<th>Y.T.D.</th>
</tr>
</thead>
<tbody>
<tr>
<td>NEW ENGLAND</td>
<td>-0.2%</td>
<td>8.6%</td>
</tr>
<tr>
<td>MIDDLE ATLANTIC</td>
<td>-4.7%</td>
<td>9.8%</td>
</tr>
<tr>
<td>EAST NORTH CENTRAL</td>
<td>-23.2%</td>
<td>-21.6%</td>
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<tr>
<td>WEST NORTH CENTRAL</td>
<td>-17.0%</td>
<td>-15.1%</td>
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<tr>
<td>SOUTH ATLANTIC</td>
<td>0.3%</td>
<td>1.7%</td>
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<tr>
<td>EAST SOUTH CENTRAL</td>
<td>2.5%</td>
<td>4.8%</td>
</tr>
<tr>
<td>WEST SOUTH CENTRAL</td>
<td>-6.7%</td>
<td>-0.2%</td>
</tr>
<tr>
<td>MOUNTAIN</td>
<td>-3.0%</td>
<td>-1.2%</td>
</tr>
<tr>
<td>PACIFIC</td>
<td>0.5%</td>
<td>1.6%</td>
</tr>
</tbody>
</table>

*The percentages above represent the difference in number of rounds played in the month of April 2002 to the number of rounds played in April 2001.

### Year-To-Date Golf Project Activity

<table>
<thead>
<tr>
<th>NEW PROPOSED</th>
<th>ADDITIONS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>378</td>
<td>65</td>
<td>443</td>
</tr>
<tr>
<td>IN PLANNING</td>
<td>429</td>
<td>508</td>
</tr>
<tr>
<td>UNDER CONSTRUCTION</td>
<td>328</td>
<td>357</td>
</tr>
<tr>
<td>COMPLETED</td>
<td>68</td>
<td>114</td>
</tr>
</tbody>
</table>

### National Golf Project Report

The NGF's monthly Golf Project Report numbers do not include courses classified as reconstructions or renovations. This year to date, there are 41 reconstructed courses under construction and six reconstructed courses have opened.

### Stock Report (6/4)

<table>
<thead>
<tr>
<th>Company/Symbol</th>
<th>Price</th>
<th>Change(%)</th>
<th>52-wk range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aventis (AVE)</td>
<td>65.95</td>
<td>-6.3</td>
<td>64.05 - 80.45</td>
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<tr>
<td>Bayer AG (BAY)</td>
<td>31.73</td>
<td>-3.1</td>
<td>28.90 - 36.00</td>
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<tr>
<td>BASF (BF)</td>
<td>43.91</td>
<td>3.6</td>
<td>27.15 - 46.52</td>
</tr>
<tr>
<td>Century Garden and Pet (CENT)</td>
<td>14.48</td>
<td>20.7</td>
<td>5.94 - 15.56</td>
</tr>
<tr>
<td>Deere &amp; Co. [DE]</td>
<td>45.70</td>
<td>3.4</td>
<td>33.50 - 49.98</td>
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<tr>
<td>Dow Chemical Co.(DOW)</td>
<td>32.50</td>
<td>4.7</td>
<td>23.66 - 38.67</td>
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<tr>
<td>Golf Trust of America (GTA)</td>
<td>3.49</td>
<td>-34.8</td>
<td>3.25 - 8.80</td>
</tr>
<tr>
<td>Ingersoll-Rand (IR)</td>
<td>49.16</td>
<td>-1.6</td>
<td>30.40 - 54.40</td>
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<tr>
<td>Lesco Inc. (LSCO)</td>
<td>11.31</td>
<td>2.8</td>
<td>6.10 - 12.62</td>
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<tr>
<td>Monsanto Co. [MON]</td>
<td>26.31</td>
<td>-15.8</td>
<td>25.76 - 38.80</td>
</tr>
<tr>
<td>National Golf Properties [TEE]</td>
<td>8.50</td>
<td>11.3</td>
<td>4.30 - 27.25</td>
</tr>
<tr>
<td>Syngenta AG [SYT]</td>
<td>12.52</td>
<td>-0.4</td>
<td>8.50 - 13.20</td>
</tr>
<tr>
<td>Toro Co. [ITC]</td>
<td>55.63</td>
<td>-4.1</td>
<td>39.00 - 62.75</td>
</tr>
<tr>
<td>Textron Inc. [TXT]</td>
<td>46.47</td>
<td>-6.0</td>
<td>31.29 - 60.47</td>
</tr>
</tbody>
</table>

**Source:** National Golf Foundation

### Information Center

**BRIDGES**
- Continental Bridge: 800-328-2047, www.continentalbridge.com, conbridge@continentalbridge.com
- Excel Bridge: 866-883-7780, www.specmeters.com, sales@specmeters.com
- York Bridge Concepts: 800-969-9202, www.sandtrapper.com, info@sandtrapper.com
- Ingersoll-Rand: 49.16 -1.6, www.ingersoll-rand.com
- Monsanto Co.: 26.31 -15.8, www.monsanto.com
- Syngenta AG: 12.52 -0.4, www.syngenta.com
- Toro Co.: 55.63 -4.1, www.toro.com
- Textron Inc.: 46.47 -6.0, www.textron.com

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