If you can’t beat it, imitate it

By imitating the behavior of Poa annua and seeding more bentgrass, superintendents could beat the notorious pest at its own game.

Lining up financing

Between uncertainty in the industry and lower rounds numbers, funding can be tough to come by unless you know where to look.

ITT acquires Flowtronex PSI

WHITE PLAINS, N.Y. — Global conglomerate ITT Industries acquired privately held Flowtronex PSI Aug. 19 as part of its plan to expand into the golf course and turf irrigation markets. Terms of the deal were not disclosed.

With Goulds Pumps under its corporate umbrella, ITT already has an experienced pump manufacturer. The company expects that its acquisition of Flowtronex will allow it to become a leading provider of pump station and irrigation products to the golf and turf industries.

“ITT recognized that Flowtronex has a leadership position in the golf course and landscape irrigation markets,” said ITT’s Water Technologies Group president Doug Bingler. “Flowtronex is a leader in technology and product development and has excellent manufacturing facilities and processes that fit well into the ITT organization.”

Bingler said ITT is focused on providing a “total solution” for customers.

“ITT has strategic focus on growing the businesses in water supply market segments adjacent to those now served by Flowtronex. From the bottom of a well or reservoir to the point of application, opportunities exist for us to provide all of the necessary components,” Bingler said.

Munis face challenges from many fronts

Environmental Golf changes name, looks to grow

Environmental Golf changes name, looks to grow

ITT acquired Flowtronex PSI

By ANDREW OVERBECK

White Plains, N.Y. — Global conglomerate ITT Industries acquired privately held Flowtronex PSI Aug. 19 as part of its plan to expand into the golf course and turf irrigation markets. Terms of the deal were not disclosed.

With Goulds Pumps under its corporate umbrella, ITT already has an experienced pump manufacturer. The company expects that its acquisition of Flowtronex will allow it to become a leading provider of pump station and irrigation products to the golf and turf industries.

“ITT recognized that Flowtronex has a leadership position in the golf course and landscape irrigation markets,” said ITT’s Water Technologies Group president Doug Bingler. “Flowtronex is a leader in technology and product development and has excellent manufacturing facilities and processes that fit well into the ITT organization.”

Bingler said ITT is focused on providing a “total solution” for customers.

“ITT has strategic focus on growing the businesses in water supply market segments adjacent to those now served by Flowtronex. From the bottom of a well or reservoir to the point of application, opportunities exist for us to provide all of the necessary components,” Bingler said.

Environmental Golf changes name, looks to grow

By ANDREW OVERBECK

Calabasas, Calif. — In a move to consolidate branding and marketing, Environmental Industries has changed its name to ValleyCrest Companies. The company’s golf maintenance division, Environmental Golf, is now ValleyCrest Golf Course Maintenance.

Environmental Industries grew out of ValleyCrest Landscape Nurseries, which was founded in 1949. The company returned to its roots to reflect its comprehensive portfolio of landscape services. The change was made effective Oct. 1.

In addition to ValleyCrest Golf Maintenance, the company is involved in the nursery, tree, landscape and construction management business. The ValleyCrest Companies have more than 7,000 employees and have posted revenues in excess of $600 million.

“Consolidating under one name shows that we are capable of performing any type of horticultural service within one company,” said ValleyCrest Golf Maintenance business development director Terry McGuire. “There is no operational change as far as we are concerned.

We will not reorganize our staff and we will function within the same line of work. From a perception standpoint, however, the name change will bring a lot more value and equity to our company.” ValleyCrest, however, will retain rights to the Environmental Golf name.

Doubling Golf Business in Next 12 to 18 Months

McGuire said he initially resisted the name change because he believed “environmental” was such a powerful watchword in the golf business.

Continued on page 19
DON'T JUST SELECT ZERO-EMISSION VEHICLES.

SELECT A “GEM” OF A COMPANY.

Street-legal*, compact, reliable and affordable. Two-and-four-passenger transports. Short-utility and long-utility beds. Global Electric Motorcars (GEMs) are zero-emission electric vehicles now available from DaimlerChrysler Fleet. GEMs are ideal for short-distance transportation and light-duty hauling. But there’s more to our electric vehicle expertise than innovative products. These are world-class vehicles from a world-class company. We work with upfitters to offer popular specialty vehicles. All models are available with optional soft or hard doors. And Mobile Service and Extended Service Plans are available so that you can tailor your protection coverage and receive on-site repairs, should the need arise.

That’s why we say...

GET IN AND GO.

For more information, visit www.gemcar.com or www.fleet.chrysler.com or call 1-800-999-FLEET.

Global Electric Motorcars, LLC
A DaimlerChrysler Company

* In most states, subject to state licensing regulations.
ClubCorp founder dies at 76

'King of Clubs' pioneered multi-course ownership/management

By DEREK RICE

DALLAS — ClubCorp founder and chairman Robert H. Dedman Sr., who pioneered multi-course ownership and management, died Aug. 20 of an apparent heart attack. He was 76.

Dedman founded ClubCorp in 1957 with the purchase of 400 acres in Dallas on which he developed Brookhaven Country Club, his first golf property. An industry executive once described Dedman as "the Henry Ford of the club management business."

In its 45 years, ClubCorp has grown to a sizable empire, holding $1.6 billion in assets. Internationally, the company holds or operates more than 200 golf courses, country clubs, private business and sports clubs and resorts. Among the jewels in ClubCorp's crown are Pinehurst in Pinehurst, N.C., Firestone Country Club in Akron, Ohio, and Indian Wells Country Club in Indian Wells, Calif.

It was the purchase of Pinehurst from a consortium of banks in 1984 that established ClubCorp as a major resort operator. The Donald Ross-designed course was in a state of disrepair at the time, but Dedman knew the course had high potential, so he invested in restoring it to its status of "St. Andrews of America."

In addition to founding and running ClubCorp until 1998, when his son, Robert Dedman Jr., took over, Dedman was quite a philanthropist. Over the years, he gave more than $77 million to Southern Methodist University, where he had earned his masters of law degree. The law school at SMU was later renamed in his honor.

In a statement, Robert Dedman Jr. spoke of the loss his family, as well as the ClubCorp family as a whole, felt at his father's passing.

"My family is deeply saddened but extremely gratified by the immediate and overwhelming outpouring of sympathy," he said. "And I believe I speak for our extended family of ClubCorp members, guests, business partners and employees when I say we have lost an inspirational leader, a caring mentor and a devoted friend."

Among Dedman's closest friends were Dallas Cowboys owner Jerry Jones and golf legend Jack Nicklaus. Nicklaus and his wife, Barbara, issued the following statement:

"Robert Dedman was certainly the leader in how to make golf work as a business. What he created and built will serve as a model for many others in the industry for years to come. Not only did I enjoy my professional and personal relationship with Robert, but I considered it a privilege to know him and call him a friend."

In his 1999 book, "King of Clubs: Grow Rich in More Than Money," Dedman outlined the role value has played in the business practices of ClubCorp.

"To succeed, you must give value," he wrote. "The value in a club (or whatever else we build or buy) is still the most important commodity we have to sell ... We have always based our 'reason for being' on giving value ... This philosophy of giving value enabled us to get a bigger, more diverse membership base, which in turn added value for our members and employee partners."

First Tee opens Kentucky facility

PINEVILLE, Ky. — After nearly four years in planning and development, The First Tee of Pine Mountain opened in late August.

Located at Wasioto Winds Golf Course, The First Tee facility expects to attract more than 300 youth participants this year. The facility will work closely with local school systems and state and federal agencies to identify and transport youths to Wasioto Winds.

The Hurdzan-Fry-designed facility was built by Earth and Energy Construction. It features an 18-hole course, driving range, chipping and putting practice area and an indoor training facility. There is also a four-hole course for beginners.

The best name in golf course horticultural and landscape services just got better.

Environmental Golf has changed its name to ValleyCrest Golf Course Maintenance. With more than 50 golf courses under maintenance, we're one of the fastest growing companies in the business.

That's because when our clients choose ValleyCrest Golf Course Maintenance, they tap into the extensive construction and maintenance resources of ValleyCrest Companies. With a workforce of 7,000 professionals, 50 years of experience and a company-wide commitment to quality, no company can provide better care.

ValleyCrest Companies include:

LANDSCAPE DEVELOPMENT • LANDSCAPE MAINTENANCE • GOLF COURSE MAINTENANCE • TREE COMPANY

www.valleycrest.com

*ValleyCrest*, "The Workforce of Nature", its logo and its designs are trademarks of ValleyCrest Companies.
Labor Day has come and gone but hard work still remains

Most superintendents look forward to Labor Day because it signals the unofficial end of the summer season. As throngs of golfers begin to thin out and hot weather moderates, the pressure on superintendents usually begins to ease. All that's left to do is concentrate on fall clean-up work.

However, due to the drought conditions that plagued much of the United States this summer, many superintendents are facing the arduous task of fall preparing already stressed turfgrass for winter. For courses in drought-affected areas that stay open year-round, it will be even tougher to maintain playable conditions.

In this month's issue, Kathy Antaya, an agronomist with the United States Golf Association's Green Section, walks us through the difficulties of repairing turf damaged while still obeying water restrictions (see page 7). Her message is clear: courses will have to use alternative cultivation strategies to minimize damage and maximize recovery. Superintendents will have to aerate more delicately, seed more vigorously and apply fertilizer more regularly. More aggressive turf renovation practices will likely have to wait until spring.

This means golfers will have to learn to live with damaged areas and less-than-perfect playing conditions and superintendents will, as usual, bear the brunt of their complaints. Frustration levels are already running high as helpless superintendents realize their untenable situation. "If I could have done something to solve the problem, I would have done it by now," an exasperated superintendent said to me about his inability to minimize the impact drought was having on his course.

Since these conditions do not lead to high job retention rates, it is now more critical than ever to explain specific drought-related difficulties to course officials and golfers. Superintendents need to take the time to communicate and let golfers know what impact the drought is having on the course.

Standing. As Antaya puts it in her article, "compromise will be key."

As you may have already noticed, Golf Course News has an updated design. While the sections and monthly features remain the same, we have changed our typesfaces and improved the layout to make news and information more visible, readable and accessible. The last six months here at GCN have been busy as we have added to and readjusted our editorial content.

Single-year renovation plans provide more advantages

By JEFFREY D. BRAUER

Your parents and grandparents probably gave you much advice, such as warning you about the problems of excessive debt. Remembering the depression, they were financially conservative. However, they also told you, "If it's worth doing, it's worth doing right now," an exasperated superintendent said to me about his inability to minimize the impact drought was having on his course.

Golf course renovation, this advice often collides. Historically, master plans for phased renovation were nearly universal because they kept courses open and avoided large expenses and debt. Since this approach also has pitfalls, I usually recommend to owners who have the ability to borrow money to accomplish as much as they can immediately.

You can avoid many problems by adopting a single-year renovation program as opposed to a multi-year program. Architecturally, a single-year plan often results in inconsistencies in:

• Design. An architect's style changes — assuming the club utilizes the same architect over the long haul.

• Construction. Different contractors have different shaping and construction techniques.

• Play. Older USGA greens play differently than newer ones and suppliers go out of business, so you may not get the same material for greens mix or bunker sand.

• Maintenance. All these problems above may necessitate separate maintenance regimens for every hole. Avoiding these problems will save money in the long term.

Image wise, short-term programs avoid or minimize problems of:

• Construction. Different contractors have different shaping and construction techniques.

• Maintenance. All these problems above may necessitate separate maintenance regimens for every hole. Avoiding these problems will save money in the long term.

• Play. Older USGA greens play differently than newer ones and suppliers go out of business, so you may not get the same material for greens mix or bunker sand.

• Loyalty. As Antaya puts it in her article, "compromise will be key."

As you may have already noticed, Golf Course News has an updated design. While the sections and monthly features remain the same, we have changed our typesfaces and improved the layout to make news and information more visible, readable and accessible. The last six months here at GCN have been busy as we have added to and readjusted our editorial content.

Multi-year renovation plans maximize financial resources

By BOB LOHMANN

When enacting a renovation plan, should courses bite the bullet and suffer the slings and arrows of revenue streams gone completely dry? Or should they spread the work over a few years, thereby testing the patience and loyalty of golfers who are obliged to play temporary greens in the company of bulldozers and sod-cutters?

These are the questions facing course owners who live and die by how, and how well, these questions are answered. It is the job of the architect to help them make the best-informed, most practical decision possible.

At Lohmann Golf Designs, we've done dozens of renovation jobs throughout the United States and Canada, working with all types of facilities. We've been active as we work to further solidify our position as the business newspaper for the golf course industry.

For reprint information on orders of 500 copies or more, please call PARS International at (212) 221-9595, or e-mail jclipt@parintl.com.

Pointwise, visible, readable and accessible.
DEMAND FOR AFFORDABLE GOLF GOING UNMET

To the Editor,

I am writing in response to your editorial on affordable public golf (GCN September 2002), and I wholeheartedly agree that we need more of it. As a golf course architect, I enjoy designing public courses as much as private courses. These courses reach many more golfers and, when correctly designed and maintained, can offer just as much as an experience as an expensive private club.

Having designed many public, municipal and First Tee golf courses, I know first-hand how quickly the courses fill with players and how many more people are able to participate in the sport when public golf is accessible and affordable. This speaks to the need and demand we find in today’s affordable golf sector.

My most recent new course, Providence Golf Course, is one of the most affordable public golf courses in central Virginia. Built on a frugal budget of $2.4 million, we were able to create a beautiful and challenging golf course that looks like it has been there for decades. We left many specimen trees on the site to create a park-like atmosphere. We also worked around wetlands and environmentally sensitive areas to incorporate natural hazards, which added in cost-efficiency as well as added design interest. We only moved 90,000 cubic yards of dirt to build 18 holes.

The land used for Providence Golf Course, (part of which once housed a poorly designed and maintained course) had remained empty for a number of years until funding from a new owner, Buddy Sowers, came in and made the project possible. The greens fees range from $22.50 to $45.00 (including cart), affordable by any standards, and there are rarely any tee times unclaimed.

If more developers would research the demand and profitability of affordable golf courses, this often undervalued niche in the marketplace could flourish.

Sincerely,

Lester George,
George Golf Design
Richmond, Va.

GOLF COURSE NEWS

NEWS POLL

Is it better to spread renovation work out over multiple years or to get it done all at once?

- Stringing out the process really has a long-term effect on customers and their support of your facility. If your facility is down or under construction for too long, they move their habit elsewhere and you may never get them back. Make it short, sweet and complete and you have the best chance of keeping your loyal customer base.
  - Rick Harrington, PGA golf professional, Mohawk Park Golf Club

- Many clubs believe that piecemealing renovations over time is an economical solution. However, reapplying for permits, attracting the same contractor and sourcing the same materials and supplies makes a five-year plan a very costly affair.
  - Jerry Weyer, Jerry Weyer Golf Course Designs

- We spread our project out over two years so that our members and outside guests would have at least nine holes to play on during each year. The owners also had to have part of the course open so they could continue to generate revenue.
  - Michael Kahn, golf course superintendent, River Bend Golf & CC

FERTIGATION

The leader in fertilizer injection - over 1200 systems worldwide

Fast Grow-in
Save $15,000-$40,000 annually
Lease for as little as $195 a month
 Manage
Color & growth
Reduce Labor
Improve Turf quality
Six models, ten capacities
(800) 728-4504
www.turffeeding.com

Call today for a quote or a brochure
Here's a little secret folks in the Snowbelt have known for years: The microorganisms in Milorganite hibernate during winter. So when you apply it in late fall, before the first snow, it won't start releasing nutrients until the ground thaws. You know, when the course is too wet and soft for heavy equipment. Which means your course will be better prepared for the wear and tear of anxious golfers. For details, visit milorganite.com or call 1-800-287-9645.
MAINTENANCE

Ten years later, Squaw Creek still largely chemical-free

BY DOUG SAUNDERS

OLYMPIC VALLEY, Calif. — When the Resort at Squaw Creek opened in 1992, it was hailed as one of the first largely chemical-free golf courses in the country. The course was built during an era when golf courses were under intense scrutiny and suspicion as being toxic polluters, and these concerns forced golf development in California to a standstill.

The Resort at Squaw Creek became a test course for new ideas to control the use of chemical applications as well as promote new course management techniques. To obtain final approval, the developers and governing agencies attempted to address these concerns by compiling a Chemical Application Management Plan (CHAMP) that spelled out a specific turf management program for the golf course to follow. Today the course still functions under these restrictive policies under the direction of superintendent Mike Carlson, who is only the second superintendent to care for this mountain course.

“I had very good knowledge of the course as I profiled its strict environmental policy and approach in my master’s thesis at the University of Wisconsin. The last seven years have been very challenging, but also very rewarding,” said Carlson, who came to the course in 1995 from Butler University.

Continued on page 11

Air Tech rolls out Air Boom sprayer for turf

BY ANDREW OVERBECK

WINTER HAVEN, Fla. — After 12 years concentrating exclusively on the orchard and nursery markets, Air Tech Sprayers has entered the golf course market with its Air Boom sprayer.

The low-volume unit uses a high-speed fan to spray chemicals out of sheer nozzles at speeds up to 180 miles per hour, allowing for greater penetration of the turf canopy and increased plant surface coverage. The nozzles are 24 to 36 inches above the ground and the spray particle size is 50 microns.

“There is very little wind drift or side drift,” said president Dale Schaal. “You can run it right next to houses without worrying about it and use it in windy conditions.”

Air Tech has been field testing the unit this year and is now actively marketing it to golf courses. Superintendent Lars Marohn at Warrior Golf Club in Champaign, Ill., has been impressed with the unit.

“My neighbor at Warrior GC is one of the first largely chemical-free golf courses in the country. It’s great to see new products coming out for our industry,” said Marohn.

Continued on page 10

If you can’t beat Poa annua, imitate it

BY KEVIN J. ROSS, CGCS

Successful sports teams analyze the strength of their opponents and make adjustments to eliminate or minimize that strength. In turfgrass management, we also analyze our strengths and minimize our effects by taking away a component that makes a particular disease thrive (moisture, nitrogen, etc.).

Poa annua? It seems logical that it would.

If you can’t beat Poa annua, imitate it. What makes Poa successful is its amazing ability to produce seed, even at extremely low heights of cut. Bentgrass does not possess the ability to seed at the desired heights of cut used in golf course management. But what if it did have the ability to seed? Would this ability make it more competitive against Poa annua? It seems logical that it would.

Then again, the seeding of Poa annua is a drawback when it comes to consistent putting surfaces. Some drastic measures may be necessary, some work will have to wait and compromise will be key.

Continued on page 9

Editorial Focus: Winter Preparation

East Coast courses face winter prep challenges

BY KATHY ANTAYA, CGCS

Maintenance activities on golf courses throughout the Northeast and parts of the Mid-Atlantic states this fall will be doubly focused on recovery from summer stresses and preparations for winter survival.

The extended drought (with attendant water restrictions) and high disease incidence this summer have dramatically increased the need for regrassing and turf recovery work. Unfortunately, many municipalities face continued water-use restrictions. Without regular fall rains, these ongoing irrigation limitations will compromise superintendents’ efforts to recover turf density and quality.

Alternative agronomic strategies, flexible plans, and good communication with course officials will be needed to accomplish crucial chores. Some drastic measures may be necessary, some work will have to wait and compromise will be key.

Continued on page 9

BEATING THE DROUGHT

Although drought restrictions vary by locality, some regulations provide for supplemental irrigation for non-irrigated putting greens.

Continued on page 10

GOLF COURSE NEWS

Continued on page 11
Pollock staying on top of Eagle Run and Stone Creek courses

By ANDREW OVERBECK

OMAHA, Neb. — Richard Pollock, CGCS, came on board during the construction of Eagle Run Golf Club here in 1989 and has not stopped building since. In addition to Eagle Run, the superintendent oversees the 27-hole Stone Creek Golf Club and a new 270-acre lake project. Local real estate developer Horgan Development Co. owns all three properties. Eagle Run is a nine-hole executive course and a nine-hole par-3 course built within a housing development. The course was developed jointly by owner Bob Horgan, architect Jeff Brauer and builder Bill Kubly.

"It was a matter of coming up with the lots that you needed to have to make the project profitable," said Pollock. "We sent the maps to the engineers, they laid out the housing and we built golf on what was left."

After nine years running that facility, Horgan came to Pollock with the plans for the Grant Wencel-designed Stone Creek.

"He handed me a set of plans and asked me if I thought I could build this," Pollock said. "I said yes and we started moving dirt in May of 1999."

Pollock acted as the general contractor and hired sub-contractors to complete the job. The course opened for play in 2000.

"I hired a shaper and an irrigation installer and we did a lot on our own," Pollock said. "It was my first shot out of the bag for construction management, and getting everyone to work together was the biggest challenge. If you don't keep everyone getting along, they don't move forward very well. It took a while because we had to put in 782 house lots."

The 596-acre project has more than 200 houses already and another 150 under construction. The golf course takes up 221 acres of the property.

"This is high-quality affordable golf," noted Pollock. "Everyone deserves a quality round and Grant [Wencel] went back and forth with our engineers to make sure the golf course would fit."

GOOD SUMMER, GOOD STAFF

Both courses have bluegrass and rye fairways and fescue and ryegrass roughs. Eagle Run features Penncross greens and Stone Creek has L-93 greens. While a large part of the country battled drought damage, Pollock said the course benefited from the hot, dry conditions.

"Hot and dry conditions actually helped," he said. "We have had a lot of wind, so I have sprayed fungicides on the greens only once this year. We have plenty of water from three wells out there."

The two courses are two miles apart and Pollock has two assistants who split time at each facility.

"I am here at Eagle Run at least two times a day," Pollock said. "They bought me a new truck a couple of years ago and I already have 60,000 miles on it."

Between the two courses, Pollock has seven full-time employees and his staff peaks in the summer-time at 39. Pollock, who also fills the mechanic's shoes, attributes much of his success to maintaining a consistent staff.

"My average turnover is five to six years," he said. "I keep a blend of college kids and retired folks so I am never without staff that doesn't know anything."

Pollock attributes his low turnover rate to treating his employees like family.

"I treat them well because they take care of me," he said. "If they have a problem they can come to me and I help them solve it. I have a great team here."

MORE ON HIS PLATE

In addition to thickening turf in the roughs and on lake banks and fixing wet areas that have settled out, Pollock has been busy supervising the construction of a lake at Horgan's Newport Landing.

"We built a recreational boating lake behind a dam," Pollock said. "I picked out the material for the seawall, put in the pumping system and we are putting water in it now."

More projects could be on the way for the busy superintendent.

"Horgan is still building," he said. "There will be more to come."

California courses take different overseeding approaches

By ANDREW OVERBECK

PALM DESERT, Calif. — As golf courses up north shut down for winter, courses in the Sun Belt are gearing up for more play by overseeding their soon-to-be dormant bermudagrass turf.

While every course that overseeds does so to provide green turf for winter play, approaches and techniques are different depending on locations and microclimates. Where is this fact more evident than in Southern California?

Mike Kocour, superintendent at The Springs Club in Palm Desert, Calif., takes a more aggressive approach to overseeding than do the courses closer to the coast.

"We verticut it and scalp it with a flail unit," Kocour said. "Then we get the ryegrass seed down in there," said Kocour. Taking this approach in such a dry area creates dust problems, so Kocour makes sure to water lightly to stay within the state's PM 10 air pollution regulations.

"We have found that a little bit of watering before sweeping and before mowing and dehatching reduces PM 10 issues by 99 percent," he said.

Kocour will close the course for the entire month of October this year. He starts the process in mid-September by spraying the bermudagrass into dormancy. The course will re-open Nov. 3 with a mixture of Palmet, Prelude and Paragon perennial ryegrass in the fairways.

KEEPPING UP WITH THE COMPETITION

Like an increasing number of inland courses, superintendent Kent Davidson at Industry Hills Golf Course in La Puente joined the overseeding bandwagon this year. Previously the course had only overseeded its tees and allowed its bermudagrass fairways to go dormant. The change was made to increase revenues in the winter season.

"With thin and muddy conditions January through March, we decided to make the change and last year was very successful," said Davidson. "The cost of the labor, seed and time was offset by increased play and the satisfaction of our existing players. It is a competitive thing, you have to follow suit if the course down the street is doing it." Davidson estimated that 50 percent of the courses in his area are currently overseeding.

With two courses, Industry Hills has an advantage over other layouts because it can close one down while working on the other.

"We do one course in late September and the other course in mid-October," said Davidson. "The key for us was to minimize our turf renovation. We did just enough to get a good seed bed and get good germination. But we didn't do so much that we damaged the bermudagrass to the point where it won't recover the following year."

OUT ON THE PACIFIC COAST

Courses on the Pacific Coast face a similar situation. With daytime temps in the mid-60s most of the year, bermudagrass at Pelican Hill Golf Club in Newport Beach never really gets that strong. As a result, superintendent Steve Thomas treats it lightly during overseeding.

"We don't get as aggressive as they get in the desert, because if we do it affects our spring transition. We don't want to knock it out," he said. "We scalp it lightly and cut the water back and put on plant growth regulators before we put the ryegrass seed out."

Thomas' main concern this year is lack of precipitation. Since he has clay soils that don't drain well and he irrigates with effluent, salts build up quickly.

"We are coming off the driest year in California history and we need rain to flush our soils because the salt levels in these soils are off the charts," he said. "I am contracting a company to come out and spread gypsum wall-to-wall, which is the best thing we can do right now."

Thomas also has two courses to help in the overseeding process. He closes the South course in September and the North course at the end of October. Each course is closed for two weeks, and then golf cars are restricted to paths for a month. Once the South course is back to normal, he gets to work on the North course. | OCTOBER 2002 | GOLF COURSE NEWS |
improve winter hardiness.

**GETTING OUT OF THE ROUGH**

Since most drought regulations prohibit any irrigation of the rough, timely rain falls will be needed to reestablish turf cover. Overseeding this fall is prudent, despite the probability that inadequate (or untimely) rainfall will limit germination. Broadcast seed at slightly higher rates, then solid tine aerate (shallow and in two directions) to work the seed into the soil. This tactic will minimize playing surface disruption and moisture loss. If it rains, seed is ready. If not, little harm is done and seed may still be viable in the spring.

If various factors make rough seeding a poor choice for your facility this fall, then weed control should be emphasized. Herbicide treatments are very effective in the autumn, provided weeds are actively growing; one adequate rain can rehydrate drought-stressed weeds. Be prepared to treat weeds one day or so following rainfall—keep products in stock, calibrate sprayers ahead of time and pre-calculate tank rates. Finally, plan on more weed control next year, too. Weed populations explode the year after a drought due to turf thinning.

Kathy Antaya is an agronomist for the USGA Green Section's Northeast Region.

---

**BUNKER RENOVATION**

**CASE STUDY #27**

Jack used to struggle with his maintenance budget. He always looked for ways to control costs yet deliver results. Over the years, he implemented many new methods and routines. His bunkers always eluded him.

After most storms, he would spend $1,800 to $2,500 on labor, repairing water damage on his bunkers. Jack was looking for answers to his bunker problem and found a solution that works.

**TOUGH DECISIONS ...**

SERIOUS SOLUTIONS

He turned to an advanced technology from IVI-GOLF. Sandtrapper™ lines the bunker and ends the routine of sand trap maintenance. It prevents washouts, sand contamination and eliminates short renovation cycles.

Jack made the right decision. Now, he spends a lot less money on labor.

This keeps the course owners satisfied and leaves room in the budget for other important items. He's happy to have found a serious solution to his elusive bunker problem.

Stop struggling with tough decisions and contact IVI-GOLF.

We'll send you a product information guide to learn more about Sandtrapper.
Air Boom sprayer

Continued from page 5

the largest tomato farmers on the
East Coast," said Marohn. "When I
saw what one of these sprayers
could do I contacted Dale [Schaal]
and asked if he could develop one
for use on turf."

The Air Boom turf unit has 14- to
18-foot spray booms and features a
low-volume five- to 50-gallon tanks.
As the chemicals are sprayed they are
positively charged with copper ions
to improve efficacy and aid in keep-
ing the tank, nozzles and lines clean.
Air Tech manufactures a trailer type,
three-point hitch for tractors and a
skid mount unit for utility vehicles.
A 24-hp Honda engine powers the
utility vehicle unit. The Air Boom
retails for around $23,000, although
Marohn is cutting deals to get more
units in the market.

LESS IS MORE

"The unit is twice as expensive
as conventional sprayers, but it will
save you 40 to 50 percent in reduc-
tion of chemicals and labor," Marohn
said. "You can fill up one
tank and do seven acres, and it is
designed to spray from one to 10
miles per hour."

Superintendent Fred Biggers at
the 27-hole Wintergreen Resort in
Wintergreen, Va., started using an
Air Tech Air Boom on his course
this year.

"I have nine holes that are all
bentgrass," said Biggers. "We used
to stretch fungicide spraying inter-
vals to three weeks, but I'd get
hammered in the third week. Now
I have tightened that to two-week
intervals at half rates and I have
gotten wonderful control."

Biggers especially likes the speed.
"It has been easy to mix because
it is low-volume and uses less wa-
ter," he said. "We can go five miles
an hour and spray fairways in five
minutes. Spraying is a pain and you
need to get out there before the
golfers get out there. The faster you
can do it the better."
Carlson works within CHAMP guidelines
Continued from page 7

National in Illinois.
The Robert Trent Jones Jr.-designed course is nestled into a meadow at 6,200 feet at the base of Squaw Valley USA ski resort, the site of the 1960 Winter Olympics. Carlson must deal with the grave challenges of a short growing season, freezing temperatures in every month, and severe winters that average more than 500 inches of snow.

The Resort at Squaw Creek received approval in the late '80s after several years of hearings and challenges from environmentalists. The goal of the CHAMP was to make the course as chemical-free as possible through restrictions on the use of herbicides, fertilizers and fungicides. Ten years later, the bold experiment has shown promise, but also has created agronomic problems.

Each spring Carlson deals with a golf course that struggles to survive the substantial runoff from the adjacent ski resort that, in some years, can literally carry away some fairways. Replacing sod on fairways averages $30,000 annually and getting the turf to take in spring is challenging.

"The CHAMP spelled out that we could only use one brand of fertilizer, which is too temperature-sensitive for it to be effective in the early spring temperatures. My biggest challenge is to try to get this course in good playing condition by mid-May to generate income. Even as new and better products have become available in recent years, I have the burden of proving its safety and effectiveness to get it accepted by the review board. After trying to get changes for six years, last spring was the first year that I received approval to use some different products," Carlson said.

To get any alterations to the CHAMP, a review board must approve the requests for change. This board is composed of representatives from the Placer County Environmental Agency, The Sierra Club, Lahontan Water Control Board, Squaw Valley Water District and the Squaw Valley Homeowners Association. Carlson must present proof of economic impact to justify looking for new approaches and then let the group find a consensus to change the program.

Carlson also wages a summer-long battle with dandelions and red clover that he can only eradicate by hand. But this year he obtained permission to try roller applications of Confront and Lontrel as an alternative.

Trying to keep greens healthy without fungicides has led to an aggressive snow-removal program in spring.

"We shovel off the greens as soon as possible, but it is still tough to get soils up to good temperatures until June here. I am hoping to get the opportunity to begin to try some newer products on the greens, but it will take time," Carlson said.

Carlson also battles the golfing public's perception that green is good. He runs a lean program with strict maintenance practices on the fairways, but with no mowing or maintenance of the numerous wetlands that surround the golf course. This makes the course a challenging target course with several forced carries over the wetlands. Greens reach their peak in mid-summer, but the lean approach can't match the deep green look of a golf course that has the freedom to use any product available.

"The real issue for us here is that we continue to produce the best conditions possible under our less chemical program, but it is the public that has to accept that look. This creates an economic factor that can't be ignored," said Carlson.

Having to maintain a golf course under such a restrictive system hasn't become a standard for others to use. But the innovative ideas that shaped the Resort at Squaw Creek have produced some positive results. Most importantly, many of the design techniques used in construction at the Resort at Squaw Creek, including wetland mitigation, the creation of retention ponds to handle runoff, the use of large charcoal filters to cleanse runoff from greens drainage and the careful shaping of fairways to control runoff, have become standard techniques in many modern golf courses.

"This project worried some residents in that it would become an eyesore in the meadow," Carlson said. "Now 10 years later they can see how this course blends into the natural environment. The Resort is now looked at as an asset to the community that provides 600 jobs and has increased land values."

To learn more about why everyone's talking about Pendulum, call 1-800-545-9525 or visit www.turffacts.com.

Always read and follow label directions.

WE DON'T MAKE THE TURF. WE MAKE IT BETTER.

BASF
John Harvey, ASGCA, has joined Albanese to principal. Albanese Inc. has changed its name to Raymond Hearn Golf Designs. Raymond Hearn/Paul Albanese has been a senior designer with the name change is a "formal expression of our shared appreciation." With the RBA Group, a consulting firm, Harvey has worked for Robert Trent Jones Sr., then with Roger Rulewich. With the RBA Group, a consulting firm practicing engineering, architecture, planning and environmental consulting, Harvey will help broaden the capabilities the firm can offer in the realm of architecture. Harvey has collaborated with RBA on several golf course projects in the past, most recently Berkshire Valley Golf Club. The project was completed in mid-September after a three-month, $2.5 million renovation, the resort hoped the project would result in an increase in the number of walking players on the course.

To that end, Kiawah is offering players the option to use walking caddies on the course. One of the driving forces behind the decision to offer caddie services was architect Pete Dye, who oversaw the renovation at the club. Much of the renovation, which began in June, was aimed at making the course more walker-friendly. "Without a doubt, the only way to fully experience the natural beauty and grandeur of the Ocean Course is to walk it," Dye said.

Part of that natural beauty lies in the fact that 10 of the links-style course's holes are not a lot of trees and there is a lot of scrub out there. It reminds me of the heathland courses outside London." Although the land was relatively flat, construction of the layout was anything but easy. "Nebur Golf, which is a partner in the project, built the course. "When we came on in April 2001, nine holes had already been rough shaped by a previous developer," said Davis. "So it was kind of a design-and-build project. We had to deal with numerous wetland issues as they came along. But this was as quick as I have seen a course built, especially considering the environmental issues that we had to deal with. We had to restore 25 acres of wetlands." Stadler, who visited the course numerous times and met regularly with Davis to discuss the design, continued on page 14.

A MAINLY TO PRINCIPAL

PLYMOUTH, Mich. — Raymond Hean Golf Designs Inc. has changed its name to Raymond Hearn/Paul Albanese Golf Course Designs Inc. to reflect the promotion of Paul Albanese to principal. Albanese has been a senior designer with the firm since it was founded in 1996. Prior to joining Hean's firm, Albanese served as associate designer at Matthews & Associates in Lansing, Hean said the name change is a "formal expression of our shared approach to design and our passion for golf course architecture."

HEARVY, RBA GROUP JOIN FORCES

MORRISTOWN, N.J. — A John Harvey, ASGCA, has joined forces with the RBA Group's Golf Services division. Harvey has been practicing golf course architecture for 14 years and formerly worked for Robert Trent Jones Sr., then with Roger Rulewich. With the RBA Group, a consulting firm practicing engineering, architecture, planning and environmental consulting, Harvey will help broaden the capabilities the firm can offer in the realm of architecture. Harvey has collaborated with RBA on several golf course projects in the past, most recently Berkshire Valley Golf Course in Morris County, N.J.

RULEWICH TO EXPAND RTJ GOLF TRAIL

BERNARDSTON, Mass. — Golf course architect Roger Rulewich has been hired by Retirement Systems of Alabama to design two courses, Shannon Valley in Hoover, Ala., and Hunter Pointe in Mussel Shoals, as an expansion to the Robert Trent Jones Golf Trail. These will be the first two courses in the trail that Rulewich, who worked on the other courses with Jones, will design alone.

WEITZ GOLF COMPLETES JUPITER HILLS CLUBHOUSE

TEQUESTA, Fla. — Weitz Golf International has completed construction on the 40,000-square-foot clubhouse at Jupiter Hills Club. The project was completed in just 12 months and came in under budget.

BRIEFS

ALBANESE PROMOTED TO PRINCIPAL

GRANBY, Colo. — Tripp Davis and PGA Tour professional Craig Stadler have teamed to bring what they call "Scottish, heathland-style golf" to the mountains of Colorado. Their course at Grand Elk Ranch & Club opened Aug. 30 and is the centerpiece of the $420 million, 437-acre resort community located 85 miles north of Denver.

For a mountain course, Grand Elk is unique. It sits in the Fraser River valley at 8,000 feet in elevation but the land is relatively flat. "The entire back nine is down in a river valley, so it is low-profile," said architect Tripp Davis. "The front nine has some elevation change and has a little more movement. There are not a lot of trees and there is a lot of scrub out there. It reminds me of the heathland courses outside London."

Although the land was relatively flat, construction of the layout was anything but easy. "Nebur Golf, which is a partner in the project, built the course. "When we came on in April 2001, nine holes had already been rough shaped by a previous developer," said Davis. "So it was kind of a design-and-build project. We had to deal with numerous wetland issues as they came along. But this was as quick as I have seen a course built, especially considering the environmental issues that we had to deal with. We had to restore 25 acres of wetlands."

Stadler, who visited the course numerous times and met regularly with Davis to discuss the design, continued on page 14.

Transforming brownfields into green links

BUFFALO, N.Y. — Contaminated industrial properties or hazardous waste sites often sit idle and abandoned for years in urban and suburban areas around the country. The restoration of these sites, called brownfields, to an environmentally acceptable state must conform to rigid federal and state standards. While such projects can prove costly and time-consuming, they offer tremendous opportunities.

In addition to environmental restoration, there are also economic benefits derived from the conversion of a brownfield. For example, these properties are less costly to acquire if one is seeking an area to be developed into a recreational facility such as a golf course, and brownfield properties often include large parcels of land that are difficult to come by in urban settings. In addition, most states provide monetary incentives and in some instances even grants for brownfield projects.

As a consequence, there has been a recent trend to convert these properties into recreational facilities, particularly golf courses. The development of brownfields into golf complexes offers many advantages, including substantial environmental and economic benefits. Cleanup criteria are less stringent for recreational areas than for residential use. Zoning issues are also eased.

If the property is in an urban setting, the creation of green spaces is usually well-received by planning boards. Finally, turning an idle piece of industrial property into a golf facility adds commercial as well as recreational value to a community.

Brownfields vs. Greenfields

The main difference between a normal parcel of land (sometimes called a greenfield) and a brownfield is the presence of regulated substances in the soil or groundwater. These substances are generally chemicals that were used in an industrial process or the waste products that remained and were determined to be harmful to human health or the environment. Therefore, before the property can be restored, the nature of the substances and the degree of contamination must be determined and any risks mitigated. The approach

Continued on page 14

Hazardous waste to water hazards

CLARK, N.J. — The Hyatt Hills golf complex recently opened on the 87-acre site of a former General Motors bearing plant that had been in operation since 1938.

URS Corp., retained by General Motors, began decommissioning the facility in 1987 for conversion to a golf course and recreational facility. The first step was the preparation of a site investigation work plan to determine the extent of contamination for the aboveground portion of three buildings totaling more than 1.2 million square feet. The investigations uncovered

Continued on page 14
Municipal courses face many challenges

Continued from page 1

"the poster child for failed local enterprise." Built for $6.6 million in the early 1990s, the course suffered from overspending—the clubhouse cost $1 million and one bridge was $300,000—until the course was foreclosed upon in 1995. It has since been purchased by Wilson Golf Group of White Bear Lake, Minn., for $2.3 million.

But for every North Links, there is a Black Gold Golf Club (Yorba Linda, Calif.) or Pennsauken Country Club in Pennsauken, N.J. Both of these clubs have been able to turn a profit and keep local criticism to a minimum. Black Gold, which opened in November 2001, faced some vocal opposition during construction. A group of residents resented the city's spending nearly $24 million on the course, which was a valid concern, according to Eric Lohman, Black Gold's director of golf.

"There were a few people who spoke out openly at city council meetings, and if anybody knows anything about city politics, that's usually the case," Lohman said. "In this instance, they had a valid point, but the city had already spent an awful lot of money on something that may have seemed a bit risky."

Since opening, however, Black Gold has exceeded expectations, Lohman said.

"We had budgeted for 52,000 to 53,000 rounds in our first year, and we're going to end up doing about 60,000," Lohman said. "I think that's really silenced everybody. We haven't heard any complaints in the last seven months, let's put it that way."

Lohman, who has worked for OB Sports and American Golf Corp. in his career, said working for a municipal course is different from any other experience he's had.

"When you deal with city politics, all major expenditures have to be approved by the city council," he said. "There were times when people wanted to see us not succeed, but here, from the first month on, we were able to give money back to the general fund and pay down our debt."

Bob Prickett, general manager and superintendent at Pennsauken CC, has had a similarly pleasant experience. The township of Pennsauken paid $1.2 million for the course, which used to be known as Iron Rock, back in 1981. Today the course, which gets about 55,000 rounds a year, is worth $10 million.

"From day one, it has been in the black and it has made the township extremely happy," he said. "There are no tax dollars involved and there never have been."

The course has made several capital expenditures over the years, build-

Evans begins work on Hurdzan-Fry course

ORLANDO, Fla. — Evans Golf has been selected to build the Dr. Michael Hurdzan-Dana Fry-designed Georgian Bay Club near Collingswood, Ontario.

Evans began work last month on the par-71, 7,223-yard course near the Town of the Blue Mountains, which lies just north of Toronto.

The high-end private course owned by a consortium of developers is scheduled to open in fall 2003. Featuring a mix of rolling countryside and thick bush, the property sits high above Georgian Bay. Three streams and deep ravines run through the property, which lies at the foot of the Niagara Escarpment.

Carolinas Golf Course Superintendents Association

36th Annual Conference and Show

Myrtle Beach, SC
November 18-21, 2002

The largest superintendent show outside the national
Exhibitor and Attendee information: (800)476-4272 or www.egcsa.org
Transforming brownfields
Continued from page 12

used to determine how to clean up the substances varies from site to site and from agency to agency. Once the regulatory framework is established, environmental remediation follows the same basic steps:
- characterization of the site, including a description of its physical properties, sampling and analysis of soils, surface water, groundwater, sediments, and other media suspected of having been contaminated, risk assessments for human health and ecology, and identification of applicable, relevant and appropriate requirements;

Turning hazardous waste into water hazards
Continued from page 12

tures various tee locations that create different angles that make it playable as an 18-hole course. It features bentgrass greens, tees and tree-lined fairways, and as well as a 5.4-acre pond, providing attractive views and a challenging hazard on the seventh hole.

The course consists of two par-3 holes, five par-4s, and two par-5s, with paved golf cart paths throughout. A 1,500-foot, year-round clubhouse serves both the players and the public. It provides a full-service restaurant, pro-shop, lockers, lounge and storage space for electric golf cars.

The New Jersey State Golf Association recently announced that the USGA has given Hyatt Hills a course rating of 69.5 and a slope rating of 130. This makes Hyatt Hills one of the most challenging nine-hole courses in the state.

The Hyatt Hills golf complex earned public approval from the start for remediating a contaminated brown-field site in a cost-effective manner while providing the community with a recreational facility that enhances the area. 

Thomas Fralick

Golf Shirts
$79.50
with your logo
GOLF SHIRTS • CAPS • JACKETS • PANTS • RAINSUITS
CHESTNUT
IDENTITY APPAREL
800-336-8977
www.chestnutid.com

Walkability
Continued from page 12

directly on the Atlantic Ocean shore, while the remaining eight traverse surrounding marshes and dunes. Tommy Cuthbert, Kiawah's director of golf, called many of the changes "substantial," but also pointed to the less obvious changes Dye suggested to draw more walking players to the course.

"Many other changes, including enlarging tee areas to better handle players and caddies and creating walking paths, will make the Ocean Course a much more walkable venue," he said. Players will be charged $40 per bag plus gratuity for the caddie service.

Tom Fazio, Gary Player and Clyde Johnston.

Craig Stadler was "very involved" with the design of Grand Elk, according to architect Troup Davis.

"This spring it was cold and windy and we couldn't get the soil temps up to where they needed to be to start germinating grass," said superintendent Greg Chambers, who oversaw the grow-in and will handle the ongoing maintenance at the club. "This summer has been really dry and windy which has made things interesting. It has been hard to irrigate because the wind is blowing so hard that the irrigation isn't even hitting the ground."

The hard work has paid off however, and the surrounding turf property is humming with activity. Grand Elk LLC has already notched $12 million in home lot sales in its initial offering and is building 26 cottages near the clubhouse to serve as the property's four-star hotel. The developers are also considering building a second higher-end 18-hole facility on property.

Customers who purchase home lots at the four-season resort receive a golf membership at the resort's $35 million marina on Lake Granby, two annual ski passes at Sol Vista or Winter Park, and use of the club's Alpine Club at Winter Park.

Walkability
Continued from page 12

diered. However, the fact that clean-up criteria are more easily met does not mean the clean-up level is lower; it merely indicates that there is a restriction on the use of the property that allows a different risk model to be used.

If the site is to be used as a driving range rather than for residential purposes, for example, a cap can be designed into the development plans that would achieve the necessary separation. The contaminated soil could be placed under a parking lot or a clean soil covet with the driving range built on top. In such an instance, the construction of the golf facility would be an efficient and cost-effective remedial action.

While the expense of remediation is included in the cost of constructing the driving range, the total construction cost will likely be 10 to 20 percent higher than normal. However, the added expenditure will be offset by a lower purchase price for the property or absorbed by an owner who was under an order of consent to clean up the site.

Converting brownfields to golf courses also can offer design advantages. If soil excavation is used for remediation, a pond or topographic feature that will become an eye-pleasing part of the course can be created instead of backfilling the excavation. It is worth considering the use of a lined pond for golf course construction since that would ease regulatory agency concerns regarding groundwater recharge. A lined pond can be used to accept treated groundwater and establish best-management practices for stormwater control and can be used as a source of irrigation water. In addition, if groundwater remediation is required, the layout of tees, greens, and fairways can be used to hide monitoring or extraction wells from the public, reducing any affect the groundwater remediation may have on the recreational use.

Converting brownfield sites to recreational use makes both economic and environmental sense. The added cost for design and construction of a remedy that includes a golf course or driving range is small compared to the total remedial construction cost. In addition to remediating the area at reduced cost, it adds green space to urban areas, provides recreation for the public and, in some cases, may even be eligible for federal and state funds.
Ocean Trails finds long-sought buyer in Trump

Real estate mogul hopes to rival Pebble Beach by repairing holes, building luxury homes

By Derek Rice

RANCHO PALOS VERDES, Calif. — The world’s most famous 15-hole golf course recently gained a bit more notoriety, and its prospective new owner apparently isn’t finished with the property.

Following his offer for the Ocean Trails Golf Course, New York real estate mogul Donald Trump said he plans to repair three holes that collapsed in 1999 and make the course a rival to nearby Pebble Beach Golf Links.

“This is a wonderful piece of property that has been under siege for many years,” Trump told Reuters. “We are going to take care of it and turn it into a championship course.”

Brothers Bob and Ken Zuckerman were within six weeks of opening Ocean Trails in 2000 when they filed for bankruptcy protection. Since May, Credit Suisse First Boston has held title to the property, and had been actively seeking a buyer. Prior to the bankruptcy, the Zuckermans had owned the property since the 1940s.

In addition to repairing the three damaged holes, which separated from the mainland and fell about 30 feet, Trump plans to build 75 luxury homes on the site. However, in order to make the club exclusive and completely private, courses for a total of more than $190 million. Because the majority of those sales came in 2001, the company cautions that the timeframe for liquidation may exceed its estimate.

In its second-quarter earnings report released in late August, GTA reported a net loss of $1.3 million. The company previously announced that it hoped to have no taxable income to report, especially in light of the nearly $22 million in losses it carried forward from 2001.

— Derek Rice

Golf Trust of America liquidation progressing

More complete plan expected after upcoming annual meeting

By Derek Rice

CHARLESTON, S.C. — Golf Trust of America Inc. (GTA) has scheduled its 2002 annual shareholders meeting for Nov. 19 at 9:30 a.m. The meeting will be held at Charleston Place Hotel.

Among the issues to be addressed at the annual meeting is GTA’s continued plan for liquidating its assets. Within the next six to 18 months, the company expects to sell off its remaining 16 courses and wind up its operations. Before this can be completed, shareholders must agree to the plan, which calls for them to receive between $6.61 and $9.43 per share. That estimate is based on the sale value of the company’s remaining properties, as well as its current outstanding debt. This price range remains in line with what GTA had previously announced (GCN May 2002).

Since announcing its plan for liquidation in March 2001, GTA has shed 21.5 (18-hole equivalent) courses for a total of more than $190 million. Because the majority of those sales came in 2001, the company cautions that the timeframe for liquidation may exceed its estimate.

In its second-quarter earnings report released in late August, GTA reported a net loss of $1.3 million. The company previously announced that it hoped to have no taxable income to report, especially in light of the nearly $22 million in losses it carried forward from 2001.

— Derek Rice

Club looks to privatization to ensure steady revenue stream

By Derek Rice

EGG HARBOR, Wis. — With rounds numbers flattening out and in some cases dropping, course owners across the country are looking for ways to increase their revenues or, at the very least, keep them constant.

One way owners and managers are doing this is by converting their semi-private and daily-fee courses to private clubs.

In the case of Horseshoe Bay Golf Club, one of the reasons this became necessary was the short golf season in Wisconsin, combined with the potential for summer Saturday rainouts, according to Orie Milton, director of sales and marketing for the Troon Golf-managed club.

Horseshoe Bay opened in 2000 with a plan to be a semi-private club, offering a limited number of memberships but remaining open for public play. The public play, however, never reached desired levels.

Milton said: “Since opening, the public play has been a real struggle,” Milton said. “After the first season, the owners began discussions about possibly going private. The primary reason being to stabilize revenue flow. With the number of rounds dropping nationwide, that’s a struggle for everyone.”

The club now offers three levels of memberships to accommodate various income levels, as well as to account for seasonal play. Horseshoe Bay also includes a housing development, offering residents the option of buying a golf membership when purchasing their home.
NGP acquisition
Continued from page 1

are also involved with Scottsdale, Ariz.-based Troon Golf. According to Dana Garmany, Troon’s chairman and CEO, Troon’s involvement with the transaction has been minimal.

“We really can’t comment on what we think the Goldman/Starwood guys are doing,” Garmany said. “Since those guys are shareholders and sit on our board, we’ve given them some advice and helped them a little bit with underwriting, but we haven’t done anything more than that and don’t plan to.

“All we’ve really done is tried to show them how to look at certain assets and how to look at certain markets,” he added. “Beyond that, we wish them well because we don’t do what they do, so I don’t think there’s any conflict if Goldman has that and has a part of us as well.”

An anonymous source quoted in the L.A. Business Journal indicated the deal was likely to occur before the end of September. If completed, the subsequent stock buyback would allow Goldman to take the publicly traded NGP private, which would enable the company’s proposed merger with AGC to be completed without opposition.

In April, NGP announced it would merge with AGC and then seek equity investment in the combined company. Large shareholders, including Los Angeles-based Cliffwood Partners LLC and San Francisco-based Farallon Capital Management, have opposed the deal, saying that AGCs debt load would cripple the combined company.

The timing of the deal is crucial for NGP and AGC founder David Price, who in July pledged 3.0 million NGP shares as collateral for AGC’s loans. Price also pledged a second deed of trust on his Mountaintaigle Country Club as collateral. Under the deal, the shares must be replaced with cash by Oct. 15. At press time, the deed of trust was to have been replaced with cash by Sept. 30.

Financing options
Continued from previous page

factors combined with several others have caused industry borrowers and most regional and local banks to cut way back on what they’re willing to loan on a project.”

While Marderosian said he thinks the industry will eventually right itself, for now, borrowers and lenders have to be cautious and creative.

“Our primary focus is to serve developers and borrowers, so it is incumbent upon companies like ours to come up with creative options and to source new, fresh additional capital in order to fund good projects,” he said. “The lack of capital today will really slow down the pace of development in all but the stronger markets. And that’s not a bad thing.”

When seeking financing, Marderosian said, borrowers are most often better served by a company that knows the golf business than by a traditional lender.

“We look under the rocks a whole lot more closely because that’s our expertise,” he said.

One of Clubhouse Capital’s strengths, Marderosian said, is turning troubled assets around, which, unfortunately, could become a larger part of the company’s business in the near future.

There’s going to be many more troubled courses in the next 12 to 18 months,” he said. The company recently foreclosed on a Florida course that was in default.

Trump’s new course
Continued from previous page

Trump will have to petition the California Coastal Commission.

According to Ocean Trails manager Ewa Hyjek, the commission requires the property, which also includes a park and nature trails, to be open to the public from dawn to dusk.

Terms of the deal, which should be finalized later this month, were not disclosed. Trump also owns two high-end private clubs, Trump International Golf Club in Palm Beach, Fla., and Trump National Club in Westchester County, N.Y.

Also not made public was the amount Trump plans to spend to bring Ocean Trails back to its original 18-hole layout. As a measuring stick, according to Reuters, Trump spent $40 million and $30 million improving his Florida and New York courses, respectively.

Marderosian said he thinks the industry will eventually right itself, for now, borrowers and lenders have to be cautious and creative.

“Our primary focus is to serve developers and borrowers, so it is incumbent upon companies like ours to come up with creative options and to source new, fresh additional capital in order to fund good projects,” he said. “The lack of capital today will really slow down the pace of development in all but the stronger markets. And that’s not a bad thing.”

When seeking financing, Marderosian said, borrowers are most often better served by a company that knows the golf business than by a traditional lender.

“We look under the rocks a whole lot more closely because that’s our expertise,” he said.

One of Clubhouse Capital’s strengths, Marderosian said, is turning troubled assets around, which, unfortunately, could become a larger part of the company’s business in the near future.

There’s going to be many more troubled courses in the next 12 to 18 months,” he said. The company recently foreclosed on a Florida course that was in default.

Trump will have to petition the California Coastal Commission.

According to Ocean Trails manager Ewa Hyjek, the commission requires the property, which also includes a park and nature trails, to be open to the public from dawn to dusk.

Terms of the deal, which should be finalized later this month, were not disclosed. Trump also owns two high-end private clubs, Trump International Golf Club in Palm Beach, Fla., and Trump National Club in Westchester County, N.Y.

Also not made public was the amount Trump plans to spend to bring Ocean Trails back to its original 18-hole layout. As a measuring stick, according to Reuters, Trump spent $40 million and $30 million improving his Florida and New York courses, respectively.
BRIEFS

RAIN BIRD PROMOTES TWO
AZUSA, Calif. — Rain Bird has promoted Steve Sakurai and Derek Moffitt within the company’s Golf Division. Sakurai has been named golf structural development manager and Moffitt has assumed responsibilities as Southwest golf sales manager. In his new role, Sakurai will develop support programs and training outlines for key sales, service, distribution and company functions. He will also be responsible for leading Rain Bird’s wireless rotor project. Moffitt will be responsible for product sales growth and development in the Southwest.

CLUB CAR NAMES HAMILTON
AUGUSTA, Ga. — Club Car has named David Hamilton vice president of sales for its Golf America group. Hamilton, who joined Club Car in 1988, was formerly director of sales for the Southeast. In his current position, Hamilton is responsible for golf car sales in Club Car’s direct and distribution channels in the U.S., Canada and Latin America.

HARER MOVES UP AT SRO
CORVALLIS, Ore. — Seed Research of Oregon has promoted Scott Harer to sales manager. Harer has been a regional sales manager for the past three years. He brings 11 years of seed sales experience to his new duties.

DEERE BRINGS IN TRUTTMAN
ALPHARETTA, Ga. — David Truttman has been named national golf sales manager for irrigation, landscape and nursery products at John Deere Landscapes. As national sales manager, Truttman will oversee John Deere OneSource sales, including golf course irrigation equipment, chemicals, fertilizers, seed, sod, and nursery stock and other landscape supplies. Prior to joining the company, Truttman was director of golf development for Landscapes Unlimited in Lincoln, Neb.

CEBECO ADDS DE HART
HALSEY, Ore. — Cebeco International Seeds, Inc. has added Denise De Hart to its turf seed sales and marketing program. De Hart previously worked for the former Roberts Seed Co.

GOLF COURSE NEWS

SUPPLIER BUSINESS

Lastec refocuses on engineering, rolls out 3377T

By ANDREW OVERBECK

INDIANAPOLIS — With competition increasing, articulating mower manufacturer Lastec has spent the last two years refocusing efforts on research and development and product design on both existing and future models.

"We have done a lot in the last two years, and there is more to do," said senior engineering manager Mark Bland. "We have a new hinge pin design, a new self-cleaning radiator and have developed retrofit kits for older models.

Many of the new design features and tweaks in the articulating mower design can be found on the company’s latest mower, the entry-level 3377T. The new zero-turn model is designed for courses with less severe undulations and features four mowing decks, a 77-inch width of cut and a 33-hp air-cooled Kubota turbo engine. A new patent-pending, self-cleaning radiator with reversing fans also makes its debut on the mower. The 3377T will cost approximately $18,000 and go into production this fall.

"We made this a simple design with a commonality of parts so it will be easy to fix," said Bland. "For example, the pulley bearings are the same as the spindle bearings so you can keep fewer parts in stock.

The development cycle for the 3377T marks a renewed focus on quality control and product design.

"The 3377T is a mature product," said Bland. "Five years ago the company probably would have released it last fall. We have done more testing and I am confident that we have gotten all the bugs worked out.

According to Bland, service intervals used to be every 100 hours of service, but intervals now extend to once every season.

"The new technology in the 3377T will eventually find its way into other models," said Bland. In addition to the 3377T Lastec makes the 3696 and 3682 riding mowers and a full range of pull-behind and front deck mowing units.

Monsanto’s business plan unchanged following spin-off

By ANDREW OVERBECK

ST. LOUIS—Following its Aug. 14 spin-off from drug-maker Pharmacia Corp., Monsanto Co. officials said the company’s business plan would remain unchanged.

Monsanto, maker of Roundup herbicides and provider of agriculture biotechnology, will now function as a 100-percent publicly-traded company.

"In terms of our overall business, we have been managed as an independent company since the initial IPO in October 2000," said company spokesman Mark Buckingham. "Our business is focused on integrated solutions built around our Roundup family of herbicides, Roundup Ready traits and seeds and genomics. We are going to keep following that model.

The company spends $500 million annually on research and development for seeds and biotech and needs its genomics business to succeed in order to remain profitable. While 75 percent of the soybeans and 34 percent of the corn is grown with Roundup, the Monsanto’s business plan would remain unchanged following spin-off.

Deere doubles last year’s profits

MOLINE, Ill. — Citing increased sales overseas and higher commercial and consumer equipment sales, Deere & Co. reported worldwide net income of $147.6 million for the third quarter ended July 31, more than double last year’s $71.8 million.

Increased sales for both periods were mainly due to higher overseas sales of agricultural equipment, primarily in Europe, higher commercial and consumer equipment sales and the impact of acquisitions less dividends.

Based on the market conditions, net equipment sales for the fourth quarter are currently forecast to be up 8 to 10 percent from the same period last year.

Toro posts higher net earnings

BLOOMINGTON, Minn. — The Toro Co. has reported net earnings of $21.9 million on net sales of $375.6 million for its fiscal third quarter ended Aug. 2. In the comparable fiscal 2001 period, the company reported net earnings of $16.9 million on net sales of $329.7 million.

Due to new equipment and irrigation products, professional sales were up six percent for the quarter. In both grounds and golf, Toro reported that customers are ordering closer to retail demand reflecting their concerns about inventory. As a direct result of this “just in time” ordering strategy, sales were behind retail levels for most products.

Soil Air resolves patent dispute

CROMWELL, Conn. — Soil Air Technology has resolved its litigation with East Syracuse, N.Y.-based SubAir concerning proprietary and patented subsurface soil aeration and conditioning technology.

A consent judgment has been entered in the United States District Court for the Northern District of New York declaring that David Potts and Soil Air own all rights, title and interest in United States Letters Patent No. 6,018,909, which was issued on Feb. 1, 2000.

"This legal judgment reinforces the fact that our patented technology is already, and always has been, the intellectual property of Dave Potts and Soil Air," said Ed Guider, CEO of Soil Air. SubAir had alleged that Potts, who used to head SubAir, misappropriated its intellectual property (GCN May 2000) when he left the company.

POLARIS EXPANDS UTILITY VEHICLE LINE WITH UTV 1500

The UTV 1500 4x4 is powered by an 18-hp V-twin, air-cooled 4-cycle engine and can carry a payload of up to 1,250 pounds and tow up to 1,000 pounds. The 1500 also features 4-wheel hydraulic disc brakes and front MacPherson struts. The vehicle will be available in early 2003 and will retail for $6,299. For more information, contact: 763-742-0530.

NEW PRODUCT OF THE MONTH

Johannesburg, South Africa — Krones has been awarded an order for the complete filling and packaging line for Jacobs Creek Wines at the company’s own facility in Cape Town, South Africa.

The order involves a high-speed SMO 5200 monoblock filling line for 750 ml clear bottles. The complete line features four Krones monoblocks and two EKFA 6000 packaging units, with a total output of 20,000 bottles per hour.

The facility is scheduled for completion by the end of 2003. The line will enable Jacobs Creek Wines to increase its production capacity by 40 percent.
Monsanto standing on its own
Continued from previous page

grown in the United States is Roundup Ready, Monsanto is facing costly approval delays in Latin America, Europe and India. In addition, Roundup sales have decreased since the product went off patent last year. The company's stock price has halved over the past year and it had to borrow $150 million from Pharmacia Aug. 13 to cover operating expenses. “To maintain success in the next year or two, we need to manage the Roundup business successfully and continue to grow that business and maintain our market share,” said Buckingham.

**ROUNDUP QUICKPRO**
Developing new Roundup formulations, Buckingham added, will be the key to this effort.

Richard Morris, Monsanto’s marketing manager for industrial, turf and ornamental, is working on several new formulations and test marketed Roundup QuickPro this year.

“QuickPro is a new glyphosate formulation that provides quicker visual symptoms,” he said. Instead of waiting from seven to 21 days to see the impact of Roundup, users of the new dry formulation will be able to see visual symptoms in 24 to 48 hours.

Since it is patent-pending, Morris would not divulge what changes were made to the formulation.

“To maintain success in the next year or two, we need to manage the Roundup business successfully and continue to grow that business and maintain our market share,” said Buckingham.

**PLAN TO TAKE A DRIVE.**
All Roads Lead to...

**The Ohio Turfgrass Conference and Show**
December 9–12, 2002
Greater Columbus Convention Center • Columbus, Ohio

Sponsored By:
Ohio Turfgrass Foundation
The Ohio State University
Ohio State University Extension
Ohio Agricultural Research & Development Center

**2002 Conference & Show Highlights**
- Expanded Educational Program
- Discounted Group Rates
- Exciting New Social Events
- Doorprizes and Contests
- CEU and Re-Certification Credits
- And More

**OLCA**
LAWN CARE ASSOCIATION

OLCA 2002 Conference & Show}

**Soil Air lawsuit**
Continued from previous page

There are more changes to come at Lastec, both in product testing and manufacturing. The company is building a test track at its engineering headquarters in Indianapolis that will do accelerated life testing and impact load testing. Lastec's manufacturing facility in Lizton also received an upgrade as plant manager Dave Bayless improved efficiency and implemented lean manufacturing practices. Production on the new line began in late August.

**LASTEC'S 3377T**
Continued from previous page

There are more changes to come at Lastec, both in product testing and manufacturing. The company is building a test track at its engineering headquarters in Indianapolis that will do accelerated life testing and impact load testing. Lastec's manufacturing facility in Lizton also received an upgrade as plant manager Dave Bayless improved efficiency and implemented lean manufacturing practices. Production on the new line began in late August.

**FULL NEW PRODUCT PIPELINE**

While Lastec is currently in the middle of a model year update, Bland did hint that new products were on the way. The company currently only makes models for mowing roughs - whether or not Lastec will expand to making a fairway model remains to be seen.

In the meantime, Bland is confident that recent measures to shore up product and design quality will keep Lastec ahead of its larger competitors in the niche articulating mower market.

“If we continue to focus on listening to the customers and improving products, it will be tough to keep up with us,” he said. "The goal in a niche market is to stay ahead of the pack."
GOLF COURSE NEWS
CLASSIFIEDS

To reserve space in this section, call Anne Washburn 207-846-0600, ext. 230

SERVICES

Bird and Bat Houses
• Over 100 Items
• Free Catalog
• 800-326-2807
• www.coveside.com

Coveside Conservation Products

Score a HOLE IN ONE with a Classified ad in Golf Course News
Find the results you are looking for!
Call Anne for more information. 207-846-0600, ext. 230

POND & LAKE LINERS
PVC • HDPE • EPDM • RPP
Hypalon • Turf Reinforcement Erosion Control
• Over 20 years of Experience
• Installation Services
Colorado 800-524-8672
Texas 888-546-4641
California 877-578-5000
South Dakota 800-861-2201

www.coloradolining.com

CONCRETE CART PATHS & CURBING
Endebrock-White Company, Inc.
Specializing in worldwide
• Removal of existing cart paths
• Installation of concrete cart paths and concrete curbing
Call today for more information!
5480 Ocean Ave., Bldg. A., Suite 5D
West Palm Beach, FL 33404
800-891-5030
Est. 1946

GOLF COURSE CONSTRUCTION
Construction Company is seeking qualified persons to join our growing team. Project Managers, Job Superintendents, Irrigation Superintendents and Shapers. Must be willing to travel. Fax resumes to 512-327-8169 or online at www.golfworksin.com

CAREER OPPORTUNITIES

PGA Employment Services
Complimentary Assistance for Hiring
PGA Professionals
“Golf’s Leaders in Managing Your Business and Growing the Game”
PGA Employment.com
1-800-314-2713

PUBLIC GOLF COURSE FOR SALE
LOCATED IN NORTHWEST GEORGIA.
NICE EIGHTEEN HOLE GOLF COURSE
WITH DEVELOPMENT THAT HAS GREAT POTENTIAL FOR A GROWING COMMUNITY.
CALL DOUG AT
706-657-3616 OR SEE AT
WWW.AIRCASTLEGOLF.COM

HOW TO ORDER A CLASSIFIED AD
RATES: $90 per column inch (25-35 words, including a bold headline). Each additional 1/4 inch is $30. If ordering a logo, please indicate and include an extra $45; for a blind box, please indicate and include an extra $20. All line ads must be prepaid. All rates are per insertion. A minimum 2X insertion is required. For more information, call Anne Washburn at 207-846-0600, ext. 230. To place your classified ad, mail this form with enclosed payment to:

Golf Course News, Attn: Anne Washburn
106 Lafayette Street, PO Box 997, Yarmouth, ME 04096
or fax to: 207-846-0657

Your Name
Company Name
Address
City/State/Zip
Daytime Phone
Fax
Email

Logo
Blind Box
Payment enclosed, or Charge to my credit card Visa/MC Exp. date
Am Ex
Exp. date
Signature

Env'l Golf now ValleyCrest
Continued from page 1

course industry.

"I have become more comfortable with the decision," he said, "because in the last six to nine months I have seen how this [name change] can benefit golf. I am getting leads from all divisions in our company.

"When I joined the company I didn't know what the construction side or commercial landscape side of ValleyCrest did," he continued. "Now when we go to bid on a homeowners association for common ground maintenance or landscape construction, if there is a golf component attached we can bring that service to the community and have one bill and one mobilization fee. There are a lot of efficiencies that we can provide by lump-summing or turnkeying the project under one company.

ValleyCrest has set up teams that are traveling throughout ValleyCrest's top territories to bring business developers together from all of the different units to jump-start networking and information sharing.

McGuire said he expects the changes to yield stronger growth in the golf maintenance department.

"We have 40 courses right now and we would like to double that in the next 12 to 18 months and then double it again two to three years from then," he said.

The company's latest acquisitions include such high-end facilities as Bonaventure Resort and Country Club in Weston, Fla., Pelican Hill Golf Club in Newport Coast, Calif., and Oak Creek Golf Club in Irvine, Calif.

The company will continue to look at growing around its existing clusters of golf courses, but recognizes that breaking into new markets will be tough.

"Our target markets are the Northeast, the Mid-Atlantic, Florida, Texas, California, Nevada and Arizona and Michigan," said McGuire. "We will continue to look at clusters because of the efficiencies they provide. It is hard to break into a new market unless it is a multi-property deal or we have an existing ValleyCrest subsidiary.

ITT buys Flowtronex PSI
Continued from page 1

the equipment," Bingler said. "It could start with ITT pumps on a Flowtronex pump system, then treating or conditioning with Flowtronex's Integrated Water Management tools, as well as distributing the water for turf irrigation requirements."

The slowdown in golf course construction has not diminished ITT's positive outlook on the market.

"Any economic slowdown is worrisome," said Bingler. "However, ITT recognizes the golf business as being very dynamic with over 16,000 courses in the United States alone. All of these courses represent opportunities."

While Flowtronex's personnel, technology and manufacturing capacity will help ITT grow in the golf and turf market, ITT will provide improved pump engineering and design capabilities.

"ITT brings expert resources in pump design, application and distribution as well as manufacturing processes, metallurgy and advanced material science," Bingler said.

Dallas-based Flowtronex PSI has 269 employees and will post revenues of $50 million this year. ITT Industries manufactures advanced technology products and generated $4.7 billion in 2001 sales.
Organic Nitrogen Fertilizer

A favorite among golf course superintendents, Milorganite organic nitrogen fertilizer is naturally slow-releasing, non-burning, iron-rich and easy to use. Its slow-release formula provides nitrogen over an eight to 12-week period and is developed with the essential micronutrients greens and fairways need for growth and color.

Please call 1-800-304-6204 to speak with a customer representative, or visit our web site for more information: www.milorganite.com

For Better Results. Naturally.

Call Anne Washburn for details:
207.846.0600 x230

Quality Rotary Mowers
For A World That Isn’t Flat

Send your advertising message to over 24,000 subscribers for a little more than a penny each.

Call 317-808-0787 to locate the LASTEC distributor or dealer nearest you.

Call Anne Washburn for details: 207.846.0600 x230

Send your advertising message to over 24,000 subscribers for a little more than a penny each.

Call Anne Washburn for details: 207.846.0600 x230

Try Our Woods!
Custom Timber Bridges
One-stop shop for design/build services, from innovative designs to on-site construction.

Quality Rotary Mowers
For A World That Isn’t Flat

Send your advertising message to over 24,000 subscribers for a little more than a penny each.

Call 317-808-0787 to locate the LASTEC distributor or dealer nearest you.

Call Anne Washburn for details: 207.846.0600 x230

Quality Rotary Mowers
For A World That Isn’t Flat

Send your advertising message to over 24,000 subscribers for a little more than a penny each.

Call 317-808-0787 to locate the LASTEC distributor or dealer nearest you.

Call Anne Washburn for details: 207.846.0600 x230
### National Golf Rounds Played*

<table>
<thead>
<tr>
<th>Region</th>
<th>July</th>
<th>Y.T.D.</th>
</tr>
</thead>
<tbody>
<tr>
<td>New England</td>
<td>-6.6%</td>
<td>-2.4%</td>
</tr>
<tr>
<td>Middle Atlantic</td>
<td>-7.5%</td>
<td>-0.7%</td>
</tr>
<tr>
<td>East North Central</td>
<td>-3.0%</td>
<td>-8.2%</td>
</tr>
<tr>
<td>West North Central</td>
<td>-4.5%</td>
<td>-8.3%</td>
</tr>
<tr>
<td>South Atlantic</td>
<td>-2.3%</td>
<td>0.5%</td>
</tr>
<tr>
<td>East South Central</td>
<td>-4.9%</td>
<td>-4.2%</td>
</tr>
<tr>
<td>West South Central</td>
<td>-0.9%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Mountain</td>
<td>-4.4%</td>
<td>-2.1%</td>
</tr>
<tr>
<td>Pacific</td>
<td>-2.0%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

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

Source: Golf Datatech

### Golf Course News STOCK REPORT (9/6)

<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>57.10</td>
<td>-13.0</td>
<td>52.78 - 79.59</td>
</tr>
<tr>
<td>Bayer AG (BAY)</td>
<td>21.63</td>
<td>-14.2</td>
<td>20.74 - 36.00</td>
</tr>
<tr>
<td>BASF (BF)</td>
<td>39.95</td>
<td>3.8</td>
<td>27.15 - 46.85</td>
</tr>
<tr>
<td>Century Garden and Pet (CENT)</td>
<td>14.25</td>
<td>-5.0</td>
<td>6.60 - 18.49</td>
</tr>
<tr>
<td>Deere &amp; Co. (DE)</td>
<td>46.60</td>
<td>10.9</td>
<td>33.50 - 49.98</td>
</tr>
<tr>
<td>Dow Chemical Co. (DOW)</td>
<td>29.93</td>
<td>3.7</td>
<td>23.66 - 38.67</td>
</tr>
<tr>
<td>Golf Trust of America (GTA)</td>
<td>2.14</td>
<td>-20.1</td>
<td>1.71 - 8.24</td>
</tr>
<tr>
<td>Ingersoll Rand (IR)</td>
<td>38.29</td>
<td>-0.2</td>
<td>30.40 - 54.40</td>
</tr>
<tr>
<td>Lesco Inc. (LSCO)</td>
<td>10.85</td>
<td>-9.6</td>
<td>6.10 - 12.26</td>
</tr>
<tr>
<td>Monsanto Co. (MON)</td>
<td>17.16</td>
<td>12.9</td>
<td>13.20 - 37.90</td>
</tr>
<tr>
<td>National Golf Properties (TEE)</td>
<td>10.52</td>
<td>-8.1</td>
<td>4.30 - 19.50</td>
</tr>
<tr>
<td>Syngenta AG (SYT)</td>
<td>11.49</td>
<td>13.1</td>
<td>8.50 - 13.20</td>
</tr>
<tr>
<td>Textron Inc. (TXT)</td>
<td>37.60</td>
<td>-4.6</td>
<td>11.29 - 53.60</td>
</tr>
<tr>
<td>Toll Brothers (TOL)</td>
<td>25.25</td>
<td>10.15</td>
<td>12.93 - 31.80</td>
</tr>
<tr>
<td>Toro Co. (TTC)</td>
<td>58.15</td>
<td>10.2</td>
<td>39.00 - 62.75</td>
</tr>
</tbody>
</table>

### Year-To-Date Golf Project Activity (Monthly Change)

<table>
<thead>
<tr>
<th>Category</th>
<th>Proposed</th>
<th>New</th>
<th>Additions</th>
<th>Total</th>
<th>In Planning</th>
<th>Proposed</th>
<th>New</th>
<th>Additions</th>
<th>Total</th>
<th>Under Construction</th>
<th>Proposed</th>
<th>New</th>
<th>Additions</th>
<th>Total</th>
<th>Completed</th>
<th>Proposed</th>
<th>New</th>
<th>Additions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pro</td>
<td>385 (-4)</td>
<td>67 (+1)</td>
<td>452 (+3)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IN Planning</td>
<td>393 (-12)</td>
<td>68 (-2)</td>
<td>461 (-14)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Under Construction</td>
<td>366 (-19)</td>
<td>176 (-7)</td>
<td>542 (-26)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Completed</td>
<td>154 (+32)</td>
<td>82 (+14)</td>
<td>236 (+46)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: NGF

### Renovation Numbers

The National Golf Foundation's monthly Golf Project Report numbers do not include courses classified as reconstructions or renovations. This year to date, 58 renovated/reconstructed courses are under construction and 16 courses have opened.

### We Grow Profits

Looking for the best people in golf to help grow your bottom line? The PGA of America offers you the industry's most utilized employment referral service at no cost! Take advantage of CareerLinks, the largest database of PGA Professionals and make your search easier with our compliments. 

Start at www.pgaemployment.com or utilize the support of our nine regional career consultants by calling 1-800-314-2713.
While Some Fertilizers Make It Seem Like You’re Baling Hay,

Ours Is Saving You Bundles.

POLYON® controlled release fertilizers give you consistent long-lasting performance without surge growth, saving you time and money.

Most fertilizers perform well immediately after application. In fact, they work a little too well, often resulting in surge growth that keeps mowing crews busy and golfers complaining.

Only POLYON fertilizers have the patented polymer technology that provides gradual, predictable feeding for months at a time. This unique nutrient delivery system means you can get by with fewer fertilizer applications each year, saving you bundles of money on materials, labor and equipment.

So, instead of cutting grass, start cutting costs with POLYON controlled release fertilizers. After all, your success is based on turf quality, not quantity.

Ask for POLYON fertilizers formulated for your area from Harrell’s or Simplot distributors, or call Pursell Technologies Inc. at 800-422-4248 ext. 7411 for a sales rep near you.
We salute course builder Louis Miller, long-time Penncross specifier.

In the early sixties, The Monarchs rock group reached number one nationally with *Look Homeward Angel*. The Monarchs are still playing gigs, and I still play bass for them as I did then. Penncross was 8 years old when we topped the charts, and I'm pleased to say Penncross still tops the charts as the best-selling creeping bentgrass of all time.

As a certified golf course builder for 9 years, I still specify Penncross for 95% of greens I build or rebuild. Penncross takes extremes of cold, heat, traffic, plus wear and tear of daily spiking and ballmarks. Plus, Penncross adapts to various superintendents' management styles.

Why do I still specify Penncross? It has been where other bents are trying to go.

©2002 Tee-2-Green Corp.