

# GOLF COURSE NEWS

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## INSIDE

### Study shows mixed results

The first annual report from Golf 20/20 delivers good news on some fronts, bad news on others .....3

### Fungicide lineups expanding

Bayer ES has moved forward with a combined product line and BASF will launch new products .....18



Photo: Freddy Bird

#### BUILDING A GOLF DESTINATION

With construction of the Tom Weiskopf-designed Falls Course, Lake Las Vegas Resort, a \$4 billion development south of Las Vegas, is looking to become a major destination for golf in the Southwest. The resort already boasts two Jack Nicklaus-designed courses and may add as many as three more courses in coming years. See story on page 11.

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PERIODICAL

## POINT

Bill Rose of Turf-Seed squares off with Don Suttner of Monsanto and Bob Harriman of Scotts on Roundup Ready turfgrass fields in Oregon.

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## COUNTERPOINT

## Scotts ready to round up GMO turfgrasses

By A. OVERBECK

MARYSVILLE, Ohio — With clearance from the Oregon Department of Agriculture to grow Roundup Ready creeping bentgrass in a special control area, the Scotts Co. is one step closer to bringing the first of many genetically altered turfgrass varieties to market.

In addition to the Roundup Ready creeping bentgrass that it has de-

veloped with Monsanto and Rutgers University, the company is working on low-mow bluegrass and several disease-resistant turfgrass varieties. The company will use its proprietary "gene gun" gene-insertion technology to create the new varieties.

"We are looking at the next-generation products for turfgrass," said Dr. Bob Harriman, vice president of biotechnology for Scotts.



Dr. Lisa Lee shows off Scotts' "gene gun" technology.

The company acquired the gene gun technology in 1995 and decided to produce Roundup Ready varieties first because it was a

universally accepted and proven technology.

"One hundred and thirty million acres of crops are

Continued on page 9

## Management companies increase marketing focus

By DEREK RICE

Faced with flat rounds numbers and increased competition in many markets, management companies, many for the first time, are needing to rethink the way they sell and market their properties.

For example, Scottsdale, Ariz.-based Intrawest Golf recently launched a pilot program at The Raven Golf Club at South Mountain. The new sales process Intrawest is test-driving involves identifying the individual strengths and weaknesses of each of its properties and then matching those strengths with customer segments to create customized golf products that address specific customer needs.

"We aren't fixing some-

thing that's broken," said Jim Lancott, Intrawest's director of revenue maximization. "We're shifting our resources and our tactics to enable our golf properties to better serve the wider range of customers that make up the core of their businesses."

At South Mountain, Intrawest reviewed client

Continued on page 15



Mike Kelly

## The First Green of Wash. gets off the ground

By ANDREW OVERBECK

SPOKANE, Wash. — A grassroots educational effort aimed at introducing high school agriculture students to the golf industry is starting to pay dividends here in Washington State.

The program, The First Green of Washington, matches 120 high schools that have adopted golf turf management curriculum together with local golf courses for field trips and hands-on experience.

The First Green has been in existence since 1997 and has continued to grow over the years, integrating curriculum from the Future Farmers of America

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## P.B. Dye builds \$1.5M Buck's Point GC

By A. OVERBECK

LIBERTY, Ind. — After eight years of work, P.B. Dye is set to open his own golf course here on the shores of Brookville Lake in eastern Indiana.

Dye and his partners, longtime construction superintendent Mike Davis and high school buddy Jack Harris, have teamed up to develop Buck's Point Golf Club for a meager \$1.5 million.

Dye is leasing the land from Brookville Enhancement Partners, which has a 100-year lease on the 350-acre property from



The 534-yard, par-5 fifth hole at Buck's Point Golf Club

the Indiana Department of Natural Resources. The 18-hole public course is now the centerpiece of a development which already includes an established

Continued on page 3



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# IGM faces lawsuit in N.J.

By ANDREW OVERBECK

EMERSON, N.J. — Meadowbrook Golf's growing contract maintenance division, International Golf Management (IGM) has hit a roadblock in New Jersey, losing five contracts in the state over the last year.

While portfolio fluctuations are a normal part of the contract maintenance business, these losses have been punctuated by two lawsuits. Emerson Golf Club's owners United Properties Group (UPG) filed suit against IGM in April seeking damages for lost revenues and reconstruction costs due to deteriorating maintenance conditions. IGM also has filed suit against Battleground Country Club in Tennent for nonpayment of amounts owing.

In the Emerson lawsuit, club officials and lawyers for both sides declined to comment for this story, but the allegations state that IGM "improperly irrigated, fertilized and otherwise improperly maintained Emerson and allowed its condition to deteriorate to such a point that the course was rendered unsuitable for use by golfers."



Scott Zakany

As a result of the poor conditions at Emerson, UPG decided to close the course in September 2001 and shift play to its sister course, Valley Brook Golf Club in Rivervale. The lawsuit said this situation caused UPG to lose revenues because they were forced to rebook outings at Valley Brook at the reduced fees charged at Emerson. As a result, the owners allege both courses suffered damaged reputations and conditions at Valley Brook suffered from heavy play. Both courses are still charging reduced rates this season to drive play back to the layouts.

According to Scott Zakany, executive vice president for IGM, the poor conditions at Emerson GC were due to poor construction.

"Last summer was a tough summer in New Jersey with heat and rainfall," he said. "We lost three greens because they were 85 to 95 percent Poa annua. The rest of the course was in great shape. These greens don't drain, they are bowls. When they don't drain they stay saturated. When you have saturated cool-season grass baking in the sun with poor drainage, you can't water it."

"They lost greens for several years prior to IGM coming on property, and they lost them again this year after IGM ended the relationship with the course," Zakany added.

## P.B. Dye doing his part for affordable golf

Continued from page 1

resort, restaurant and marina.

"I was brought in eight years ago to look at the property," said Dye. "Then I got diagnosed with cancer and took a two-year hiatus from the golf world. But we got back going on it in 1999 and I brought Jack Harris in to operate and manage the project."

Harris and Davis are major keys to the development of Buck's Point. Both have made five-year commitments to the project and bring valuable experience along with them. Harris, who has been in upper management at steel and paper mills for the past 35 years and is a master machinist, is handling the general manager and mechanic duties and Davis, who has worked with Dye since 1987, is overseeing construction and is the superintendent.

Once the course was approved in July 2000, Harris quit his job in North Carolina and moved to the area to begin construction on the course with Dye. They broke ground in November and the last seed hit the ground a year later. Despite a wet spring, which temporarily flooded the seventh and 11th holes, grow-in is almost complete. All 18 holes are scheduled to open this month.

The wide-open, 7,104-yard course sits on rolling land and offers outstanding views of the lake. The course has Pennlinks bentgrass from tee to green and a mixture of fescue, ryegrass and bluegrass in the roughs.

"I built the best golf course on the piece of land that I could and just kept going," said Dye. "It is a very playable design. But there are a couple of par-3s out there that are tougher than yacht's braid. Once this thing

gets fully-grown in there will be no hay in play. I hate hay. We want to have people find the golf ball and play it. I tried to create as big

a playing surface as I could. This is just a good old farm golf course."

Part of the secret of the low development costs were the scaled back construction methods used to build the course. The greens are all topsoil and less than 250,000 cubic

yards of earth were moved to form the layout. Dye also brought in his own shapers and equipment from other jobs to piece the construction of the course together.

Other cost cutting measures included using used Rain Bird irrigation heads that were bought for \$5 a piece and buying mostly used equipment.

"We have one brand-new piece of equipment," said Davis. "The rest I have bought used. This winter I found a tine seeder for \$160 and a five-gang pull-behind mower to use during grow-in for \$150. Jack is such a good mechanic that anything I buy, he can fix."

Dye is out to prove that quality golf can be built for less.

"I didn't approach this project any differently, but I built it for half the price. We are trying to build a very inexpensive 18-hole golf course," he said. "The market will support low greens fees and we will come in below \$40, including golf cart and range balls. We want people to go out there, beat the ball around and have fun."

With more than 1.2 million people visiting the lake every year, Harris is confident that the course will succeed. "We are less than one hour from Cincinnati and the lake attracts people from Indianapolis and Dayton, Ohio," he said. ■



The sixth green at Buck's Point.

Photo: Andrew Overbeck

"Now they are pointing the finger and allege the conditions cost them lost revenue."

IGM assumed maintenance duties for Emerson and Valley Brook in February 2001. Meadowbrook Golf had managed both of the clubs since 1998.

UPG's suit also claims that Meadowbrook was negligent in not imparting "its actual

and imputed knowledge of the agronomic, horticultural and maintenance condition of Emerson and Valley Brook to IGM so that the course could be properly maintained."

The lawsuit is scheduled for arbitration and the court was due to select an arbitrator by the end of August.

Continued on page 8

## N.Y. course recovers quickly from activists' vandalism

By ANDREW OVERBECK

JERICHO, N.Y. — In a communiqué issued July 31, the Animal Liberation Front (ALF) took responsibility for vandalizing three greens at The Meadow Brook Club, the host of the Senior PGA Tour's Lightpath Long Island Classic, which was held the first weekend in August. The damage, however, did not disrupt the tournament.

The vandals struck sometime during the night of July 29, digging holes with shovels on the second, fourth and fifth greens. The green on the par-3, 195-yard fourth hole suffered the most damage with an 18-inch wide by one-foot deep hole dug around the cup right in the center of the green.

"We found the damage at 5:30 a.m. Tuesday morning," said superintendent John Carlone. "We had holes two and five fixed and back into play that morning but we had to close the fourth green." All 18 holes were ready to go for the tournament by Friday.

On the fourth green, Carlone's crew took sod from the back of the green and placed it over the damaged section. They then patched the back of the green with

sod from their on-site nursery.

As a result of the damage, the tournament's pro-am was shortened to a 17-hole event and the fourth hole was shortened for the competition.

"We reduced the size of the hole so they could hit shorter irons," said PGA Tour media official Dave Senko. "Instead of 195 yards it was 150 yards. Otherwise, we proceeded as normal."

Carlone planned to nurture the turf following the tournament.

"Over the long-term I will grow these patches back in raising the height of cut and doing some light liquid fertilization applications to make sure they heal as quickly as possible," he said.

According to the ALF's communiqué the group targeted The Meadow Brook Club because one of its members has ties to a firm that conducts animal research. The vandals apparently entered the 270-acre property at one of the most remote areas, three-quarters of a mile from the clubhouse and one mile away from the maintenance facility.

The Nassau County Police Department's Special Investigations Unit is handling the case.

## Construction down, participation up, according to first Golf 20/20 report

By DEREK RICE

PONTE VEDRA BEACH, Fla. — Gone are the boom days of the 1990s, when new course openings were at an all-time high.

New course openings are becoming fewer and farther between as the industry tries to adjust to new participation levels, according to the

YEAR	NO. OF COURSES	OPENINGS	% INCREASE
1998	14,444	407	2.9
1999	14,887	443	3.1
2000	15,357	470	3.2
2001	15,709	352	2.3
2002*	15,994	285	1.8

\*projected

Source: Golf 20/20

first annual Golf Industry Report from Golf 20/20, which takes a look at the state of various aspects of the game.

In fact, the report concludes, fewer courses are being planned and opened now than at any time in the last decade, and an increasingly smaller percentage of those being planned and opened are public-access courses.

The increase in the number of courses in recent years have gone from 3.2 percent in 2000 to 2.1 in 2001 percent. The projected increase this year is only 1.8 percent. However, given no change in rounds played from 2000 to 2001, the average number of rounds per course went from 33,737 in 2000 to 33,000 in 2001.

Last year also saw the closing of 32 courses, five of which are scheduled to reopen in the future. Of the remaining 27,

22 closed for financial reasons, while the others closed for either environmental reasons or because they were designated by a public entity for public use, such as

a highway. Where these courses have closed, the land has been used for everything from schools to housing developments. Twenty-five of these 27 courses were daily-fee and two were municipal.

However, all the news in the report was not gloomy. Among the other findings are:

- The number of participants rose from 36 million in 2000 to 37.1 million in 2001, which meets the industry's objective of adding one million participants (defined as someone five or older who has played at least one round of regulation golf or used an alternative facility or golf range in the last 12 months) per year from 2000 to 2020. On the other hand, the number of golfers (someone 18 or older who has played at least one round of regulation golf in the last 12 months) increased only slightly, from 25.4 million to 25.8 million.
- Studies in 2001 indicate an increase in the number of occasional golfers (one to

Continued on page 18



## Is anyone listening to the battle cry for affordable golf?

While the tone of Golf 20/20's first annual Golf Industry Report is upbeat, there are several disturbing trends that emerge from the data.

Two are not so surprising, new golf construction is down and rounds played numbers remain as flat as a two-by-four. No shocker there.

But there are more troubling statistics. Construction numbers are not only down, but, of the courses that opened, an increasingly smaller number of them are public access. The number of public courses opening still far outnumbers private courses, but the trend is unnerving just the same. When you combine those numbers with the fact that all of the 27 courses that closed permanently in 2001 were either daily-fee or municipal layouts, the alarm goes off.

I thought the industry was supposed to be focusing on providing more affordable, public-access golf – not less.

At the conclusion of last year's



Andrew Overbeck, editor

Golf 20/20 conference the message was clear: we need more affordable golf courses to grow the game of golf. The American Society of Golf Course Architects and others have certainly pushed the message and put a plan into action to promote

the need for more affordable golf, but clearly more needs to be done.

Watching ill-advised, high-end, country-club-for-a-day courses struggle in today's market has likely poisoned the desire of any developer to build a lower-end public golf facility. If you can't make money at \$75 a round, how the heck can you make money charging \$30 a round, right? Wrong.

Take a look at the front page of *Golf Course News* this month. Architect P.B. Dye just wrapped up work on a \$1.5 million, 18-hole golf course in Indiana that offers outstanding golf for \$38 a

round including range balls and a golf car.

Sure, a number of things worked in his favor. He's leasing the land, did the construction work himself and largely used his own equipment.

But the lesson here is the strategy he used. Dye built as high-quality a golf course as the market conditions could bear. Then he took a number of smart, cost-cutting measures to reduce the construction expenses even further.



The bridges at Buck's Point GC were constructed from the decks of old tractor-trailers.

Except for one machine, all the maintenance equipment is used. All the Rain Bird irrigation heads were purchased used for \$5 a head. The course was designed to fit in with the land and thus just 250,000 cubic yards of earth

were moved. The greens were constructed out of a topsoil mix and they used only four truckloads of sod to lay one strip around all greens and some of the bunkers.

The most brilliant cost-saving move involves the course's bridges. Instead of building steel I-beam structures, they purchased tractor-trailer decks from a Cincinnati scrapyard for \$500 apiece. With the steel and wood decking already in place, they saved a ton on materials and labor costs.

All of these steps do not detract from the beauty or playability of the golf course. The well-designed course was meant to be rustic, but it still provides great golf, and that's all the golfing public wants.

Is this possible at every new golf course? No, of course not. And there is still a market for high-end golf. But there are hints here that could help developers make affordable golf pay off.

The message is still clear: Keep the golf course simple, and as Dye said, let the golfers "go out there, beat the ball around and have fun." Now the industry just has to convince developers to listen.

### POINT

## Open pollination presents clear dangers

By BILL ROSE

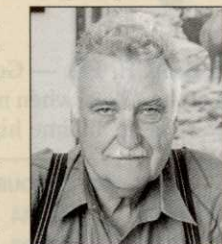
The recent approval by the Oregon Department of Agriculture (ODA) of a control area to produce open pollinated creeping bentgrass in Jefferson County is a surprise considering the volumes of evidence presented on the dangers of this experiment.

Dr. Tom Hodges of Purdue University and senior author on seven patents specifically related to hybridization of grasses, submitted the following information to ODA director Phillip Ward for the recent hearing held in Jefferson County:

"I am writing regarding the transgenic bentgrass field trial by Scotts/Monsanto in Jefferson County, Ore. As you know, this trial involves open-pollinated bentgrass that contains the Roundup herbicide-resistance gene. Although I am a strong advocate of genetic engineering, this particular project is extremely dangerous because pollen escape to other grasses has a high probability of causing the development of herbicide-resistant grassy weeds as well as the fertilization of related *agrostis* species. This could have disastrous effects on the turfgrass seed industry because of the contamination of genetically engineered seed with non-engineered grasses as well as the lack of control of herbicide-resistant grassy weeds in all crops including the row crops such as corn, wheat and soybeans. If this trial is allowed to proceed, the damage it could cause is considerable, and this damage will give the anti-biotech forces major ammunition in their fight against all genetically engineered crops."

This letter states the fears I have on this project.

Genetic modification of crop plants for the production of not only food and fiber, but also energy, pharmaceuticals, and structural products is the future of agriculture. However, the Willamette Valley is prevented by statute from participating in genetically modified bentgrass, even if the transgenic bentgrass is male sterile. Male sterility is obviously not understood despite testimony pre-



Bill Rose

Continued on next page

### COUNTERPOINT

## Roundup Ready control area addresses concerns

By BOB HARRIMAN and DON SUTTNER

One of the biggest challenges in maintaining a desirable, uniform bentgrass fairway is the infestation of annual bluegrass or *Poa annua*. Removing *Poa annua* with herbicides is difficult because herbicides also can harm the bentgrass. The alternative is to keep the unsightly bluegrass alive and viable as golfing turf, otherwise the superintendent is dealing with brown spots, bare ground and dissatisfied customers or club members.

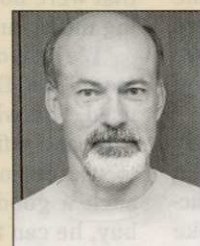
The Scotts Co. and Monsanto are developing Roundup Ready creeping bentgrass, improved through biotechnology to withstand treatments of Roundup Pro herbicide. The ability to use Roundup Pro without harming the bentgrass would allow superintendents to control *Poa annua* and any other weeds in their fairways with just one herbicide. It has the potential to significantly reduce or eliminate the use of several herbicides, fungicides and fumigants that managers now use to manage annual bluegrass.

The Roundup Ready technology in creeping bentgrass is the same technology that has been used successfully in agriculture for nearly a decade. More than 100 million acres of Roundup Ready soybeans, corn, cotton and canola will be harvested this year around the world.

Dozens of experiments with Roundup Ready creeping bentgrass in laboratories and greenhouses, which began in the mid-'90s, led to regulated and contained field trials conducted at test plots throughout the United States. Based on that research, which demonstrates the safety and efficacy of Roundup Ready creeping bentgrass, we have petitioned the USDA for deregulation of this product. We will also be submitting the necessary information to



Bob Harriman



Don Suttner

Continued on next page

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## GMO danger

Continued from previous page

sented at two hearings and countless other presentations.

To attempt once more to get an understanding of the two programs, I hereby make a comparison between a mule (male sterile) and a stallion horse (open pollinating). Mules can do everything the stallion can do, except reproduce. Conversely, the stallion horse will breed all like horses, spreading his genes wherever he can find a willing mate. This "stallion" cannot be fenced in.

This is the situation in Jefferson County with its history of bentgrass production, which assures volunteer bentgrass plants exist throughout the area. These volunteers, plus the native bentgrasses will be recep-

tive, and become resistant to Roundup and therefore be very difficult to kill. It is easy to predict large problems for the production area: The export market will be lost, the turfgrass seed production for Turf-Seed will be plowed, and all grass seed produced will be suspect and at least require a costly genetic test.

This experiment will benefit a few (400 to 500 acres of production), while risking that produc-

tion area's markets for turfgrass seed, and jeopardize the future of genetically modified grasses.

All things considered, Pure Seed Testing is emphasizing its program to produce naturally glyphosate tolerant varieties of turfgrass. Those on the market today are Aurora Gold hard fescue, Pure Gold and Tomahawk RT tall fescue. These varieties offer all the advantages of genetic modification by using

genes already present in turfgrasses, without the problems of open pollinated genetic modification.

Pure Seed Testing along with HybriGene, Inc. is working on genetically modified turfgrasses for the future. The emphasis will be on trait improvements not only for herbicide resistance, but disease resistance leading to a reduced use of fungicides, insect and pest resistance, drought

and stress tolerance and growth habit. All these traits will be incorporated with male sterility to ensure good gene stewardship and eliminate the possibility of pollen escapement into surrounding crops. ■

*Bill L. Rose is president of four companies, Turf-Seed Inc., Roselawn Seed, and Tee-2-Green Corp. located near Hubbard, Ore., and biotech company HybriGene Inc., based in Rhode Island.*

## Plan in place

Continued from previous page

the U.S. Environmental Protection Agency to clear the use of Roundup Pro on Roundup Ready creeping bentgrass.

Both Scotts and Monsanto take stewardship issues very seriously. That commitment extends from research to end-use on courses. The professionalism of golf course superintendents is one of the primary reasons our companies chose creeping bentgrass to be the first variety of grass developed through biotechnology. We recognize that the turfgrass seed industry is concerned with the potential for cross-pollination, seed scatter and seed mixing among varieties. We are aggressively addressing this by ensuring that Roundup Ready creeping bentgrass seed production is isolated from the Willamette Valley in western Oregon, where most of the world's bentgrass seed is produced.

We asked the Oregon Department of Agriculture (ODA) to establish a control area to keep the production of creeping bentgrass seed developed through biotechnology separate from conventional creeping bentgrass. In July, the ODA established an 11,000-acre control area in Jefferson County, 100 miles to the east and on the other side of the Cascade Mountains, which will be a formidable barrier to any pollen transfer to the conventional seed production area.

The arid surroundings greatly diminish the likelihood that any bentgrass plants could survive outside the control area. Finally, our stewardship plan includes a specified area for seed production, dedicated combines, processing equipment and extensive monitoring. ■

*Bob Harriman is vice president of biotechnology at the Scotts Co. and Don Suttner is regional technical development manager at Monsanto.*

GOLF COURSE NEWS

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## BRIEFS

### WOODHEAD HEADS BACK TO GCSAA

LAWRENCE, Kan. — The Golf Course Superintendents Association of America has hired R. Scott Woodhead, CGCS, as director of membership. Woodhead, who served as president of the GCSAA from February 2000 to February 2001, rejoined the association after serving as the director of golf course operations for the City of Dickinson, N.D. At the GCSAA he will be responsible for all membership recruitment and retention activities, the association's service center, the certification program, association governance and the golf championship held in conjunction with the annual conference and show.



Scott Woodhead

### ENV'L GOLF TEAMS WITH HORTON

CALABASAS, Calif. — Environmental Golf has formed a joint venture with environmental consultant and golf course agronomist Ted Horton, CGCS, of THC Consulting. Under the terms of the agreement, Horton will partner with Environmental Golf to share expertise on environmental stewardship, indigenous landscaping, and habitat protection at Pelican Hill and Oak Creek Golf Courses in California. He also will work on strategic business planning and project support.



Ted Horton

### CHARLTON JOINS INDIAN LAKES RESORT

BLOOMINGDALE, Ill. — Daniel Charlton has been appointed superintendent for the two 18-hole courses at Indian Lakes Resort. Prior to this post, Charlton was the assistant superintendent at Bob O'Links Golf Club in Highland Park. The resort's two courses were originally designed by Robert Bruce Harris in the late 1960s and early 1970s. Rick Jacobson started a redesign of the facility last year. The four-year, \$6 million project is part of the \$20 million renovation of the entire resort. The first nine holes of the new west course opened in August.

## Drought, heat and fire ravaging Mountain West

By KEVIN J. ROSS, CGCS

EDWARDS, Colo. — The western part of the United States, in particular the Mountain West, is suffering through its worst drought in more than 150 years. Water supplies throughout many areas are at critically low volumes and the prognosis doesn't appear to be getting any better.

Along with this drought came the worst fire season in decades. Major wildfires have been occurring throughout the west with Colorado and Arizona getting hit particularly hard. As of mid-summer, Colorado already had seen its worst wildfire year on record.

The impact on golf facilities has been dramatic. Water availability may be the most difficult problem facing courses to date. Most of the Mountain West depends largely (70 percent) on snowpack to fill ponds, reservoirs and rivers. After a year of below-normal snowpack and above-average temperatures and windy conditions, there is very little water to go around.

Kevin Cahalane at Telluride Golf Club has gone from using up to 1,750 gpm

in the spring to only 450 gpm during the summer to water his entire golf facility. "They will probably make a call on the water in the river soon and if that happens we will be able to water greens and tees only, and all resort/homeowner irrigation will be eliminated," he said.

Another example is the completely redesigned and renovated Snowmass Club near Aspen. As of press time, the club was debating whether to start seeding or to hold off until next year because of the low water supply.

"There is just not enough water in our streams to supply what's needed for a



Dillon Reservoir in Summit County, Colo. is down 35 percent.

Photo: Karen Ross

grow-in, and it appears that the situation is getting only worse," said project manager Al Ogren.

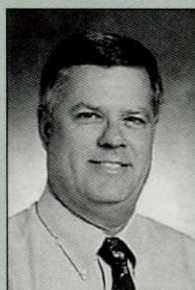
Another factor in the water supply equation is the demand for domestic use. Most golf courses own water rights from

Continued on page 10

## Postemergence crabgrass control improving

By T.L. WATSCHKE, Ph.D.

The herbicidal possibilities that exist today for the postemergence control of smooth crabgrass are vastly improved compared to 12 to 15 years ago. There is still no silver bullet in the marketplace, but the potential for a single application with high efficacy is possible.



T.L. Watschke

The challenges involved in the process are proper timing (stage of growth of the smooth crabgrass), the addition of appropriate adjuvants, and possible sequential applications. Continued research is necessary to fine-tune the use of these newer materials to provide end users with consistent and highly efficacious programs for the control of smooth crabgrass.

One of the most important ingredients in controlling crabgrass, regardless of herbicidal tactic, is to have as competitive a turfgrass stand as possible. Crabgrass cannot invade and compete unless it has space.

In addition to needing space, crabgrass seedlings need light. The shade provided by a dense turfgrass stand can compromise the competitive ability of crabgrass seedlings. Thus, proper fertilization programs, particularly with respect to nitrogen rate and timing, can influence the ability of crabgrass to compete. At times,

Continued on page 10

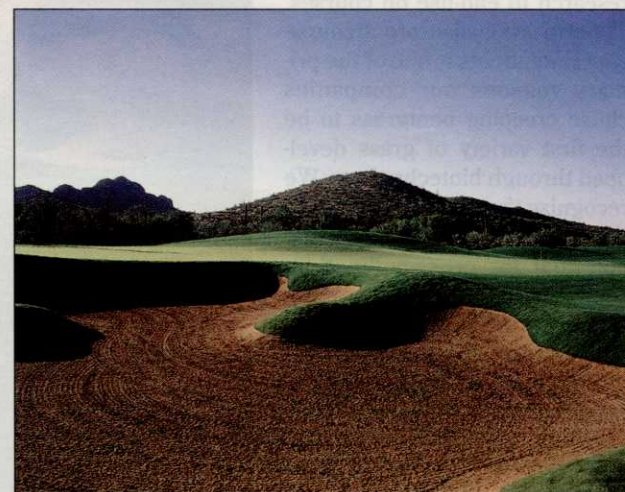
## Champion bermudagrass quickly becoming top dog in Arizona

By D. HUBBARD

HIGLEY, Ariz. — Over the last 15 years, as golf in Arizona's Sonoran desert has developed into an international attraction, the demand for premium-level golf courses has pushed bentgrass greens beyond their reasonable limits to cope in the desert.

In its five years at three Arizona golf facilities, Champion has proven its claim as the bermudagrass that most closely mirrors bentgrass in appearance and performance, while withstanding the ravaging from the dry summer heat.

As scores of high-end golf properties convert to such hybrids as Tifdwarf and TifEagle, Champion is the ultradwarf of choice at Superstition Mountain Golf Club, The Pointe Hilton Golf at Lookout Mountain, and the Omni Tucson National



The 10th hole at the Lost Gold course at Superstition Mountain

Golf Resort.

While maintenance philosophies and practices vary from one club to the next, everyone agrees that Champion is "high maintenance." Of course, the most notable advantage is the return to more normal irrigation practices. Though Champion may require more attention, maintenance crews

Continued on page 10

## Delhi's course wins Audubon nod

DELHI, N.Y. — The Delhi College Golf Course has been certified as an Audubon Cooperative Sanctuary by Audubon International. The course is the 15th in New York to become certified.

The college's student chapter of the Golf Course Superintendents Association of America, with assistance from the course's assistant superintendent Vivian Walker, initiated Delhi's certification process in 1998. The 18-hole course serves as an educational lab for the college's two- and four-year pro-

grams in golf and turf management.

"This certification justifies the hard work of the college and the community members who have kept the program going for the past four years," said Dominic Morales, Delhi's applied sciences and recreation dean and member of the course's Audubon advisory board. "Besides offering village residents, golfers and visitors the opportunity to enjoy wildlife in a unique setting, the Audubon program also has provided an interesting facet to the college's programs."



## TOOLS OF THE TRADE

### Witcraft beating drought at Musket Ridge GC

By ANDREW OVERBECK

MYERSVILLE, Md. — True to its name, Musket Ridge Golf Club sits on ridge here 2,200 feet above sea level one hour northwest of Washington D.C. The course, designed by Joe Lee, had its grand opening May 10 and longtime superintendent Douglas Witcraft has been on board since the grow-in began in spring 2001.

While Witcraft wouldn't trade the stunning views of the Blue Ridge Mountains to the west and Catocin Mountain to the east, the location does present some agronomic challenges.

"We get wind up here every day," said Witcraft. "Now that helps us in drainage and keeping fungal diseases down, but water conservation and usage is a big concern."

Musket Ridge pulls water from two wells that feed two ponds on the property that provides ample irrigation supply. This year, however, has been especially dry in Maryland and the state has required courses in the area to reduce water use by 10 percent because it is facing 10- to 15-inch rainfall deficits.

"We are required to monitor monthly readings and report them to the state quarterly," said Witcraft. "So far we have reduced water use about 15 to 20 percent. That largely has to do with the fact that we are using wetting agents and that we are no longer growing in the golf course."

Witcraft has put down two eight-ounce

applications of Brilliance wetting agent on the greens and tees at the course, which has L-93 creeping bentgrass from tee to green. The roughs are a mix of fescues and bluegrasses.

While he has lost some areas in the roughs and has to hand-water high spots on the fairways, Witcraft has saved water and labor with wetting agent applications on greens and tees. With just 12 people on staff, that is a huge labor savings.

"We gave it a shot this year and it seemed to help greens and tees a lot," he said. "It has held up well in the heat and we have not had to send guys around syringing. That cuts down on labor costs."

Witcraft has been so impressed with the performance, that he is adding enough wetting agents into next year's budget to cover fairways. He also plans to topdress problem areas on the largely clay soil fairways this fall.

#### ADDING ANOTHER NINE

Besides the other normal fall maintenance activities, Witcraft may also be busy working on an additional nine holes.

"Joe Lee has already designed it, the permits are in place and we are just waiting for the go-ahead from the owners," he said.

Witcraft is looking forward to being on-site for the actual construction this time and hopes it will help improve shortfalls he has noticed on the original 18.

"The way the contours in the fairway



Douglas Witcraft and his goose dog, Abby

## WITCRAFT'S TOOLS

**GREENS MOWERS:** 10 Jacobsen 522

**TEE MOWERS:** 2 Jacobsen Triplex Greens King IV

**FAIRWAY MOWERS:** 2 Jacobsen 3400

**ROUGH MOWERS:** 2 Jacobsen

**RIDING BUNKER RAKE:** 2 Smithco Super Star

**TURF UTILITY VEHICLES:** 11 Carryalls, 3 Cushman

**VERTI-CUT REELS:** 3

Jacobsen

**AERIFIERS:** 2 Cushman GA 30,

2 Ryan

**TOPDRESSERS:** 2 Turfco

**REEL GRINDER:** 1 Express

Dual

**BED KNIFE GRINDER:** 1

Anglemaster

**IRRIGATION**

**PUMP STATION:** Flowtronex, 2,100 gpm

**IRRIGATION SYSTEM:** Toro Osmac

**GOLF CAR FLEET:** 80 Club Car electric

**FLAGSTICKS:** 36 Standard

**COMPUTER & ACCESSORIES:** 2

Dell

**PRIMARY HERBICIDE:** Trimec Bent

**PRIMARY INSECTICIDE:** Delta Guard

**PRIMARY FUNGICIDE:** Banner Maxx

**PRIMARY SLOW-RELEASE FERTILIZER:** Nutralene

**CANNOT LIVE WITHOUT:** Water



The eighth hole at Musket Ridge Golf Club

**TOTAL SQUARE FOOTAGE OF MAINTENANCE BUILDING:** 6,800

sq. ft.

**ANNUAL ROUNDS OF GOLF:** 30,000

**NORMAL GREEN SPEED:** 8'

run, water doesn't get to the drains quick enough," said Witcraft. "So we have gone in and done detail work because the final grading was not done well in places."

The new nine holes will run adjacent to the existing 18 holes on the 200-acre property. The 27-hole complex will then be set up as three individual nines that players can combine any way they want on any given day. The course has trees, but is a more links-style layout with plenty of room to recover. Though there are elevation

changes, they are all downhill so the layout is easily walkable.

With 27 holes, Witcraft said the owners hope to draw more play in from Baltimore and Washington D.C., and perhaps even the commander in chief.

"We are four miles as the crow flies from Camp David," he said. "Some secret service people and the president's valet have played, and we hope to one day get the big boy [President Bush] out here."

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## Roundup Ready control area aims to prevent contamination

By ANDREW OVERBECK

MADRAS, Ore. —The Scotts Co., Monsanto and the Oregon Department of Agriculture (ODA) have established an 11,000-acre control area for the production of Roundup Ready creeping bentgrass to protect against the danger of cross-pollination with conventional creeping bentgrass.

Four hundred acres of the genetically altered turfgrass will be planted this fall in Jefferson County, which is more than 110 miles away from the country's primary bentgrass production region in Oregon's Willamette Valley.

"We feel really good about the safeguards that have been put in place that will protect conventional production," said ODA spokesman Bruce Pokarney. "The whole point was to tighten down any possibility of cross pollination of conventional bentgrass, which is grown exclusively, at this time, more than 100 miles away on the other side of a major mountain range."

Dr. Kevin Turner, director of seed research and production for the Scotts Co. will oversee the control area.

"We started working with the state of

Oregon 14 months ago, making presentations on this technology and our projects," he said. "One of the things that came out was the concern over outcrossing into other species and *agrostis* varieties. However, studies show that the levels of out-

### CONTROL AREA GUIDELINES

- Conventional bentgrass cannot be grown less than a quarter mile from the Roundup Ready creeping bentgrass.
- All field borders, roadside ditches and banks of waterways will be hand-weeded for 165 feet on the outside of the bentgrass fields to prevent outcrossing.
- A seed-cleaning plant will be located within the area.
- The plant will only clean Roundup Ready creeping bentgrass.
- Seed will be harvested with a dedicated combine.
- Seed will be put into sealed containers for transport from the field to the cleaning plant.
- Processed seed will not leave control area except in sealed commercial containers.
- The seed will be distributed directly to golf courses from the control area.
- Straw containing the seed will be burned.
- Any leftover stands of turf will be watered to promote growth and then killed with a herbicide and shallow tilled.
- The next crop planted in the field will have to be one that can be sprayed with a herbicide that is effective on Roundup Ready creeping bentgrass.
- Fields will be rotated every three to four years.

crossing are very, very low."

As a result of the concerns, however, Turner worked with the ODA to create the control area guidelines to insure against any contamination (see box).

"We will have dedicated seed cleaning plants and equipment, and will monitor the production fields," Turner said. "We have a multi-faceted plan to manage the

fields and prevent outcrossing."

As a further control measure, growers will have 10 percent of their pay held in an interest-bearing escrow account until May 31 following their last harvest to guarantee that the crop has been properly removed and planted in the prescribed manner.

"The stewardship program is much more demanding than any program I know of anywhere," said Ron Olson, the managing director of grower cooperative New Era Seed that has been set up to produce seed in the control area. "The performance bond is a good thing because it makes growers comply with all the stewardship requirements and quality specifications that need to be addressed."

### OBJECTIONS OVER SAFETY

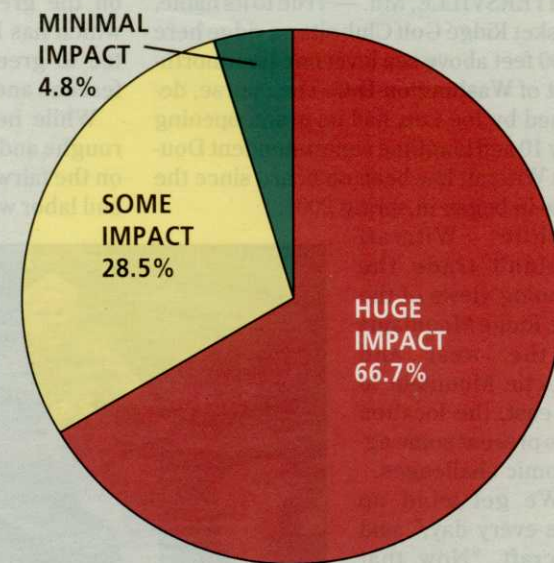
Bill Rose, president of Tee-2-Green and primary detractor of the Roundup Ready control area, is still not satisfied with the stewardship measures.

"I can easily predict disaster for open pollination," Rose said. "As a result of this control area I expect to see genetically-altered turfgrass banned in the United States. My goal is to try to not get it banned."

While he views the ODA's decision to allow the control area as a setback, Rose is still pressing forward with his own plan

## GOLF COURSE NEWS POLL

WHAT IMPACT WILL GENETICALLY MODIFIED TURFGRASS HAVE ON THE EASE OF GOLF COURSE MAINTENANCE?



❖ Genetically modified turfgrasses will be just one more tool available to superintendents, especially with golf course superintendents being asked to take on more and more off-course responsibilities.

— Frank A. Rendulic, CGCS, Kittyhawk Golf Club

❖ I think we must be very careful in doing this and not jump the gun before all research and potential for a negative impact is determined.

— Larry Livingston, superintendent, Camp Creek Golf Club

❖ Disease will not be eradicated so the super's job won't change fundamentally. Turf quality on mid- to low-end courses will improve. A good super is too busy now (and if he or she is not, their crew is too large), and will have no trouble finding other things to do in their pursuit of quality within budgets.

— Tom Isaak, president, CourseCo Inc.

to develop herbicide resistant turfgrass that is male sterile. Rose said sterility could be demonstrated as early as the end of this summer. From there, commercial production of the seed could occur within three years. ■

## GMO turf moving closer to reality

Continued from page 1

being produced with Roundup Ready technology," said Dr. Kevin Turner, director of seed research and production for Scotts. "It seemed like the most appropriate first project. The next step was deciding which species should be our target. Helping golf course superintendents take care of *Poa annua* in bentgrass was the obvious project to work on."

Developing Roundup Ready creeping bentgrass, however, was relatively easy because it involved altering just one gene. Inserting drought tolerance or disease resistance will be more complicated and expensive because it will likely involve altering multiple genes.

"Biotechnology is in the Model-T phase," said Harriman. "The Roundup Ready gene can be proved very quickly, but developing disease resistance is much harder and will take longer."

Looking to the future, Harriman said developing disease, insect and drought resistant turfgrass is the ultimate goal.

"If we think about the stresses that lead to decline and how we can change that, the possibilities from a performance and aesthetic standpoint and a cost reduction

standpoint are impressive," he said.

While the goal of Roundup Ready creeping bentgrass and other genetically altered varieties are to make the superintendent's job easier, it will not replace agronomic knowledge.

"With Roundup Ready, superintendents are going to have an opportunity to focus on taking care of the grass that they predominately want," Harriman said. "They can improve the overall health of the course because they are not sacrificing bentgrass conditions for *Poa annua*. In theory they also will use less water, insecticides and fungicides."

### ROUNDUP READY DEMAND

Scotts will begin planting 400 acres of Roundup Ready creeping bentgrass in Jefferson County Oregon (see story above) this fall and will be ready to harvest its first crop of seed in July 2003. Turner expects the fields to yield 200,000 pounds of seed, but Scotts will not be able to sell the product until it is approved by the United States Department of Agriculture's Animal Plant Health Inspection Service. The company expects a final decision on the application by late 2003 or early 2004.

Once approved, Roundup Ready creeping bentgrass will first be available as a fairway turfgrass variety. Data is still being collected on its ability to function on greens, but a greens-specific variety will be released in the next two to three years, said Harriman. The fairway variety can be sprayed with Roundup at 32-ounce per acre rates.

Wayne Horman, director of seed sales and marketing, estimates the initial market for Roundup Ready creeping bentgrass at 2,000 to 3,000 courses.

"Of the 11,000 cool-season courses in the country, approximately 27 percent have bentgrass fairways," he said. "Bentgrass greens represent 80 percent of the courses. While taking greens out of play to convert them is not the easiest thing to do, fairway conversions and even ryegrass fairway conversions to eliminate gray leaf spot concerns are the target markets."

While the market for Roundup Ready creeping bentgrass rather small, Scotts is treating it as an important first step on the road to other genetically altered varieties.

"Will this technology pay for itself? We are hopeful," Harriman said. "Do we know for sure? Not even close. But Scotts is confident that this will be an important first product with hopefully more to come." ■

## IGM lawsuit

Continued from page 3

In the Battleground lawsuit, IGM has filed suit against the club for payment of \$300,000 in maintenance fees that it has yet to receive.

Club officials and lawyers for both sides declined to comment, but that case is headed for mediation and could be decided as early as the end of August.

As for the other New Jersey contracts IGM lost last year, maintenance at Glenwood CC in Old Bridge was taken over by Environmental Golf, and maintenance at Bear Brook GC in Newton was brought back in house by new owners Gale and Kitson.

"No one likes to lose anything," Zakany said. "But when someone under bids you trying to get business, or someone sells a course, or someone owes you a substantial amount of money, those are difficult business decisions. But they have to be made in terms of what's best for the company."

"Emerson was the only course we lost because of maintenance conditions," he added. "I am sure it will be resolved when it comes out and we'll be fine." ■



## Educational program paying off

Continued from page 1

in 1999 and holding numerous fundraising events. Last fall, the Washington State Golf Association (WSGA) assumed the administrative role for the program that reaches close to 10,000 students across the state.

"Our 90,000 members recognize that in order move the game of golf forward we need to create awareness that golf courses are a positive place in the community and the environment," said John Bodenhamer, executive director of the WSGA.

Jeff Gullikson, superintendent at Spokane Country Club, has been instrumental in the development of the program.

"This is an opportunity for courses to give back," he said. "It gives the teacher a resource that is close by and golf as a game provides a hook for students because they get to take a cool field trip and learn about golf."

Gullikson hosted six high schools last year at Spokane CC and had students from three of those schools design annual planting beds, grow the plants and plant them in the spring.

"They have greenhouses at the high schools," said Gullikson. "The project not only had relevance to what they were doing in class, but also provided a connection to the community."

Gullikson also adds in educational sessions during the field trips.

"I did a section on fertilizer differences, how to measure and weigh them and how to read label instructions," he said. "We also did some sprinkler experiments to see how water drains in different soils. There are plenty of teachable moments."

The field trips always end with a little golf. At Spokane CC, Gullikson has an extra par-3 hole that he rotates in and out of play and he lets the students have hole-in-one contests.

"I cut 18 holes in the green, but out of 100 kids, no one came within 50 yards of the green," Gullikson said. "But it was a great exposure to the game of golf. Thirty of the kids had never even been on a golf course before. Now they can call themselves golfers."

### LABOR BENEFITS

While the primary motivation behind the program is educational and community service-oriented, superintendents are utilizing the best students as seasonal employees.

"Since they are in a vocational program I can hire them at 16 and 17 years old and they can operate power equipment," said Gullikson. "Over the last two years, I have hired six students and they are great employees. They are motivated kids who will be with you for two to three years."

He schedules all of his workers to have six-hour morning shifts, which works out perfectly for the students, Gullikson and golfers.

"They can work until lunch and still have a summer," he said. "I can hire three people for six hour days for the cost of two all-day employees, and the golfers are happy because the maintenance crews are out of the way."

### EXPANDING THE PROGRAM

The WSGA has raised \$15,000 to date that goes toward funding grants, field trips and supplies. It also is applying for grants from the United States Golf Association and the Golf Course Superintendents Association of America.

Spokane CC supports six high schools and raises money through a tournament and silent auction

on items made by the students. Each field trip costs \$250, said Gullikson.

"This year we are going to branch out into science classes," said Gullikson. "We want to open it up to every high school in the state and get more superintendents involved. It is addicting once you see the smiles on everyone's faces." ■



Students planning annual plant beds

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## Mountain West hit by drought

Continued from page 6

previous ranches before the golf course was developed, which can date back to the late 1800s to the early 1900s. These rights, in general, supersede the water districts and legally can rank above domestic processing.

In July, the Upper Eagle Valley Water District, which is responsible for a 30 mile stretch known as the Vail Valley in Colorado, met with all golf course superintendents and asked for their help in a voluntary 50 percent reduction in golf course water consumption. Depending on the particular water right, many golf courses don't have to comply.

Along with the drought has come the potential for wildfires. The fire danger is extremely high and golf courses have had to take aggressive action toward prevention. Many courses have established no smoking policies throughout their entire golf course and facility. One cigarette thrown in some native grass or wooded area could spell disaster. Another common fire prevention policy is the elimination of golf cars and course equipment from driving in native grass areas and wooded areas for fear of a muffler or machine spark creating a fire situation. Most courses have confined all equipment and golf cars to irrigated turf

areas and asphalt/concrete paths only.

With the fire danger and water problems, public and resort golf courses are feeling the pinch in the pocket. Vacationers have heard of the bad



Photo: Karen Ross

Ross has banned smoking on his course

times in many western areas and have stayed away. Some resorts have estimated a 50 percent reduction in hotel guests and rounds played. Damage to playing areas from water restrictions and less revenue from rounds makes for potential hard times ahead.

So where does this leave us? Watering practices will need to be evaluated along with sprinkler efficiency and design. Further research into drought tolerant strains of grass as well as alternative water sources will also be needed. And superintendents will have to educate memberships that everything green is not always good. ■

## Crabgrass control improving

Continued from page 6

even though all cultural programs are in place, the need to use herbicides will prevail.

The postemergence control of smooth crabgrass has been possible for many years.

However, the first selective herbicides were not available until the commercialization of several organic arsenical compounds, e.g., monoammonium, monosodium, calcium, and disodium methylarsonate.

Organic arsenical materials are still available for use; however, they no longer dominate the marketplace. In general, organic arsenicals require a minimum of two applications, spaced 14 days apart, to have efficacy anywhere near that of most commercially available pre-emergence herbicides. To minimize the potential for phytotoxicity, organic arsenicals should not be applied when the temperature is above 80°F. This temperature limitation can create problems for the timing of the second application and increase difficulties for a third.

With the commercialization of Acclaim in the late 1980s, herbicidal options for the post-emergence control of summer annual grasses were significantly enhanced. Acclaim has superior single-application efficacy compared to the organic arsenicals.

In most studies, one application of Acclaim has been shown to provide control of smooth crabgrass at a level comparable to that of the best pre-emergence herbicides.

However, if there is germina-

tion subsequent to the Acclaim application, sequential applications are required. Even though Acclaim is highly efficacious, there are a number of issues that must be considered. The efficacy of Acclaim declines once smooth crabgrass begins to produce basal

*'The potential for a single application with high efficacy is possible'*

— T.L. Watschke

tillers. As crabgrass plants continue to get larger and produce more tillers, control will continue to decline. Some Kentucky bluegrasses have sensitivity to Acclaim and applications to them should be avoided. The activity of Acclaim is also antagonized by some broadleaf herbicides, which limits the tank-mixing of combinations. Acclaim does not have any appreciable broadleaf weed control activity. Usage in a number of locations has shown that the efficacy of Acclaim can be enhanced by the addition of MacroSorb Foliar, a biostimulant product.

More recently, another postemergence herbicide, Drive 75 DF, for the control of smooth crabgrass, has been commercialized. This herbicide has one application efficacy comparable to Acclaim. It also has some variation in the level of control, depending on the stage of growth

of the smooth crabgrass. Typically, Drive will provide excellent control until the smooth crabgrass begins to produce basal tillers (much like Acclaim), at which point the level of control declines.

However, unlike Acclaim, the activity of Drive improves when the smooth crabgrass matures to the point of producing multiple basal tillers. At this advanced stage of growth, Drive is capable of good control. Research at Penn State has shown that several sequential applications of Drive, even at less than full label rate, can improve control across all growth stages. On the positive side, the ups and downs in control can be avoided through multiple applications. However, such control may require more trips over the site than is desirable.

The addition of MacroSorb Foliar has been found to enhance the efficacy of Drive (which has also been demonstrated with Acclaim). The activity of Drive is also best when the treated site is not allowed to dry out.

In research trials where Drive has been tank-mixed with broad-spectrum broadleaf herbicides such as Trimec and others, the control of white clover is improved and, when timed properly, the control of smooth crabgrass has also been excellent. All successful applications of Drive are supplemented with methylated seed oil. Drive does not work particularly well without an additive. ■

*Dr. Watschke is a professor of turfgrass science at Penn State University.*

## Champion catching on

Continued from page 6

aren't out hosing down greens long after the sun has set, as was necessary with bentgrass.

At Superstition Mountain 30 miles east of Phoenix, the job of maintaining 50 Champion greens on the Prospector and Lost Gold courses, as well as the member's putting course goes to director of agronomy, Scott Krout. He and his crew prepare the courses for a growing membership sensitive to day-to-day fluctuations in mowing heights and the speed of the greens. Recognizing their preference for consistent playing conditions, Krout maintains a strict schedule of verti-cutting and topdressing twice a week and double-cut mowing everyday.

This past spring, the Champion greens on The Prospector met an even more stringent "trial by fire" when The Tradition, the first major tournament on the Senior PGA Tour moved to Superstition Mountain from Desert Mountain.

"The Tradition couldn't have come at a more crucial time. The greens are transitioning from winter rye and the Champion is waking up," Krout noted. "The Champion was at about 75 percent coverage, yet full enough to accommodate the more demanding play by the tour pros."

In 1997, anticipating an increase in rounds, the Pointe Hilton Golf Club at Lookout Mountain also converted to Champion. Superintendent Paul Smith had battled with bentgrass for nearly 10 years and welcomed the switch. While the Champion greens on this resort course in the Desert Mountain Pre-

serve in central Phoenix demand Smith's full attention through the summer, his maintenance regime varies from Krout's to accommodate a clientele more concerned with the visual impact of the golf course on the day they play than with consistent playing conditions. Because of the heavier resort traffic, Smith does much less verti-cutting, if at all, utilizing groomers instead to control Champion's fast-growing root system.

"Our guests may not notice a difference in mowing heights from one day to the next, and putting speed can vary, but vacationing in the desert, they certainly respond to richly colored emerald green putting surfaces," says Smith.

At the Omni Tucson National Golf Resort, course superintendent Michael Petty's approach is similar, however, he must balance the look and feel of the greens to satisfy members as well as resort guests. Through the winter, the Champion provides a dense cushion for the lush rye overseeding, allowing a comfortable base for Petty to speed up the greens during the PGA Tour Tucson Open played each February.

If the opinions of the superintendents at these three facilities are any indication, the beauty and playing characteristics of Champion are well worth their extra attention given to growing in, fertilization, mowing, grooming, and routine watering.

Early on, we made our mistakes in the overseeding and transition periods," said Krout. "But what we learned in the process has convinced me that if it were my money, I wouldn't think twice about putting Champion on my greens." ■

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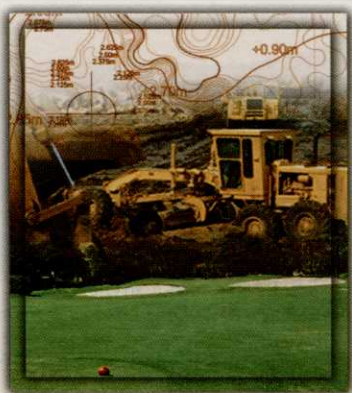
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## BRIEFS

### PGA PULLS OUT OF SAN ANTONIO

SAN ANTONIO, Texas — In a late-July letter to San Antonio mayor Ed Garza, the PGA of America withdrew its plans to build a golf resort in the city. The project, which received city council approval in April, was to have been built above the Edwards Aquifer recharge area. Because the aquifer is the sole source of water for San Antonio, environmental groups and residents lined up in opposition to the development. A coalition that had fought the plan collected enough signatures to put the matter to voter referendum in the fall, effectively killing the project. The project's developer, Lumbermen's Investment Corp., also withdrew from the project.

### JACOBSEN TO DESIGN BROWNFIELD COURSE IN WILLIAMSBURG

LIBERTYVILLE, Ill. — Golf course architect Rick Jacobsen will design the new Hawk's Nest Golf Club in Williamsburg, Va. Hawk's Nest is part of a larger brownfield redevelopment project, which will ultimately include an office campus near the 18-hole daily-fee facility. The golf course will feature a 10-acre practice facility, including a driving range, short game area and putting greens. Jacobsen said Hips Pond, a nine-acre water hazard on the property, will come into play on several holes. The land has been used since World War II to house 23 bomb-proof storage tanks underground. Current plans call for Govco Builders to begin construction in March 2003 in anticipation of a 2004 opening.



Rick Jacobsen

### PALMER SEEKS THREE-COURSE DESIGN DEAL

SYRACUSE, N.Y. — Palmer Course Design Co. is a frontrunner to design three golf courses on urban brownfields as part of a proposed \$2.2 billion development. The three courses would be an 18-hole tournament course and possibly an 18-hole resort course and a nine-hole executive and practice course. Arnold Palmer reportedly wants the project and met with developer Robert Congel to discuss the development, slated for the southern and western shores of Onondaga Lake.

## Lake Las Vegas takes next step

Owners hope third 18-hole course adds to attraction as golf destination

By DOUG SAUNDERS

HENDERSON, Nev. — Lake Las Vegas Resort, the ambitious \$4 billion development 17 miles south of Las Vegas, has been emerging along the shores of a 320-acre man-made lake for the past 10 years.

This massive development project already boasts two Jack Nicklaus Signature golf courses and a 425-room Hyatt Regency hotel. It takes its next big step toward becoming the premier golf destination in the Southwest this month with the opening of its second public golf course, The Falls Course designed by Tom Weiskopf.

"The Falls course is built on a very dramatic stretch of mountainside that offers over 400 feet of elevation change. Tom

Weiskopf did a masterful job blending the layout into this rugged terrain and this course will be a great compliment to

our Reflection Bay Golf Club which opened in 1996," said director of golf John Herndon.

The driving force behind Lake Las Vegas is a partnership of visionaries that include Transcontinental Properties of Santa Barbara, Calif., former

chairman and CEO of Caesar's World Harry Gluck, and Sid and Lee Bass of Fort Worth, Texas, who own the property.

The Falls Course will join Reflection Bay Golf Club as an amenity for resort guests at Lake Las Vegas, as well as the private South Shore Club that hugs the shoreline of Lake Mead, which was

Continued on next page



Big-horned sheep roam the grounds of the Tom Weiskopf-designed Falls Course at Lake Las Vegas Resort, the third of potentially six courses to be built on the site.

Photo: Freddy Bird

## EnCap gets approval for 72-hole resort

NORTH ARLINGTON, N.J. — After months of planning and re-planning, the New Jersey Meadowlands Commission gave preliminary approval to EnCap Holdings LLC of Tampa, Fla., for its amended plan that would convert former landfills into four golf courses and a resort.

Phase I of the project will include the first 36 holes, a clubhouse and support buildings, two hotels, office buildings, a retail center and residential components in Rutherford, Lyndhurst and North Arlington. Phase II will comprise the second 36 holes and related amenities in North Arlington and Kearny.

The agreement, which originated in May 2000, calls for EnCap to cap seven landfills — a total of 1,330 acres — and

Continued on page 13

## Timing, coordination, teamwork are keys to renovation's success

By KEVIN DOWNING, CGCS

Editor's note: This is the fourth in a series of articles by Willoughby Golf Club

superintendent Kevin Downing outlining the renovation process at the Stuart, Fla., club. His final installment later this fall will cover the events leading up to the club's re-opening.

STUART, Fla. — With all the renovation plan-

ning and discussions with members complete here at Willoughby Golf Club, the question I'm fielding now is: "How are we doing and are we on schedule?"

The timeframe for most renovation jobs is usually quite tight with just a small margin for weather or other in-

terruptions factored in. Time schedule estimates must allow for the reasonable delays, so golf course operators and superintendents must be realistic about the needs of the contractors so the various tasks can be in-

tegrated. One of the keys to avoiding construction pitfalls is to obtain all permits before the commencement of work.

At Willoughby, we used three separate contractors, which meant the layering of their responsibilities had to be well sequenced. The clearing and tree-removal contractors had to be coordinated with the shaping and construction contractor to make sure they disposed of their materials in a timely fashion. We also had a separate irrigation company install our replacement hydraulic components in the first six weeks of the project. The soil was purposely left firm to minimize trencher and sub-surface equipment damage while all other excavation and topsoil transporting were taking place. By coordinating these efforts you can effectively reduce cleanup operations during the grow-in phase of the project.

Continued on page 13



Creation of a more visible fairway bunker complex on the 17th hole was completed by generating all of the necessary fill from on-site.

## Environmentally friendly Talking Rock Ranch to open in Arizona

PRESCOTT, Ariz. — Talking Rock Ranch, a private 18-hole Jay Morrish-designed course, will open to members Sept. 14.

Built on one of the most historic ranches in Yavapai County, which occupies a little-known canyon with hundreds of ancient petroglyphs (drawings chipped into

rocks that tell stories of those who passed before), Talking Rock will

feature a ranch compound with small clusters of territorial-style buildings

in lieu of a large clubhouse.

Harvard Investments deeded the property to the Yavapai Prescott

Continued on next page



The panoramic view from the 17th hole at Talking Rock Ranch.



## Lake Las Vegas adds third course

Continued from previous page

created by the Hoover Dam.

The front nine of the course flows along a descending landscape while the back nine climbs up into the mountain-side, where a series of holes work through steep cliffs, and phenomenal views. The terrain is natural habitat for big-horned sheep that can be found graz-

ing the landscape.

"The front nine was pretty straightforward to build but the back nine was a bit more difficult to create a routing as we had to swing the holes above the designated home sites. The steep elevation drops made it difficult to get heavy equipment around efficiently," Weiskopf explained.

The back nine is memorable for the stretch of holes 12 through 15. These holes climb to the highest point to provide views of both Lake Las Vegas and the city of Las Vegas to the northwest. Weiskopf created two holes with drops of over 100 feet from tee to fairway.

"These types of holes really become a leap of faith as a designer, as you are never really sure how good the golf hole is

going to be until it is completely done. You can end up with a hole that either becomes too tough and controversial or a golf hole that makes players want to come back again. I think that we ended up with the latter at the Falls Course," Weiskopf said.

The \$11 million course will stretch to 7,250 yards over 100 acres of maintained fair-

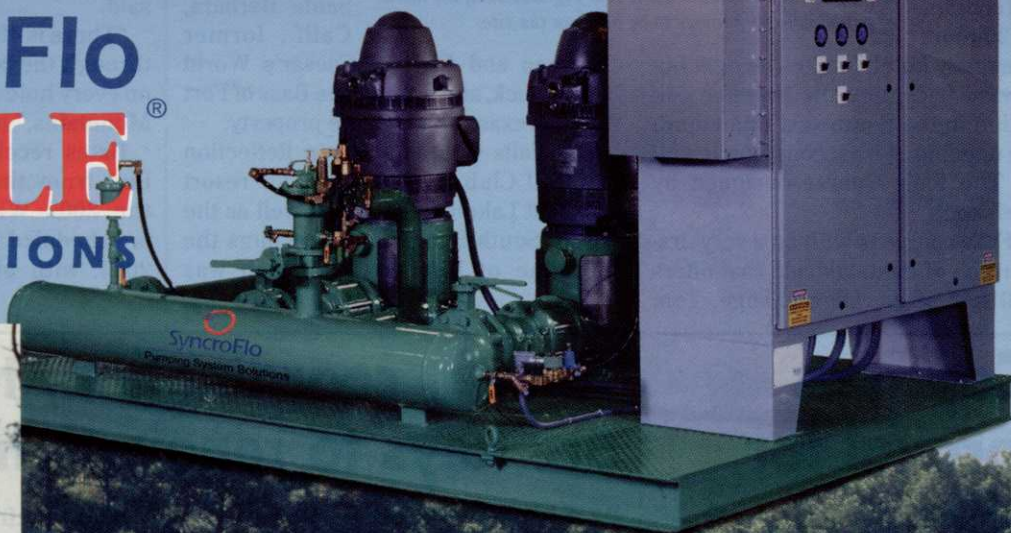


The Falls Course joins Reflection Bay GC and South Shore GC at Lake Las Vegas Resort.

Photo: Freddy Bird

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## Talking Rock Ranch to open

Continued from previous page

Indian Tribe as a means of preserving and protecting the natural environment. More than a third of the property is dedicated to open space. The plan seems to have paid off, as the Arizona State Historic Preservation Office awarded Talking Rock Ranch its 2002 Heritage Preservation Award.

According to Morrish, the owners of the property wanted an environment where golfers and homeowners would coexist in harmony. In designing the course, Morrish said the owners essentially told him, "Here's 3,500 acres. Put the course where it makes the most sense." The result is a course that plays at more than 7,300 yards from the back tees, with five tee boxes on each hole.

Last summer, RLS Development, which managed construction, brought in Native Resources International, an organization that works to preserve indigenous materials that were destroyed as a result of intense development in the Southwest. The company salvaged approximately 150 native trees from the golf course and roadway areas. These trees were later replanted on the site. ■

GOLF COURSE NEWS



## Timing, coordination and teamwork

Continued from page 11

The single biggest component of streamlining a renovation and/or construction project is the establishment of a reasonable method for obtaining field approvals. When using a golf course architect, the coordination of their visit to approve preliminary shaping or final grades is paramount to a contractor completing the tasks within the proper time frame. Always schedule the visits well in advance but provide interim updates to proper individuals prior to the actual visit.

A written or audio executive summary every two weeks

will keep interested parties abreast of progress or aware of any substantial changes. Sending digital photos through e-mail also can illustrate current situations and minimize any future miscommunications. When it comes to design changes let common sense be your guide and focus on long-term benefits rather than quick-fix solutions

that will only get you through one season.

The last valuable contractor that needs to be coordinated with is the golf course maintenance staff. They are key to successful completion of the project and should be involved with most of the planning and implementation stages. Their coordination with selected phases is a benefit since it creates enthusiasm for the continued success of the

course. Our team focused on drainage, irrigation installation and programming, tree trimming and turf renovation.

Finishing a renovation project on time and on budget requires all contractors and golf course personnel to work together as a team. ■



Repairing bulkheads during construction is good insurance for the future.

## EnCap gets golf resort approval

Continued from page 11

provide a base layer for the golf course development.

Under Phase I, EnCap will pay approximately \$18 million to the commission, assume responsibility for the \$3 million cost of leachate disposal, and provide closure and post-closure of the Kingsland landfill in Lyndhurst, generating an additional \$45 million for the commission. Phase II will result in EnCap making payments of approximately \$30.5 million. In all, EnCap plans to spend more than \$1.2 billion on the project.

The project hit a minor snag earlier this year when Lyndhurst residents expressed concern that their section of the Meadowslands, where most of the housing will be located, will become overdeveloped. ■

## Bates designing Olympic complex

Continued from page 11

July 2004. Utah's Parks and Recreation department will manage day-to-day operations at the complex.

"I've been impressed by the state of Utah's commitment to such a wonderful golf recreation destination while also being attentive to protecting the character of the land," Bates said.

Bates and representatives from the state agreed the courses at Soldier Hollow should be built with golfers of all abilities in mind. As such, each hole will feature five sets of tees, with the Olympic course measuring 7,500 yards and the Midway course measuring 7,300 yards from the back tees.

Soldier Hollow is the first golf complex sanctioned by the state of Utah since 1972. ■

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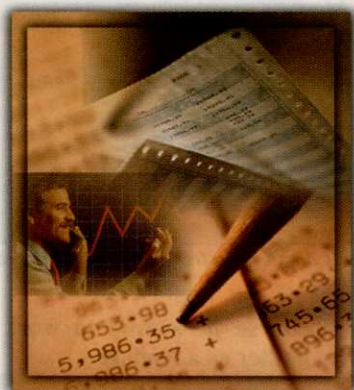
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## BRIEFS

### INVERNESS CLUB HIRES VETERAN GM LARocca

TOLEDO, Ohio — The Inverness Club has hired Pasquale "Pat" LaRocca as general manager. The hiring was announced at an Inverness Club event in late July. Most recently, LaRocca was general manager and chief operating officer at Muirfield Village Golf Club and the Memorial Tournament in Dublin. Prior to that, LaRocca served as general manager at Youngstown Country Club in Youngstown for four years and at the Oakmont Country Club just outside Pittsburgh, Pa., for 16 years.

### KEEFER TO HEAD GOLF OPERATIONS AT TRILOGY GC

LA QUINTA, Calif. — Phoenix-based Intrawest Golf has named Todd Keefer as director of golf for the 18-hole Trilogy Golf Club in La Quinta, which is scheduled to open this winter. Keefer previously served as head golf pro for Intrawest-managed CrossCreek Golf Club in Temecula. Keefer will be responsible for overseeing all operations at the Gary Panks-designed club, which is part of Shea Homes' Trilogy Active Adult community network. Intrawest and Shea have also teamed at Trilogy Golf Club at Power Ranch and Seville Golf and Country Club, both in Gilbert, Ariz., as well as Trilogy Golf Club at Redmond Ridge in Redmond, Ariz.

### CHICAGO PARK DIST. PRODUCT RETURNS TO HEAD JUNIOR GOLF OUTREACH

NORTHBROOK, Ill. — Derrick Moseberry, himself a product of the Chicago Park District's youth golf program, has returned to the program as coordinator of junior golf outreach for the Chicago Park District and KemperGolf Management. Moseberry's grandmother, Arnette Moseberry, is president of the Bob O'Links Junior Golf League at Jackson Park. Moseberry attended Texas Southern University in Houston on a partial golf scholarship combined with the James S. Kemper Jr. Foundation scholarship. Moseberry will be responsible for junior golf outreach at all of the park district's facilities, which include five nine-hole courses, one 18-hole course, three driving ranges, a junior learning center and a miniature golf course.

## AGC gets restructuring deal

By DEREK RICE

SANTA MONICA, Calif. — American Golf Corp. (AGC), like its potential merger partner National Golf Properties (NGP), recently received a reprieve in the form of a restructuring agreement with its lenders.

AGC's inability to make lease payments to NGP for several months has jeopardized the financial security of both companies. This was also one of the major factors that led to the proposed merger, which has been decried by industry insiders and shareholders as beneficial to no one but David Price, who owns a large portion of both companies, and NGP executives including chairman and CEO David Pillsbury, who is also chairman and CEO of AGC.

Under the restructuring agreement, Bank of America granted AGC a limited waiver, which is subject to delivery of leasehold mortgages on certain golf courses leased by AGC. At press time, the process of preparing those leasehold mortgages was expected to be completed by Aug. 8, although there was no assurance that deadline would be met. Bank of



David Pillsbury

America extended the maturity of AGC's credit facility and private placement notes to the earlier of March 31, 2003, or the consummation of the AGC-NGP merger. In addition, Bank of America and AGC noteholders have waived existing defaults and all potential future events of default other than specified "major defaults" during this period.

As additional security for AGC's obligations, Price personally pledged approximately 3.6 million shares of common stock and National Golf Operating Partners (NGOP) common units, as well as a second deed of trust. He is required to substitute cash collateral for this collateral by Oct. 15 in the case of the shares and units and Sept. 30 in the case of the deed of trust.

Spokespeople for both NGP and AGC declined to comment on this agreement or previous agreements, saying that all necessary information is contained in the companies' filings with the Securities and Exchange Commission.

There has been speculation that some NGP shareholders were amassing shares to counterbalance the votes of Price and the companies' boards of directors. An AGC spokesman also declined to discuss the proposed merger or give a firm timeframe for a shareholder vote.

### Editorial Focus: Insurance & liability

## Courses face rising insurance premiums

By ANDREW OVERBECK

Since Sept. 11, insurance premiums have risen across the board, and some companies have abandoned the golf course market altogether. The recent up-and-down nature of the stock market certainly hasn't helped matters.

"Companies that were attracted by high premiums [to invest in the stock market] are getting out of the market," said Tom Marks, executive vice president for club programs for Bollinger Insurance.

That, coupled with falling profits, meant that premiums had to increase.

"The last several years have not been terribly profitable," said Bob Goldthorpe, head of St. Paul's Eagle 3 program for golf courses. "In 1999, for every dollar that we brought in, we paid out \$1.62. That is why premiums went up."

With premiums increasing and companies discontinuing service, many courses are scrambling to get new insurance carriers and to re-evaluate existing policies. According to industry experts, as courses go through this process, there are several must-have insurance items to keep in mind that are not always standard on golf policies.

### ENVIRONMENTAL LIABILITIES

Environmental liability coverage handles items like herbicide and pesticide overspray rider and fuel tank leakage.

"Five years ago, this was not available," said Ken Robinson, of Lumbra Robinson and Associates, a representative for Zurich and other carriers that offer golf insurance. "It is important for courses to have

Continued on page 16

### Editorial Focus: Insurance & liability

## Courses win golf car cases in past year

By JOSEPH J. DEVANNEY and  
DIANE SUMMERS DEVANNEY

Decisions in golf car-related lawsuits over the past year have been largely favorable to golf course owners. However, that success has not necessarily translated to other types of suits. The following four cases demonstrate how courts across the country have treated the golf industry over the last 12 months.



One case arose in Miami, Fla., where two players, Eliseo Ferrer and Fernando Calvo, were participating in league play at the Fontainebleau Golf Course. Ferrer, who was driving the golf car, got out and Calvo moved into the driver's seat. Unfortunately, Calvo then accidentally struck Ferrer with the car. Ferrer sued the course, claiming that it was liable under a Florida legal theory called the "dangerous instrumentality doctrine." In fact, in a 1984 decision, the Florida Supreme Court had ruled that a golf car is

Continued on page 17

## Westchester Country Club digs geothermal heating system

By JOHN TORSIELLO

RYE, N.Y. — Officials at Westchester Country Club have gone underground, at least as it pertains to the club's heating and cooling needs.

A \$7 million renovation at the historic layout, which hosts the annual PGA Buick Classic, has resulted in the conversion of the 80-year-old club's massive 340-room hotel from a traditional heating and cooling system to a geothermal system.

The project's contractor was R. J. Dooley & Associates of Poughkeepsie, N.Y. The firm has installed geothermal systems for over 17 years, including those at golf clubs in Georgia and the Midwest.

"Golf courses are a prime site for geothermal systems because of the available land," said Bob Dooley, owner of the firm. "This type of system can be installed anywhere. In fact, the Westchester site was one of the more challenging projects we have undertaken because we had to drill through bedrock."

Some 180 wells were drilled to depths of 300 feet into solid granite located below open land at Westchester CC, which includes two golf courses, a hotel, clubhouse, tennis courts and other amenities.

The geothermal system runs water through underground pipes and uses a stable ground temperature to act as both a heating and cooling engine. (The

earth's temperature is a constant 55 degrees some 15 feet below the surface.)

Water flowing through six miles of ductwork connects to individual heat pumps in each room of the hotel, built at the turn of the 20th century. The water passing through the piping cools rooms by absorbing heat during the summer and is warmed to heat the spaces during the winter. The re-circulated water always returns to the building at 55 degrees. The club uses a backup boiler and water-cooling tower for kitchen and laundry operations.

Disruption to the club was minimal and the system was installed so as to be unobtrusive, Dooley said. At its peak, about 60 workers were involved with the project, which took a little over a year to complete.

"The vertical bores took up about an acre and a half," he said. "We picked an area in an open field off the first green of the South Course. It was either there or the driving range, and we felt the site we picked would cause the least inconvenience. We pulled topsoil off and pushed it back once we were done drilling."

"The technology made sense and the system is environmentally sound," said Bob James, the club's executive director.

James said that while the geothermal system was somewhat more costly (around \$350,000 more) than if the

Continued on page 16



## Marketing focus on the rise

Continued from page 1

data and analyzed market trends to determine that the club was best suited for serving corporate golf clients and travel and tour operators. To address these findings, the club hired Don Smith as corporate alliance manager and Kristian Anderson as tour and travel manager. Taking its cue from client suggestions, the club has introduced a corporate play program and a season ticket package, both of which are designed to make it easier for corporate clients to use golf for business purposes.

Once Intrawest has an idea how well the program is doing at South Mountain, it will look at the sales structures at the rest of its nearly 30 golf courses across North America to see if their sales and marketing processes can be adapted to better serve clients.

### CAUGHT IN THE WEB

Championsgate, Fla.-based Meadowbrook Golf Inc., like many course owners, managers and operators, has taken to the Internet to draw attention to its course portfolio. Most of the courses were already online, but the Meadowbrook program provides a sense of uniformity and, through partnerships with Scottsdale, Ariz.-based In One Advertising & Design and Edmonds, Wash.-based Cybergolf, provides new marketing opportunities.

"The Internet allows us to further enhance customer profiling characteristics, increase golfer convenience, as well as develop one-to-one marketing programs based on individual behavior," said Mike Kelly, Meadowbrook's vice president of marketing and development.

Kim Allison, president and creative director of In One, saw an opportunity in rounds played data and market saturation. Her firm has developed a cottage industry around helping owners and managers market their courses, which Allison said is based on both a "business and pleasure" approach.

"We understand both the finance and the fun of golf, and have applied that understanding to the production of advertising campaigns and collateral materials that help put our clients on the map in their respective markets," Allison said.

In One also helps courses find low-cost means for promoting non-golf services, which Allison said is something many owners and managers have yet to consider.

"Many golf properties simply do not have the budget to produce high-quality promotional pieces to market their ancillary services, which are becoming increasingly more important to a course's bottom line in a tough economy," Allison said. "While those areas were not always a high priority for

many golf courses, savvy owners and operators will make them a priority in the future."

This isn't simply a case of someone unfamiliar with an industry swooping in to reap the benefits of a down time. Prior to founding In One, Allison was communications and creative director for American Golf Corp. ■

## Golf 20/20

Continued from page 3

seven rounds per year) and a decrease in the number of core golfers (eight to 24 rounds) and in avid golfers (25 or more rounds). Yet the average number of rounds played per golfer decreased only slightly, from 20.41 to 20.08.

The report concludes that given the economy, the events

of Sept. 11 and particularly poor weather in several key parts of the country, 2001 more than held its own. These factors were also cited in findings from the NGF and the National Golf Course Owners Association as reasons why rounds played were flat in 2001 (GCN Aug. 2002).

Positive notes indicated in the report are that interest in the game continues to grow, along with the number of participants

and the number of golfers. This good news is tempered by the apparent decrease in the number of return golfers on the higher end of the spectrum, which the industry must address.

The report was supposed to be released in May, but the process of gathering data from so many varied sources proved to be more time-consuming than expected. Next year's report, however, will be out in May. ■

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## Examine course insurance coverage

Continued from page 14

this to protect against damage to their own property and the environment."

According to Marks, it is easier to get if the course has proper photographic and safety documentation to demonstrate that all systems are in good shape. "We also don't write coverage for underground storage tanks,"

he said. "They are harder to maintain and it is harder to see leaks."

### ORDINANCE OF LAW COVERAGE

Ordinance of law coverage is especially important for older courses that have aged clubhouses that are not up to current building codes. "A clubhouse built in 1960 doesn't meet today's

codes for disability, fire sprinkler, elevator, wind protection, electrical or plumbing," Robinson said. "You have to buy the extra protection because insurance will not pay for upgrades, it will only pay replacement cost to the like kind and quality to what had been built in 1960."

In order to insure for this need, Robinson recommends that courses hire a consultant to analyze what the added code up-

grades would cost if a club had to rebuild its clubhouse.

### MAINTENANCE EQUIPMENT

#### REPLACEMENT

Along the same lines, Marks recommends that courses insure their maintenance equipment to replacement cost rather than actual cash value.

"If the maintenance barn burns down, you could lose \$500,000 worth of equipment, and if the equipment is insured for actual

cash value you can have a significant shortfall," he said. "The inventory should be updated every year."

### GROUNDS COVERAGE

Courses also need to consider grounds coverage, that can be expanded to cover areas beyond the playing surfaces.

"We define it as maintained roughs, bunkers and other landscaped areas," said Marks. "Previously, if a tree went down between the fairway and the rough, our obligation was to pay for the removal of the half that was in the fairway. Obviously that is ludicrous."

Such coverage is important because it gives courses the peace of mind that the whole course is protected. "We had a significant claim at the TPC at Sugarloaf a month before it hosted its first Bell South Atlanta Classic," said Goldthorpe. "A tornado touched down and downed hundreds of trees. It was a significant claim." Having broad grounds coverage allowed the course to get back up to speed in time for the tournament.

### BUSINESS INCOME

Should the golf course be damaged, the clubhouse disabled, or the maintenance equipment destroyed, owners can also be protected from lost business income.

"If anything happens that leads to a loss of revenue stream, ongoing profits and continuing expenses need to be quantified," said Robinson. "This is an endorsement that is often not well understood and needs to be handled properly." ■

# Straight talk.

"We've done our homework. We've looked at all the other magazines serving the golf course industry, and we're advertising with *Golf Course News*. You are **the most professional book in the market**, and it is professionals who will buy our product."

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Robert Oeschle  
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"Thanks for the great story about our renovation project. As always, you guys are **fair and accurate** in your reporting and tell a good story, too."

Ed Esgar, Course Superintendent  
Ravisloe Country Club

"You guys work at *Golf Course News*? That magazine has the  **freshest news!**"

Scott Anderson, Area Manager  
United Horticultural Supply

## Geothermal heating system

Continued from page 14

club had opted for a more conventional heating and cooling system, the amount of time it will take to recoup the extra cost is expected to be only a year and a half. The club expects to reduce its annual oil consumption by around 200,000 gallons a year.

"We budgeted \$217,000 for oil last year and that figure is now \$99,000 for the current year. And we may be even below that. This system will save the club considerable money down the road," James said.

The club has applied for a New York State alternative energy grant to help defray some of the cost of the new system, and has requested a special lower electricity use rate offered by a local power company for reducing a building's overall energy consumption.

"This type of system makes a lot of sense for a country club, or anywhere else where you have available land and are looking for a lot of individual control to heat and cool rooms," James said. ■

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## Golf car cases favorable for course owners

Continued from page 14

a dangerous instrument. Ferrer's wife, incidentally, also sued the course with a loss of consortium claim.

In November 2001, however, the Court of Appeal of Florida, Third District, affirmed the Dade County Circuit Court's granting of summary judgment in favor of the golf course. The Court noted that "League members using golf cars in this situation are properly viewed as being co-bailees or joint adventurers." This distinction about whether a golfer was part of a league was fatal to Ferrer's case.

The defendant golf course was also victorious in September 2001 in a golf car suit brought against Lorain Country Club Ltd. in Lorain, Ohio. In that case, Joseph Ritenauer was injured after falling out of a golf car in which he was a passenger. Ritenauer argued that the golf course had earlier watered the grass on which the car was being driven as it went down a hill. The slick grass caused the car to spill. The legal issue turned on whether the wet grass was an "open and obvious danger," which states that "an owner owes no duty to protect business invitees from hazards which are so obvious and apparent that the invitee is reasonably expected to discover and protect against them himself." Ritenauer stated at deposition that, during the play on the first 12 holes, he noted that the grass was wet because it had been watered. In fact, he commented, "They were watering the whole course all day practically." Under the circumstances, the court felt that the wet grass problem was a clear danger, prior to the accident, and ruled against Ritenauer.

Still another victory in a golf car case went to the owners of a golf course, American Golf Corp. (AGC), doing business as the Rivers Edge Golf Course, in Fayetteville, Ga. In April 2002, AGC won a defense verdict in a suit where a plaintiff claimed an ankle fracture, as well as head trauma, shoulder and back injuries after his car hit some boulders next to the cart path and overturned. The legal theory rested on a claim of premise liability and the alleged failure by the course to maintain safe brakes on the car. AGC defended by claiming that the plaintiff drove the car too fast and did not keep a proper lookout. Following a trial, the jury ruled in favor of AGC.

Although it seems to have been a decent year for golf courses as far as golf car claims are concerned, this does not mean that there is necessarily a defense trend, per se. The consistently favorable, from the course owner's point of view, decisions hinge on the particular circumstances of each case. In a particularly interesting case involving a golf course in Oklahoma, the course lost the first legal round in the Oklahoma Supreme Court.

As many readers may know, a hot issue in many states is the degree of legal liability that may be imposed on a business when it serves alcohol to patrons that subsequently become involved in accidents. This is exactly the legal issue facing Willow Creek Golf Club in Oklahoma City. The case began in 1997 when a man and his adult daughter were killed by a drunk driver, Neal Alexander Jr., near Oklahoma City. Alexander had been attending a golf scramble fundraiser and party at Willow Creek, which was sponsored by the Hillcrest Health Center.

During the evening hours, Alexander

drank a number of beers on the golf course and had two more in the clubhouse, which were purchased with coupons given to tournament participants. Willow Creek did not furnish the drinks on the golf course, but did staff the open bar at the clubhouse where the coupons for drinks were redeemed. After Alexander left the club and became involved in the accident, he was found to have a blood alcohol level of .19.

The survivors of the accident victims sued various individuals as well as both Willow Creek and Hillcrest Health Center. Willow Creek and Hillcrest both moved for

summary judgment, which was granted by the lower courts. In September 2001, the Supreme Court of Oklahoma, however, reversed the lower court as far as Willow Creek was concerned. It found that Willow Creek was not a social host (which might have protected it under Oklahoma law), but was instead a commercial vendor of alcohol. The court noted that the club was a licensed alcohol vendor and that it charged Hillcrest for each redeemed coupon. The summary judgment ruling in favor of Hillcrest, incidentally, was allowed to stand by the Supreme Court, since Hillcrest was not a commercial vendor of alcohol and

was not, in the view of the Court, in a joint venture with Willow Creek. The case was sent back to the lower court and the parties are preparing for a trial that will likely come next year.

The best general advice that can be given to operators, managers and owners of golf courses is that the law varies often from state to state and, in any event, any case anywhere will have a specific set of facts that will often "make or break" the eventual outcome. Owners should try as much as possible to anticipate problems in advance rather than simply wait for an issue to arise. ■

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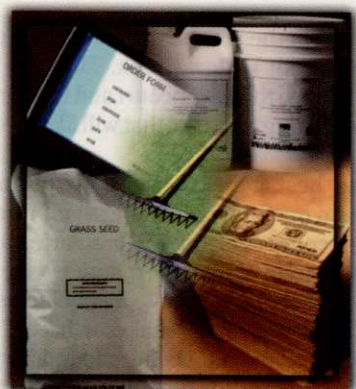


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## BRIEFS

### RAIN BIRD HIRES GRIFFEE

AZUSA, Calif. — Rain Bird has hired Glenn Griffie as sales and marketing manager for the company's golf division. Griffie will lead the domestic sales efforts and worldwide marketing programs. He joins Rain Bird following 11 years at Parker Hannifin Corp. Most recently, he oversaw the national marketing and distribution efforts for Parker Hannifin's seal group corporate division.



Glenn Griffie

### TOURTURF NAMES BURKE

PONTE VEDRA BEACH, Fla. — TourTurf, the exclusive worldwide distributor of FieldTurf synthetic turf for commercial golf applications, has hired Tom Burke as director of operations for the Northeast region. Burke's responsibilities will include overseeing and executing all golf course turf sales and installations in New York, New Jersey, Connecticut, Massachusetts, Vermont and Maine. Before joining TourTurf, Burke had a 30-year career with IBM.



Tom Burke

### CLEARY ADDS RIECK AND MCGRATH

DAYTON, N.J. — Brett Rieck, formerly of Helena Chemical, has joined Cleary Chemical as national sales manager. Rieck's turf and ornamental experience includes positions at Barefoot Grass and Hillenmeyer Nursery. Cleary Chemical also has added Mike McGrath as a sales representative for Ohio, Michigan, Kentucky and Indiana. McGrath formerly worked for Lesco.

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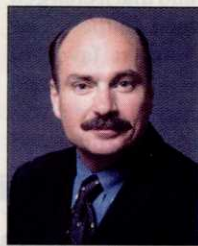
AUSTIN, Texas — Vopak USA, a distributor of turf and specialty agricultural products, has reorganized its chemical distribution organization to become an independent entity. The new company will operate under the name Univar USA Inc. John Bolanos, vice president of Univar's professional products and services business unit said the name change and the split off from the parent company, Royal Vopak, will allow Univar to focus on distribution.

### Editorial Focus: Fungicides

## New Bayer ES primes fungicide lineup

By ANDREW OVERBECK

MONTVALE, N.J. — Bayer AG's buyout of Aventis CropScience not only created a new number two chemical player in the golf and turf business, but also brought together two already impressive fungicide lineups.



Dan Carrothers

According to Dan Carrothers, head of newly-formed Bayer Environmental Science's U.S. green industry business, the combined product line boasts a product for virtually any disease any time of year.

"In the short term, we now have one or more products that basically control any disease that a superintendent would face," said Carrothers. "In addition, we have products that use different modes of action and active ingredients, which is key to [fungicide] resistance. We now can offer Bayleton or Compass for anthracnose, Banol and Aliette for pythium and Bayleton and Chipco 26 GT for dollar spot."

But the depth and breadth of the lineup is not the only benefit. "We will be able to look at the full portfolio in terms of product mixtures and combinations," Carrothers continued. "Before, we were competitors so we didn't even think about it. We will look at new formulations and ready mix innovations

Continued on next page

### Editorial Focus: Fungicides

## BASF set to expand portfolio to fungicides

By ANDREW OVERBECK

RESEARCH TRIANGLE PARK, N.C. — BASF Professional Turf is gearing up to roll out the first of several products for its new turfgrass fungicide line.

BASF is a major worldwide player in the fungicide market but it has never offered any fungicide products to the turfgrass industry. That is all set to change in 2003 with the expected release of Insignia, a broad spectrum strobilurin that offers 28-day control, and Emerald, a specialized product that offers dollar spot control. At press time, both new products were still awaiting approval from the Environmental Protection Agency.

BASF has built a dedicated manufacturing facility in Sparks, Ga., to handle the new fungicide line and plans on introducing more new products over the next several years. The company also has added 10 new sales representatives in the last two years to handle the new products.

Insignia has been in the works since 1996, and will compete with Syngenta's Heritage and Bayer ES' Compass, the



Henry Wetzel

Continued on next page

## Laser caddie attacks rental market

By ANDREW OVERBECK

GLOUCESTER, Mass. — After spending seven years helping U.K.-based PowaKaddy establish itself in the United States, Bill Bouzan has formed a new partnership and plans to develop a rental market for motorized caddies.

Bouzan has teamed up with Australian-based motorized caddie manufacturer Motorized Golf International and is the exclusive distributor for the company in the United States. Motorized Golf International USA (MGI) got started last year and has, to this point, been importing units from Australia and selling primarily to private users. This November MGI will open its own 6,500-square-foot manufacturing facility and warehouse here in Gloucester and will start pushing the motorized caddies for rental use.

"We are rolling out our pro rental program and are talking with golf course owners and management companies to

show them how motorized caddies can provide revenue from the walking golfer," said Bouzan.

According to Bouzan, the estimated size of the motorized caddie market is 15,000 units per year, 99 percent of which are sold for private use. Of the 16,000-plus courses in the country, he said roughly two-thirds are easily walkable and that of the 25 million golfers in the U.S., four million are hard-core walkers.



Bill Bouzan

MGI's rental caddie, the Laser, sells for \$799. The self-propelled unit is made of powder-coated steel and is powered by a 31-amp 12-volt battery. It weighs 48 pounds with the battery on board and has wide wheels to prevent turf damage.

Continued on next page

## Lesco to sell Novex plant

CLEVELAND — In its second quarter report, Lesco reported that it will sell two fertilizer factories and liquidate discontinued inventory to trim costs.

While Lesco's total sales increased 1.4 percent and net income increased to \$9.6 million from \$7.5 million, golf sales and national account sales declined 4.3 percent and 1.5 percent, respectively, during the second quarter.

In order to cut costs, the company will sell its Novex plant in Disputanta, Va., and its blending plant in Stockton, Calif. Lesco plans to source the Novex product from the eventual buyer of the Virginia plant. New Lesco president and CEO Michael DiMino first identified Novex as an under-performing product line this spring (GCN June 2002). Out West, the company will source blended fertilizer from retained Lesco blending facilities or the eventual buyer of the Stockton plant. The expected annual pre-tax earnings benefit from selling the facilities is approximately \$3 million.

"The Novex plant capacity is far greater than we need for our customer demand," said DiMino. "We are looking for a buyer who can supply Novex to us and then use the remaining capacity in markets that are not competitive with Lesco's U.S. golf and professional lawn care markets."

On the product side, Lesco currently manages and carries inventory for over 22,000 stock keeping units (SKUs). The inventory markdown and liquidation will eliminate over 12,000 SKUs.

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GOLF COURSE NEWS

### NEW PRODUCT OF THE MONTH



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The new Turf Tiger features a large 7,500-lb. capacity that topdresses sports turf and golf courses. It can be filled with sand, peat, compost and other bulk materials. The Turf Tiger spreads in a path from eight feet to 12 feet wide, depending on the material. Brush and other spinner attachments are also available. For more information, call 800-311-1323.



## Club Car meets new ISO standards

AUGUSTA, Ga. — After a comprehensive audit of the company's manufacturing systems and processes, Club Car has met the International Organization for Standardization's upgraded ISO 9001:2000 standard quality criteria.

ISO 9001:2000 is a quality assurance model used by companies that design, produce, inspect, test and service products.

"ISO 9001 certification assures our customers that quality is the result of a highly regimented, consistently applied process that drives continual improvement," said Gary Lewis, quality assurance manager for Club Car.

Under Lewis' direction, a 25-member

management team led Club Car through an eight-month process to evaluate hundreds of systems and processes prior to an independent audit conducted last month. As part of its preparations, the team rewrote the company's quality system manual, trained Club Car associates and conducted internal audits against the new standards.

"Throughout the entire development of a quality management system, our objective was to ensure continual improvement with an emphasis on customer satisfaction," said Lewis.

Club Car is among a small number of manufacturers that has converted to the

new standard. It is estimated that only five to 10 percent of U.S. companies have completed the upgrade process. All ISO-certified companies must upgrade to ISO 9001:2000 by Dec. 15, 2003.

## Novozymes breaks ground on new HQ

ROANOKE, Va. — Novozymes Biologicals Inc. has broken ground here on a new 20,000-square-foot facility that will house the company's business operations and research and development laboratories. The company will relocate from its existing facility in Salem to the Roanoke County Center for Research and Technology in the fourth quarter of 2002.

"This expansion marks the beginning of an important new chapter for Novozymes as we continue to grow and introduce new products in the turf and ornamental markets," said company president Ted Melnik.

## MGI's Laser caddie

Continued from previous page

"At a course that has 30,000 rounds a year, up to 40 percent walk. This would provide an extra revenue stream for the owners,"

Bouzan said. "You don't get any profits from a \$2 pull cart. With six caddies rented at \$8 each 700 times a year, they pay for themselves."

While the numbers add up to Bouzan, he realizes that he faces an uphill battle.

"This will be an education effort," he said. "The baby-boomers are the biggest walkers and they are starting to pick up these units. If I lowered the average age of my customers from 57 to 55, I would not be able to supply the demand in the market." ■



The Laser power caddie

## Rain Bird rolls out renovation financing

AZUSA, Calif. — Rain Bird has introduced Rain Bird Financial Solutions to help golf courses finance irrigation renovations.

The new program, run by Bankgroup Financial Services, offers customers flexible payment options and terms, may include all hard and soft costs and requires

no real estate collateral.

"We recognize the importance of financing for renovation projects," said Chris Fay, Rain Bird's golf division director. "Our financial solutions program is designed to make the process easier for golf courses that want to invest in their long-term viability."

## BASF expands fungicide portfolio

Continued from previous page

other two strobilurins currently on the market.

"The main distinctive feature is that Insignia offers significant suppression of dollar spot and will be the first in this class of chemistry to be registered for control of bentgrass dead spot," said Henry Wetzel, biology product leader. "Overall, if you compare it to others, we are closer to Heritage because we provide up to 28 days of control and Compass is a 14- to 21-day product."

Wetzel expects the product to have strong applications in the northern U.S. for snow mold protection and in the Mid-Atlantic and Midwest for control of brown patch. "It will be used as far south as

bentgrass can be grown," he added.

Insignia is intended for use as a preventive fungicide and should be applied several weeks before disease outbreak. "If a course has a full-blown disease outbreak it should go with a contact type product and then follow up with Insignia."

Since strobilurins attack the same site in a fungus, a key concern is resistance management.

"There is documented resistance with pythium, anthracnose and gray leaf spot," said Wetzel. "Therefore we would not want courses to use this product for more than one-third of its applications for any disease."

That is where Emerald comes in, said fungicide marketing manager Greg Thompson.

"We are trying to make new products and chemistries we think will help with resistance issues," he said. "We have products like Insignia that offer better efficacy

and better broad spectrum controls and we have products like Emerald that offer the specialized dollar spot control. We have other products in the pipeline that offer other modes of action that will further help manage against resistance issues."

### END-USER FEEDBACK

While both products are awaiting registration, BASF has turned to superintendents like Fred Biggers at the 45-hole Wintergreen Resort in Wintergreen, Va., for feedback.

Biggers has tried both products over the last two years on the newest nine holes at the facility that opened in 1998. The layout is all bentgrass and is situated

in a very hot and humid environment.

"I used Insignia as part of my preventive program for tees, greens and fairways," said Biggers. "It is very similar to Heritage and we have applied it every two weeks and seen very little if any pythium or brown patch. It is better than Heritage on dollar spot."

Biggers has been testing Emerald in a separate area and has had 28-day control of dollar spot.

"We had a par-3 fairway that was infested with dollar spot. We got it under control with Emerald and gave it a light fertilization and it is perfect now," said Biggers. "Emerald would make a good tank mix with Insignia." ■

## Bayer's fungicides

Continued from previous page

that add value to the market."

One of the potential product combinations is Compass and Chipco 26 GT to provide resistance management, broad-spectrum control and full dollar spot control.

### AN EXPANDED NEW PRODUCT PIPELINE

Bringing the two companies together also has resulted in a stronger new product pipeline.

"In addition to three new insecticides and two new herbicides, we have four new fungicides in development right now," said Carrothers. "This is where we really benefit the superintendent. I don't think they care if we are bigger, but they do care when we can bring new technology to them on an ongoing basis."

While he couldn't go into specifics about the new fungicides, Carrothers said they included different active ingredients and more choices to combat resistance. The new products are approximately three to five years away from production.

Research and development efforts will

also be doubled.

"If a company today is serious about bringing new technology to market they need to be spending on research and development," Carrothers said. "The combined company will have the needed level of investment in research and development to bring forward new technology. That is primarily what is driving these acquisitions and mergers because it is extremely expensive over the long-term to fill the pipeline."

As the merging process continues, Bayer ES will be sorting out its sales force, technical support and distribution channels.

"What won't change is superintendents will continue to have continued access to some of the most trained and experienced sales representatives and field development people that are available today," said Carrothers. "This is an extremely competitive business and the fact that we are bigger in no way changes the fact that we have capable competitors. Look at Syngenta and the portfolio they bring. The superintendent does not have to do business with us unless we are bringing the service and technical support that helps them solve problems." ■



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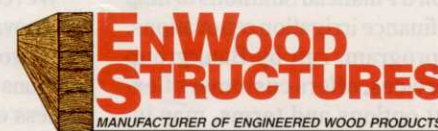
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- 21-24 *University of California Riverside's Turfgrass and Landscape Management Field Day, Riverside, Calif.*  
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### OCTOBER

- 16-20 *Independent Turf & Ornamental Distributors Association fall meeting, St. Thomas, U.S. Virgin Islands.* Contact: 810-229-9405.

## Lesco to sell plants

Continued from page 18

Approximately 6,500 of the remaining SKUs are replacement parts for lawncare equipment.

"We have implemented a new product lifecycle program that requires the progressive markdown and liquidation of discontinued SKUs over predetermined timelines. This process will convert these discontinued items to cash as effectively as possible and eliminate the annual carrying costs of discontinued inventory, including taxes, insurance, storage, handling and interest," said DiMino.

While Lesco planned for the decreased sales in national accounts DiMino is working to change the golf sales results.

"Second quarter golf sales were disappointing and there are no excuses. We are changing the structure of the golf sales team and we expect better results in the coming periods," he said.


Despite the downturn in golf sales DiMino said Lesco is on track to meet its full-year growth and expects sales growth to increase four percent. ■

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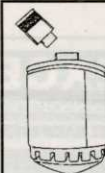
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## NATIONAL GOLF ROUNDS PLAYED\*

REGION	JUNE	Y.T.D.
NEW ENGLAND (ME, NH, VT, MA, RI, CT)	-5.6%	-0.3%
MIDDLE ATLANTIC (NY, NJ, PA)	2.9%	2.4%
EAST NORTH CENTRAL (MI, OH, IN, IL, WI)	0.6%	-10.5%
WEST NORTH CENTRAL (MN, IA, MO, KS, NE, SD, ND)	-8.0%	-9.9%
SOUTH ATLANTIC (DE, WV, VA, MD, NC, SC, GA, FL)	1.8%	1.0%
EAST SOUTH CENTRAL (KY, TN, AL, MS)	-1.3%	-4.0%
WEST SOUTH CENTRAL (AR, LA, OK, TX)	4.7%	0.2%
MOUNTAIN (MT, ID, WY, CO, NM, AZ, UT, NV)	-3.5%	-1.6%
PACIFIC (WA, OR, CA, AK, HI)	2.0%	0.5%

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

Source: Golf DataTech

## Golf Course News Stock Report (8/1)

Company(Symbol)	Price	Change(%) 7/5/02	52-wk range
Aventis (AVE)	65.61	-5.8	52.78 - 79.59
Bayer (BAY)	25.20	-21.5	22.55 - 36.00
BASF (BF)	38.50	-16.5	27.15 - 46.85
Century Garden and Pet (CENT)	15.00	-10.6	6.60 - 18.49
Deere & Co. (DE)	42.02	-14.0	33.50 - 49.98
Dow Chemical Co. (DOW)	28.87	-14.4	23.66 - 38.67
Golf Trust of America (GTA)	2.68	-18.5	2.30 - 8.80
Ingersoll-Rand (IR)	38.39	-15.0	30.40 - 54.40
Lesco Inc. (LSCO)	12.00	4.3	6.10 - 12.26
Monsanto Co. (MON)	15.20	-14.1	13.20 - 37.90
National Golf Properties (TEE)	11.45	25.8	4.30 - 25.26
Syngenta AG (SYT)	10.16	-18.1	8.50 - 13.20
Textron Inc. (TXT)	39.40	-12.2	31.29-57.24
Toll Brothers (TOL)	22.85	-29.1	12.93-31.80
Toro Co. (TTC)	50.00	-11.9	39.00-62.75

## YEAR-TO-DATE GOLF PROJECT ACTIVITY (MONTHLY CHANGE)

	NEW	ADDITIONS	TOTAL
PROPOSED	389 (+5)	66 (-1)	455 (+4)
IN PLANNING	405 (-16)	70 (-4)	475 (-20)
UNDER CONSTRUCTION	385 (-17)	183 (+1)	568 (-16)
COMPLETED	122(+30)	68 (+13)	190 (+43)

Source: National Golf Foundation

## NGF renovation numbers

The NGF's monthly Golf Project Report numbers do not include courses classified as reconstructions or renovations. This year to date, 45 reconstructed courses are under construction and 12 have opened.



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BASF	13	800-545-9525	919-547-2410	www.turfacts.com
Harrell's *	16	800-282-8007	—	www.harrell's.com
Magnum Research Corp.	10	800-729-0561	516-437-2665	www.magnumresearchcorp.com / magnumr@magnumresearch.com
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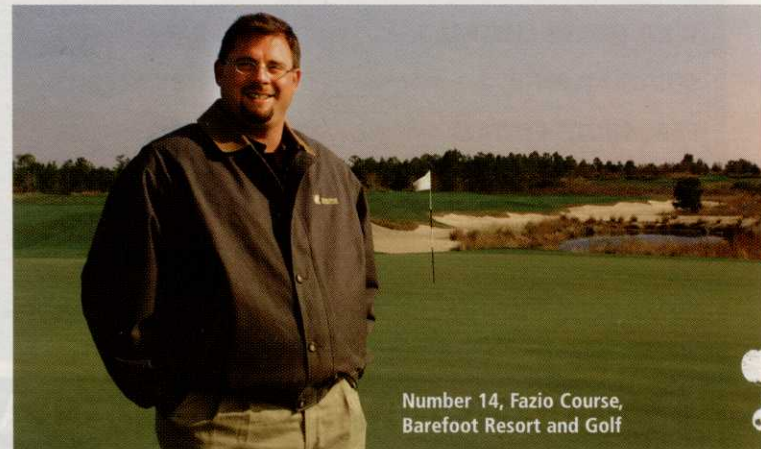
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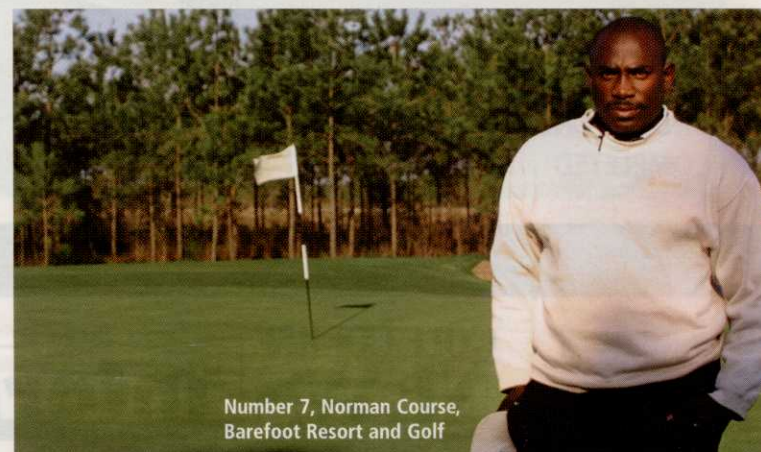
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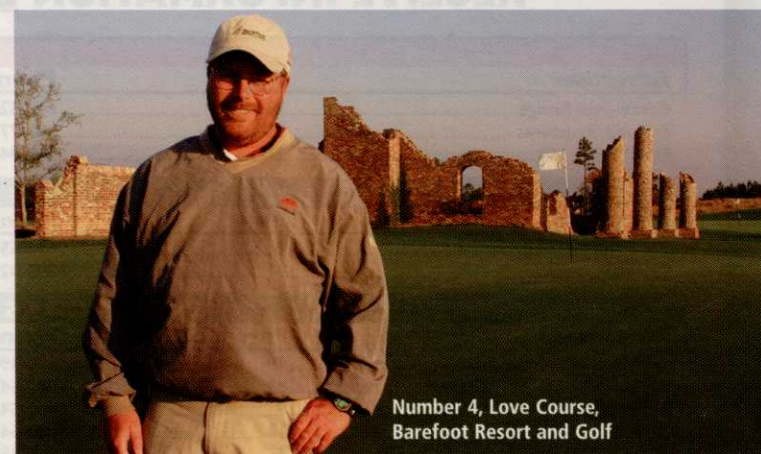
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PENN A-1	.73	.63	.76	.72	.83	.78	.70	.73	.74	.80	.68	.68	.65	.73
PENN G-1	.69	.60	.76	.71	.76	.72	.73	.77	.75	.84	.67	.64	.66	.71
PENN G-6	.66	.57	.73	.74	.77	.76	.68	.74	.71	.79	.66	.67	.66	.70
Century	.69	.62	.74	.71	.81	.60	.67	.72	.73	.80	.64	.66	.67	.70
L-93	.64	.62	.72	.76	.80	.70	.67	.67	.69	.71	.67	.66	.66	.69
Grand Prix (LCB-103)	.68	.62	.73	.70	.73	.66	.67	.68	.70	.80	.65	.66	.65	.69
Imperial	.67	.59	.71	.72	.78	.64	.69	.70	.73	.70	.68	.63	.63	.68
Backspin	.68	.66	.73	.71	.74	.67	.63	.68	.72	.71	.64	.63	.62	.68
SR 1119	.65	.63	.70	.72	.74	.66	.65	.73	.67	.72	.67	.62	.61	.67
SR 1020	.67	.62	.70	.68	.70	.64	.65	.66	.67	.66	.65	.64	.62	.66
Crenshaw	.66	.58	.72	.74	.74	.60	.62	.72	.66	.64	.62	.65	.55	.65
Providence	.65	.61	.71	.70	.73	.67	.64	.66	.66	.60	.59	.63	.60	.65
Cato	.61	.56	.71	.64	.74	.61	.65	.70	.66	.58	.62	.65	.58	.64
Viper	.61	.58	.70	.67	.71	.63	.61	.61	.64	.46	.59	.60	.58	.62
Trueline	.62	.59	.71	.64	.66	.67	.58	.62	.63	.47	.61	.58	.58	.61
Puttler	.62	.56	.71	.64	.51	.65	.56	.63	.64	.37	.62	.60	.53	.59
Penncross	.53	.53	.65	.58	.49	.58	.53	.54	.55	.33	.57	.51	.48	.53
LSD Value	.04	.12	.02	.08	.03	.06	.06	.06	.03	.05	.06	.05	.03	.02
C.V. (%)	.36	.120	.18	.70	.23	.54	.56	.52	.31	.48	.58	.45	.34	.54

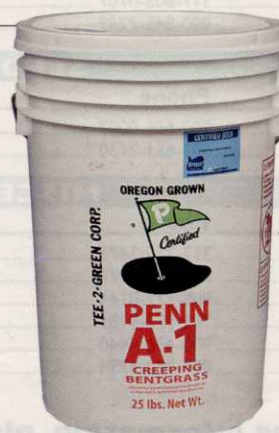
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