**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.

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 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 something 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 feedback, and its goal is to work with customer segments to develop golf programs that are better tailored to their needs.

Continued on page 15

**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.

Continued on page 10

**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 10-year lease on the 350-acre property from the Indiana Department of Natural Resources. The 19-hole public course is now the centerpiece of a development which already includes an established... Continued on page 3

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**PERIODICAL**

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While Some Fertilizers Make It Seem Like You’re Baling Hay,

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

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growing contract maintenance division, 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 Tennessee for nonpayment of amounts owing. In the Emerson lawsuit, club officials and lawyers for both sides declined to comment on this suit, 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.”

Continued from page 1

P.B. Dye doing his part for affordable golf

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. 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 River Vale. The lawsuit said this situation caused UPG to lose revenues from 2000 to 2001, the average 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 golf 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 Poa annua greens butting 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.

Continued on page 8

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

By DEREK RICE

PONTE VEDRA BEACH, Fla. — Gone are the 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 first annual Golf Industry Report from Golf 20/20, which looked 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 22 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 environmental reasons or because they were designed by a public entity for public use, such as a parkway. 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 five 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 at least a 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 five rounds a year).
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 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?

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 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 Bakk'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 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 fairways.

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 $50 an 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.

Isn't there a market for affordable golf? Of course there is. If you build it, they will come.
GMO danger
Continued from previous page
sented at two hearings and count-
less other presentations.

To attempt once more to get an
understanding of the two pro-
grams, I hereby make a compari-
son between a mule (male sterile)
and a stallion horse (open pollin-
ating). Mules can do everything
the stallion can do, except repro-
duce. Conversely, the stallion
horse will breed all like horses,
spreading his genes wherever he
can find a willing mate. This "stal-
lion" 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 na-
tive bentgrasses will be recep-
plan in place
Continued from previous page
the U.S. Environmental Protec-
tion 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 pri-
mary reasons our companies
chose creeping bentgrass to be
the first variety of grass devel-
oped 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 aggres-
sively addressing this by ensur-
ing that Roundup Ready creeping
bentgrass seed production is iso-
lated from the Willamette Valley
in western Oregon, where most of
the world's bentgrass seed is pro-
duced.
We asked the Oregon Depart-
ment of Agriculture (ODA) to es-
tablish a control area to keep the
production of creeping bentgrass
seed developed through biotech-
nology 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 Moun-
tains, 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 produc-
tion, dedicated combines, process-
ing equipment and extensive
monitoring.

We don't make the turf. We make it better.
The reasons for renovating may vary, but the desired result is always the same—a perfect stand of lush, beautiful
turf. Basamid, the only granular soil fumigant on the market, is the quickest, most dependable way to achieve that result.
Basamid penetrates deep to sterilize the soil and quickly eliminate virtually all weeds, nematodes, grasses and soil diseases.
Plus, the nonrestrictive, granular formulation of Basamid requires no complicated application equipment or tarp, offering you
the flexibility to renovate a single green or all 18 fairways. You can even reseed and get your new turf off to a healthy, vigorous
start in as little as 10 to 12 days. Basamid makes traveling the road to perfection smoother than ever before.

To learn more about how you can start down the road to perfection with Basamid, visit www.turffacts.com
or call 1-800-545-9525.
Postemergence crabgrass control improving

By T.L. WATSCHEK, Ph.D.

The herbical 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. 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 herbical 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, the addition of appropriate adjuvants can improve the efficacy of postemergence crabgrass control.

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 bermudagrass 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 Tifgreen, Champion is the ultradwarf of choice at Superstition Mountain Golf Club, Pointe Hilton Golf Club in Arizona, and the Omni Tucson National 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

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 season 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 Calahalne 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 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

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 programs 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.”
The eighth hole at Musket Ridge Golf Club

WITCRAFT'S TOOLS

| GREENS MOWERS: 10 Jacobsen 522 |
|-----|------------------|
| TEE MOWERS: 2 Jacobsen Triplex |
| 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 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

TOTAL SQUARE FOOTAGE OF MAINTENANCE BUILDING: 6,800 sq. ft.
ANNUAL ROUNDS OF GOLF: 30,000
NORMAL GREEN SPEED: 8'

Douglas Witcraft and his dog, Abby

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 onsite 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 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."
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. "One of the things that came out of the concern over outcrossing into other species and aegostis varieties. However, studies show that the levels of outcrossing 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 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.

JOBS 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 under 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 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 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 proven 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 andfungicides."

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.

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

"If 11,000 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 are even more so. We're trying to eliminate gray leaf spot concerns that are the target markets."

While the market for Roundup Ready creeping bentgrass rather small, Scots 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 Scots 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 underbids 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

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

OTHER PREEMERGENTS TALK A LOT ABOUT CRABGRASS.

With Pendulum, It never comes up.

Professional Pendulum herbicide consistently controls crabgrass better than other preemergent herbicides. What more can we say? How about Pendulum controls a broader spectrum of weeds than any other preemergent—more than 40 grassy and broadleaf weeds, such as oxalis and spurge, in all. It also controls Costs, to offer you greater value. Plus, Pendulum comes in granular and liquid formulations, and BASF pendimethalin is available on fertilizer from Scotts and Helena, for maximum application flexibility.

With Pendulum, there's just so much more to talk about than crabgrass. To learn more about why everyone's talking about Pendulum, call 1-800-545-9525 or visit www.turffacts.com. Always read and follow label directions.

We Don't Make The Turf. We Make It Better.

BASF
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 woody 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 muller or machine spark creating a fire situation. Most courses have confined all equipment and golf cars to irrigated turf areas and asphalt/concrete paths or greens.

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 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., monomalonitrium, monochlorodinitrobenzene, and diclorodimethylarsionate. Organic arsenical materials are still available for use; however, they no longer dominate the marketplace. In general, the commercialization of Acclaim in the late 1980s, herbicidal options for the post-emergence control of summer annuals 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 germination 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 tillers. As crabgrass plants continue to grow larger and produce more tillers, control will continue to decline. Some Kentucky bluegrasses have sensitivity to Acclaim and applications to them could be avoided. However, the sensitivity 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, 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 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 a high relative hydrophilic). The control of smooth crabgrass has also been excellent. All success with Drive are supplemented with methylated seed oil. Drive does not work particularly well without an additive.

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

Champion catching on
Continued from page 6

earen'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 to rich color and consistent playing conditions, Krout maintains a strict schedule of vericutting and topdressing twice a week and double-cut mowing every day.

This past spring, the Champion greens on The Prospector met an even more stringent "trial by fire" when The Tradition, the first major tournament to have been held in the Desert Mountain Pre-

This "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 "Tradition" 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 regimen 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 turf density, Smith uses less verticutting, 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 Pettay's approach is similar, however, he must balance the look and feel of the greens to satisfy members as well as resort guests. Throughout the 1997 season, 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 evidence, 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."
Lake Las Vegas takes next step

**By Doug Saunders**

HENDERSON, Nev. — Lake Las Vegas Resort, the ambitious $4 billion development 17 miles south of Las Vegas, has been engineered to ride out the choice 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 Fazio.

"The Falls course is built on a very dramatic stretch of mountainside that offers over 400 feet of elevation change," Tom Weiskopf said. "It's a layout that is very challenging for the player of all levels of ability."

The Falls course will cover the events leading up to the club's re-opening.

Continued on page 13

EnCap gets approval for 72-hole resort

**By Kevin Downing, CGCS**

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 cover seven landfills — a total of 1,330 acres — and a 370-room facility. The construction is under- way for the rea-sonable delays, so golf course operators and superinten-dents 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 coordi-nated with the shaping and construc-tion contractor to make sure they disposed of their materials in a timely fashion. We also had a separate irrigation company install our replacement water system into our golf course. The question I'm fielding now is: "How are we doing and are we on schedule?"

Continued on page 13

Environmental friendly Talking Rock Ranch to open in Arizona

**By Richard B. Johnson**

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

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

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 ter-ritorial style buildings in lieu of a large clubhouse.

Harvard Investments deeds the property to the Yavapai Prescott Institute, which is part of the Talking Rock Ranch development, the ambitious $4 billion development that has been engineered to ride out the choice 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 is the centerpiece of the world-class community, which will ultimately include an office building, 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.

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Continued on page 13

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

The timeframe for most renovation jobs is usually quite tight with just a small margin for weather or other interrup-tions factored in. Time schedule esti-mates must allow for the reasonable delays, so golf course operators and superinten-dents 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.

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Continued on page 13

Bates to design complex on Olympic site

SALT LAKE CITY — More than six months after the Olympic Games ended in Salt Lake City, construction is underway at Soldier Hollow Olympic Golf Complex, a 36-hole facility to be built at the site of the Olympics.

Located in Utah's Wasatch Mountain State Park, adjacent to the Olympic Nordic ski trails outside Salt Lake City, the Gene Bates-designed Olympic and Midway courses will be open for public play.

The natural terrain of the land plays heavily in the design of the course, Bates said.

"There is 400 feet of elevation changes through the course, with dramatic views on every hole of the surrounding Wasatch Mountains," he said.

Bates received approval for the facility from the state of Utah prior to the 2002 Winter Olympics. Grow-in is scheduled for completion in August 2003, with play expected to begin in

Continued on page 13

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Continued on page 13
Two Strokes Ahead of the Competition

SyncroFlo
EAGLE PUMP STATION

“Two hazards we avoid at the Atlanta Athletic Club are motor pump failure and lightning damage”

Todd Daniel - GCS, Atlanta Athletic Club – Highlands Course
Host Site of the 2001 PGA Championship

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 mountainside, 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 grazing 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 fairways and is planted with Tifway 2 bermudagrass fairways and tees and Crenshaw bentgrass for the greens.

The Falls Course is the third of what may become a collection of up to six golf courses to be built at Lake Las Vegas. Ground will be broken on a Fazio-designed layout this November as the developers are in full swing to create this international resort destination.

Along with the golf courses, Transcontinental Properties has teamed up with Ritz Carlton Hotels and Intrawest Corp. to build MonteLago Village, which will open next spring. This Mediterranean-style village will include a 350-room luxury hotel, 800 condominiums, a 50-acre village with cobblestone streets with commercial space, office space and a 40,000-square-foot casino.

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.
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.

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 $20.5 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 Meadowlands, 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.

The shortest distance between broadleaf and grassy weed control.

Drive® 75 DF herbicide effectively raises the bar for postemergent weed control. A single, convenient application of Drive quickly eliminates a broad spectrum of both broadleaf and grassy weeds—from crabgrass and foxtail to clover and dandelion—in a wide variety of turf species. Then Drive keeps weeds under control for 30 to 45 days—in some cases for more than 3 months. Drive also offers exceptional seeding and overseeding flexibility—allowing you to seed many varieties of turf immediately before or after application. To learn more about how Drive® 75 DF can help you in your drive for turf perfection, call 1-800-545-9525 or visit www.turffacts.com. Always read and follow label directions.

GOLF COURSE NEWS

BASF
Intrawest Golf has named Todd Keefer as director of golf for based Intrawest Golf has named the 18-hole Trilogy Golf Club in community network. Intrawest Seville Golf and Country Club, both of new Golf Club at Power Ranch and all operations at the Gary Panks- Golf Club in Temecula. Keefer was announced at an Inverness 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, 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 being good news for 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 America extended the maturity of AGC’s credit facility and private placement notes to the earlier of March 31, 2005, 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 may be using the loan 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.

**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 for investment in the stock market are getting out of the market,” said Tom Marks, executive vice president for program services 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 covered by standard 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 Lumbar Robinson and Associates, a representative for Zurich and other carriers that offer golf insurance. “It is important for courses to have 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.)

**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 85-year-old club’s main 26,000-square-foot 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 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 pumps water through underground pipes and uses a stable ground temperature to act as both a heating and cooling engine. (Continued on page 17)
data and analyzed market trends to determine that the club was best suited for serving corporate golf clients 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.

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.
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 upgrades 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 burn-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.”

GROUND 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 land-sapped 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.”

Geothermal heating system
Continued from page 14

The 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 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.
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-ballees 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 Loman Country Club Ltd., in Lorain, Ohio. In that case, Joseph Ritenauser was injured after falling out of a golf car in which he was a passenger. Ritenauser 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 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 GolfClub in Oklahoma City. The case began in 1997 when a man and his wife 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 court. 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 a licensed 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.
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.

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 variable ingredients, which is key to fungicide resistance. We now can offer Bayleton or Compass for anthracnose, Bond and Allette for pythium and Bayleton and Chipco 26 GT for dollar spot."

But the depth and breadth of the lineup is not only the 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

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...
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.

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 Wetzler, biology product leader. “Overall, if you compare 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.”

Wetzler 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 to use as a preventive fungicide and should be applied several weeks before disease outbreak. “If a course has a full-blow 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 Wetzler. “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 that 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.”

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 wouldn’t be able to supply the demand in the market.”

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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.
## Golf Course Classifieds

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

<table>
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<td><strong>GOLF COURSE CONSTRUCTION</strong></td>
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<td>PVC • HDPE • EPDM • RPP Hypalon • Turf Reinforcement Erosion Control</td>
<td>Endebrock-White Company, Inc. Specializing in worldwide: • Removal of existing cart paths • Installation of concrete golf cart paths and concrete curbing</td>
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<td>Expanding company has immediate openings for projects from the heart of the United States and as far north as Canada. Seeking experienced construction irrigation pipe fitters, irrigation foremen, small equipment operators (skidsteer, excavator, etc.) finishers. Work to be performed late August, travel is required. Mail resume to NMP Golf Construction Corp., P.O. Box 2619, Acton, MA 01720; fax: 1-888-707-3219; email: <a href="mailto:info@nmpgolf.com">info@nmpgolf.com</a>.</td>
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Email __________________________________________

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

Signature ____________________________
Exp. date ____________________________
### National Golf Rounds Played*

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*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.

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

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<td>66 (-1)</td>
<td>455 (+4)</td>
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<tr>
<td>Under Construction</td>
<td>385 (-17)</td>
<td>183 (+1)</td>
<td>568 (-16)</td>
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<tr>
<td>Completed</td>
<td>122(+30)</td>
<td>68(+13)</td>
<td>190 (+43)</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Company(Symbol)</th>
<th>Price</th>
<th>Change(%)</th>
<th>52-wk range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aventis [AVE]</td>
<td>65.61</td>
<td>-5.8%</td>
<td>52.78 - 79.59</td>
</tr>
<tr>
<td>Bayer (BAY)</td>
<td>25.20</td>
<td>-21.5%</td>
<td>22.55 - 36.00</td>
</tr>
<tr>
<td>BASF (BF)</td>
<td>38.50</td>
<td>-16.5%</td>
<td>27.15 - 46.85</td>
</tr>
<tr>
<td>Century Garden and Pet [CENT]</td>
<td>15.00</td>
<td>-10.6%</td>
<td>6.60 - 18.49</td>
</tr>
<tr>
<td>Deere &amp; Co. [DE]</td>
<td>42.02</td>
<td>-14.0%</td>
<td>33.50 - 49.98</td>
</tr>
<tr>
<td>Dow Chemical Co. [DOW]</td>
<td>28.87</td>
<td>-14.4%</td>
<td>23.66 - 36.67</td>
</tr>
<tr>
<td>Golf Trust of America [GTA]</td>
<td>2.68</td>
<td>-18.5%</td>
<td>2.30 - 8.80</td>
</tr>
<tr>
<td>Ingersoll-Rand [IR]</td>
<td>38.39</td>
<td>-15.0%</td>
<td>30.40 - 54.40</td>
</tr>
<tr>
<td>Lexco Inc. [LCC]</td>
<td>12.00</td>
<td>-4.3%</td>
<td>10.60 - 12.26</td>
</tr>
<tr>
<td>Monsanto Co. [MON]</td>
<td>15.20</td>
<td>-14.1%</td>
<td>13.20 - 37.90</td>
</tr>
<tr>
<td>National Golf Properties [TEE]</td>
<td>11.45</td>
<td>25.8%</td>
<td>4.30 - 25.26</td>
</tr>
<tr>
<td>Syngenta AG [SYT]</td>
<td>10.16</td>
<td>-18.1%</td>
<td>8.50 - 13.20</td>
</tr>
<tr>
<td>Textron Inc. [TXT]</td>
<td>39.40</td>
<td>-12.2%</td>
<td>31.29 - 57.24</td>
</tr>
<tr>
<td>Toll Brothers [TOL]</td>
<td>22.85</td>
<td>-29.1%</td>
<td>12.93 - 31.80</td>
</tr>
<tr>
<td>Toro Co. [TTC]</td>
<td>50.00</td>
<td>-11.9%</td>
<td>39.00 - 62.75</td>
</tr>
</tbody>
</table>

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

When requesting information, please mention Golf Course News 9/02.
"Playing Barefoot’s More Fun Because Of Penn A-1"

"The thinking behind our three great resort courses, each with its distinguished designer and unique features, is to have them putt equally for our 90,000 to 40,000 rounds per year per course. True and consistent Penn A-1 has done this beautifully through heat and wear stresses, and it’s no more trouble to maintain than other creeping bentgrasses I’ve managed. I wouldn’t hesitate to use Penn A-1 again.”

Jeffrey Brown
ASt. Superintendent
Tom Fazio Course
Barefoot Resort and Golf
North Myrtle Beach, SC

"Penn A-1 creeping bentgrass was selected for all three of our resort courses. Guests are pleased with the consistent putting from course-to-course, and often tell us they’re the best greens they’ve ever played on.”

Matthew Huggins
Asst. Superintendent
Greg Norman Course
Barefoot Resort and Golf
North Myrtle Beach, SC

"We love Penn A-1 here because it is heat tolerant and holds up well to traffic with no extra maintenance. Resort people love Penn A-1 because of its fair and true playing surface.”

W. Patrick Donelan
Golf Course Superintendent
Love and Norman Courses
Barefoot Resort and Golf

"Nothing’s better than this.”

David E. (D.Z.) Zeidler
Golf Course Superintendent
Fazio and Dye Courses
Barefoot Resort and Golf

"Some of the best attributes of Penn A-1 here in the southern regions of the transition belt are its heat tolerance and recovery from any heat stresses it may suffer. Resort guests comment on A-1’s upright growth and true putting.”

Chris Varrell
Asst. Superintendent
Davis Love III Course
Barefoot Resort and Golf
North Myrtle Beach, SC

Penn A-1 is distributed exclusively by

TURF-SEED, INC.

www.turf-seed.com
800-247-6910 in the USA

Penn A-1 is a top performer in the USGA/GCSAA/NTEP 1997 On-Site Bentgrass Trials!

Variety Name AD3 AD2 CA4 CA5 CO2 I3 I5 KY2 MO4 NY2 TX1 VA7 WA5 MEAN

---
PENN A-4 7.3 7.3 7.9 7.9 7.4 8.1 7.6 7.2 8.1 7.4 8.7 6.9 6.9 6.8 6.5 7.5
PENN A-1 7.4 6.3 7.6 7.2 8.1 7.8 7.0 7.0 7.4 8.8 6.8 6.5 6.7 6.8 7.5
PENN G-1 6.9 7.0 7.6 7.1 7.6 7.2 7.3 7.7 7.5 8.4 6.7 6.4 6.6 6.1 7.1
PENN G-6 5.7 5.3 7.4 7.4 7.7 7.4 8.8 7.6 7.7 8.1 7.9 6.6 6.7 6.6 7.0
Century 6.9 7.3 7.4 7.1 8.3 7.0 6.7 6.2 7.3 8.9 6.4 6.6 6.7 7.0 7.0
L-93 6.4 6.3 7.2 7.6 8.0 7.0 6.7 6.7 6.9 7.1 6.2 6.6 6.6 6.8 6.9
Grand Prix (LCB-103) 6.8 6.2 7.3 7.0 7.3 6.6 6.7 6.8 7.0 8.9 6.5 6.6 6.5 6.9 6.9
Centurion 6.7 5.6 7.1 7.2 7.8 5.4 6.5 7.0 7.3 7.0 6.8 6.3 6.8 6.8 7.1
Backspin 6.8 6.6 7.3 7.1 7.4 6.7 6.3 6.8 7.2 7.1 6.4 6.3 6.2 6.8 6.8
SR 1119 6.7 6.7 7.0 7.2 7.4 5.9 6.2 7.2 6.8 6.4 6.2 6.5 6.5 6.5 6.9
SR 1020 6.6 5.9 7.2 7.4 7.9 6.2 6.9 7.2 6.8 6.4 6.2 6.5 6.5 6.5 6.9
Princelion 6.5 6.1 7.1 7.6 7.3 6.7 6.4 6.6 6.6 6.9 6.3 6.5 6.5 6.5 6.5
Caliope 6.1 5.8 7.1 6.4 7.4 6.1 6.5 7.0 6.6 5.8 6.2 6.5 6.5 6.5 6.5
Vipert 6.1 5.8 7.0 6.7 7.1 6.3 6.1 6.1 6.4 6.6 5.9 6.0 5.8 6.2
Trouble 6.2 5.9 7.1 6.4 6.6 6.7 5.8 6.2 6.3 6.7 6.1 5.8 6.3 6.3 6.3
Putter 6.2 5.6 7.1 6.4 5.1 5.5 5.6 6.3 6.4 6.7 6.2 6.0 5.3 5.9
Pentacross 5.3 5.3 6.5 6.8 6.9 5.8 5.3 5.4 5.5 3.3 5.7 5.1 4.8 5.3
LSD Value 0.4 0.12 0.02 0.08 0.03 0.06 0.06 0.06 0.03 0.05 0.05 0.05 0.05 0.05 0.05
C.V. (%) 3.6 12.0 1.8 7.0 2.3 3.4 5.6 5.2 3.1 4.8 5.8 4.5 3.4 5.4

Penn A-1 is a top performer in the USGA/GCSAA/NTEP 1997 On-Site Bentgrass Trials!

Mean Turfgrass Quality Ratings of Bentgrass Cultivars in the 1997 USGA/GCSAA/NTEP On-site Bentgrass Test at 13 Locations in the U.S. 2000 Data. Turfgrass Quality Ratings 1-9; 9=Ideal Turf.

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503-651-2130
FAX 503-651-2351
www.tee-2-green.com
e-mail: bentinfo@tee-2-green.com

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