Redstone GC ready for '03 Tour stop

By DEREK RICE

HOUSTON — After a couple false starts due to bad weather in Houston, Redstone Golf Management was finally able to open its first 18-hole course at Redstone Golf Club in early December. Designed by Jim Hardy and Peter Jacobsen, the course will host the 2003 Shell Houston Open two weeks after The Masters. A second 18-hole course, designed by Rees Jones, is currently in progress and is expected to open in fall 2004. The Jacobsen/Hardy course will be private, while the Jones course will be open to the public. The Shell Houston Open will move to the Jones course in 2005. Jacobsen and Hardy turned the existing course at Redstone GC into a 7,508-yard course. Upon completion of the Jones course, the facility, which also includes a 31,000-square-foot teeing area for Freedom Golf Services adds third management contract

Debbie Hunt

Freedom Golf Services has added another high-profile management contract, taking over the operations of the private Weirwind Golf Club in Woodbine, Ga. The company now manages 22 properties, are involved in the management of 17,000-hole equivalents, and employ 140 full-time employees.

SUPPLIER BUSINESS

Hydrograss Technologies opens Florida office

Subhir regroups, looks to expand market share

Dow AgroSciences reorganizes T&O sales group

GCSAA TO TACKLE LONG LIST OF INITIATIVES

By ANDREW OVERBECK

NEW YORK — The long-planned and now shareholder-approved merger between First Union Real Estate Equity and Mortgage and Hershey, Pa.-based Gotham Golf Corp. hit a snag in early December when the New York Supreme Court for New York County granted an injunction blocking the transaction.

At issue is compensation for preferred shareholders vs. that for common shareholders. One preferred shareholder, George Kimmel, filed a lawsuit in April seeking class-action status.

GCN: How do you respond to the criticism from some members as a whole by communicating more with golf course managers, owners, management companies, developers and suppliers.

WHY HAVEN'T MORE JOINED?

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Under the original plan, First Union shareholders

Continued on page 3

Audubon sets 50 percent goal for 2007

By ANDREW OVERBECK

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Continued on page 3
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BASF
**Ohio Turfgrass Show continues success**

*By Andrew Overbeck*

**COLUMBUS, Ohio —** Despite mixed numbers, executive director Kevin Thompson termed the latest Ohio Turfgrass Foundation Conference and Show, held here Dec. 9 to 12, a success.

While the number of exhibitors increased 2.3 percent to 232, Thompson said year-on-year attendance numbers were up seven percent to 2,900.

“We had an ice storm on Wednesday morning,” he said.

Photo: The Ohio Turfgrass Show posted mixed numbers.

“...I think the slight drop in attendees has more to do with the economy.Employers are sending fewer representatives, but exhibitors said they were doing just as much business. I think we are getting the same amount of buyers, there are just less members in the buying team.”

Thompson said the overall product show case would be a bigger part of next year's show.

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**Audubon's 50 in five**

*Continued from page 1*

Kevin Fletcher

Courses that know about the program have not joined. Fletcher said breaking down the perception that Audubon International is a time and money vacuum is the tallest task.

“Superintendents are really busy people and perhaps it is seen as another voluntary thing that they don't have time to do,” Fletcher said. “We have tried to show that when you go through the program, it often frees up time. If you are managing less turf areas because you have converted them to natural areas you have more time to spend doing something else on the course.

“Likewise, we have designed the program to work with both large and small budget courses. Our staff ecologists propose projects but also work within the cost constraints of the course,” he continued.
Superintendents should strive to raise visibility of profession

The Golf Course Superintendents Association of America has been the topic of many animated discussions over the last several months, and for good reason.

Any time an association as large as the GCSAA proposes a substantial dues increase there is bound to be chatter amongst its members. But when you add a possible relocation, PDI implementation and a public relations flap over excessive (or necessary) board of director travel, conversations among GCSAA members get downright heated.

We've tackled the above issues in the pages of Golf Course News this month. In the Point/COUNTERPOINT below, the merits of changing the GCSAA's articles of incorporation in order to ease relocation are debated. Our page one Q&A with GCSAA CEO Stephen F. Mona, however, puts this debate and other issues in proper perspective.

The GCSAA has a long list of initiatives, but what exactly is it trying to accomplish?

According to Mona, it all boils down to "providing the best possible future for our members." And a key part of that is raising the level of recognition, visibility and credibility of the golf course superintendent. By doing so, Mona hopes that superintendents will have more job security, more lucrative jobs, and increased career opportunities.

The are valuable, and needed, goals.

I went to Boone, N.C., this fall to talk to the Carolinas Golf Course Superintendents about these goals, and what superintendents could do to achieve them.

At the cocktail reception the night before my talk, the barkeep, who assured me he played golf, asked me in a hushed voice, "What exactly do these supervisors do anyway?"

His question may be ignorant, but it makes sense. Superintendents are supposed to do their jobs as quietly as possible. They have to get on the course early, get the work done and get the golfers playing. Superintendents, then, must take another avenue to "advertise" their importance.

I've seen plenty of examples this year of superintendents increasing why they could irrigate while homeowners had to let their lawns die. And superintendents handling numerous renovations wrote regular articles in club newsletters keeping members aware of project timelines.

By communicating proactively, these superintendents increased their effectiveness, profile and importance. So don't just rely on the GCSAA to do it for you. Get out there and practice the art of self-promotion.

Of course I'm one to talk, my father-in-law doesn't even know what I do for a living. According to this year's family Christmas letter, I am the editor of "International Golf Club News" and get to "play at prestigious golf clubs around the world." I wish.

Changing articles subverts system of checks and balances

BY STEVEN COOK, CGCS

The GCSAA is considering a proposal to change the association's articles of incorporation, removing the name of Lawrence, Kan., as its principal office and place of business. This change would allow the board of directors the freedom to relocate the association - without membership approval. While this proposal has some merit, many GCSAA members feel the amendment would put absolute power to relocate in the hands of too few people.

This is not an issue of trust. Neither is it an issue of the merits of relocation, but rather it is an issue of empowerment. Unrestricted empowerment - without a system of checks and balances - limits the GCSAA's effectiveness and draws unfair criticism to the leadership.

Those who support amending the articles have the best interests of the association at heart. They are considering numerous facts and judiciously exploring options. They worry that without the latitude this amendment will bring, the board will be unable to quickly respond to market conditions. They also worry that consensus among GCSAA members will be difficult to achieve in a timely manner and thus prevent relocation if an attractive offer for our current headquarters is tendered.

These worries are not unfounded, but they can be addressed and still allow the membership a voice in the process. Market conditions will always fluctuate and there will continue to be offers for our current headquarters. The GCSAA board of directors should communicate to the membership the merits of relocation, justify where and why we are relocating and provide the associated cost savings.

A sound relocation process will lead to a sound decision

BY TIMOTHY J. O'NEILL, CGCS

Before their profession, the environment, their facility or their national membership association, golf course superintendents are the whole of passionate individuals. Therefore, I was not surprised emotions have been high since it was announced that GCSAA was considering a change in the location of its headquarters. Rather than being disappointed by the comments on the subject, I was encouraged that the sentiments verified members are passionate about their association and what it represents.

I was appointed by GCSAA president Michael Wallace, CGCS, as editor of "International Golf Club News" and get to "play at prestigious golf clubs around the world." I wish.

Continued on next page

4 JANUARY 2003

GOLF COURSE NEWS
GCN adds Thomas, Hirsh to advisory board

Golf Course News has added superintendent Steve Thomas and golf course consultant Laurence Hirsh to its advisory board in a move to further bolster its position as the business newspaper for the golf course industry.

Thomas has been working on golf courses since 1990, is currently the director of agronomy at Pelican Hill Golf Club in Newport Beach, Calif. He oversees the superintendent at Pelican Hill, as well as the one at its sister course, Oak Creek Golf Club in Irvine. Both facilities are managed by Val Crete. Thomas does not weaken the Thomas got his start at Baltimore Country Club and then moved on to Wakefield Valley Golf Club in Westminster, Md., where he worked for three years with Gary Angell. After receiving his turfgrass management degree at the University of Maryland, Thomas was hired at Congressional Country Club in Bethesda, Md., where he worked under Paul Latshaw. At Congressional he had the opportunity to work on both the 1995 U.S. Senior Open and the 1997 U.S. Open. Thomas followed Latshaw to The Riviera Country Club in Los Angeles to help prepare for the 1998 U.S. Senior Open.

“Moving to California and working at Riviera was an opportunity of a lifetime and it opened many doors for me,” said Thomas. “We have the opportunity to spend the run-down course for a major championship. With a lot of hard work and many long days we came through with flying colors.”

Thomas got his first superintendent job at Oak Creek Golf Club in 2000. Hirsh brings 13 years of golf property expertise as a member of Golf Course News’ advisory board. He founded Golf Property Analysts in 1988 and is a member of the Counsellors of Real Estate and the Appraisal Institute. A graduate of Penn State University, he has served as past president of the Central Pennsylvania chapter of the Appraisal Institute and the Society of Golf Appraisers.

Hirsh has been involved in development and brokerage of numerous golf course properties and is a widely published author on golf property valuation and related economic matters.

Changing articles wrong way to approach relocation

Continued from previous page

Relocation process sound

Continued from previous page

If the area was a hub for two major airlines and it was centrally located to facilitate communication with members in all areas of the nation Lawrence has been a good home for GCSAA and the association has strengthened since establishing the community as its headquarters location.

However, times have changed. Other areas of the nation have become more accessible, communication technologies have made physical location practically irrelevant and geographic/ climatic characteristics make a re-examination of the headquarters location a sound business exercise. By engaging this study, we will determine what opportunities exist in terms of operational efficiencies, a potential relationship with a golf facility and/or hotel and conference center and in expanding our activities with golf governing bodies.

In the final analysis, the study may indicate that Lawrence is the best place for GCSAA’s home, but all of us deserve the thoughtful consideration this study will provide. Relocation is not a new subject. It has been discussed numerous times, as a response to offers made on the current headquarters facility. Those discussions, while based on considerable thought and integrity, did not employ the thorough analysis that will be required during this re-examination.

If we decide not to move, the study will provide the data for us now, and also for the foreseeable future if the subject is ever broached again. Without the study, we would be left making a decision in a vacuum, now and in the future.

Associated with the relocation feasibility study is an amendment to the articles of incorporation that will be voted upon at the annual meeting. If approved, the amendment will remove 1421 Research Park Drive, Lawrence, Kan., and the state of Kansas as the resident agent from the second article of incorporation and allow the board of directors to act on behalf of the membership in regards to its location.

By allowing the board of directors to vote on relocation, the association would have the ability to negotiate and act expediently on an offer that may or may not be available for a future vote at an annual meeting.

I am confident the GCSAA leadership has approached the subject thoroughly and professionally. We have engaged experienced professionals with expertise in these matters. The process could have been stopped at any point (and still can) if the information does not support further investigation. We have reached a point where we have received enough data to support continued exploration.

I am also confident we have and will continue to allow members to provide input on this subject. In the early phase of the study, much of the research had to be done without public disclosure due to the sensitive nature of the information. However, as the study moves ahead, the process and the information will become more public. The GCSAA leadership has pledged to communicate early and often as it moves ahead in the study.

Additional information on the relocation study can be found by accessing the recent GCSAA Chapter Delegates Meeting presentation at www.gcsaa.org. You will also have a chance to communicate your thoughts at the GCSAA annual meeting, 8 a.m., Friday, Feb. 14 in Atlanta. If you are attending Conference and Show, I encourage you to participate in that forum.

Timothy T. O’Neill, CGCS, is superintendent at the Country Club of Darien (Conn.) and serves as a director for the GCSAA.

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Steven Cook, CGCS, is superintendent at Oaklands Country Club in Bloomfield Hills, Mich.
Hokuli'a has named Fred Granger its new Jack Nicklaus signature golf course. Granger, who has worked for courses such as Turnberry Isle in Miami, previously served as a consultant for courses through the southern United States. Hokuli'a is a private oceanside golf community just south of Kailua-Kona on Hawaii's Big Island.

SYNGENTA'S GREENPARTNERS POINTS GOOD FOR GCSAA SHOW

Greensboro, N.C. — Syngenta Professional Products has announced that golf course superintendents can now redeem GreenPartners® points for full-pack registration to the Golf Course Superintendents Association of America Conference and Show held in Atlanta February 10 to 15, 2003. Syngenta also added GCSAA seminars, self-study courses, and several other educational opportunities to the GreenPartners reward offering. The GCSAA full conference package includes the opening session and reception, the golf general session, conference educational program, career development general session and the opportunity to visit with more than 700 exhibitors at the three-day trade show. It can be purchased by 35,900 GreenPartners points.

GRANGER HEADS TO HAWAII

HOKULI'A, Hawaii — Hokuli'a has named Fred Granger as superintendent of its new Jack Nicklaus signature golf course. Granger, who has worked for courses such as Turnberry Isle in Miami, previously served as a consultant for courses throughout the southern United States. Hokuli'a is a private oceanside golf community just south of Kailua-Kona on Hawaii's Big Island.

Fist attacks effluent problems at the source

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Fist attacks effluent problems at the source
Wake ready to show off changes at Palmetto Dunes

By ANDREW OVERBECK

HILTON HEAD ISLAND, S.C. — When the GCSAA Tournament comes to Hilton Head Island in February, they will find the Robert Trent Jones Course at Palmetto Dunes Resort completely transformed.

"We pretty much erased the board and started over again," said superintendent Patrick Wake, who has worked at the resort for almost six years. "We recontoured the whole thing and gave the course more flow and movement. Before it was completely flat."

Wake worked alongside architect Roger Rulewich and golf course builder Southeastern Golf on the $3.5 million renovation project. The course now measures just over 7,000 yards from the tips and sports a new set of junior tees that cut the distance to around 2,800 yards. The course reopened on Labor Day weekend after just nine months of work.

"Work started in December 2001 and it was as good a time as any to shut down. After Sept. 11, a lot of people pulled the plug on projects because of the uncertainty. But since rounds and revenues were down anyway, shutting down and rebuilding didn't hurt us as bad as we had anticipated," Wake said.

During the renovation, Wake was responsible for saving the course's existing irrigation system that had originally been installed in 1994.

"We had to save as much of the system as possible. I worked with my assistant Travis Woods and director of golf John Betts to make cuts and decide what we would lay out and what we would rip out," said Wake. "We redid all the greens irrigation and on holes eight and 11 we redid the whole system except for mainlines."

Wake worked closely with Southeastern Golf to make the inevitable on-site decisions and keep the project on schedule.

"We made a lot of on-site adjustments," he said. "It was a very field-driven job because of the constraints of the existing routing and all the irrigation issues. We met every morning and had a big meeting once a week to review schedules and where we stood on timing. This was not a job that we were going to get an extension on. We had a nine-month schedule and we had to stay with it."

EASE OF MAINTENANCE

According to Wake, the new layout should be much easier to maintain.

"Improving drainage was huge, we had 15 inches of rain the week before we opened and the course was still playable. Before, that would not have been possible," he said. "We also upped the size of the greens because we get 55,000 rounds a year. We also installed Champion bermudagrass. The Championship is a huge improvement over the Tifdwarf. It is faster and more consistent."

"We had talked about fitting in a new maintenance facility. The only thing missing from the renovation, said Wake, was a new maintenance facility.

"We had talked about fitting in a new shop in the budget, but the project went over a bit," he said.

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Wake kept 419 bermudagrass in the Tifdwarf. It is faster and more consistent. The zoysia is slower growing. It has already eliminated a lot of the tedious hand work."

The only thing missing from the renovation, said Wake, was a new maintenance facility.

"We had talked about fitting in a new shop in the budget, but the project went over a bit," he said.
Maintaining consistent bunkers is nearly impossible

Continued from page 6

States Golf Association considers seven factors when selecting bunker sand: particle size, particle shape and penetrometer value, crusting potential, chemical reaction and hardness, infiltration rate, color, and overall playing quality. Depending upon your location and climate, how you rank these factors may vary slightly. However, there does seem to be one common denominator that may be the biggest factor, the fried egg test, or in testing terminology, the penetrometer value. The penetrometer value measures the energy required to bury a ball in sand. This value shows the ability of sand to resist the golf ball from burying, or in more scientific terms, its resistance to compression. The penetrometer, itself, is a device that some are also questioning, particularly whether or not a better device is needed. It does not factor in ball spin, which has major input on the resulting lie in a bunker. Also, particle shape is the sand characteristic that influences the penetrometer value the greatest. Highly angular sand compacts easily, and therefore has a high resistance to burying a golf ball. However, this sand would also have a tendency to become a very firm playing sand, which may be a concern to some players. On the other side of the spectrum, well-rounded sand has a high tendency to bury a golf ball, due to its inability to compact and to be very unstable on bunker faces. Unfortunately, even though sand quality is the most important factor, it is also the most difficult to solve. According to Dr. Norm Hummel, from New York-based sand and soil testing firm Hummel & Co., there are probably only a half a dozen sands in the United States that meet the criteria for bunker sand. “Of all the sands we test for bunkers, we only approve about five percent that are sent, and even some of those are marginal,” he said.

Do all golfers like the same sand? Unfortunately, it is not that simple. PGA Tour professionals and most low handicap players prefer a firm sand, allowing spin to be produced on the ball. Slightly softer sand is preferred by a higher handicap player who cannot develop the clubhead speed needed to get through a firm sand bunker shot. These two different types of sand also receive comments from players. If you have firm sand, disgruntled players will insist there isn’t enough sand in the bunker. With soft sand, players insist there is too much sand in the bunker.

This brings us to consistency. To start with, nobody said bunkers should be consistent and most agree it’s nearly impossible. Golf course architects don’t clone one type of bunker to be used throughout the course. Bunkers are designed differently to offer various strategies to a hole, and various penalties to a player. Then the argument is, “Well, sure they are different in design, but the sand should be consistent.”

But since there are so many factors affecting the sand condition in a bunker, even with the best bunker construction and the perfect sand, you probably won’t have perfect consistency. Some of the factors that affect this consistency are sunlight, angle to the sun, shade, irrigation water, bunker depth, and drainage, along with others.

Klingstone patented

Continued from page 6

in the long-term.

Tim Johnson, superintendent at Tom Fazio-designed Springhill Golf Club in Wayzata, Minn., was instrumental in developing the application techniques and procedures. “I was project manager of the course and noticed this product called Mountain Great Soil Stabilizer and I knew we were going to have trouble with our bunkers here because of our sandy clay soil,” said Johnson. “The sand we were using was rounded so I knew that if I put a liner in it was always going to be exposed, so we tried it out.”

Since the product was initially developed to fill spaces between concrete foundations and soil, Johnson worked with Green Mountain to tweak the formula to make it appropriate for bunkers. He is listed as the co-inventor of the product. “We have used it for three years and it has certainly saved us sand,” Johnson said. “It doesn’t keep sand on the face, but it keeps it from being contaminated. We haven’t had to replace sand, even after the four feet of rain we got this summer.”

Another problem for obtaining consistency is shot trajectory into a bunker. Each hole is designed differently, and different shots enter bunkers differently. The worst case of a "fried egg" bunker is a 90-degree angle to the sand slope. This angle offers the least reaction between the ball and the sand. Also factored in should be the speed of the ball when it hits the sand.

For example, one of the worst scenarios is a par-3 that measures 130 to 150 yards, slightly downhill and has a southern exposed/angled green complex. This offers sand that stays dry, a very high golf shot trajectory, and the golf ball hitting the sand at about a 90-degree angle. This is one of the worst cases for potential fried egg lies. Even sand with decent specs can have trouble overcoming these factors. A totally different factor could be a par-4 that measures 440 yards, with an uphill second shot. Most players are hitting long irons and fairway woods for the second shot to a green complex that faces north and has plenty of shade. These bunkers would offer little chance for a buried ball, even with poor quality sand. The playability would also be totally different (or inconsistent, as golfers say) than the above-mentioned par-3.

Another factor that should be mentioned is bunker contamination from washouts. Many parts of the country are susceptible to two- to three-inch downpours in 20 minutes. These downpours can wreak havoc on bunker conditions. Even the best-built bunkers, with the finest drainage, can sometimes be no match when hit with a rain storm. When a bunker is washed out and becomes contaminated with silt, its playability changes immediately. Most clubs cannot afford to bring new sand in to replace the contaminated material, so the bunker is repaired, and the club lives with it.

Even with good sand, construction and maintenance, achieving true bunker consistency is nearly impossible. But if not all greens are consistent, why should bunkers have to be?

While Johnson put the liners in during construction, many superintendents are turning to Klingstone as a part of renovation work.

Superintendent Brian Anderson at Nemacolin Woods Resort has just wrapped up a full-scale bunker renovation that he started late last fall in preparation for the PGA Tour’s 2003 84 Lumber Classic of Pennsylvania.

“They required us to redo our bunkers because the sand was contaminated and they wanted better sand,” said Anderson. “They wanted better sand and better consistency, so we are using U.S. Silica’s VFB premium white sand that meets the Tour’s specifications.”

To protect the new sand investment, Anderson decided to go with Klingstone on the Pete Dye-designed layout. “We have gone with 160 55-gallon drums on our six and a half acres of bunkers,” Anderson said. “That’s the only problem, we have big bunkers.”

“It is twice the cost of geotextiles, but it is easier to work with and will keep the sand from washing out,” he added. “The product will pay for itself in the long run.”
**MAINTENANCE**

**Fist enlists homeowners to solve effluent problem**

Continued from page 6

Property Owners Association to dial back usage of sodium chloride. That reduced sodium levels to 180 parts per million, but Fist was still not satisfied.

"In 1999 we began a study to determine the benefits of using potassium chloride as a water softening agent instead of sodium chloride," Fist said. "We started the program by providing every resident with six bags of potassium chloride three times a year."

Within three months of starting the program, Fist began to see results.

"We saw significant increases in the potassium concentrations in the effluent," he said. "Potassium levels are now at 170 parts per million and sodium has declined to 82 parts per million."

"Because the irrigation water has improved, the soil conditions are better. We are not wilting as fast, the trees are not defoliating and we are able to reduce the amount of potassium in our fertilizer program," Fist added.

Fist is able to cut back his fertilizer use because of the added potassium in the water. He applies 33 million gallons of water on 100 acres of irrigated turf, which converts to 10.5 pounds of elemental potassium per 1,000 square feet.

**Wetting agent research**

Continued from page 6

sites across the country."

The project will cost $200,000 and will be split between the GCSAA and USGA. Throssell said the study will not look at all the wetting agents on the market, but that it will focus on the products that are more widely used by superintendents.

Many industry insiders and some superintendents are wondering why the two organizations have decided to start with a wetting agent study, as opposed to organic products or off-patent versions of Roundup.

"It was felt that the wetting agent category was one that was widely used and one which there is not much comparative research on," said Throssell. "This is intended to be a pilot project. After we finish we will see what the response is from members and industry and then determine how to handle more research."

While Throssell stresses that the project is a test case, the USGA's Green Section director Mike Kenna is hopeful that the program will expand beyond the initial study.

"We both owe it to our members to do oversight," he said. "We all know there are things that are advertised and sold that we don't know a heck of a lot about. So maybe this is something that we can provide through an ongoing research program."

If the research project is a success, Throssell said future studies could potentially include biostimulants and other products that have not been widely studied.

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**Nutritional Facts**

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BRIAR COMPLETES CATHEDRAL CANYON RENOVATION

LA JOLLA, Calif. — Briar Golf has completed its $1 million renovation of Cathedral Canyon Golf and Tennis Club in Cathedral City, a semi-private 27-hole course designed by David Rainville. Capital improvements to the club were completed under the direction of its new general manager, Howard Whiteside.

THE DUKE AT RANCHO EL DORADO TO OPEN

MARICOPA, Ariz. — The Duke at Rancho El Dorado, a new 18-hole course managed by OB Sports Management, will open to the public later this month. Designed by David Druzinisky, the course encompasses 200 acres with 90 acres of turf. The Santa Rosa Wash winds through the golf course, providing interesting boundaries to the fairways and increasing the course's challenge.

FREELAND'S POLO CLUB RENOVATION COMPLETE

BOCA RATON, Fla. — Architect Tim Freeland of Freeland Golf Group recently completed a $5.2 million redesign of hisPOLO Club here, which reopened Dec. 4. According to Freeland, the course was "too short, too tight, too hard and too hard to maintain." RyanGolf handled the construction.

WEITZ GOLF COMPLETES RECENT RENOVATIONS

NORTH PALM BEACH, Fla. — Weitz Golf Internationally recently completed two renovation projects. At Rancho Santa Fe Club in Rancho Santa Fe, Calif., Weitz renovated greens and bunker complexes extensively, as well as lakes and streams, car paths, bridges and new turf in recontoured areas. At Weston Hills Country Club, in Weston Hills, Calif., Weitz provided expertise to help the club's maintenance staff improve bunker conditions on the Players Course.

Irwin crafting gem of a course in Minnesota

By JERRY POLING

LAKE CITY, Minn. — In lovely Lake City, Minn., the biggest name in town always has been the Mississippi River, which flows by the city in a broad channel about 65 miles south of Minneapolis.

Much of the town's business, tourism and heritage are connected in some way to the river. In fact, it was in this city in 1922 where water skiing was invented, the city claims.

Lately, a couple new names in town are all that residents seem to talk about. A short drive above downtown and the Mississippi, bulldozers are clearing land for the biggest planned urban development project in Minnesota history: The Jewel at Lake City, an 18-hole semi-private golf course and residential development.

Residents aren't just talking about the Jewel, but they're talking about who it has brought to town: golf

Firm stresses view to future in renovation projects

By DOUG SAUNDERS

RANCHO CORDOVA, Calif. — It is a scenario that is being played out in markets around the country. As an established private golf club in a fast-growing region sees its membership aging, they are having a tough time drawing new members as newer high-end daily-fee facilities give golfers another option. Should the golf club spend money to upgrade their course to be more competitive or should they put their funds into a new clubhouse instead?

This is just one of the examples of how existing courses, both private and public, are assessing their situation and struggling to decide how to move forward.

Harvey completes Berkshire Valley design

Jefferson Township, N.J. — Golf Course architect A. John Harvey of The RBA Group has completed the design of Berkshire Valley Golf Course for the Morris County Parks Commission.

The 6,900-yard 18-hole layout was built on an abandoned gravel mine. The first five holes play along a terrace carved into a mountain, while the rest of the course lies in the base of the pit, bounding several large ponds that were once used during mining operations for material screening and silt containment.

The tee at the 193-yard 12th hole was constructed within the ruins of a stone building used in the 1910s by Ringling Brothers to house circus elephants.

Berkshire Valley is scheduled to open in spring 2004, according to Harvey.

Guest Commentary

Recognize 'red flags' now, avoid future headaches

By BOB PINSON

If superintendents and course owners haven't noticed by now, let me spell it out for you: The course construction business is getting pretty tight, and by that I mean too many contractors for too few projects. If you've put a new construction or renovation job out to bid during the last six months, you know exactly what I'm talking about. I bet you never thought you'd have so many friends in the construction trade.

I've been in the course construction business more than 10 years, and I can tell you this: When things get this tight, the bidding process becomes hyper competitive—meaning contractors will do almost anything to secure the low bid. I don't mean they'll start sending flowers to your wife (though they might): I mean they will promise a price so low, you'd be crazy to refuse it.

Now, I'm not saying you should refuse it. I'm just saying there are times when a bid price is so low, something isn't right. Something has been left out or ignored, and accepting that bid, as is, might risk

Continued on next page

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Recognize red flags
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the success of your project—maybe not immediately, but down the road when you have to go back and fix what wasn’t done properly.

Superintendents, course owners, greens chairmen and general managers need to recognize these warning signs. Here are some “red flag” indications that the low bid on your job might have been dangerously underbid:

- **Clean dirt.** Is this low-bidder planning to clean the fill it finds on-site or brings in from off-site? If he’s not, he’s either “forgotten” to include this significant cost or he doesn’t do good work. Quality fill means the soil has been rid of oversized rocks, big sticks, old bits of PVC pipe and other debris. It’s not cheap to screen this stuff out, but if you don’t, it will eventually resurface (literally and figuratively) to damage your mowers and aeration equipment.

- **A little water music.** If a contractor has priced irrigation installation by the head, and if the head price is a lot less than everyone else’s, you should ask yourself, “Why?” It’s difficult to cut costs when it comes to laying irrigation because in most cases the irrigation designer specs the pipe, the sizes and everything else—the contractor just follows orders in this regard. If a construction firm is promising significant cost savings on irrigation installation, maybe he’s not planning to put in as many thrust blocks as he should, or tamp the ditches properly, or he plans to level the heads in a way “just to get by” and leave it for the superintendent to do later. Find out.

- **It isn’t always greener.** Not all grass is created equal, and the supply of sub-standard turf may be contributing to a blatantly low bid. We’ve seen recently that some bad grass has come out of Florida—grass the grower would be eager to unload at reduced cost. Be sure this stuff isn’t used on your golf course. Familiarize yourself with the farm your course or club will be dealing with. Make sure the turf is clean and certified; check with other clubs that have used it. If grassing costs are markedly lower than those in competing bids, you must do this sort of background checking.

- **Get spec-specific.** With all due respect, many architects spec their jobs in a manner that can be interpreted five different ways. For example, a particular bunker style can be built several different ways but come out looking basically the same in each instance. Bottom line: The superintendent or course owners should go over the specs—alongside the architect—with a fine-toothed comb. Procedures on bunker construction and green profiles must be spelled out to the last detail. Some course designers might take offense at this sort of scrutiny, but it’s vital to determining the lowest realistic bid on your job.

This last point leads naturally to the taboo subject of change orders, i.e. the late-stage springing of hidden costs (extra work authorizations, time and materials). This is an all-too-common method of making unprofitable, low-bid projects more profitable for the contractor. However, if specs are written well enough, and if the superintendent knows them as well as the contractor, the only justifiable change orders would involve unforeseen conditions—like the removal of hidden rock or treatment of totally unsuit-able soils. So make sure your act is completely together ahead of time, and change orders won’t be an issue.

The course construction boom of the mid- and late-1990s brought a whole bunch of new contractors into the golf market. Not all of them are members of the Golf Course Builders Association of America (GCBAA). Make sure your contractor is GCBAA, and you probably won’t be dealing with the issues I detail above. That said, I’d still make a habit of checking all the references I can find, because there’s no better indicator of a contractor’s skill and bid dependability.

Bob Pinson is founder and president of Course Crafters Inc., a golf course construction and renovation specialist based in Gainesville, Ga.

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Irwin designing Minnesota gem

Continued from page 10

course designer and three-time U.S. Open champion Hale Irwin.

And then there are two new golf course home-site owners, Minnesota Gov. Jesse Ventura and his wife, Terry. Ventura has announced plans to live at the Jewel sometime after he leaves office in 2003. He did not run for re-election in November.

Greg Matz, director of sales at the Jewel, said he realized what the project meant to the city of 4,500 who had lived in Lake City all his life recently when an elderly gentleman who had lived in Lake City all his life said, "Well, it's finally happened. Lake City has been discovered." The project has been moving quickly after several years of work to gain city approval. Most of the course shaping, which is being done by Sema Golf of Scottsdale, Ariz., will take place in 2003, with an eye toward a July 2004 opening.

The Jewel is one of several golf courses currently being developed by Hale Irwin Design, a company Irwin founded in 1986. Mississippi Jewel Land Development, LLC, is investing $80 million to build the golf course and $50 million on infrastructure to develop the land, Matz said. The eventual retail value of the land is expected to be $250 million to $300 million. The golf course will have five holes and others that may have started out bland but will be very nice.

It will open as a public course and gradually become restricted as more members join, Matz said. In addition to designing 25 courses, Irwin's company is part owner in three others, including the Jewel.

By creating the course Irwin's company "can add value to the project, and that will help us gain entry into more projects," Meyer said.

By becoming a partner in a project such as the Jewel, Irwin said, "We give investors and owners confidence that we're in for the long haul with them." Stan Gentry, who has been with Irwin since 1991, is the on-site architect responsible for overseeing Irwin's designs. Meyer said, "What sets us apart is the owner - Hale's personality," Meyer said.

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Firm assists owners with renovations
Continued from page 10

This is also the type of challenge that the consulting firm of Professional Golfscapes Services is being contacted to deal with. President Ron Miller and his firm have 20 years of experience in golf construction and maintenance to assist owners and operators with golf course operations.

Not surprisingly, his firm feels the need to upgrade their facilities to be competitive with new layouts, and new courses are pressured to hold their market share to pay off their expenditures.

"Through the years of working around various landscape projects I felt that there was a need for a firm to help direct courses through the various facets of construction and renovation. This led to the creation of our consulting firm, Professional Golfscapes Services," Miller said.

The surge of new golf construction has given golfers more playing options. Older courses feel the need to compete with new layouts, and new courses are pressured to hold their market share to pay off their expenditures.

"The new developments are aware just golf is not enough to survive a new business climate. This trend to a different business model is putting pressure on established private clubs, municipal golf courses, and privately owned daily-fee courses," he said. "We help clients work toward a new business model when they consider adding to their project. It is important to have a broad plan that covers the need to reposition themselves in this new business climate.

Miller's firm helps facilities develop a game plan to tackle renovation projects in-house. He assists in permitting, can provide architectural services, and can recommend golf construction firms.

Miller focuses on attention to detail so clients won't get bogged down when a project begins.

But as much as the dealing with the nuts and bolts of a construction project, Professional Golfscapes Services stresses the need to take a look at the big picture. Miller knows that while large operators and developers can capitalize using global tactics, smaller operators need to develop what alliances to help them thrive.

"I think all golf course operations have to take a strong look at themselves and define what they are in order to know how they will fit into this new business environment. Our contribution has been to help our renovation clients take that hard look in order to thrive in the future," Miller said.
GCSAA set to descend on Atlanta

ATLANTA — The golf industry will descend on Atlanta for the 74th Golf Course Superintendents Association of America International Golf Course Conference and Show at the Georgia World Congress Center Feb 10 to 13.

Attendance at the show has surpassed 20,000 in each of the past seven years. Last year in Orlando, 726 exhibitors filled 272,600 square feet of space. While organizers said the Atlanta show will be a bit smaller than Orlando, a location that is always a top draw, there will be plenty of activity this year.

In addition to electing new officers and directors at the annual meeting Feb. 14, members will vote on a proposed dues increase and whether to amend the GCSAA’s articles of incorporation. The association is seeking a change in the articles to make it easier for the board of directors to reach a decision on a possible relocation of the GCSAA’s headquarters (see Point/Counterpoint on page 4). Other activities at this year’s show include:

- The Opening Session Feb. 12, with a keynote address by former Ohio congressman John R. Kasich, who served nine terms and is now a business leader and author of the New York Times bestseller “Courage is Contagious.”
- The Golf General Session Feb. 13, will feature a talk by Captain Al Haynes, who will discuss how luck, communication, preparation, execution and cooperation saved the lives of 184 people aboard the plane he piloted in a 1989 crash-landing.
- More information on the Atlanta show can be found at www.golfcourseshow.com.

Hilton Head ready to host GCSAA tourney

The 18th hole at Harbour Town Golf Links in Hilton Head Island, S.C.

HILTON HEAD ISLAND, S.C. — Since the February temperatures in Hotlanta are anything but hot, the 2003 GCSAA Golf Championship is heading south to the beach where six Hilton Head Island-area courses will play host to the event.

Participants will experience the best in Low Country golf when activities tee off Feb. 7 and 8, with registration and practice rounds. The four-ball event will take place Feb. 9, with the Championship will be held Feb. 10 and 11.

The following is a sneak peak at the courses hosting this year’s tournament:


Mon. We are behind projections right now. We are trawling on education and seminars, attendances and exhibitors. But it is not an alarming amount. If we get the normal pick-up between now and the show, we will be fine. But it will be smaller than Orlando.

Q&A: What changes are on tap for future shows?

Mona: We are in principal to combine shows with the National Golf Course Owners Association because we feel like the audience they represent is a critical one for the long-term success of our show. It is not that many attendances, but exhibitors are happy because it cuts out one trade show and brings together another key member of the purchasing decision. We would team up on that as early as 2005.

We will also change our location anchors. We like Orlando and San Diego as anchors and then we would rotate between New Orleans, Anaheim and Las Vegas for the years in between.

MONA: CHANGES ON TAP FOR SHOW

Continued from page 1

that the GCSAA is going forward with its initiatives more to further the status of the organization instead of serving the needs of its members?

Mona: Being a responsive, dynamic organization carries with it some pros and cons. When we do things like PDI and Golf Supermarket and potential relocation, we know it won’t be popular with all of our members. As leaders we felt like our higher calling is to move the organization and profession where we think it should go and to position our members better. So I couldn’t agree more with that statement. Providing the best possible future for our members is the underlying reason of every goal that we have.

Mona: If our members vote (at the show in Atlanta) to amend the articles it would create a higher degree of flexibility for our board to make that decision. But, could it be done without a change? Yes it could, but it just makes it more problematic. If we were closing in on a deal and had to delay a decision because we had to wait for the annual meeting or call for a special meeting, that creates some challenges.

Mona: The money spent so far has been to a consulting firm and to this point the expenses have been minimal. Our consultants will talk to chambers of commerce, local government officials and developers who are building golf facilities to assess interest and talk about incentives, etc.

Mona: It is 20 percent over one year, but we haven’t raised dues in five years so it is more like four percent, which is consistent with the economy. We have reduced our expenses by $3 million in the last two years, but we need an increase to do everything we want to do. Our revenues have decreased because conference and show exhibitors and attendees are off a bit, advertising is down in Golf Magazine properties, a year ago we ran 300 commercials on the Golf Channel. This year we didn’t do anything. If we had a dues increase we would be able to do something like that that we can’t do now.

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Q&A: What do numbers look like for the show in Atlanta?

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DeLozier of Pulte Homes Corp. and Golf Course News editorial advisory board member Ted Horton.

Three awards will be presented at the summit. Gary Player will be presented with the NGCOA Award of Merit, Clay Brittan of the Myrtle Beach National Co. will receive the Don Rossi Award and Fox Hills Golf and Banquet Center will receive the Course of the Year Award.

The Solutions Summit to be held here Feb. 22 to 26, will feature more than 80 exhibitors, as well as educational seminars on everything from marketing and branding to golf course accessibility and player development.

Among the speakers to be featured at the conference are Ruffin Beckwith of the World Golf Foundation, Henry Snyder Yardage: 6,973, Par: 71, Rating: 75.2, Slope: 146

Among the speakers to be featured at the conference are Ruffin Beckwith of the World Golf Foundation, Henry Snyder Yardage: 6,973, Par: 71, Rating: 75.2, Slope: 146
Freedom signs third course management contract

By DEREK RICE

HERSHEY, Pa. — Freedom Golf Services Inc., the golf course acquisition, ownership and management company founded last year by former Gotham Golf Partners regional vice president Allen DuPuy, has signed its third management contract.

Meadow Woods Golf Course in Orlando, Fla., has hired FGS to provide turnkey operational management for its 18-hole facility, including clubhouse operations, marketing, agronomy and accounting.

“We have been contracted to improve the overall facility through enhanced course conditions, customer service and targeted marketing,” FGS president DuPuy said. “We are excited about this opportunity and look forward to establishing a long and productive relationship with ownership.”

Ralph Little, who represents the property’s owners, said the more than 30 years of industry experience between DuPuy and FGS executive vice president Dan Stinson, as well as strategically for Gotham Golf Partners, led them to hire FGS.

“We selected Freedom Golf Services based on the firm’s experience and excellent reputation for enhancing the financial performance and valuation of a property,” Little said.

While there is work to do at Meadow Woods, the club does have some good things going for it, chiefly its location, DuPuy said.

Meadow Woods offers an affordable, first-class golf experience only minutes from the Orlando airport, and the facility serves the area’s seasonal and year-round residents,” he said.

Investment group hires CEO to lead NGP, AGC

By DEREK RICE

SANTA MONICA, Calif. — Assuming the buyout and merger between sister companies National Golf Properties Inc. (NGP) and American Golf Corp. (AGC) is completed, the combined company will have a new leader to steer it through what appears to be difficult times ahead for the largest golf course owner and management company.

However, the new CEO, announced Dec. 6 by the group led by Goldman Sachs and Starwood Capital, has experience at this sort of thing.

Roland Smith, president CEO of AMF Bowling Worldwide, another financially troubled company, is credited with rejuvenating of the Arby’s brand earlier in his career.

Smith is expected to assume his new position in early 2003.
More attractive, said Roberta Olden of Desert Willow’s marketing department.

"Using the P420 on premises to make ID cards eliminates golfers having to provide extra documentation every time they come in," Olden said. The plastic cards look more professional and the Eltron printer allows us to immediately print a new member’s card, and is very cost-effective and easy to use. Allison said these types of programs are a great start, but should not be the end-all of a program.

"Loyalty is the name of the game, but it’s not just about presenting a frequency card," Allison said. "It’s about building a relationship with a set of customers." Olden said Desert Willow recognizes this need to build relationships and, to that end, envisions using the ID cards for much more than temporary memberships. One possibility the course has explored is to provide cards to Palm Desert residents to allow them to play golf at a reduce rate year-round.

Marriott, which owns and operates 27 courses across the United States, recognized the need for a marketing initiative relatively early in the game. In 2001, the company initiated its Yard Card program, which offers incentives for repeat play, as well as an e-mail club to reach out to potential customers.

"Both programs have worked extremely well," said Steve Hupe, director of golf at Marriott’s Stone Mountain Golf Club. "With the e-mail club, we send out monthly, personalized golf special e-mails designed to increase rounds during slow periods. The Yard Card is patterned after the Subway sandwich card in that a golfer who pays the full rate during the week receives a stamp on their card. After five stamps, the golfer earns a complimentary round any day of the week."

The bottom line for courses, Allison said, is to recognize that a marketing budget is no longer a frill in the golf business. "Courses haven't been used to budgeting in those costs, but they are critical right now," she said. "It's a necessity for survival."
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<td><a href="mailto:dan@buena-vista-hospitality.com">dan@buena-vista-hospitality.com</a></td>
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TO UPDATE YOUR COMPANY’S LISTING CONTACT MANAGING EDITOR DEREK RICE AT drive@golfcoursenews.com.
Hydrograss Technologies heads down south

By ANDREW OVERBECK

SARASOTA, Fla. — North Oxford, Mass.-based Hydrograss Technologies has opened an office here to serve the Southeastern United States.

Matt Zirkle, who has worked in golf course construction for Gary Player Design and Jack Nicklaus Design, will head up the new office.

“We are excited about the potential here,” said Zirkle. “With the drought and water conditions and the fact that Hydrograss offers an alternative to erosion control and sod applications there is good market potential.”

While Zirkle has yet to sign a contract, he is doing test sprays for a number of architects and developers. The Hydrograss system blends grass seeds and sprigs with a wood fiber product, Eco Aegis, that helps grass establish itself and acts as an erosion control device.

“Up North this is a proven technology. It is just a matter of doing test sprays and showing them that we can grow grass with the system down here,” Zirkle said. “We have been doing some test sprays for WCI Communities over the last couple months.”

According to Zirkle, the biggest advantage is hydrosprigging warm season grasses as opposed to hydroseeding cool season grasses.

“The tests show that the distribution of sprigs is very good,” he said. “We can also spray over sprigs that have already been put down mechanically to help with erosion control.”

Hydrograss will be taking a different approach to the market in the Southeast.

“We won’t hydrosprig the whole course,” said Zirkle. “We will focus on sloped areas that have erosion concerns, like green surrounds, lake banks and car path edges. These are areas that are normally sodded and we can offer an alternative to sod and...”

Continued on next page

SubAir Systems looks to expand market

By ANDREW OVERBECK

AIKEN, S.C. — Subsurface aeration manufacturer SubAir Inc. has been reborn as SubAir Systems following its purchase by a group of South Carolina investors that includes its two original founders Marsh Benson and Dave Ferris.

The group purchased the company in a deal finalized Oct. 7. Terms of the agreement were not disclosed.

Augusta National superintendent Benson originally developed the process to promote optimum subsurface growing conditions for turfgrass and initially marketed the product through Ferris Ferris Industries.

The two teamed up with Aiken businessman Weldon Wyatt, owner of Sage Valley Golf Club in Graniteville and Aiken, to bring the company to Aiken. Coscioti will serve as the company’s CEO.

Continued on next page

UpLink inks financing deal with IRFS

AUSTIN, Texas — UpLink Corp., a leading provider of Global Positioning Satellite (GPS) golf course management systems, has signed a long-term financing arrangement with Ingersoll-Rand and CITICapital, a division of CITI Group.

IRFS was launched earlier this year as a new financial services program developed by Club Car in conjunction with parent company Ingersoll-Rand and CITICapital.

UpLink and many of its installed courses have already received benefits from the IRFS agreement. To date, IRFS has funded nine lease courses and four rental courses with a value of $2.6 million.

“By creating a financial environment that facilitates the acquisition decision, whether it is a lease, rental or revenue sharing, UpLink reduces financial risk to our customers. This in turn, can generate higher levels of revenue and profitability for the golf course,” said Glenn A. Pierce Jr., president and CEO of UpLink.

Continued on next page

Dow reorganizes T&O sales group

INDIANAPOLIS — Dow AgroSciences has reorganized its Turf & Ornamental sales group as a part of a realignment that will place greater emphasis on the turf and ornamental business by grouping it with other specialties such as range and pasture and vegetation management.

Bruce Miehle, formerly the general manager for turf, ornamental and technical products, will now serve as the national sales leader for the newly created Specialty Products division.

“Superintendents should not notice a difference in service,” said Miehle. “Our field technical people maintain the same level of dedication and attention to turf and ornamental that they had all along.”

“Our realignment was driven by commonalities of service,” said Miehle. “Our field technical people maintain the same level of dedication and attention to turf and ornamental that they had all along.”

“Our realignment was driven by commonalities of interest between the range and pasture and vegetation management teams. There are regulatory and competitive challenges...”

Continued on next page
Toro NSN adds recovery solution

ABILENE, Tex.—NSN, Toro’s technical support network for irrigation central control system customers, is now shipping central controller computers pre-loaded with Microsoft Windows XP and Phoenix FirstWare CME solution, which includes FirstWare Recover, as a host-of-its-kind disaster recovery software product.

“For Toro customers, this means a backup ‘image’ of their original operating system and application files is stored in a special area of the hard drive, protected from virus attacks, software corruption, and end-user errors,” said Mark Kearney, manager of NSN hardware operations. “Users can restore the PC operating system without the original install CDs or recovery CDs.”

Toro is the first irrigation manufacturer to deploy the Phoenix Technologies software.

Changes at Dow

Continued from previous page

arch over the markets. This will streamline our management base and simplify how we communicate with our channel distribution partners,” he added.

As a part of the reorganization, Dow AgroSciences has added several key staff members.

Lisa Bostock will lead the West district for turf and ornamental out of the firm’s Sacramento office. Mark Ringkob will work out of the same office and will cover northern and central California and much of Nevada.

Kent Redding will be the sales manager for the company’s Mid America district and he will be joined by new sales representative Jay Golz, who will cover Alabama, Tennessee and Mississippi.

Linda Satter has signed on with the East district sale team as a representative with responsibility for Georgia, southern Alabama, the Florida panhandle and eastern Tennessee.

Hydrograss in Florida

Continued from previous page

still hold slopes and establish turf quickly.” Zirkle said hydroseeding is usually 30 percent cheaper than sod.

From the Sarasota office, Zirkle and new salesman Tom Ross will handle Florida, and the rest of the Southeast in addition to the Caribbean, Mexico and Latin America.

“We are already pricing jobs in the Caribbean,” said Zirkle. “There is good potential there because of water concerns. Since Eco Aegis is a wood fiber we are able to cut down on the water needed during grow-in because the fibers retain water. It is also not as expensive as shipping rolls of sod.”

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SubAir regroups

Continued from previous page

“Our intention is to continue the proven success of the technology and the process,” said Gary Stough, vice president of sales and marketing. “We want to bring it to market at a fair price and provide excellent customer service before and after the sale.”

The firm has approximately 250 existing golf course clients, including Victoria National in Edinburgh, Ind., The Estancia Club in Scottsdale, Ariz., and Reynolds Plantation in Greensboro, Ga. The SubAir system provides optimum aerobic subsurface growing conditions on greens by removing moisture, exchanging air and regulating temperature.

Stough said SubAir Systems will be expanding its customer base by offering a broader range of products and services. An installed SubAir system costs $19,000 per green and a portable system costs $19,000 in addition to expenses for fittings and other accessories at each green.

We are going to try and open up our product to more courses through increased presence in different markets and by offering a broader range of products and services. The majority of the market doesn’t have to be high-end,” said Stough. “Dave Ferris is solely responsible for new product development and we are looking at expanding the technology to provide customers with another tool to produce world-class putting surfaces.”

The company has offices, a warehouse and a manufacturing shop in Aiken and has recently added three salespeople. Stough said the next step will be to expand sales staff beyond the Southeast.

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☐ L. 9 holes

☐ M. 18 holes

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☐ P. More than 36 holes

☐ Q. Other (please specify)...

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New standard features include power steering, tinted glass, a 1300cc 16-valve SOHC emissions-compliant engine, and three-point ELR seatbelts and door side impact beams.

The vehicles feature a McPherson Strut suspension up front and a rigid axle with leaf springs in the rear. Steering is rack and pinion and the four-wheel braking system is disc/drum. A new cathodic electro deposition paint process, along with galvanized steel bed construction provides excellent resistance to rust. Options include an AM/FM stereo cassette radio, air-conditioning, CD Player, alloy wheels and a trailer hitch.

An all-wheel-drive version of the MicroTruk will be introduced in early 2003, along with a fully automatic three-speed transmission. For more information, contact: 800-343-0256 or www.microtruk.com.

The new Micro Series features new styling and a 1300 cc, 16-valve SOHC powertrain.

The Goossen Chipper Shredder line

Harper Industries ready with improved Goossen Chipper Shredder

Harper Industries has improved its Goossen Chipper Shredder product line. Available in towable gas engine or PTO drive models, each features double-wall, 10-gallon steel drum housing and will accept up to five-inch diameter limbs and branches.

The unit can apply 15 to 30 cubic yards of material per hour. The FINN Bark Blower aims-and-shoot spreaders take the work out of transporting and installing bulk materials. The pneumatic spreaders come in four models with hoppers sizes of 1.5 (BB-302), 4.5 (BB-906/918), 8.2 (BB-605), or 36 (BB-1240) cubic yards.

They can handle wood mulches, compost, dirt and other bulk materials. The material can be loaded into the hopper manually or directly from bucket loaders. A drag-chain conveyor moves material into a rotary airlock and is blown through a four inch diameter hose from 150 feet to more than 300 feet, depending on the model. More than 13 cubic yards of material can be applied per hour with the BB-302 and more than 30 cubic yards can be applied per hour by the BB-908/16 and BB-605.

For more information, contact: 800-833-1042.

The Goossen Chipper Shredder line

AquaMaster's AquaAir system aerifies

AquaMaster's new AquaAir diffused air aeration systems provide any aquatic environment superior aeration, circulation and de-stratification, without disturbing the natural, aquatic landscape.

Sizes range one to six state-of-the-art dual self-cleaning membrane diffusers. These diffusers employ a super fine micro-bubble technology, resulting in outstanding oxygen transfer rates. For more information, contact: 800-693-3144.

AquaMaster's new AquaAir system aerifies

The Sand Boss makes filling divots a snap

Taylor Pritchard Inc. has rolled out its new Sand Boss divot-filling device. Using this patented equipment virtually eliminates lower-back fatigue while allowing the controlled, efficient dispensing of divot-fill material. The unit does away with the lifting, carrying and bending associated with the divot-filling process. More than four times faster than the bucket-and-cup method, it takes approximately five minutes to fill 100 divots with the Sand Boss. The aluminum and stainless steel unit features a manually operated valve for the control of dispensed material and a leveling bar to smooth off the filled divot.

For more information, contact: 877-263-2677 (87-SandBoss).

The Sand Boss makes filling divots a snap

BASF rolls out Pendulum AquaCap formulation

BASF Professional Turf has introduced a new formulation of its Pendulum pre-emergent herbicide. Pendulum AquaCap features a patented micro-encapsulation technology that delivers pendimethalin while offering enhanced application techniques and advanced performance. AquaCap has a higher concentration of active ingredient, presents no odor, has significantly less potential for staining and has improved storage stability under hot and cold conditions.

For more information, contact: 800-343-9525.

TURFTRACKER UNVEILS FOAM MARKING SYSTEM

Richway Industries is ready with its TurfTracker foam marking system that is designed to eliminate overlapping or streaking when making fertilizer applications. The unit is designed to operate for nearly an hour between fills and uses water and low-cost dish-washing soap. Four models are available to work with walk-behind applicators as well as those powered by turf tractors. For more information, contact: 800-353-2404.

BASF rolls out Pendulum AquaCap formulation

The unit can apply 15 to 30 cubic yards of material per hour. The FINN Bark Blower aims-and-shoot spreaders take the work out of transporting and installing bulk materials. The pneumatic spreaders come in four models with hoppers sizes of 1.5 (BB-302), 4.5 (BB-906/918), 8.2 (BB-605), or 36 (BB-1240) cubic yards.

They can handle wood mulches, compost, dirt and other bulk materials. The material can be loaded into the hopper manually or directly from bucket loaders. A drag-chain conveyor moves material into a rotary airlock and is blown through a four inch diameter hose from 150 feet to more than 300 feet, depending on the model. More than 13 cubic yards of material can be applied per hour with the BB-302 and more than 30 cubic yards can be applied per hour by the BB-908/16 and BB-605.

For more information, contact: 800-833-1042.

Bark Blower eases mulching

Taylor Pritchard Inc.'s Sand Boss

Taylor Pritchard Inc. has rolled out its new Sand Boss divot-filling device. Using this patented equipment virtually eliminates lower-back fatigue while allowing the controlled, efficient dispensing of divot-fill material. The unit does away with the lifting, carrying and bending associated with the divot-filling process. More than four times faster than the bucket-and-cup method, it takes approximately five minutes to fill 100 divots with the Sand Boss. The aluminum and stainless steel unit features a manually operated valve for the control of dispensed material and a leveling bar to smooth off the filled divot.

For more information, contact: 877-263-2677 (87-SandBoss).
### National Golf Rounds Played*

<table>
<thead>
<tr>
<th>REGION</th>
<th>OCTOBER</th>
<th>Y.T.D.</th>
</tr>
</thead>
<tbody>
<tr>
<td>NEW ENGLAND (ME, MA, NH, RI, VT)</td>
<td>-12.2%</td>
<td>-4.0%</td>
</tr>
<tr>
<td>MIDDLE ATLANTIC (NJ, NY, PA)</td>
<td>-15.0%</td>
<td>-2.3%</td>
</tr>
<tr>
<td>EAST NORTH CENTRAL (IL, IN, MI)</td>
<td>0.0%</td>
<td>-4.3%</td>
</tr>
<tr>
<td>WEST NORTH CENTRAL (IA, KS, MO, NE, SD)</td>
<td>-23.1%</td>
<td>-7.1%</td>
</tr>
<tr>
<td>SOUTH ATLANTIC (DE, FL, GA, MD, NC, SC, VA)</td>
<td>-3.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>EAST SOUTH CENTRAL (GA, NC, SC)</td>
<td>-8.8%</td>
<td>-3.3%</td>
</tr>
<tr>
<td>WEST SOUTH CENTRAL (AR, LA, TX)</td>
<td>-18.5%</td>
<td>-1.3%</td>
</tr>
<tr>
<td>MOUNTAIN (NM, TX, CO, AZ, UT, NV)</td>
<td>2.9%</td>
<td>-2.0%</td>
</tr>
<tr>
<td>PACIFIC (WA, OR, CA, HI)</td>
<td>5.4%</td>
<td>0.7%</td>
</tr>
</tbody>
</table>

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

Source: Golf Datatech

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### Golf Course News Stock Report (12/16)

<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>53.69</td>
<td>-9.3%</td>
<td>48.00 - 74.21</td>
</tr>
<tr>
<td>BASF (BF)</td>
<td>39.57</td>
<td>6.8%</td>
<td>31.84 - 46.85</td>
</tr>
<tr>
<td>Bayer AG (BAY)</td>
<td>23.15</td>
<td>23.4%</td>
<td>16.77 - 36.00</td>
</tr>
<tr>
<td>Central Garden and Pet (CENT)</td>
<td>18.73</td>
<td>-6.3%</td>
<td>6.60 - 20.90</td>
</tr>
<tr>
<td>Deere &amp; Co. (DE)</td>
<td>46.63</td>
<td>0.5%</td>
<td>37.50 - 51.60</td>
</tr>
<tr>
<td>Dow Chemical Co. (DOW)</td>
<td>30.36</td>
<td>16.8%</td>
<td>23.66 - 37.00</td>
</tr>
<tr>
<td>Golf Trust of America (GTA)</td>
<td>3.0%</td>
<td>0.0%</td>
<td>3.00 - 3.00</td>
</tr>
<tr>
<td>Ingersoll-Rand (IR)</td>
<td>42.63</td>
<td>9.3%</td>
<td>29.69 - 54.40</td>
</tr>
<tr>
<td>Lesco Inc. (LSCO)</td>
<td>13.65</td>
<td>22.4%</td>
<td>6.10 - 14.10</td>
</tr>
<tr>
<td>Monsanto Co. (MON)</td>
<td>19.35</td>
<td>17.1%</td>
<td>13.2 - 36.35</td>
</tr>
<tr>
<td>National Golf Properties (TEE)</td>
<td>11.61</td>
<td>8.8%</td>
<td>8.80 - 13.20</td>
</tr>
<tr>
<td>Syngenta AG (SYT)</td>
<td>11.78</td>
<td>-5.3%</td>
<td>9.80 - 13.20</td>
</tr>
<tr>
<td>Textron Inc. (TXT)</td>
<td>41.82</td>
<td>9.3%</td>
<td>32.20 - 53.60</td>
</tr>
<tr>
<td>Toll Brothers (TOL)</td>
<td>20.75</td>
<td>1.3%</td>
<td>17.76 - 31.80</td>
</tr>
<tr>
<td>Toro Co. (TTC)</td>
<td>66.33</td>
<td>3.9%</td>
<td>43.22 - 68.30</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>New</th>
<th>Additions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>379 (-7)</td>
<td>70 (+4)</td>
<td>449 (-3)</td>
</tr>
<tr>
<td>370 (-9)</td>
<td>66 (NC)</td>
<td>436 (9)</td>
</tr>
<tr>
<td>348 (NC)</td>
<td>169 (-8)</td>
<td>517 (-8)</td>
</tr>
<tr>
<td>191 (+7)</td>
<td>102 (+7)</td>
<td>293 (+14)</td>
</tr>
</tbody>
</table>

Source: National Golf Foundation

* Renovation numbers

The National Golf Foundation's monthly Golf Project Report numbers do not include courses classified as reconstructions or renovations. Currently, there are 44 renovated/reconstructed courses under construction and 43 renovated/reconstructed courses have opened since April 2002.
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