**Velocity kills Poa dead**

By ANDREW OVERBECK

EAST LANSING, Mich. — Managing Poa annua has traditionally been an inexact science, but researchers here at Michigan State University (MSU) along with chemical maker Valent USA, said they have discovered a postemergent herbicide that controls Poa and certain broadleaf weeds in bentgrass and ryegrass.

"Velocity controls Poa," said Jason Fausey, field market development specialist for Valent. "We are used to managing it, so this is a different approach."

Valent acquired rights to Velocity in the turf and ornamental market from Kumiai Chemical. The Japanese chemical maker has rights to the agricultural market where the herbicide is currently registered for use on rice to control barnyard grass. Velocity's active ingredient, bispyribac-sodium, inhibits the enzyme acetolactate synthase, which plants require to produce three key amino acids.

Valent submitted its approval package for Velocity to the U.S. Environmental Protection Agency in April. Company officials said Valent submitted a new formulation in order to expand the product's use by golf course owners and operators.

With rounds played numbers down, revenues flat and an economy suffering through ups and downs, there is little doubt that now is a difficult time to be a golf course owner or operator.

For management companies, the challenge of staying afloat is multiplied by the number of properties they either own or operate, each of which comes with its own set of issues and competition in a particular market.

Perhaps surprisingly, many management companies are not only surviving this economy, but they are actually thriving. The reasons for this are as varied as the companies themselves, but it would seem that a down time is a good time to be in the management business.

"One of our biggest advantages as a management company is our size," he said. "Because we have almost 200 other golf and business clubs and three marquee resorts, when we go in and associate with a new club on a particular market, perhaps surprisingly, many management companies are not only surviving this economy, but they are actually thriving."

**Management cos. buck bum economy**

By DEREK RICE

The slumping economy has helped ClubCorp, which owns Pinehurst No. 2 (pictured above), focus on lowering overhead costs.

Perhaps surprisingly, many management companies are not only surviving this economy, but they are actually thriving. The reasons for this are as varied as the companies themselves, but it would seem that a down time is a good time to be in the management business.

John Beckert, president and chief operating officer for Dallas-based ClubCorp, said his company has been able to hold its own for a number of reasons, including the sheer size and scope of its portfolio.

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**The First Tee shows major gains in ’02**

By DEREK RICE

ST. AUGUSTINE, Fla. — In its fifth annual review, distributed in late April, The First Tee reported revenue of more than $6.8 million.

The unaudited review reports that 52 percent of the organization’s revenue came from oversight organizations, 42 percent from fundraising and 6 percent from sponsorship. After factoring in expenditures, the organization ended up with a cash surplus of nearly $400,000, bringing its total cash on hand to nearly $6.7 million.

The numbers seem to support what The First Tee’s president, John Beckert, said in a speech at the PGA of America’s conference: "If the economy gets better, the First Tee will be in even better shape."