BASF will buy Cyanamid
German chemical company BASF will purchase the Cyanamid herbicide division of drug company American Home Products Corp. for $3.8 billion, according to news reports. The purchase will double BASF's business in agricultural chemicals. Cyanamid makes herbicides, fungicides and pesticides.

Deere down for 1st quarter
Deere & Co. reported first-quarter net income of $37.7 million, or $.16 per share, for its first quarter ending Jan. 31, 2000, compared with $49.7 million, or $.21 per share, in last year's first quarter.

ABT enters into DIP credit facility
Henderson, Nev.-based AgriBioTech announced the entry of an interim bankruptcy court order authorizing the company to enter into a Chapter 11 debtor-in-possession credit facility with its prebankruptcy lenders.

Van Waters snaps up Turf Industries
Van Waters & Rogers has acquired Turf Industries of Dallas and Houston, Texas. Turf Industries joins Van Waters & Rogers Professional Products & Services business unit. The combined company will retain its current staff and locations serving Texas, Louisiana, Oklahoma and portions of other states.

Capstone under construction
Construction is underway in Tuscaloosa, Ala., at The Capstone Club, an 18-hole Gil Hanse

Birdies And Bordeaux

CORDEVALLE OFFERS 18 HOLES
AND AN 85-ACRE VINEYARD

By James E. Guyette

Golfers sinking putts at the CordeValle GC near San Jose, Calif., will also be able to swill a goblet of homespun wine. The Robert Trent Jones Jr.-designed course, which opened in October, will feature an 85-acre vineyard and winery located in the heart of one of California's most fertile grape-growing regions.

CordeValle has teamed with Saratoga, Calif.-based Clos LaChance Wines, an up-and-coming premium wine label, says Rick Riess, CordeValle's general manager. The grapevines are already crawling, and the 30,000 square-foot, Tuscan-style winery will open in the fall on the 7,169-yard, par 72 course. The invitation-only club plans to roll out the barrels for "high-profile business leaders" from the Golden State's Silicon Valley.

"We're on the 6th hole, so after you play the hole you can come in for a glass of wine," says Cheryl Murphy of Clos LaChance Wines.

With the vineyard hosting more than 22 varietals and 60 different clones, the winery will house processing equipment, tanks and barrel storage necessary for producing some 50,000 cases annually. A tasting room will host business banquets and wine-related seminars, and patrons relaxing on the terrace can sip wine while viewing the course and vineyard.

Farming the fruit of the vine next to a golf course can create special challenges for superintendent Jim McPhilomy and vineyard manager Greg Mills.

"We'll probably be swapping gophers," quips Mills, who points out that he and McPhilomy are working

Drive for show, putt for Merlot.
Off The Fringe

Business briefs

Briefs continued from page 12
design and the latest development project from University Clubs of America, a joint ven-
ture between Arnold Palmer Golf Management and the University Clubs Group.

Developed and managed by UCA, The Capstone Club is one of several university-
themed clubs in some stage of develop-
ment/operation: The University Club of South Carolina has been operating since
1995; the Auburn University Club opened in the fall of 1999; and work has begun on
retrofitting an existing 36-hole facility in Lex-
ington, Ken., to be rechristened The Univer-
sity Club of Kentucky. Construction of the
Cardinal Club (at the University of Louisville)
began in March.

ClubCorp teams with LifeCast
Dallas-based ClubCorp has partnered with
LifeCast.com to create members-only Web
sites for ClubCorp's more than 230 private
clubs worldwide. The sites will deliver tar-
gested, customized, club-related and lifestyle
content for ClubCorp's more than 500,000
members.

In other company news, ClubCorp an-
nounced it has contracted with Tom
Weiskopf to design a second course at La
Vista Vallarta, a public access golfing prop-
erty in Puerto Vallarta, Mexico.

Broyhill acquires Yazoo/Kees
Broyhill has acquired the turf business of
Yazoo/Kees in Chetek, WIs. All operations
will be consolidated in Broyhill's Dakota City,
Neb., facility.

Textron, Pebble extend agreement
Racine, WIs-based Textron Turf Care And
Specialty Products will supply equipment to
Pebble Beach Golf Links for the next five
years, according to an extended agreement.

Golfplan changes name
Golfplan, The Ronald Fream Design Group,
has changed its name to Golfplan/Fream
and Dale to reflect the new partnership sta-
tus of vice president and senior golf course
architect David Dale.

Scanning the Web

Communication is the key for creating a productive work environment. After all, if the
employees aren't speaking to each other, how are they going to accomplish your
course's goals? Here are a few sites that will give you tips on how to get everyone at
your course working together. (All sites start with http:// unless otherwise noted):

***** — Bookmark it and return frequently * —
Look at only if absolutely necessary)

*****www.dartnellcorp.com — This is the Web
site of Dartnell Corp, a consultancy group spe-
cializing in building communications skills.
The site's clean look makes it simple to navigate, and
it contains a specific area designated for team-
buiding tools. You can order newsletters, audio
tapes videos and books that will give you com-
munication tips in easily digestible pieces.

***www.inspiredpro.com — Start with the theory that being personally fulfilled will help
everyone at your course communicate better together. Add a little popular psychology,
and you have the essential components of this Web site. Its electronic magazine has
sections designed to help you better understand your own goals as well as the goals
of those around you. All that's missing from this new-age site is the star music.

*www.element.com — Like something out of a Dilbert cartoon, this site provides man-
gers a sure-fire way to raise morale and build teamwork for a horribly overworked
staff: posters. There are posters located on the site you can try for free, but for the
REALLY inspirational posters, The Employee Development Co. requires that you give
them money.

Scanning the Web is compiled by noted misanthrope Frank H. Andorka Jr., Golfdom's
associate editor, who works hard to get along with absolutely no one. You can reach
him at fandorka@advanstar.com with future column suggestions or sites you think he
should visit, but don't expect him to use any of your ideas.

Calling it Quits

Former golfers over 40 give these reasons for loosening their grip on the
old putter. Oddly enough, they don't
admit to throwing in the towel simply
because their swings suck.

<table>
<thead>
<tr>
<th>Men</th>
<th>Women</th>
</tr>
</thead>
<tbody>
<tr>
<td>Work responsibilities: 50%</td>
<td>Other hobbies or interests: 60%</td>
</tr>
<tr>
<td>Family responsibilities: 46%</td>
<td>Too expensive: 52%</td>
</tr>
<tr>
<td>Too expensive: 33%</td>
<td>No friends or family played: 45%</td>
</tr>
</tbody>
</table>