We broke the mold 25 years ago.

No one's found a better way to prevent snow mold since.

Scotts® introduced FFII™ in 1974, and today it still sets the standard for pink and gray snow mold prevention on North America's finest courses. Years of university studies confirm its continued superior performance. And FFII's high-quality, slow-release MU fertilizer gives you faster greening in the spring, all in one simple application. What's more, its granular formulation is better suited to cold weather application when spraying can be difficult.

Many have tried to copy FFII over the years, but you won't find a better snow mold preventer than the original. Don't risk your turf by using anything else. Scotts FFII. We broke the mold years ago. For more information, contact your distributor today. Or call toll-free 1-800-543-0006.
Twenty Issues, Six Lessons

BY PAT JONES

IF NOTHING ELSE, GOLFDOM HAS ROCKED THE STATUS QUO

have to say, and we actively encourage feedback by publishing a lot of the letters we get. As a result, we get more e-mail, notes and calls than any other magazine in our company (which publishes about 70 other magazines). We also rely on in-depth monthly feedback from our Golfdom Advisory Staff, a group of more than 20 superintendents, architects and others who review each issue and help us plan articles.

Lesson 5: Nobody's perfect
To paraphrase Mr. Sinatra . . . mistakes, we've made a few. Although we've been relatively lucky about errors, we always correct them prominently. In fact, here's one now: Newt Gingrich does not have a Ph.D. in environmental sciences as I glibly stated in my September column. He has a Ph.D. in history. I stand corrected, but I also stand by my assertion that EPA has exceeded the Congressional intent of the Food Quality Protection Act and needs to be reined in by somebody, if not Gingrich. We simply don't know if this will come to pass.

Lesson 6: Expectation and reality
Occasionally, you actually achieve your dreams. For me, the reality of Golfdom has exceeded my wildest expectations. Not only are we a successful business venture, but we've engaged you, the reader, in a way that I never expected. It's a thrill to meet superintendents and have them tell me that they love the magazine. Not like. Not appreciate. Love. Well, at the risk of being all warm and gooey, let me return the favor. We love what we're doing. We love this industry. And we love our readers right back. With a little luck, the lovefest will continue for many years to come.

Pat Jones is the publisher/editorial director of Golfdom. He can be reached at 440-891-3126 or pjones@advanstar.com
Are you saddled with an irrigation central control system so complex, only a professional programmer can set it up? One that forces you into an initial installation that's unnecessarily costly—or that demands you discard all your existing equipment, instead of retrofitting it? One that makes you replace your hardware, rather than simply loading new software for each upgrade?

Perhaps it's time you looked at the Aurora™ Central Control System from Signature Control Systems. It's the advanced, PC-based answer that's easy to maintain and easy to grow. With three tiers of software-based technology that interface seamlessly with field satellites and decoders. Which means you can buy only what you need, by choosing the tier that offers the feature set and level of operation best for you. While still leaving room to expand tomorrow.

Equip yourself with the technology it takes to master the course. Contact your Aurora representative or visit www.signaturecontrolsystems.com today.
With a hearty ho ho ho, I'm proud to announce that I'm finished with my Christmas shopping — and it's not Dec. 24. So, please, gather around my big, red bag. It's time to pass out the goods.

To golfers: A big box of common sense to remind them to repair ballmarks and divots, and act responsibility while on the golf course.

To superintendents: A big box of tolerance to deal with the golfers who don't have the common sense to repair ballmarks and divots, and act responsibility while on the golf course. Remember, take a deep breath and count to 10 before "chatting" with them.

To superintendents: A scorecard to keep up with all the mergers, acquisitions and bankruptcies among equipment, seed and chemical suppliers. Who's on first?

To fungicide manufacturers: All the knowledge in the world to create a concoction to conquer gray leaf spot.

To insecticide manufacturers: All the knowledge in the world to create a concoction to conquer grubs and mole crickets — so they never return.

To Mark Wilson, CGCS of Valhalla GC and poster boy of a recent Tee-2-Green advertisement in industry magazines: A new pair of no-wrinkle slacks to wear while he's modeling for his next photo shoot. Mark, you have to don your Sunday best for these gigs and show the world that superintendents are GQ — and never wear jeans, like GCSAA says.

To the GCSAA powers that be (publishing division): Red, green and yellow crayons to go with the brown crayon they used to color Mark Wilson's blue jeans to make him appear more professional in the Tee-2-Green ad that appeared in Golf Course Management. Also to the publishing division's honchos: A prescription of anti-pious pills to help them lighten up.

To the GCSAA powers that be (career development division): A truckload of paper towels to wash the egg off their faces if PDI is voted down.

To Al Jansen, superintendent of Baraboo CC in Baraboo, Wis.: A new computer equipped with high-speed DSL Internet access. Then the chat-room king can log onto the GCSAA Web site and post his messages with the utmost in speed and precision.

To each superintendent hosting a Major in 2001: A steady supply of No-Doz, Pepto Bismol and Stress Tabs to get through it, and a case of Heineken to celebrate each event when it's over.

To Texas superintendents, who endured the drastic drought of 2000: A normal summer in 2001 with sufficient rain.

To golf course mechanics: More recognition because you are highly underrated.

To assistant superintendents: More patience because your time will come.

To the women in this male-dominated industry: Continued moxie and grit. You go girls!

To David Fay, USGA chairman: Seven new bow ties, one for each day of the week.

To Kevin Smith, Mark Clark and other Arizona superintendents: A Santa Claus-sized salute for donating their time and muscle to build a playing field for youth living on an Indian reservation in the Arizona desert.

To kids and beginning golfers: Smaller and less-intimidating courses where they can learn the game and its nuances.

To Tiger Woods: All I can say is my gift isn't an endorsement contract.

To David Duval and Phil Mickelson: A Major title for each.

To Jack Nicklaus: One more appearance in one more Major.

To the good golfers: More birdies.

To the bad golfers: More pars.

To all of our readers: Peace and goodwill.

Larry Aylward, editor of Golfdom, is begging Santa for more pars. He can be reached at 440-891-2770 or laylward@advanstar.com.
Remember High School health class? You learned the basics of nutrition. Eating right is the foundation to staying healthy and looking great! The same holds true for your turf and soil. Providing a nutritional foundation for your turf management program is the cornerstone of Nature Safe's philosophy. Formulated from the highest quality animal and plant proteins, yeast, sugars, carbohydrates and humus, Nature Safe conditions the soil, stimulating microbial activity and delivering a predictable, slow release feed to the plant. The result, healthy turf that can improve the efficacy of an overall IPM program.

Nature Safe's extensive product line is validated by over 20 university research studies. Exciting new formulations like 20-1-5 and 13-0-11 (with Polyon®), as well as 15-2-8 (with Meth-Ex 40®) have been added, providing unparalleled options for turf managers. Find out why superintendents around the country are making Nature Safe their natural choice for optimum soil and plant nutrition.

For a distributor near you, FREE video, research and product information, call (800) 252-4727 and visit our website at www.naturesafe.com

Circle No 111

THE BREAKFAST OF CHAMPIONSHIP Quality Turf!
Off The Fringe

Flint sale clears way
For Novartis-Zeneca merger
Novartis Agribusiness sold its worldwide Flint business to Bayer Crop Protection, a subsidiary of Bayer AG, for about $760 million. At press time, the sale opened the door for the proposed merger of Novartis Agribusiness and Zeneca Agrochemicals to form Syngenta AG, which was approved by European anti-trust authorities but was still subject to U.S. approval from the Federal Trade Commission.

Sale of the Flint fungicide line, manufactured in Switzerland, addresses an area of concern for the European commission and the FTC for the merger. "In finding a responsible buyer for our Flint products, Novartis Agribusiness has managed to maintain jobs in Switzerland, while fulfilling a condition of the merger," said Heinz Imhof, head of Novartis Agribusiness.

According to a recent report, Greensboro, N.C., will be the home for Syngenta AG's North American crop protection division. Delaware will be the site of the company's smaller U.S. corporate headquarters.

Golf Trust to sell or liquidate
Charleston, S.C.-based Golf Trust of America, a top U.S. golf course owner, announced in September that its board of directors will sell the company or liquidate its assets, including 47 courses in 17 states.

In February, the company retained Banc of America Securities LLC as its financial advisor to assist the board in a review of strategic alternatives and to contact potential investors/acquirers. As a result of information gathered in this process, the board concluded that it's the company's best interest to sell or liquidate.

Briefs continue on page 18

Daddy's Little Girl
SUPERINTENDENT WINS AWARD THANKS TO DAUGHTER'S INSPIRATION

at Blum didn't create his environmentally friendly maintenance program for recognition. He did it for a more personal reason — his 5-year-old daughter, Samantha.

"I didn't want people to point fingers at her when I was dead and gone and say, 'Your Daddy polluted the environment,' " says Blum, superintendent of Colonial Acres GC in Glenmont, N.Y. "The world doesn't really need golf courses, so if we're going to exist we might as well do it right."

Whether he craved publicity or not, Blum received recognition recently for his efforts — from none other than New York Governor George Pataki. His efforts at managing the environment at the course won Colonial Acres a Governor's Award for Pollution Pre-vention in the small business category. Blum's 9-hole, executive course is the first golf course to win the award, which has existed since 1994. Colonial Acres has also been an Audubon Cooperative Sanctuary since 1998.

Pataki rewards companies annually that use pollution prevention strategies that exceed the legal requirements of environmental protection and successfully reduce or eliminate the generation of pollution at the source. There can be 10 winners or one. This year, there were five winners in four categories.

"People had been telling me for a couple of years that I should apply for the award, so I finally did," Blum says.

Continued on page 18
Nutty Professor
TURF SCIENTIST HAS A PLAN TO BATTLE HUNGER

Professor Reed Funk is going nuts — but the world may be a better place for it. Funk, the Cook College/Rutgers University turf scientist who developed Manhattan perennial ryegrass and Rebel tall fescue, is lobbying to increase the world’s supply of nuts to battle hunger problems at home and abroad. Funk is researching the issue and developing contacts in Asia for further development.

“It’s possible and likely that future generations will need more food,” Funk says. “Therefore, we will need to substantially increase world food production.”

The world is dependent on only a few major crops, including wheat, rice, corn, soybeans and barley, and needs to expand its selection, Funk says. “We need to develop a greater diversity of species,” he adds.

That includes nutritious and palatable nuts, such as pecans, hazelnuts and chestnuts. “There are opportunities for substantial genetic improvement for a number of these underutilized crops,” he adds.

In time, Funk says that nut species can be genetically improved to grow anywhere, despite their lineage. He points out that corn originally adapted in southern Mexico, but was growing throughout the New World when Columbus discovered America.

Funk stresses that the world will need more food because population is expected to increase by 3 billion in the next 50 years. He says nut trees can grow in rocky and steep areas where other crops, such as wheat, can’t be planted.

“Many tree crops have been neglected, but we have the building blocks to do this,” he says. “The genetic improvement of underutilized food crops is a win-win situation.”

— Larry Aylward

Quotable

“The threat of losing your job causes more stress than you can imagine. And the threat is real. There’s always a small group of people in every club that’s clamoring for a guy’s head.”

— Frank Dobie, superintendent and general manager of Sharon GC in Sharon Center, Ohio, on job security.

“You get a free air show with every round.”

— Certified golf course superintendent Dennis Lyon commenting on the jets from a nearby base that frequently fly over Murphy Creek in Aurora, Colo.

“We’ve all come to a point in our lives where we’ve been tested and hit adversity. And in golf there is no better sport to describe the equation of life. It’s just you and a ball and nature; you against yourself.”

— Robert Redford, director of “The Legend of Bagger Vance,” explains his metaphor for life (The Cleveland Plain Dealer).

“Grandpa lived the evolution of golf architecture. He went from mules and pull scrapers in his early days to big earth movers, from basic watering to multi-million-dollar irrigation systems, and from fescue greens to improved varieties of bentgrass.”

— Golf course architect W. Bruce Matthews III, reflecting on the career of his grandfather, W. Bruce Matthews, a well-known Michigan architect who died in September at 96.

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Off The Fringe

Business briefs

Briefs continued from page 16

Lesco earnings down
Rocky River, Ohio-based Lesco said that revenues for the third quarter increased 6.6 percent to a record $139.6 million compared with $130.9 over the same period last year. However, earnings were $4.2 million compared with $5.8 million for 1999’s third quarter. Impacting the third quarter were $315,000 of non-recurring costs associated with an acquisition that was not completed. Lesco also said a drought in the South, unusually cool and wet weather in the North, and production inefficiencies at the plant that produces Novex, its new “smart” fertilizer, negatively impacted both earnings and sales growth.

In another matter, Lesco acquired assets of Southern Golf Products. Lesco was the exclusive distributor for Southern Golf Products since February 1999.

Monterey tops list
Six U.S. markets are in the top 10 of a Golf Digest magazine reader’s poll of the 50 best golf destinations in the world. Monterey, Calif., home of Pebble Beach Corp., is No. 1. Pinehurst, N.C., is No. 3; Sheboygan, Wis., No. 7; Scottsdale, Ariz., No. 8; Myrtle Beach, S.C., No. 9; and Hilton Head, S.C., No. 10.

Bank changes financing structure
Charlotte-based Bank of America has discontinued its Golf and Marina Finance Group but rolled the division into a larger commercial finance operation.

KLAK buys Family Golf
KLAK Golf has closed on its sale of Family Golf for $16.15 million. KLAK Golf is a joint venture among Lubert-Adler Real Estate Opportunity Fund, Klaff Realty L.P. and KemperSports Management.

KLAK spokesman Steve Lesnik, who is also KemperSports CEO, said 20 of the properties acquired from Family Golf have been turned over to AllGolf, a new KemperSports subsidiary formed to manage midmarket driving ranges and entertainment centers, golf practice facilities, and affordable executive and nine-hole golf courses.

‘They Were Jumping Up And Down And Freakin’ Out’

Russ Kelly will continue as club manager for Bent Pine GC in Vero Beach, Fla. He’s not going to let a meager million bucks change his life.

“I’m not gonna make any changes now,” says Kelly. “I have no complaints.”

The 26 employees, including two pros and a golf course maintenance worker, kicked in money to purchase 56 tickets for the lottery. Because the jackpot was higher than normal, the group bought more tickets than usual. One of the tickets, the only one in Florida, had the correct six numbers to claim the jackpot, which amounts to about $1 million for each worker after taxes. Many of the winners were on the club’s food and beverage staff.

“I wasn’t at work the day they found out they won, but from what I understand it was mayhem,” Kelly says. “They were jumping up and down and freakin’ out.”

The 34-year-old Kelly plans to invest most of the money, although he’s building a swimming pool at his home. Kelly also has to help rebuild the Bent Pine staff because about 12 of the winning workers are leaving their jobs. But the millionaire isn’t whining. “I have no complaints,” he says.

Daddy’s Girl

Continued from page 16

“They put us in the small business category because they weren’t sure where to put a golf course.”

Blum says he uses a few vegetable-based hydraulic oils and category 3 synthetic pesticides, which are the least toxic synthetic products available. Even with those concessions to the environmentalists, Blum says he keeps his course in above-average condition.

Award applicants submit to a grueling process that starts with filling out a form detailing what measures were taken to reduce pollution and how much pollution has been reduced. The form is submitted to the Department of Energy Conservation’s Compliance Counsel and the governor’s staff; who narrow the applicants to the top 10. Then two members of the selection committee visit each finalist and make their recommendations to the governor, who picks the winners.

Blum said the awards dinner, where he brought the house down when he told them the inspiration for his program, was intimidating.

“Here I am, the only turf guy there and the only representative from Colonial, amid these huge entourages from these other companies,” Blum says. “All the major environmental groups were there — and then I had to get up and give a speech.”

He must have done something right because one of the governor’s committee members pulled him aside and insisted that Blum enter Colonial again next year.

“I’m certainly going to consider it,” Blum says. “We enjoy being touted as an environmental golf course.”

And Blum still takes inspiration from Samantha whenever she visits the course.

“She’s out here just about every day and I think about how my work affects her,” Blum says. “Doing what we did here is definitely for her and the future.”

— Frank H. Andorka Jr.
KOHLER engines continue to set performance benchmarks for easy starting, reliability, long life, low maintenance and environmentally friendly design.

From 4 to 26 horsepower, Kohler vertical- and horizontal-shaft, air- and liquid-cooled engines are among the most requested in the industry. Powering everything from commercial walk-behind cutters to leaf blowers and from zero-turn mowers to chipper/shredders, Kohler OHV engines define innovation, versatility and performance.

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Circle No. 112
I have come to love golf as much as the next addict. But when there's 10 feet of snow on the ground in Cleveland, even I eschew going outside (preferring instead to sit in front of a roaring fire sipping Bailey's Irish Cream). When I need a golf fix, however, I turn to free online golf games to get me through the winter. If you're looking to play free virtual golf, here are some sites you should visit (all sites start with http:// unless otherwise noted):

- **arcade.si.cnn.com/cnnsi_swgolf/pub-doc/home.html** - CNNSI Country Club provides nine holes of challenging golf that force you to hit every club in your bag. The graphics are realistic, down to the spray of sand when hitting out of bunkers and the wind that wreaks havoc with your shots. The controls are instinctual, making it easy to learn and fun to play. Interestingly, par 3s are the hardest holes on the course to play.

- **games.espn.go.com** - This is a registration-only site. If you're looking for arcade action, this game suits your needs. You receive a bucket of 25 balls which you to hit at greens located on the driving range. You get points for each green you hit. It's not nearly as entertaining as playing an entire course, but it's an OK diversion.

- **www.candystand.com/golf/default.htm** - Looking for something a little different? Try this site, which offers three different golf games, including two miniature golf courses. Trust me, it's not as easy as it looks.

Scanning the Web is compiled by Frank H. Andorka Jr., Golfdom's associate editor, whose online golf game is no better than his real-life one. You can reach him at fandorka@advanstar.com with column suggestions.