**Events**

**SEMINARS & CONFERENCES**

**JUNE**
- **15-16 Warm Season Turfgrass Research Tour**
  Maricopa, Ariz.
  Contact 520-783-2050

**JULY**
- **16-18 Texas Turfgrass Summer Conference**
  Galveston, Texas
  Contact 409-690-2201

- **19-21 Turfgrass Producers International Conference and Expo**
  Spokane, Wash.
  Contact 800-405-8873

- **25 Washington State University/Oregon State University Turfgrass Field Day**
  Pullman, Wash.
  Contact 253-925-5638

**AUGUST**
- **3 New Jersey Turfgrass Association/Rutgers Golf & Fine Turf Field Day**
  East Brunswick, N.J.
  Contact 866-853-5973

- **5-8 Georgia GCUSA Summer Conference**
  Lake Lanier Island, Ga.
  Contact 706-742-2651

- **9 Ohio Turfgrass Foundation/Ohio State University Research Field Day**
  Columbus, Ohio
  Contact 888-693-3445

- **14 Utah State University Field Days**
  Logan, Utah
  Contact 877-292-0960

- **14-17 Turfgrass 2000**
  Gainesville, Fla.
  Contact 800-882-6721

- **15 Cornell Field Day**
  Ithaca, N.Y.
  Contact 607-255-1792

- **16-19 Golf Course Builders Association of America Summer Meeting**
  Louisville, Ky.
  Contact 919-942-8922

**SEPTEMBER**
- **16-19 Club Managers Association of America Annual Leadership/Legislative Conference**
  Alexandria Va.
  Contact 703-739-9500

- **25-28 Computer Irrigation Installation with HOPE Piping**
  Savannah, Ga.
  Contact 706-742-2651

**OCTOBER**
- **4-5 Turfgrass Landscape and Equipment Expo**
  Costa Mesa, Calif.
  Contact 800-500-7282

- **14-16 The NYSTA Turf and Grounds Exposition**
  Syracuse, N.Y.
  Contact 518-783-1229

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Invasion of the Eyeball Snatchers

By Pat Jones

Greedy, once again, are the e-commerce portals that are grabbing crumbs from the table of eyeballs. It’s a land rush for eyeballs. The more eyeballs they get, the more money they make. It’s going to be an all-out fight to see who can dominate the golf course e-business market.

"Oh," said Bubba thoughtfully. Then he quietly added, "Now I'm really afraid."

If you're a superintendent with a computer, they want your eyeballs, too. And it's not just hot new portal sites like Golfsat, Greentrac and e-Greenbiz. It's also your favorite industry suppliers, distributors and, in all likelihood, GCSAA. What's driving this sudden interest in selling online? Three things: greed, fear and guessing.

Greed (which is not necessarily a bad thing in my book) is bringing the new portal players to the market. These are largely start-ups or spin-offs with no previous experience in our segment. They have steep learning curves, but they also have deep pockets thanks to Silicon Valley's love for throwing venture capital at an untapped market. Most will fail, but the eventual victor will claim the spoils: market dominance and a lucrative public offering or buyout.

Fear is driving existing golf course suppliers to establish their own e-commerce capabilities with the utmost haste. Companies are terrified that if they don't jump on this bandwagon now, they'll be history in two years. For similar reasons, GCSAA is likely to take the e-biz plunge. The association doesn't want to miss out on a potential gravy train since e-commerce has the potential to erode revenues from its trade show.

Finally, the players are guessing e-commerce will rapidly emerge as a major link in the supply chain. They're also guessing that higher margins from direct sales (bypassing distributors) will quickly recoup up their e-biz investment. Lastly, they're guessing that you will actually log on and buy stuff.

And that, friends, is the question: If they build it, will you come?

My thinking is that many of you eventually will, particularly when you need commodity supplies, replacement parts and other items that don't require any tire kicking. Cost-control pressures are high, and buying online generally offers a discount. More of you are computer savvy (and the kids flooding out of turf schools certainly are). Finally, the idea of one-stop shopping — and fewer sales calls — has appeal.

But what about service? What about local support? What about the value of dealing with someone face to face? How can you give all of that up just to save a few bucks and streamline the process a little? All good questions, but travel agents and bookshop owners were saying the same things a couple of years ago before e-commerce sent their industries ass over teakettle.

Will the same fate befall us? Anyone who says they know the answer to that question is a liar. All I know is that the era of e-business has arrived and you'd better grab your balls — er, I mean eyeballs — and hold on tight.

Pat Jones is the editor/publisher 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 Union Tools Irrigation. 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.utirrigation.com today.
Thirty-eight years ago, Rachel Carson fired the first shot in the environmental activists' war on pesticides. In her infamous book, *Silent Spring*, Carson predicted pesticides would wipe out our wildlife, leaving no birds to greet us in the spring.

After nearly four decades of clamoring for change, I have but one question for those organizations hellbent on banning pesticides: Do you know what the number one killer of birds is? I do, and it has nothing to do with chemicals.

Scott Gillihan, author of *Bird Conservation on Golf Courses*, gave me the answer — cats — during his USGA Regional Seminar presentation in Tampa recently. According to Gillihan, also of the Colorado Bird Observatory, cats account for about 300 million bird deaths a year. For crying out loud, even Diazinon wasn't that effective.

Pardon the Diazinon reference, but if it seems as if I have a bone to pick with Carson, I do. Carson's "silent spring" has become my "paranoid spring" because the activists are still ranting about pesticide. Hey folks, in case you haven't noticed, the birds that manage to dodge the cats are still chirping — and they do a lot of their singing on golf courses where pesticides are used regularly.

That point was driven home in April when I visited Interlachen CC, an urban golf course in Winter Park, Fla. Katie Cox, an environmental science major at the University of Central Florida, serves as the environmental technician for superintendent Stuart Leventhal. Cox told me that she and wildlife educator, Cyndy Meketa of the Orange County Parks and Recreation Department, identified 33 species of birds on a course inspection in March in only 2.5 hours. Leventhal also told me that one of his members, an avid bird watcher, has recorded 98 species of indigenous and migratory birds on the course over the years. That doesn't sound as if the course is "silent" to me.

Leventhal, like many superintendents, has adopted an environmentally sensitive approach to the management of his course. He has learned to apply chemicals only when and where necessary. At the same time, Interlachen is one of the most manicured courses in town with some of the fastest greens you'll ever putt.

Every day, more and more superintendents are abandoning old pesticide strategies. In doing so, they are challenging all superintendents to become better managers and stewards of the environment. That should be good news to environmentalists everywhere.

I recently had the opportunity to speak with Todd Peterson, EPA's review manager, on the current trends in the uses of Nemacur on golf courses. In preparation for that conversation, I culled comments from about two dozen superintendents on their current practices. I was somewhat surprised — but very pleased — at the results of my inquiries.

Nearly 30 percent of the superintendents were either not using any Nemacur or, if they were, they were only using small amounts on problem greens. Another 30 percent were using it about once a year primarily on greens and tees, as well as a few hot spots on fairways. The remaining 40 percent applied it twice a year, according to the label, usually on greens and tees, with some fairways being treated as needed.

This was not a scientific sample, of course, but the comments on Nemacur from these superintendents support a trend I've seen over the past few years. Superintendents are definitely using pesticides more judiciously overall and still producing top-quality playing surfaces. The underlying message from these success stories is that environmentally sensitive golf course management is not a contradiction in terms.

Meanwhile, as I dutifully fill the bird feeders in my back yard, I can't wait to hear the songs of birds fill my ears with sound instead of silence.

Joel Jackson, CGCS, retired from Disney's golf division in 1997 and is director of communications for the Florida GCSA.
Losing fertilizer to mower pickup just doesn't cut it.

What a waste. Applying fertilizer one day, only to have it picked up by the mowers the next. With some fertilizers it's par for the course. But not with NOVEX™, the new homogeneous, controlled-release fertilizer from LESCO.

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NOVEX is available now in an assortment of analyses in fairway or greens-grade particle size. Try it. You’ll see. This is a great fertilizer not only for what it does, but also for what it doesn’t do...get thrown away with the clippings. Contact your LESCO Professional or call 800.321.5325.

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ProShot, American Golf team up
San Juan Capistrano, Calif.-based ProShot Golf, provider of Global Positioning System information and communication services, has teamed with Santa Monica, Calif.-based American Golf to provide the management company with GPS services. American Golf manages more than 300 properties.

Textron, St. Andrews extend pact
Racine, Wis.-based Textron Turf Care And Specialty Products extended its agreement with St Andrews Links Trust to remain the exclusive turf maintenance equipment supplier for St Andrews Links in Fife, Scotland. St. Andrews' famous “Old Course” is hosting the British Open in July. According to the agreement, St. Andrews, the recognized birthplace of golf, will only use turf maintenance equipment and light utility vehicles manufactured by TTCSP.

FTGA, U. of Florida unite
The Florida Turfgrass Association and the University of Florida have joined in a new funding initiative for environmental research. The university will continually update the association on its activities and findings.

Twice a year, the FTGA will send reports to its member clubs informing them how the university is spending their money. The university is committed to adding new professors to its staff and increasing their dedicated testing facilities from 15 acres to 80 acres in an advance effort to prepare for this new research.

Companies form trade alliance
The biopesticide industry has formed a new coalition called the Biocide Industry Alliance.

Crying Fowl

COOT KILLINGS ON CALIFORNIA

By James E. Guyette

The La Cumbre Golf and CC in Santa Barbara, Calif., is in a major flap over the killing of course-fouling water fowl known as coots, migratory birds that feed on tender grass sprouts, seeds and assorted aquatic animals.

The controversy received considerable coverage by local newspapers, radio and television last year, with readers of the Santa Barbara News Press rating it among the top stories of 1999.

The squawking continues this year. Neighbors and superintendents throughout California are still angry over La Cumbre's coot control strategies late last year. There were accounts of course staffers allegedly stuff ing trapped birds into plastic bags, and then breaking their wings and legs before asphyxiating the birds in a shed on course property. The course does have a state wildlife permit to kill coots, but neighbors' feathers remain ruffled over the way in which the coots were controlled.

"The behavior of the golf course has been so appalling that it has sparked a lot of attention," says local resident Jon Hanlon. "People don't want to know that someone down the block is doing these things."

A La Cumbre representative criticized those who question the course's coot control strategies.

"There has been an inordinate amount of opposition to the managing of coots at La Cumbre," says Antonio R. Romasanta, a member of the course and chairman of La Cumbre's coot committee. In a letter to Golfdom, Romasanta, a lawyer, observes that this kind of protest "is not unusual for this area" because of the liberal views of its population.

"There is no logic, rhyme or reason for the positions taken by some of these advocates," Romasanta says. Romasanta declined to be interviewed, saying that "we have concluded that any publicity seems to stir (the protesters') passions. We believe that at the current time a low profile is the wiser course to follow," he said.

La Cumbre's staff has stopped killing coots, but Hanlon says he's still concerned about the matter. Hanlon contends that concerned callers to the club have been left scratching their heads in puzzlement as staffers there have criticized them for not doing more to ban human abortions. "They're not addressing the issue," Hanlon says.

The coot, Fulcina americana, resembles a cross between a duck and a chicken. It's also known as a mudhen or swamphen. Between its appetite for turf, and its notorious droppings, a course invaded by coots can disgust even the most dedicated golfers.

Continued on page 20
Heee Heee! Homer Golf Gear Is Here

Woo Hoo! Guess who's taking up golf? Why, it's Homer Simpson, Bart Simpson and Krusty the Clown—all in the name of talking golf head covers from Gazelle, a manufacturer of fun stuff for golfers.

We're assuming, though, the company recently introduced these Simpsons golf head covers for the hitters who aren't overly serious about the game. After all, when you squeeze the Bart Simpson head cover, you'll hear Bart in his exuberant, soprano voice yell, "Play it where it lays, homeboy." That's just one of his four smart-aleck remarks.

Yes, you can assume a serious golfer is saying, "D'oh," after hearing about this product launch. But at least the expression comes from the mouth of the man who made it famous.

Homer's head cover speaks five lines in his distinctive, whiny voice, including, "Mmmmm, an open faced club sandwedge," and "Woo hoo, d'oh, mmmmm." The idea for the Simpsons golf head line came from a conversation between a Gazelle customer and Leo Goshgarian, president of Gazelle.

"He was telling me that he watched the show all the time with his kids," says Goshgarian, a veteran of 30 years in the toy industry. "I did some checking and the demographic of the show was predominantly male, 18 to 45 years old. I knew at that point it was going to be a good fit."

Also new from Gazelle, a golf head cover featuring the Gopher from Caddyshack. The Gopher will not only sound like it did in the movie, it will be movin' and jivin' like it did in the film.

The products are available to golf shops throughout the country or at www.golfinstuff.com.
Briefs continued from page 16

liance, whose mission is to improve the global market perception of their products as effective and to streamline registration with EPA.

Biopesticides are products derived from natural materials such as animals, plants, bacteria, and certain minerals, and are regulated by the EPA's Biopesticide and Pollution Prevention Division.

e-Greenbiz, Horticopia team up
Boulder, Colo.-based e-Greenbiz.com formed a strategic partnership with Horticopia, a provider of electronic plant data. The agreement allows users of the site to quickly locate specific cultivar information.

Bush Hog sold
CC Industries, an affiliate of Henry Crown and Co. of Chicago, has purchased Bush Hog. The company will operate as Bush Hog LLC. Bush Hog’s management will remain.

Maxwell, NGF in project
Smyrna, Tenn.-based Maxwell Golf Group’s design division is working with the National Golf Foundation to design a golf course project that will meet the guidelines of the Federal Americans with Disabilities Act. If funding is approved, the proposed nine-hole course will be an addition to the City of Smyrna’s existing 18-hole Smyrna Municipal GC.

Kemper achieves Audubon status
The Kemper Lakes GC in Long Grove, Ill., achieved designation as a Certified Audubon Cooperative Sanctuary.

Goofs
We should have pointed it out then, but we’re pointing it out now. Results of the PDI poll conducted by Sam Hocutt III reported in the April Golfdom are unscientific.

Also, in our April “Quotable” section, we refer to Gerry Sweda, president of Sweda Training & Development, as George Sweda. Sorry, Gerry.
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Circle No. 109
Continued from page 16

"We've had such a hassle over this subject," says Doug Weddle, La Cumbre's superintendent, who also declined to converse about coots except to note that "it's a very destructive bird."

Killing coots is an industrywide public relations debacle that is also a failure as an effective control method, according to John Pollok, director of golf course operations at Robinson Ranch, a 36-hole public facility in Los Angeles County. Coots fear dogs more than lawyers, guns and superintendents, he says. "I'm totally against killing any animals," Pollok adds.

At Robinson Ranch, there's a border collie that effectively patrols the facility's six lakes to chase coots. Pollok says trapping coots and relocating them to other sites is another control method.

"When stuff like this makes the news, it can be a sticky wicket" for any superintendent, especially when club members start raising objections, says James C. Husting, CGCS and chairman of CGCSA's government relations committee in Fresno, Calif.

La Cumbre has brought a dog on board for coot duty, but Hanlon questions the sincerity of the course's gesture.

"(The course) has a border collie, but the border collie has arthritis," Hanlon claims. "It just kind of rides along in the golf car. It's not really a deterrent."

La Cumbre officials won't discuss the course's border collie, but Hanlon observes that the coots are more confused than fearful of the crippled canine, and they merely waddle away in puzzlement before making a quick return.

Florida and California are tied for having the most course openings in 1999—making them ideal spots for practicing your favorite Sunday ritual.

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Scanning the Web

Frank Andorka reviews PowerPoint tutorial sites.

The best advice I ever received about public speaking was to remember that you are your own best visual aid. But isn't it cool to present with all the bells and whistles? If you've been intimidated by PowerPoint in the past, here a few sites that will help you overcome your fear.

(All sites start with http:// unless otherwise noted): (**- Bookmark it and return frequently; * - Look at only if absolutely necessary)

*****www.geocities.com/Athens/ITHACA/9112/Pow-erpoint/powerpoint.html — If they taught PowerPoint in kindergarten, this is the site they would use. It's a nine-step tutorial that walks you through creating a PowerPoint presentation, with screen grabs showing you details for every step along the way. Along with specifics about PowerPoint itself, it also shows what a completed presentation might look like.

****einstein.cs.uri.edu/tutorials/csc101/powerpoint/ppt.html — You won't find flashy graphics if you visit this site. What you will find is an excellent PowerPoint tutorial created by a professor at the University of Rhode Island. It takes you logically through each of the steps necessary to create a great presentation. A table of contents helps you get the information easily, no matter what level of help you need.

**www.ga.k12.pa.us/curtech/powerwk.htm — The site is text heavy and is probably better used as a PowerPoint guide to hang on the wall next to your desk. It's a little less detailed than the other sites listed here and could be confusing to someone who is completely unfamiliar with PowerPoint.

Scanning the Web is compiled by Frank H. Andorka Jr., Golfdom's associate editor, who never passes up the opportunity to bore large groups of people with his public-speaking presentations. You can reach him at fandorka@advanstar.com with future column suggestions or sites you think he should visit.