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](http://www.utirrigation.com) today.
GCSAA developing e-commerce site
GCSAA is developing an e-commerce Web site and expects to finalize its e-commerce division within five months. "We are moving in this direction as quickly as possible, but we also want to be sure we have a premium product ready before we unveil this service," said Robert A. Shively, GCSAA's director of corporate marketing.

ABT files for bankruptcy
Henderson, Nev.-based AgriBioTech Inc. and its operating subsidiaries filed for Chapter 11 bankruptcy to implement an operational restructuring and financial reorganization.

Chairman and CEO Richard Budd offered six reasons as to why AgriBioTech has suffered significant losses and a lack of current liquidity:
• Oversupply of seed with a downturn in industry pricing;
• Difficulties with integrating the operations, culture and accounting systems of 34 companies into single operational units;
• Delays in bringing seed to market;
• Reduced revenues;
• Higher-than-expected expenses;
• Slow cash collections from a weak agricultural economy.

Unocal sells ag business
El Segundo, Calif.-based Unocal is selling its agricultural products business—Prodica LLC and Alaska Nitrogen Products LLC—to Calgary-based Agrium for about $325 million and future considerations.

Unocal is an independent oil and gas exploration and production company. Agrium is a producer and marketer of fertilizer in North America.

“Unocal sells ag business” Continued on page 16

The Open: Youngsters Need Not Apply

By Larry Aylward, Managing Editor

You dream of hosting a U.S. Open, so you build the coolest and classiest championship-caliber course east and west of the Mississippi and invite the United States Golf Association there to hold its esteemed event. But the USGA rejects you like a maxed-out MasterCard.

Face it: The U.S. Open will only consider coming to your place if it was designed by Donald Ross during the silent-movie era. USGA chairman David Fay won’t deny that—but with a little dance.

“We tend to go to courses that have had historic U.S. Opens and have a place in American golf,” Fay admits. “While we’re on the lookout for new courses—and we’re sincerely on the lookout—the record shows that we haven’t gone to many of them. It has been a long time.”

Fay, who was speaking to a group of New Jersey superintendents late last year, also contends that USGA just doesn’t go where it wants to go, such as Pebble Beach Golf Links this year. Fay didn’t ring new Pebble Beach owners Clint Eastwood, Arnold Palmer and Peter Ueberroth last week to tell Dirty Harry and his entourage “to get the course ready because we’re coming in June.”

“That’s not the way it works,” Fay says. “We have to be invited.”

USGA receives several invitations each year from courses wanting to host a U.S. Open. “Most of them come from the usual suspects,” Fay says, adding that USGA tries to announce sites five years in advance.

There are exceptions, however. Even if the USGA hasn’t yet been formally invited, you can bet your titanium driver the U.S. Open will be held at the Country Club at Brookline, Mass., in 2013. The Country Club was the site of Frances Ouimet’s stunning U.S. Open win over Britain’s Ted Ray and Harry Vardon in 1913. The upset victory helped put U.S. golf on the map.

Despite USGA’s romance with tradition, there are parameters for hosting a U.S. Open. Fay explains what USGA looks for in an Open course.

“It’s similar to what former Supreme Court Justice Potter Stewart said about pornography—’I can’t define it, but I know it when I see it.’ ”

Fay admits USGA prefers “mature” courses. It staged U.S. Opens at new courses such as Chaska, Minn.’s Hazeltine National GC in 1970 and Georgia’s Atlanta Athletic Club in Atlanta in 1976.

Continued on page 18
Last Laugh

By Dave Wilber

They're still talking about John Philp. This time, though, the talk has nothing to do about the Carnoustie Golf Links superintendent allegedly tricking up his Scottish course for the 1999 Open Championship.

They're talking about Philp because he was recently named a Member of the Order of the British Empire in Great Britain.

Think back to the summer of 1999 and the Open Championship at Carnoustie. If you didn't hear the cries from the players as they faced what Gary Player once called "the toughest golf course in the world," you weren't listening.

Rain in the early summer in eastern Scotland had produced a bumper crop of deep rough at Carnoustie. In the middle of it all was Philp, whose task was to condition the course and defend it because some had said it had lost its moxie.

But the players complained about the course and accused Philp of fertilizing the rough. Philp, who denied the charges, gave an impassioned speech about the virtues of links golf and invited players who couldn't handle the course to head home where the work is easier. Philp became the most quoted individual of the 1999 event.

"You can't often go off-line and expect to be rewarded for the effort," he said.

Philp recounted the rains and the density of the rough, but related that "had they played three weeks later, the rough would have died back and there wouldn't have been such bleating from the players."

In her last official duties of 1999, Her Majesty the Queen of England selects a list of honors, including more than 1,500 awards in the Order of the British Empire, called MBEs. The honors included Philp for service to golf in Great Britain. He will have his official audience with Her Majesty later in 2000.

"I got the letter in November and had to be quiet about the thing until year's end," Philp chuckled.

Two other head greenkeepers in the United Kingdom have been recognized in the past. Walter Woods received the British Empire Medal, a medal of the same Order, for his service to St. Andrews Golf Links as links supervisor for 22 years. Jimmy MacDonald, head greenkeeper at Royal Latham & St. Anne's, was awarded the MBE in 1996 after preparing for the Open Championship.

Philp is taking it all in stride, much like he did the summer's criticism.

"Carnoustie is links golf, and it wouldn't be right to make it artificial," he said. "I don't think it was too tough, and the nice people that nominated me for the MBE must have liked it fine enough."

Quotable

"You guys want to live on a golf course when you retire? Can't wait. Huh?"

— Cleve Cleveland, CGCS and CPA, speaking to members of the Carolina GCSA about their plans when the retire.

"The average male pro golfer can drive the ball 270 yards. Ninety kids came out for my son's golf team and one-third of them could drive 270 yards."

— Mike Hurdzan, Hurdzan Fry Golf Course Design

"Fast greens have gotten to the point where they are a bit overvalued."

— David Fay, USGA chairman

Golf course openings in 18-hole equivalents 1994-1998

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<td>319.5</td>
<td>316.0</td>
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Source: National Golf Foundation
PUT SCIENCE ON YOUR SIDE

Superior germination
More rapid, abundant leaf growth
Bigger, deeper, denser roots
Significantly enhanced quality, vigor and performance
In a fraction of the normal time
For warm and cool season grasses

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"GroWin was the only organic material we used when we grew-in our California modified greens. We incorporated 501bs. per 1,000 sq. ft. in the top 3 inches of the 12" sand layer. We saw growth in 7 days and opened the course in less than 6 months..."

"I recommend GroWin to everyone I talk to. I have nothing but good things to say about it."
— Keith Justesen, River Park Golf Center, Fresno, CA

GroWin is a true rootzone biostimulant — it produces an additive response over and above fertilizers and amendments.

"It is noteworthy... that the tremendous increase in shoot growth observed... did not occur at the expense of root growth... a highly significant increase in shoot growth and establishment rates were observed when [GroWin was] incorporated." 2

Up to 679% Increase!

GroWin Produces More Rapid, Robust Leaf Growth
"On average, addition of GroWin resulted in approximately a 300% increase in the foliar growth of Penncross... and an 83% increase in the foliar growth of Bermuda... The range of increases in foliar biomass was from 40% to 679%." 1

And Improves Stress Tolerance
"Turf with larger, deeper root systems will be more tolerant of drought conditions and foliar diseases, will probably be more resistant to damage from traffic (because of carbohydrate resources in the roots that can be utilized for production of new shoots)." 1

Independent University research proves GroWin is much more than a fertilizer... Much more than a soil amendment...

GroWin Establishes Turfgrass Better And Faster
Ready for play sooner
- Benefits both cool and warm season grasses, whether seeded, sodded or sprigged
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- Costs less than 10¢ per square foot

With less Nitrogen
"Both root and foliar biomass were greater in turf grown in the USGA mix amended with GroWin than in the USGA mix alone. Over a wide range of Nitrogen levels, the effects of GroWin could not be duplicated in the USGA mix." 1
- Less potential for Nitrogen leaching
- Lower disease risk for those diseases associated with higher Nitrogen fertility regimes

GroWin Builds Bigger, Deeper, Denser Roots
"The results mirrored those of the foliar measurements... In the untreated USGA turf only, 11-18% of the total root system occurred below 3 inches... In USGA turf treated with GroWin, 22-25% of the roots were produced below 3." 1

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1. Trials conducted at the University of Rhode Island during 1997 and 1998 on Penncross (80/20 mix) by R.E. Koske and J. N. Gemma
2. Trials conducted at the University of Arkansas and Chenal Country Club during 1998 on SR-1020 (90/10 mix) and Penn A-1 creeping bentgrasses by M.D. Richardson

Circle No. 106
Floral Forest on a Float

Rain Bird’s 55-foot-long 2000 Rain Forest Rendezvous float was decorated with lush tropical foliage, nine Scarlet Macaws and six waterfalls as it sailed down the street Jan. 1 in the Tournament of Roses Parade. The float featured hundreds of thousands of flowers and high-pressure mist machines for effect. Riders on the float included Jack Hanna (right), director emeritus of the Columbus, Ohio-based Zoological Gardens, Louie the Orangutan, and Brian Gibbs, Louie’s trainer. Rain Bird says the float signifies its commitment to environmental awareness and water management.

Scotts Sells Turf Businesses

The Scotts Co. sold its U.S. professional turf business to the The Andersons and its Canadian professional turf business to The Nu-Gro Corp. for an undisclosed amount in February.

Marysville, Ohio-based Scotts sold the businesses “to focus resources on markets where consumer brands and consumer marketing expertise have the greatest potential to create value for the company’s shareholders,” according to James Hagedorn, president of Scotts North America.

The transaction includes a long-term supply agreement under which Scotts will use its manufacturing processes to produce value-added products for Maumee, Ohio-based Andersons and Brantford, Ontario-based Nu-Gro. The acquisition includes ProTurf, Contec and other brand names, the distribution network, customer lists and all trademarks and copyrights. The transaction does not include use of the Scotts brand or any of Scotts’ consumer, professional grass seed or professional horticultural businesses. The agreement should be finalized by May.

Rick Anderson, president of The Andersons processing group, promises “a comprehensive product line” and “superior solutions” for golf course superintendents as part of the deal.
Introducing Our Newest Amino Acid Biofertilizer

QUELANT®-K
1-0-30
Potassium Supplement

Enhance synthesis of carbohydrates and increase turfgrass tolerance to heat, drought, cold, traffic, disease and other adverse conditions.

Foliar Applied. Readily available.

Maximum protection from stress!

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Circle No. 110
Briefs continued from page 16

**e2e acquires Smyth**
Scottsdale, Ariz.-based e2e Golf Solutions purchased Smyth Systems, a software provider in the golf, club and resort industries since 1949.

e2e Golf Solutions says it can increase profits for golf course owners and operators by offering an integrated suite of software solutions and services that manage all aspects of course operation.

**Kemper to manage Va. facility**
Northbrook, Ill.-based KemperSports Management signed a long-term contract with the Virginia State Golf Association Foundation to operate its 27-hole VSGA Golf Center, designed by Tom Fazio and currently being built in Richmond, Va.

KemperSports will provide consulting services during the construction phase and assume management upon the center's opening in 2001.

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**Scanning the Web**

As a guy who nearly failed mechanical drawing, the idea of completing architectural plans for a golf course not only intimidates me, it frightens me. For those equally architecturally impaired, these sites give some insight into creating a golf course (all addresses start with http:// unless otherwise noted):

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**** - Bookmark it and return frequently; ** - Look at only if absolutely necessary

- [www.tillinghast.net](http://www.tillinghast.net) - The Tillinghast Association wanted to create an elegant and charming site dedicated to architect A.W. Tillinghast. It succeeded. Not only does it list well-organized biographical information on the architect and his courses, it includes his original sketches of some holes. Perhaps the most intriguing part of the site is a fabulous archive of golf photos, including one of Bobby Jones and his mother. It's a fascinating glimpse into the mind of a well-known golf course architect.

- [www.golfclubatlas.com](http://www.golfclubatlas.com) - It kills me not to rank this site higher (especially since a couple of Golfdom writers lurk there), but its occasional pomposity punctures its brush with greatness. It's a nice-looking site packed with information, but its two administrators, who admit they have "no knowledge of what is required to build a golf course," do nothing to alleviate golf's prevailing image as a snobbish sport. The site profiles 70 courses from around the world, with more being added daily. It also has an intelligent (though occasionally pretentious) discussion group.

- INCOMPLETE [www.traditionalgolf.com](http://www.traditionalgolf.com) - This site, in its infancy, intrigues me. It consists of a collection of informal discussion groups, some of which are not terribly professional and have little to do with architecture. A couple of high-profile architects (and architectural critics) have posted notes, however, thereby elevating the entire site. The lack of postings leaves this site hard to evaluate, but its potential is endless.

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"But these Opens lacked something," Fay contends. "(The courses) were too young and immature."

While the USGA favors fabled courses, they must be capable of throwing one of golf's biggest shindigs. Consider:

- The site must accommodate a minimum of 25,000 spectators.
- The site must park at least 15,000 cars within 15 minutes of the course.
- The site must have enough hotel rooms nearby to accommodate the U.S. Open throng.
- The site must be close to a major airport, although Fay admits that Pebble Beach, near Monterey, Calif., and others are exceptions.

The final decision on a U.S. Open site rests with USGA's executive committee after input from staff and a preliminary recommendation from the championship committee. But the determining factor could be the person who lobbies the loudest.

"The difference comes when someone is a forceful advocate for one club over another," Fay says. "Someone might pound the table and say, 'We've got to go to this golf course.'"

But Fay says it's not easy to break the bad news to other clubs that applied for — but did not receive — a U.S. Open.

"It's a tough message to deliver," he says. "Golfers are very passionate about their courses. As C.B. Macdonald said, 'When a man is given a choice about saying something derogatory about another man's wife or his golf course, the prudent man always picks on the wife.'"

"There's a lot to be said for that."

Scanning the Web is compiled by Golfdom's associate editor Frank H. Andorka Jr., who couldn't even draw a straight line with a T-square. Reach him at 440-891-2708 or fandorka@advanstar.com with future column ideas or sites you think he should visit.
AT 4:30 AM,
WHEN THE WIND'S BLOWING JUST RIGHT, YOU CAN
HEAR THE GREENS COMMITTEE SNIORING.

While golf is perhaps the most unpredictable game ever invented, Jacobsen's legendary cutting reels, blades and attachments are, without question, the game's most consistent. Year after year, innovation after innovation, we set the stage for golf's greatest moments.

While you're getting an early start on the greens, it might only seem like no one is watching. But, as sure as the sun will rise, so will eyebrows, if the course isn't just right. And you know golfers, if things don't go their way, they often look for excuses. A luxury you do not have.

For over 75 years, Jacobsen has led the industry in cutting technology. (Which, in part, has protected superintendents from pointing fingers.) Complaints like "slick greens" you can live with, if not revel in. But when golfers start missing putts on bumpy greens, they have a legitimate gripe. Our history of innovations includes the legendary Turf Groomer®. It helps create healthier, faster greens that roll true, day in and day out, which means golfers will have no one to blame but themselves for missing putts. For more information or the nearest dealer, call 1-888-922-TURF or visit www.ttcsp.textron.com.

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Circle No. 109
Water Losses

The 11th hole at The Meadows GC in Dubuque, Iowa, is a bit like Napoleon: short but dangerous. It also features its own waterloo.

The green on the 140-yard par 3 is guarded in front by a pond and on its left side by a creek. If a golfer isn’t careful, his ball will end up wet.

“The hole deceives a lot of golfers,” says superintendent Gregg Wille. “It’s not a long shot. But because of the pond, the creek and the way the green slopes, it appears easier than it is.”

Wille says heavy rains cause the most severe maintenance problems for the hole because of its own water hazards. During heavy rains, which Wille says are storms that drop 4 inches of rain an hour, water occasionally overflows the pond and the creek into the fairway. Fortunately, such storms are few and far between.

The pond is also stocked with grass-eating carp to keep clippings from choking the pond, and Wille says he adds copper sulfate to the water to keep algae from tarnishing the water’s brilliant blue surface.

“I’d advise golfers to aim for the middle of the green on their first shots,” Wille says. “Anything else has a tendency to roll off the green and back into the water.”

His own success rate?

“I hit the middle of the green once every hundred times,” Wille says, laughing.